

From Deployment to Delight

Sustaining AI, Security & Growth
Through Managed Services



Microsoft
Solutions Partner

Microsoft PowerApps
Microsoft 365
Microsoft Dynamics
Microsoft Azure
Microsoft Security



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Data & AI
Infra & Database Migration
Azure Virtual Desktop



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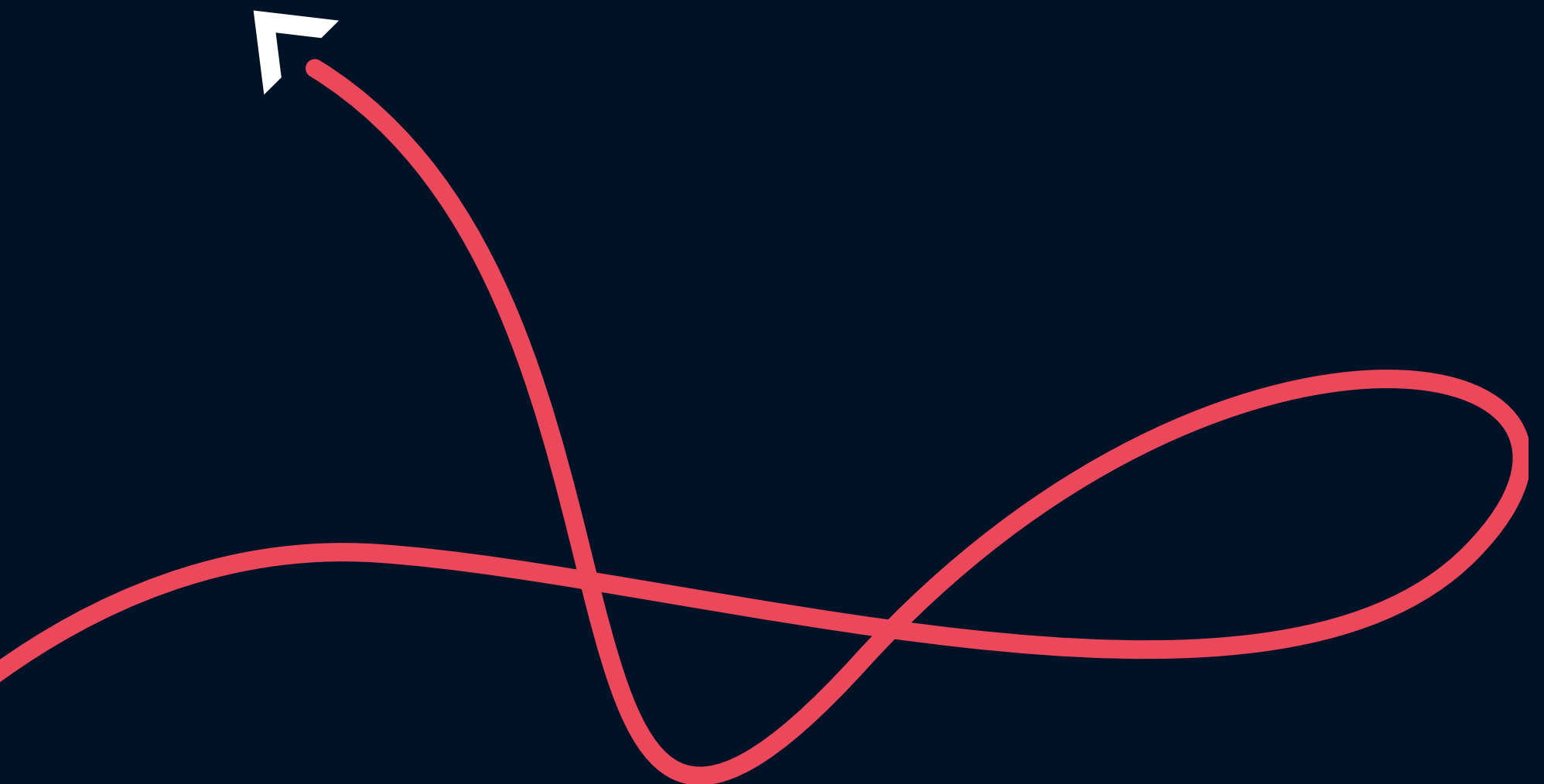
Identity & Access Management
Cloud Security
Security Threat Protection



Tier 1
Global Direct Microsoft Partner

Summary

Digital transformation doesn't end when systems go live - it evolves. Across the UK, small and mid-sized enterprises (30–300 users) are under pressure to do more with less: deliver enterprise-grade resilience, embrace AI responsibly, and protect data in an increasingly complex threat landscape. Yet many find themselves struggling post-deployment managing rising Microsoft 365 costs, inconsistent support, and underutilised cloud investments. That's where proactive managed services turn deployment into delight.



The Challenge

Without ongoing optimisation and security oversight, even well-designed IT systems lose value over time:

- ▶ Just over **43 %** of UK businesses reported having experienced some kind of cybersecurity breach or attack in the past 12 months.

https://www.gov.uk/government/statistics/cyber-security-breaches-survey-2025/cyber-security-breaches-survey-2025?utm_source=chatgpt.com

- ▶ For medium-sized UK businesses the figure rises to around **67 %**, and for large businesses approximately **74 %**.

https://www.gov.uk/government/statistics/cyber-security-breaches-survey-2025/cyber-security-breaches-survey-2025?utm_source=chatgpt.com

- ▶ Industry research indicates that roughly **70 %** of digital transformation initiatives fail to meet their objectives.

https://cropink.com/digital-transformation-statistics?utm_source=chatgpt.com

- ▶ SMEs rarely have the in-house scale or time to keep up. Managed IT services provide the missing piece - a strategic, always-on capability that aligns performance, security, and governance.

The Exquitech Approach

Exquitech's Managed IT & Security Services integrate Microsoft-first technology, compliance governance, and 24/7 support into a single, proactive model. We call this our **Customer Success Hub**, built on four strategic pillars:

Pillar	Focus
Consulting & Advisory	Aligning business goals with secure, scalable technology strategies.
Implementation Services	Seamless deployment and integration of Microsoft cloud, data, and security tools.
Customer Success Hub	Continuous optimisation, measurable cost reduction, and governance oversight that ensures sustained operational excellence and demonstrable business value.
Technologies & Innovation	Harnessing AI and automation to drive ongoing business value.

Each pillar is underpinned by our Tier-One Microsoft partnership, with **5 Partner of the Year Awards** and advanced specialisations across all Microsoft verticals.

Why It Matters

Proactive managed services transform IT from a reactive cost centre into a performance engine.

Clients benefit from:



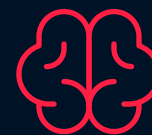
Reduced overhead through predictable costs and optimised licensing, ensuring financial transparency and scalability across all service areas.



Strengthened security posture through enforced identity protection, centralised threat monitoring, and integrated compliance assurance that safeguards both data and operations.



Increased uptime and user productivity through proactive monitoring, rapid remediation, and a culture of continuous service reliability.



Readiness for AI and data-led innovation by building a secure, compliant, and high-performance digital foundation capable of supporting next-generation business transformation.

**Discover
how Exquitech can
help your
organisation reduce
IT overhead while
strengthening
security.**



**Book your free 30-minutes IT & Security Diagnostic
via our online form:**

 www.exquitech.com

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