

## **Macquarie Cloud Services launches Azure business with strategic Microsoft agreement.**

**20 February 2020**

Macquarie Cloud Services, part of Macquarie Telecom Group (ASX: MAQ), today officially launched its Azure practice following a strategic agreement with Microsoft. The new practice will complement the company's existing cloud, hosting, data centre and telco businesses.

The agreement to leverage Azure as its public cloud offering will see Macquarie Cloud Services deliver Azure managed services to new and existing customers across Australia. The company already has an exemplary track record among existing customers, with a Net Promoter Score of 87+; adding Azure capability further extends its range and reach.

For example, Macquarie Cloud Services can manage Azure workloads offshore for Australian-headquartered businesses as a tier one Microsoft cloud services provider (CSP).

Focussing on deep product, operations and consulting expertise, Macquarie Cloud Services has built a dedicated Azure practice, led by experienced Microsoft specialist, Naran McClung.

"Partnership remains firmly within Microsoft's DNA, and our business market segments see high adoption of Microsoft technologies – so combined with our existing relationship, our undiluted focus on Azure makes perfect sense," said McClung.

"We've invested heavily in people, accreditations, product development automation, and we're helping Australian businesses embrace Azure to its fullest expression. This will lead to successful migrations, cost savings and predictability, refined IT architecture and true cloud-native operations for our customers."

The agreement expands Macquarie Cloud Services' offering and enables it to bring public cloud into its managed hybrid IT services, which is timely given recent predictions indicate up to 60 per cent of organisations will use an external service provider's cloud managed service offering, double the 2018 percentage<sup>1</sup>.

Macquarie has already been working closely with Microsoft to provide Azure managed services to a number of customers and solve real challenges in the process.

---

<sup>1</sup> <https://www.gartner.com/en/newsroom/press-releases/2019-11-13-gartner-forecasts-worldwide-public-cloud-revenue-to-grow-17-percent-in-2020>

"Our customers want to maximise their value from Azure and adapt with the platform as it evolves. They look to us for insights, facilitated change and the assurance of our ongoing focus," said McClung.

Rachel Bondi, Chief Partner Officer, Microsoft said that she was delighted to be working with Macquarie Cloud Services as it grows its Azure practice. "With its sole public cloud focus on Azure, Macquarie Cloud Services is poised to support both new and existing medium and corporate businesses with innovation, transformation and next generation operations and resource optimisation.

"Macquarie Cloud Services enjoys consistently strong customer feedback, and we are delighted to work with a partner of this calibre, as it brings the benefits of Azure – the most secure and trusted public cloud – to its clients."

Existing customers include global independent software vendors and financial services, health, education and construction organisations. Current customers include ITW Construction, Loanworks and CURA Software, which is leveraging Azure services in Australia as well as Europe and the US.

"This agreement builds upon our 18-year history of providing mission critical cloud/hosting services to Australian businesses," said James Mystakidis, Group Executive, Macquarie Cloud Services. "It also enhances our partnership with Microsoft as we continue to evolve our Hybrid cloud blueprint."

Macquarie Cloud Services sponsored Microsoft Ignite Sydney, which took place at the International Convention Centre (ICC) last week, where it discussed the new agreement with customers, prospects and partners.

## ENDS ##

## **Contact.**

Oisin O'Callaghan  
Watterson for Macquarie Cloud Services  
02 9929 7533  
0431 612 386

## **About Macquarie Cloud Services**

Managed servers, private clouds, hybrid clouds and virtual data centres.

For business customers, we are the specialists in hybrid IT. Through our people, and powered by the world's best technology, we create flexible, fully-certified hybrid IT solutions to our customer's requirements for specialised and compliant hosting. Our technical know-how is matched only by knowing what makes our customers tick. We're proudly Australian too, with powerful data centres based in Sydney and Canberra.

All supported by a team of passionate and experienced cloud specialists.

Different applications need different types of hosting. We manage it.