

## MicroCorp Facilitates TierPoint Deal with Major Transportation Customer

One of MicroCorp's subagents sought its help to provide the right supplier for a major transportation company looking to migrate to the cloud.



### THE NEED

A big transportation company that had an on-premises solution was looking to move their servers to the cloud.

### THE ACTION

MicroCorp's subagent had a previous relationship with the client and spoke with it about the benefits of moving to the cloud. The subagent reached out to MicroCorp to find the right provider that best fit the customer's needs.

MicroCorp then connected the subagent with provider TierPoint after having conversations with both the subagent and the client to determine the goal.

TierPoint:

- Scheduled a data center tour and named differentiators
- Presented their solutions and value proposition
- Informed the subagent about their ability to adjust to the customer's needs

## THE RESULTS

MicroCorp was the bridge that connected the subagent to the provider and – thanks to their diversity and portfolio of providers – was strategic in helping the subagent find the right solution. The subagent's customer:

- Has an agreement for private cloud and hosted virtual servers
- Has an affordable solution that includes security services, a dedicated appliance for their DDoS, and a secure cloud
- Has a customizable solution that can easily be upgraded and altered according to their needs
- Has a provider that is easily accessible

Thanks to MicroCorp, the subagent found a solution that worked with different configurations the customer needed as well as educated the customer on crucial information such as different types of licenses.

MicroCorp's ability to provide the suppliers, as well as the responsiveness and teamwork of each entity involved, helped deliver the customized solutions the customer needed.

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**“MicroCorp has been strategic due to the portfolio of providers and the diversity of their providers. Working together with the channel manager, David, helped us to discuss with different providers and have different discovery calls with those providers. Then, the customer was motivated, and we got the deal.”**

**MicroCorp's subagent**

**IF YOU'RE LOOKING FOR A MASTER AGENT TO HELP YOU FACILITATE CLOUD DEALS AND PROVIDE THE SUPPLIERS THAT WILL HELP YOUR CUSTOMERS SUCCEED, CONTACT MICROCORP AT [INFO@MICROCORP.COM](mailto:INFO@MICROCORP.COM) OR CALL 770-649-1919.**

