

# Innovate at high speed with Macquarie Guard

Macquarie Cloud Services (MCS) is Australia's fastest growing Azure Expert MSP with the highest NPS score of any ASX company in Australia (+85). MCS is part of Macquarie Technology Group, Australia's leading Telco & Hosting provider for mid-large businesses and federal government. And Australia's #2 Great Place to Work, and #1 in Tech!

**Macquarie Guard** 24x7 automated operations deliver auto-remediation, auto-healing, continuous cost optimisation, compliance and governance, advanced logging, alerting, monitoring, ticketing, and reporting.

Data analytics, AI and ML technologies in Azure offer businesses limitless possibilities to improve productivity, expand their customer base, boost ROI and grow their bottom line.

The Macquarie Guard software package engineers pragmatic checks and balances into Microsoft Azure services that enable speed to market with complex solutions without increasing risk or reducing reliability and performance. Sensible automation points integrate safety criteria into lifecycles, starting from a tailored landing zone that seeks to grow maturity, increase agility and drive continual improvements.

Serverless workflows deliver the Well-Architected Framework outcomes of cost optimisation, operational excellence, performance efficiency, reliability and security.

Guard rail automation, though tested and proven, in isolation is not enough to ensure safety or success. When combined with attentive hands on the wheel by an award-winning team, people, process and technology work together to secure, optimise and stabilise operations, leaving you free to innovate at speed.

As we continue to transform, we were also looking for a partner who could work with us on projects with short runways and ramp up times. Agility and speed are increasingly important for us, and we need someone who can match our pace.

Tuan Tran,  
Head of Technology and  
Cybersecurity at BSA

# FAQs

## What is Macquarie Guard?

Macquarie Guard is ground-up IP built by MCS engineers to solve common problems that we faced as we scaled our services. It is built on Azure services for Azure services, delivered by Lighthouse, serverless architecture, countless lines of code and above all, on best practices, experience and expertise.

## What problems does it solve?

Macquarie Guard has universal appeal to a wide range of corporates and enterprises looking to do more with less and to stay ahead of the competition, but some of the common themes we hear are:

- I don't know where or how to start
- I'm in the cloud, but I'm not seeing much value
- How do I gain an edge by safely innovating with the cloud?

## Why is it different?

You have choices. You can sign up through the CSP cloud provider program and enjoy our award-winning management services and discounts. Or you can utilise your existing Microsoft Customer Agreement (Enterprise) or your Enterprise Agreement and your Minimum Azure Consumption Commitment (MACC). When you accept the Macquarie Guard offer in the Azure Marketplace, you will be billed by Microsoft for our offer and thus draw down on your MACC.

## Why is Macquarie Guard exclusively for Azure customers?

"Microsoft Azure is typically the default IaaS option for Microsoft-centric organisations in Australia, particularly among small to midsize organisations in industries such as construction, local government, accounting and legal services," Gartner VP analyst Michael Warrilow says, supporting Azure's strong positioning in Australia. MCS has seen value in investing in a deep partnership with Microsoft, bolstered with joint product development and skilling.

Forged over 5yrs working exclusively on Azure, our ML & AI powered guardrails represent the very best protections in market.

Naran McClung, Head of Azure

## Invest more time creating value



Validated reference architecture for customers to start their journey



On-going operational, security and governance guardrails to enable responsible innovation



Frameworks to ensure the services are being used optimally, securely, and in accordance with customer requirements

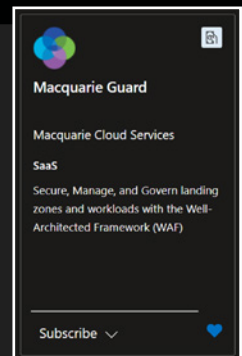


24x7 cloud native innovation, operations and automation



Well-Architected Framework principles continuously implemented across lifecycle

Microsoft understands the power of partnership – and that's why Azure is the only public cloud platform Macquarie Cloud Services works with.



For more information, [please visit the Macquarie Guard webpage on the Microsoft Azure Marketplace.](#)

Microsoft Solutions Partner  
Infrastructure  
Azure

Specialist  
Windows Server and SQL Server  
Migration

Microsoft Solutions Partner  
Data & AI  
Azure

Microsoft Solutions Partner  
Digital & App Innovation  
Azure

Microsoft Solutions Partner  
Security

Member of  
Microsoft Intelligent  
Security Association  
Microsoft