

# CIOReview

The Navigator for Enterprise Solutions

MICROSOFT SPECIAL

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## 100 Most Promising Microsoft Solution Providers

Enterprise technology is developing at breakneck speed and Microsoft is making sure that it creates an impact that will last for years to come. Mobility, cloud, social, big data, and security are the five major areas where the Redmond giant is heavily invested in. Ambitiously put by Satya Nadella, Microsoft is on a mission to reinvent productivity to empower individuals and companies. “We will build platforms and experiences of productivity for a world mobile-first and cloud-first,” states Nadella. The road taken by Microsoft and its outcome is evident in the slew of innovative products and solutions that have come out of Redmond in the last one year—with many more yet to come, as we learnt from the recent Ignite 2015 Conference.

Microsoft has unveiled a raft of new enterprise products and services to help CIOs lead their companies in the new era of enterprise computing. This shows Nadella’s attempt to not just entice consumers with the upcoming release of Windows 10 and new version of Office, but also refocus Microsoft’s efforts on its business clientele, with a particular emphasis on corporate IT departments. The new lineup includes the next generation of Windows management, Microsoft Office, hybrid cloud infrastructure and SQL Server.

The new Azure Stack brings the Azure user experience and both infrastructure and platform-as-a-service capabilities into customers’ data centers. Built on the same core technology as Azure, IT teams can leverage Azure Stack to easily blend enterprise apps with modern, distributed apps and services while maintaining centralized oversight. Windows Server 2016 and SQL Server 2016 have also taken major leaps forward in providing breakthrough performance for mission-

critical apps and deeper insights on any data across on-premises and cloud.

Moreover, there is more to Window 10 than meets the eye. What does it have in store for Microsoft partners? A great potential to boost their bottom lines and grow their customer base. Window 10 includes security features that fight data leakage and let administrators restrict data from being copied and pasted outside of corporate applications. Besides Edge—the long awaited IE replacement—and Cortana—the voice assistant—Windows Update for Business is a new management option for Windows 10 designed to keep devices up to date with the latest security updates and Windows features. This gives administrators more control over what updates their company receives and when, allowing for continual updates through the month as an option.

With Microsoft firing on all cylinders, Microsoft partners play a key role in this drive towards IT innovation. To help CIOs find the right Microsoft Solution Provider, a distinguished panel comprising of CEOs, CIOs, CMOs, VCs, analysts and the CIOReview editorial board has selected top players from over thousand Microsoft solution providers. The companies listed here demonstrate an ability to develop innovative technologies, methodologies, and outstanding customer service.

In our selection, we looked at the vendor’s capability to fulfill the burning need for cost-effective and flexible solutions that add value to the complex Microsoft landscape. We present to you CIOReview’s 100 Most Promising Microsoft Solution Providers 2015.

**Company:**  
Diverse Technology  
Solutions, Inc

**Description:**  
Diverse Technology Solutions is a leading provider of cloud computing, managed IT services and enterprise technology consulting

**Key Person:**  
Clayton Hart,  
CEO

**Website:**  
[www.diverse-technology.com](http://www.diverse-technology.com)

## Diverse Technology Solutions Delivering Cloud Based Microsoft Solutions

Microsoft—one of the world’s largest software developers—has a host of offerings to help CIOs align Information Technology goals with business objectives. But the myriad of offerings can make the process of choosing the most cost-effective Microsoft solutions a daunting task. “For instance, one of the challenges CIO’s face today is the question of whether or not to relocate data and applications to the cloud,” says Clayton Hart, Managing partner and CEO of Diverse Technology Solutions (DTS). Being a Microsoft Partner, DTS assists a CIO’s ability to counter the challenges that crop up when choosing or implementing Microsoft enterprise solutions. “We help CIO’s navigate the myriad of options and clearly realize the return on investment of those decisions.”

A core part of DTS’s ability to accurately deliver these answers is the foundation of their Microsoft partnership that spans over two decades. This foundation enabled DTS to become an early adopter of implementing Microsoft based cloud hosting solutions for clients throughout North America and beyond. Their flagship Microsoft virtual desktop and server-hosting solutions deliver private cloud storage and mobile desktop technology, engineered to reduce the cost of IT ownership.

With the internet of things, mobility, cloud, and emergence of wearable technology entering mainstream, there is a demand for businesses to take their data and

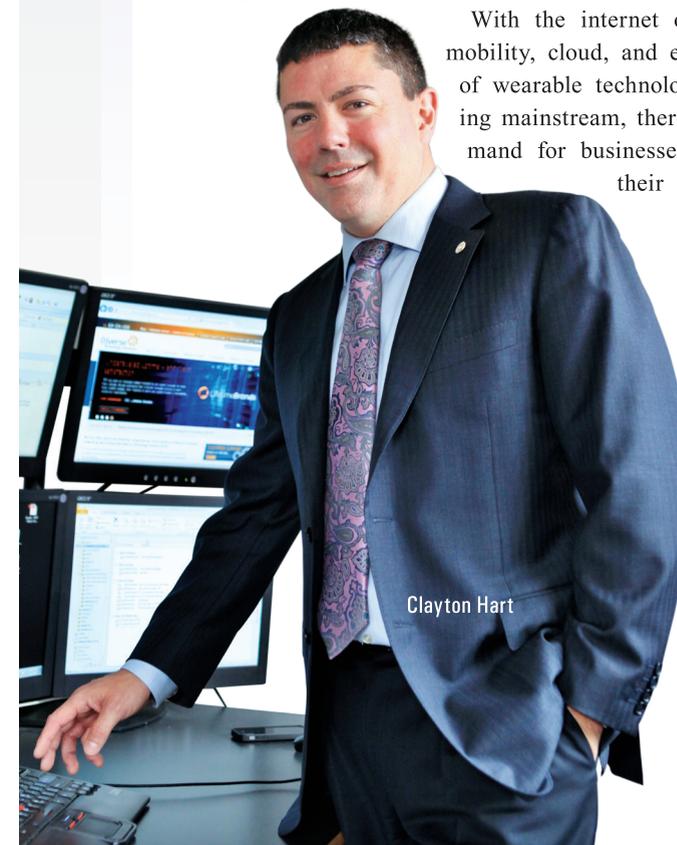
applications mobile. “Our virtual desktop hosting solutions have helped clients save up to 70 percent on their overall IT costs. With this server and desktop hosting environment, it is possible to provide a client all of their critical business applications, data and the entire Microsoft product suite. These cloud services, for instance, have helped the clients save up to 70 percent on their overall IT costs by relocating their data and applications to Diverse Technology’s cloud-based Microsoft solutions. One advantage of our hosting platform is that we own the infrastructure of our cloud services delivery, and we have the ability to provide custom and granular configurations that may not be available to a customer from other cloud hosting providers,” says Hart.

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**We are constantly testing the new technology from Microsoft to see how they impact our clients and what competitive advantages they can offer**  
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For instance, Kaplan Development Group, a property management company with 15 locations in the U.S. had various issues with their existing cloud provider. Engaging with the customer, DTS implemented a custom-built Microsoft-driven Virtual desktop and server hosting solution. The solution boosted Kaplan’s cloud-desktop performance, in addition to decreasing their cloud hosting expenses by 35 percent.

Hart claims that it takes an enormous amount of commitment to maintain the lead and consistently adapt to the latest technology for cloud compatibility. “We are constantly testing the new technology from Microsoft to see how they impact our clients and what competitive advantages they can offer,” says Hart.

For the future of DTS, Hart is striving to deliver IT as a utility for its customers. “The adoption of cloud-desktop technology will be an indispensable part of enterprises, but it’s currently not widespread. This can be attributed to the fact that the technology is relatively new in the field,” says Hart. But his firm has mastered it, which places DTS at a good vantage point to capitalize on this emerging market. With an array of cloud offerings and services, DTS has made a lasting mark in the IT field today and is poised for a promising future. 



Clayton Hart

Diverse Technology Solutions, Inc

recognized by CIOReview magazine as



An annual listing of 100 companies that are in the forefront of providing  
Microsoft solutions and impacting the market place.

  
Pradeep Shankar  
Editor-in-Chief  
CIOReview