

# Azaleos Chooses Quest Service Provider Partner Program to Offer Fully Managed, Secure and Compliant Exchange 2010 Environments

Azaleos is a provider of remotely managed services for Microsoft Exchange, SharePoint, Active Directory, Office Communications Server, and BlackBerry Enterprise Server (BES). The company provides uptime, maintenance, and support services remotely from its network operations centers, offering its customers the cost savings and performance levels of a managed solution without losing control of, or access to, their data. When Azaleos looked to add value to its existing migration and management services, it turned to Quest.

## The Business Challenge

Azaleos has migrated more than 2 million mailboxes to Exchange since 2005 using Quest Exchange migration solutions. Most recently, Azaleos teamed with Quest to migrate the Centers for Disease Control to Exchange 2010.

Azaleos found that many companies are ready to take advantage of the new features and options in Exchange 2010, but are hesitant to assume the up-front cost for hardware and migration services. Others would prefer to outsource the day-to-day management of their Exchange 2010 environment, but can't due to security or compliance requirements.

This feedback helped Azaleos see an opportunity to provide additional value using Quest solutions, going into areas beyond migration, like identity management and auditing. Azaleos was also eager to offer its customers financial flexibility through a new pricing and billing model.

## The Quest Solution

Having been a certified Quest consulting partner for a number of years, Azaleos naturally turned to Quest to help scale and manage its Exchange migration business and expand its managed services offering with Quest's collaboration and identity tools for Microsoft environments.

For Exchange migration, Azaleos chose Quest Migration Suite for Exchange, a powerful solution that helps ensure a seamless migration process, providing a centralized place for project management. Equipped with robust analysis tools and reporting mechanisms, the solution sufficiently addresses the company's Exchange migration needs.

Azaleos is also including Quest Collaboration Services, Change Auditor, Active Roles Server, Quest One Identity and Recovery Manager as part of this enhanced service set for its Exchange and SharePoint customers. Customers have responded favorably to the new services, noting the convenience of the billing model. With Azaleos and Quest, customers receive a comprehensive solution that includes hardware, migration services, everyday infrastructure management and Quest solutions rolled into a simple per-user, per-month format.

*"Quest is a long-time strategic partner of ours, with industry leading products enabling us to migrate customers to our Exchange and SharePoint managed services quickly and efficiently. The Quest solutions help us mitigate risks during new customer on-boarding and migrations and achieve faster time to service. We're excited about working with Quest's MSP team, leveraging the new monthly pricing model and having expanded access to the Quest portfolio."*

— Phil Van Etten  
Chief Executive Officer  
Azaleos

## OVERVIEW



### Headquarters

Seattle, Washington

### Services

Managed services for Microsoft Exchange, SharePoint, Active Directory, Office Communications Server, and BlackBerry Enterprise Server

### Critical Needs

Streamline Exchange migrations and enhance SharePoint and Active Directory monitoring capabilities

### Solutions

Migration Suite for Exchange, Collaboration Services, One Identity Solution, InTrust®, ActiveRoles® Server

### Results

- Faster, more scalable migrations to Exchange 2007/2010
- Enhanced monitoring and management capabilities for SharePoint and Active Directory 2007/2010
- Higher quality version migrations and conversions, with lower costs due to the new pricing model

### The Bottom Line

Today, Quest helps Azaleos scale the scope and speed of their Exchange migrations and expand new service offerings for SharePoint and Active Directory. With these solutions Azaleos experienced:

- Faster, more scalable migrations to Exchange 2007/2010
- Enhanced monitoring and management capabilities for SharePoint and Active Directory 2007/2010
- Higher quality version migrations and conversions, with lower costs due to the new pricing model

"Quest is a long-time strategic partner of ours, with industry leading products enabling us to migrate customers to our Exchange and SharePoint managed services quickly and efficiently," says Phil Van Etten, chief executive officer of Azaleos.

With Quest, Azaleos has been able to mitigate risks during new customer on-boarding and migrations and achieve faster time to revenue. "We're excited about working with Quest's MSP team, leveraging the new monthly pricing model and having expanded access to the Quest portfolio," Van Etten adds.

To learn more about the Quest Service Provider Partner Program, please visit [www.quest.com/MSP](http://www.quest.com/MSP).

### About Azaleos

Azaleos Corporation provides the benefits of hosted e-mail and collaboration services for organizations that can't or won't allow their data to reside in a public cloud. Azaleos' 24x7 managed services for Microsoft Exchange, SharePoint, Active Directory, Office Communications Server, and BlackBerry Enterprise Server keep information in a private cloud or on-premise location and under IT control, while uptime, maintenance, and support is handled by experts in network operations centers. For more information visit [www.azaleos.com](http://www.azaleos.com).

### About Quest Software, Inc.

Quest simplifies and reduces the cost of managing IT for more than 100,000 customers worldwide. Our innovative solutions make solving the toughest IT management problems easier, enabling customers to save time and money across physical, virtual and cloud environments. For more information about Quest go to [www.quest.com](http://www.quest.com).



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