

# Why Microsoft Services for Business Applications

We empower organizations to put innovation into practice using our global reach and ecosystem to deliver strategic business outcomes, maximize the value of cloud technology, and drive success through continual support



## Expertise

We ensure successful outcomes of Dynamics 365 projects by leveraging unrivaled expertise, IP, and proven Sure Step delivery methodology, combined with Microsoft support.

"Microsoft Enterprise Services not only understands the latest technologies, but they also develop systems based upon our after-sales service operations, and they provide global assistance. They will help us achieve our goal of global expansion."

- Mr. Michio Yonezawa  
General Manager, Services Department



## Ingenuity

We push product boundaries, partnering across engineering groups, ISVs, and SIs to create innovative, customer focused solutions.

"What truly impressed me with our Microsoft collaboration was that it was not about selling us a product. It was about building something and addressing the world's water challenge together."

- Christophe Beck  
President, Nalco Water, an Ecolab company



## Empowerment

We partner closely with business and technical teams to ensure solution capabilities meet desired outcomes, while transferring expertise and knowledge throughout the project lifecycle.

"Microsoft is a partnership that goes beyond technology. It is investing time supporting us to realise our digital transformation ambitions, offering advice and guidance when we need it."

- Mike Young  
Group CIO

