Bechtle case study:

THE MODERN WORKPLACE, A MODEL FOR SUCCESS

bechtle

Bechtle partners with Westcoast Cloud to deliver Microsoft Modern Workplace solutions to its customers, ranging in size from SMB to enterprise level. It attributes its successful Microsoft Modern Workplace business to its partnership with Westcoast Cloud.

Through our partnership, Bechtle get access to in-house Microsoft experts and initiatives like the Microsoft AI Cloud Partner Programme, which not only helps position them as a market leader, but also provides funding to undertake activities – strengthening their customer relationships.

"A big difference between Westcoast Cloud and other distributors is that Westcoast Cloud give us a really speedy response, which means we never keep our customers waiting… They also understand that not all partners are the same – they understand how Bechtle work, they understand how our customers work, and they understand what it takes for us to succeed."

Alexis Spillane, Software Solution Specialist, Bechtle

If you'd like to find out how Westcoast Cloud can help raise your ambitions, get in touch.
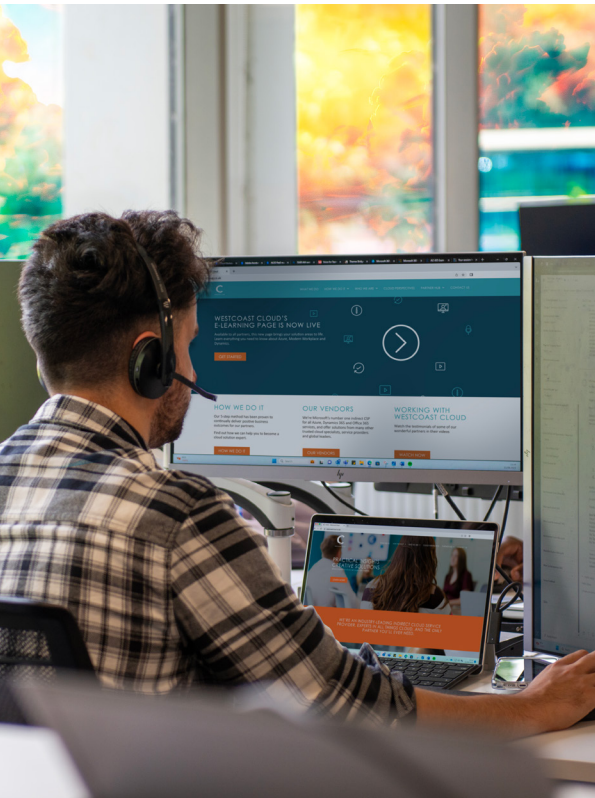
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WESTCOAST CLOUD | **Microsoft**

SUPPORT AND ENCOURAGEMENT, WHENEVER PARTNERS NEED IT

Softwerx has been a Microsoft partner for 20 years with its core business in Microsoft security, serving customers from SMB size to global organisations. Our Westcoast Cloud Amplify team has supported Softwerx with its Microsoft relationship to developed accreditations and competencies, particularly in security.

"The level of support we receive from Westcoast Cloud is quite different from any other partner we deal with. The level of commitment, engagement and the people at Westcoast Cloud, really is the difference. The Westcoast Cloud Amplify team has really supported Softwerx with our Microsoft relationship, in particular with accreditations and competencies – especially with the security competency. I believe Softwerx is the first partner at Westcoast Cloud to achieve it. They really get us, and they really provide the commitment that we need."

David Smart, Managing Director, Softwerx

If you'd like to find out how Westcoast Cloud can lift your cloud sales, get in touch today.

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