

Technology

Helping Australian businesses unlock the value of cloud

Kloudify Technologies

By leveraging Lenovo Cloud Marketplace, Kloudify has helped its customers deploy and manage over 7,000 Microsoft licenses to date—delivering 98% customer satisfaction and helping the company grow its managed services business by 20% year on year.



Lenovo

1

Who is Kloudify Technologies?

Founded in 2020 in Sydney, New South Wales, Kloudify Technologies is a Microsoft Cloud Solutions Partner and one of the leading providers of Microsoft productivity and cybersecurity services in Australia. With a team of certified experts and extensive industry experience, Kloudify helps small- and medium-sized enterprises (SMEs) modernize their technology, increase their efficiency, and drive competitiveness.



2

The Challenge

Kloudify is on a mission to help SMEs across Australia to focus on what matters: business growth. Lizon Rahman, Solutions Director at Kloudify, says: “Whether it’s artificial intelligence, cybersecurity, CRM tools, or Microsoft 365 licenses, we provide comprehensive support to help our customers unlock their full potential.”

As a lean and agile startup in Australia’s competitive IT solutions and services industry, Kloudify aimed to rapidly grow its share of the market. To achieve this goal, the company looked to leverage economies of scale by forging industry partnerships. As a world-leading enterprise IT company and a Microsoft Cloud Solution Provider, Lenovo was at top of the list.



“Lenovo offers cloud platforms and managed services that add value to our customers. By combining on-demand Lenovo Professional and Managed Services with easy access to software subscriptions and services from Lenovo Cloud Marketplace, we can help customers get the most out of their Microsoft cloud investments.”

Lizon Rahman

Solutions Director, Kloudify Technologies

One-stop shop for software

For Kloudify, one of the biggest advantages of partnering with Lenovo is access to the Lenovo Cloud Marketplace. A highly intuitive and easy-to-navigate platform, the Cloud Marketplace enables Kloudify's customers to purchase and deploy cloud applications and services in minutes.

Rahman confirms: "One of the things that we find most compelling about Lenovo Cloud Marketplace is how intuitive it is to use. By harnessing automation and native reporting tools on the platform, it's very straightforward for our customers to monitor their usage and spin up new digital capabilities rapidly."

Services

Lenovo Cloud Marketplace

““

“For our customers, Lenovo Cloud Marketplace has been a game-changer. With instant access to a vast catalog of cloud licenses and solutions via the marketplace, we can help our customers plan their cloud deployments in a highly strategic way.”

Lizon Rahman

Solutions Director, Kloudify Technologies

3

Results

Through its partnership with Lenovo, Kloudify is unlocking significant benefits both for its customers and its business. To date, the company has used the Lenovo Cloud Marketplace to deploy and manage over 7,000 Microsoft licenses—and some of its larger customers are saving over 60 hours a year on manual administration.

“Lenovo Cloud Marketplace has been truly instrumental to our success,” confirms Rahman. “We are measuring an average customer satisfaction rating of over 98%, which is testament to how easy the Cloud Marketplace is to use. Our collaboration with Lenovo has played a key role in growing our business by 20% year-on-year, and we’re excited to see where the future takes us.”



7,000 Microsoft licenses deployed to date



98% customer satisfaction rating



20% year-on-year business growth

““

“Kloudify has been operating for over three years, and we’ve been a Lenovo partner from day one. Lenovo perfectly complements our own capabilities, which empowers us to bring the benefits of cloud solutions to more SMEs across Australia.”

Lizon Rahman

Solutions Director, Kloudify Technologies

Why **Lenovo**?

Kloudify made the decision to partner with Lenovo from the very earliest days of its business. Lenovo was an optimal fit for the company, offering Kloudify the opportunity to complement its own capabilities with the broadest portfolio in the industry.

Lenovo invests significantly in partner success, with best-in-class sales enablement, a global engine for demand generation, and tools such as Lenovo Cloud Marketplace to automate and grow productivity. Via Lenovo Cloud Marketplace, Kloudify can offer its customers simple management of their cloud licenses, 24/7 access to technical support from Lenovo engineers, and seamless Microsoft solution deployments from Lenovo Professional and Managed Services.

Rahman comments: “What makes our partnership with Lenovo so successful is that both of our businesses have a shared commitment to delivering exceptional value and technological excellence to our customers. That commitment has become the cornerstone of a mutually beneficial relationship.”



How can managed services companies increase their reach?

Kloudify Technologies uses Lenovo Cloud Marketplace to help customers deploy and manage Microsoft cloud solutions, driving 20% year-on-year growth.

[Explore Lenovo Cloud Marketplace](#)