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## **ITCloud.ca (IT Cloud Solutions) Acquires Cloud-IT to Expand its Offering to Microsoft MSPs**

**Trois-Rivières:** ITCloud.ca today announced its recent acquisition of Cloud-IT, the 2014 winner of the prestigious Microsoft Partner of the Year award, that moved over 1 million seats to the MS cloud. This strategic move reinforces ITCloud.ca's position as a Canadian leader in the provision of cloud solutions for the CSP's and MSP's as well as their customers.

Already a highly-valued resource for Microsoft MSPs (Managed Service Providers), the addition of Cloud-IT's offering provides even greater resources for MSPs to increase their knowledge and grow their business. In addition, Cloud-IT's Executive Director, Steve Noel, has Microsoft Office 365 MVP (Most Valuable Professional) status, an elite MS award held by very few people worldwide, that recognizes exceptional technical experience and a talent for knowledge sharing.

Said David Latulippe, Executive Vice-President, ITCloud.ca, *"The acquisition of Cloud-IT firmly rounds out our service offering and underscores our commitment to the SMB market. ITCloud.ca has an excellent reputation for providing MSPs with exceptional service and support – this move enables us to deepen our relationships with MSPs across Canada."*

### **What does this acquisition mean for MSPs?**

Beginning in the fall, our partners will be able to enjoy access to deeper resources and knowledge, fast-tracking their ability to grow their cloud business - beyond just selling Office 365 licences.

- ITCloud Academy for partners: this initiative will give MSPs access to expert, ongoing training and help them to obtain certification in various areas, giving them more knowledge about cloud solutions.
- A new department of services and consulting to partners: a value-add resource that provides SMB MSPs with all the tools and resources they need to close business, from support in the presentation of a solution to an MS Azure architect to help prepare and implement complex deployments for large customers.

Said ITCloud.ca's CEO, Mirco Cristoni, *"The acquisition of Cloud-IT makes perfect sense for ITCloud.ca. Having an MS O365 MVP on our team, surrounded by highly skilled MS technicians, gives us a competitive edge and allows us to be more advanced in the market."*

*"We will open source our sales, marketing and service delivery strategies to partners helping them be more profitable with their cloud offering"* said Majida Rhazi, Co-Founder of Cloud-IT. With this move, ITCloud.ca has leveraged Cloud-IT's offering to give its partner network the framework to grow a successful cloud productivity business.

*"From the beginning we've always worked with partners, sharing some of our best practices, co-selling or delivering services on their behalf, and we've always had a strong connection with the Microsoft partners, so this union makes sense and strengthens ITCloud.ca's offering to the market,"* said Steve Noel, Office 365 MVP, Cloud-IT.

### **About ITCloud.ca**

"Born in the cloud", ITCloud.ca, formerly known as BackupEnLigne.ca was established in 2005 to provide Cloud backup services in the form of supervised Cloud solutions to MSPs.

ITCloud.ca is an Authorized Microsoft 2-Tier distributor for CSPs (Indirect CSP Provider), a distributor for Bitdefender and StorageCraft in Canada as well as their own backup solutions such as SBackup and MedicBackup

Boasting a network of over 650 partner-resellers country-wide and tens of thousands of daily backups, the organization ranks among the top service providers of secured cloud backup and AV solutions, as well as Microsoft cloud solutions.

Since its inception 13 years ago, ITCloud.ca has built a stellar reputation for exemplary customer service to both Microsoft MSPs and their SMB clients. Known for servicing the "s" in "SMB", the organization has made access to Microsoft technology more accessible, making business life easier for small businesses. Amongst its long list of achievements, ITCloud.ca can boast:

- 100% growth in the number of Microsoft O365 customers onboarded monthly
- 100% growth in the number of partners onboarded monthly
- 100% success in data recovery with the Cloud backup solutions SBackup and MedicBackup

More information about IT Cloud Solutions' suite of offerings can be found on our website

[www.itcloud.ca](http://www.itcloud.ca)