

Macquarie Cloud Services joins an elite group of Azure-only Expert MSPs

With the highest Net Promoter Score (NPS) in the country, the new accreditation uniquely positions Macquarie as an Azure Managed Service Provider (MSP)

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Macquarie Cloud Services, part of Macquarie Telecom Group (ASX: MAQ), today announced it has become the fastest Microsoft partner in the country to achieve the Azure-only Expert MSP credential relative to business inception, a testament to the maturity of the cloud business and the recent growth of its Azure practice. Since its official launch in February 2020, Macquarie's Azure practice has increased revenue by more than 200 per cent.

The title was awarded following a rigorous assessment of Macquarie Cloud Services' methods and commitment to customers, deemed by a Microsoft-appointed auditor as meeting the highest global standards.

The Microsoft MSP designation means that Macquarie Cloud Services will be among the first providers in the world to gain access to Microsoft's product roadmap, driving further innovation that will directly benefit its customers. The provider has a history of delivering this exclusivity to customers, for instance in 2019 when it was the first in the world to deliver the VeloCloud SD-WAN Virtual Edge into Azure.

The new credential also means that customers will benefit from Macquarie Cloud Services gaining access to an exclusive 'Request Billing Ownership' capability. This provides Macquarie with billing ownership of Enterprise Agreement customer Azure subscriptions, delivering cost savings, and importantly, providing Macquarie with the ability to integrate innovative managed services.

Head of Azure for Macquarie Cloud Services Naran McClung said the Microsoft Expert MSP credential is further proof of the organisation's commitment to maximising the customer experience in a market that is underserved and overcharged.

"As an Azure-only Expert MSP, we're focussed and committed to extracting maximum value from the platform for our customers. Our partnership with Microsoft is key to our success, and this new accreditation brings us even closer," he said.

Head of Technology, Azure & Online at Macquarie Cloud Services, Shaun Domingo, also commented on the achievement: "Macquarie Cloud Services' depth and



expertise was on show throughout the Azure Expert MSP audit. Aligned to the Cloud Adoption Framework, our Azure products and services deliver significant value to any customer, regardless of their progress on the cloud adoption journey. I am particularly proud of our talented team who achieved the Azure Expert MSP badge in record time."

Phil Barlow, Director Partner Technology, Microsoft Australia congratulated Macquarie Cloud Services on its achievement noting: "It's not possible to underestimate the work and commitment involved in attaining this credential. It is testament to Macquarie Cloud Services' deep technical capability as well as its unwavering commitment to deliver the very best outcomes for customers. We at Microsoft are exceptionally proud to partner with Macquarie Cloud Services and look forward to our continued close cooperation."

The achievement of the Microsoft Azure Expert MSP credential follows Macquarie Cloud Services' *Managed Services Innovation of the Year* win at the *Global Telecom Awards (Glotels)*, and Macquarie Telecom Group's *Best Customer Experience (CX) of the Year* award at the *World Communication Awards*.

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