

# Extending access to Azure Virtual Desktop Environments

## CHALLENGE

- Our customer wanted to securely and easily deliver their technology offer while also gaining broader distribution.
- The customer was facing low lead quality and was looking for a perfect solution to address the selling point.
- They were not able to enable sales team with qualified leads and robust processes.

## SOLUTION PROVIDED

- Kryptos chose to use Microsoft Azure Marketplace and take advantage of the included Marketplace Rewards to raise awareness and receive strategic advice.
- Azure Marketplace and Marketplace rewards enabled our customer to accelerate their time to market, expand their reach to prospects.

## BENEFITS

- After the implementation of the strategies, the customer was able to refine their offer, get more deals and boosted its leads by more than 100 percent
- They onboarded several customers by leveraging the private offer functionality of the marketplace to empower resellers.
- The platform removed friction out of the buying process and made things accessible to the customers with an indispensable selling tool.



## ABOUT KRYPTOS

With more than fifteen years of experience under its belt, Kryptos is now a pioneer in managed IT & Business services across the continents. Adding to its crown, Kryptos is an established Microsoft Gold Partner, AWS Advanced Partner, ISO 20000 & 27001 certified organization. With over 150+ certified employees in various technology solutions and services, we aim to provide exceptional services and with our team of vibrant industry experts who work round the clock to make this possible.