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Zones Announces Investments to Expand and Accelerate Customer Adoption of the Microsoft Platform

Zones Details Strategic Investments in Microsoft Cloud, Software and Services Offerings

AUBURN, Wash., July 20, 2015 — Zones, Inc., today announced details of major investments designed to support the company’s focus on the Microsoft platform. As an authorized Microsoft Licensing Solutions Partner (LSP) and a Microsoft Cloud Solution Provider (CSP), Zones is well-equipped to provide comprehensive solutions that drive customer success through the innovative use of Microsoft technologies.

To continue driving the transformation to cloud-enabled solutions, Zones has made significant investments in dedicated Microsoft selling and services resources. A sales organization devoted to Microsoft solutions leading with Office 365 (O365) and Azure has been formed at Zones, and is supported by technical architects and system engineers providing extended services to enhance Microsoft solution offerings. Together these teams will execute on Zones’ go-to-market strategy for Microsoft solutions, which includes solving its customers’ technology challenges through adoption and implementation of Microsoft technologies.

“Zones and Microsoft have been long-term strategic partners, and together we have achieved success in multiple markets, including traditional volume licensing, while pivoting to enable rapid growth in O365 and Azure with cloud solutions,” said Derrek Hallock, senior vice president of Partner and Product Marketing at Zones. “Our software and cloud businesses remain a strategic area of investment and focus for our organization. We are proud of our success, and look forward to providing our customers Microsoft solutions in the future as both an LSP and CSP, supported by a robust Zones services portfolio.”

Not only does Zones support the adoption of Microsoft technology throughout its customer base, the company also leverages Microsoft technologies across its entire global infrastructure, including Microsoft Dynamics AX, Microsoft Dynamics CRM, and Windows, with upcoming implementations of O365 and SharePoint.

“Zones is not only a Microsoft partner, we’re a customer as well,” said Hallock. “We’re deeply invested in the Microsoft platform and believe this truly helps us make recommendations to customers. We’re not only offering Microsoft solutions to our customers, but we’re using Microsoft technologies as the backbone which supports our ongoing growth.”

In addition, Zones has a dedicated cloud practice staffed with cloud solution experts who have the specialized knowledge and tools necessary to plan, implement and manage successful cloud deployments. Zones has been recognized by Microsoft as a CSP partner, further demonstrating the company’s commitment to the cloud.

With support from Zones, customers can realize all the benefits of Microsoft’s Azure platform. From assessment to deployment through to renewal, Zones experts can help organizations build and strengthen their cloud infrastructure to achieve positive business outcomes. To learn more about Zones’ cloud solutions, visit the [Zones Cloud page](#). View Zones’ press release announcing its participation in the Cloud Solution Provider Program [here](#).

About Zones

Zones, Inc., supports business, healthcare, the public sector and specialty markets by applying innovative technology solutions across a variety of specializations including networking, security, software, storage, mobility, data center and virtualization. Zones holds the highest levels of technical certification from every key solution provider we represent, including Cisco Gold, EMC Velocity Premier, Dell Server and Storage Technical, IBM System and Storage Technical, HP Enterprise Networking and VMware Infrastructure, among others. Zones is an eight-time recipient of the Microsoft Excellence in Operations award and was also recognized as the 2013 Microsoft Partner of the Year for Volume Licensing. Incorporated in 1988, Zones is headquartered in Auburn, Wash., and is a certified MBE company.

For additional information, visit www.zones.com or call (800) 408-9663.

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