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100 Most Promising Microsoft Solution Providers

It is no secret that Microsoft solutions are at the heart of many enterprises across the globe. Be it running financials, customer systems, or supply chains; Microsoft enterprise solutions are the backbone of virtually every organization. However, the overwhelming array of products and services—Dynamics ERP, CRM; Azure; SharePoint; SQL Server; Office 365—make navigating the complex and fragmented Microsoft landscape highly difficult.

Collaboration and productivity applications form the hub of communication for knowledge workers. When it comes to document management, companies see SharePoint as pivotal, with productivity applications like Office 365 and Exchange playing a central role in how employees collaborate and communicate.

Microsoft is also adopting new philosophies as it continues to compete with Amazon, Google and others in the cloud computing market. In a bid to make Azure stand out, the software giant is taking a path that it is rarely known to take—embracing openness. As it stands, this strategy seems to be working as numerous companies are starting to see Azure as their cloud computing platform of choice.

In the wake of these developments, the CIOs are looking to partner with leading solution and consulting firms to gain third-party insights into best practices for specific domains, such as supply chain, sales automation, or customer experience.

They are also on the lookout for partners with strong business acumen, industry-focused consultants and practices, change management skills, and tools built for specific industries. Furthermore, Microsoft clients desire for fully managed solutions from firms with an “asset heavy” footprint, global data presence, and strong skills around infrastructure management.

The software giant partners with about half a million vendors, ranging from multinational corporations to smaller players and specialist providers. Existing within this universe of Microsoft partners are a select few who are a step above the rest, and through this edition of CIO Review, we will help clients gain more insights into the capabilities of the major global service providers who are strong in Microsoft technologies.

As a prelude to CIO Review’s 100 Most Promising Microsoft Solution Providers 2014, our selection panel evaluated the capabilities thousands of vendors in this space that have skills to tackle complex challenges. The companies featured have showcased an in-depth expertise in delivering integrated and innovative technologies to streamline operations across the Microsoft landscape. A distinguished panel of CEOs, CIOs, VCs, industry analysts and the editorial board of CIO Review selected the final 100 companies that are at the forefront of tackling today’s challenge in the Microsoft ecosystem.

We present to you CIO Review’s 100 Most Promising Microsoft Solution Providers 2014.



Company:

Nectar Services Corp

Description:

Delivers best-in-class software solutions to improve management, visibility, and service delivery across global Lync & other UC environments

Key Person:

David Giangano, CEO
Tom Tuttle Vice President
Microsoft Practise

Website:

www.nectarcorp.com

Nectar Services Corp. Providing Next-Gen Technology to Eliminate Unified Communications Complexity

With an increasingly changing landscape, organizations are facing new operational challenges and multi-vendor interdependencies, amidst a failing ecosystem of technologies to support Unified Communications (UC) converged networks. Nectar Services Corp is one such organization that specializes in delivering software solutions that empower their customers to improve UC management, visibility, and service delivery across global and enterprise converged networks. Its flagship product, Converged Management Platform (CMP) solution provides comprehensive insight into network and UC application issues for fast problem resolution, which results in lowering the total cost of ownership (TCO).

Specifically, Nectar offers the most comprehensive Microsoft Lync monitoring in the industry. “The current challenge with monitoring Microsoft Lync is that clients and managed service providers are reliant on post-call quality metrics, without the ability to correlate performance across the network due to Lync encryption. The encryption provides excellent security, however, it is very difficult to understand session-path across the network, isolate the problem and



Tom Tuttle

correct it,” explains David Giangano, CEO, Nectar Services Corp. “The main challenge in delivering the highest quality performance in UC networks like Microsoft Lync, is delivering real-time visibility across the entire multi-vendor UC ecosystem. These environments require powerful forensic and analytic tools to isolate the root-cause of the service affecting issues. These tools need to be able to auto discover the UC environment, be intuitive, easy to manage and configure,” adds Giangano.

Being a Microsoft Depth Partner of the Lync Software Defined Networking

“**Our solutions provide unique insight and visibility to minimize the complexities of UC, which save our clients and partners time, resources, and money**”

(SDN) API program, Nectar’s solution correlates all network topology, as well as network session and content information, giving administrators a complete picture of the Lync environment. “With our deep integration with the LyncSDN API, the Lync end-user experience is enhanced,” claims Tom Tuttle, Vice President - Microsoft Practice. “The Lync SDN API provides us with real-time information and we, in turn, provide our partners with unique insight and visibility of all Lync voice and video sessions to help eliminate the complexities and diagnose issues impacting Lync,” adds Tuttle.



David Giangano

Nectar also provides innovative solutions that enable IT organizations with actionable information to adapt to change, manage complexity, and transform their infrastructure. “We provide the most comprehensive end-to-end view of UC services environment and correlate all the information, making the job easier for our clients and partners, saving them time, resources, and money,” says Tuttle.

So what makes Nectar unique? “We have an extremely flexible platform, a robust multi-tenant user interface, perfect for the service provider and enterprise customer alike, and true end-to-end visibility enabling companies to mitigate risk, centralize systems and management, and dramatically reduce expenses,” reveals Tuttle.

Going forward, Nectar is committed to expanding their Microsoft Practice and plans to continue its development efforts with Microsoft as a Depth Partner to further enhance their visibility across the entire Lync ecosystem.

“In this industry, you need to have the end-user at the core of your focus from the beginning. Having the right solutions and the ability to monitor and manage the entire UC environment from a single-pane-of-glass clearly provide tremendous value-add to our clients and partners,” concludes Tuttle. [CR](#)