

# Extrinsica Global

*Cloud Solutions for Business Outcomes*





### Delivering Cloud Solutions

Extrinsicica Global is one of Microsoft's leading Azure Cloud Solution Providers in the UK and was founded 2006. The sole focus of the business was to become the leaders in the delivery of solutions from the cloud, that businesses could just consume.

"We set out as three pioneers honing the art of delivering Cloud Services," adds CEO Simon Smith. "We dramatically grew our expertise and capabilities after having built our own cloud infrastructure in 2013. We deliberately built it to align with Microsoft's cloud strategy and to interoperate with Office 365 and Azure. We judged that Microsoft would become the hyperscale provider of choice for business."

### Leading the Way into a Hybrid Future

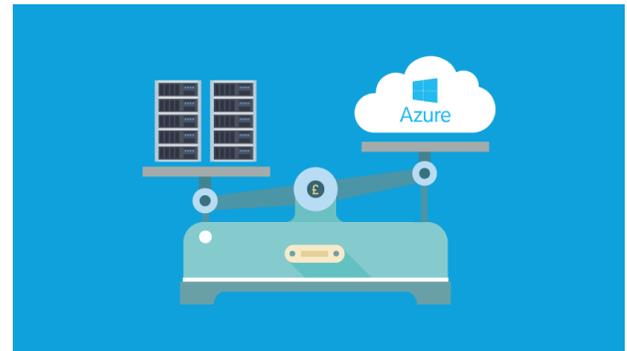
Extrinsicica Global recognized early the potential of hyperscale public cloud, and the expertise required to deliver a wide variety of complex cloud solutions for end customers. As service providers for some of the most demanding companies worldwide with challenging technical requirements, Extrinsicica Global realized that the capabilities they needed would only be available from a hyperscale public cloud provider.

Extrinsicica Global's Solution Architects and seasoned Operations Team combine to deliver end-to-end hybrid cloud solutions for their customers.

"We provide cloud solutions as a service, delivering end-to-end solutions rather than simply selling solution components," notes Nick Smith, CTO. We've combined the capabilities of a Solution Integrator and a Managed Service Provider to deliver all aspects of a cloud solution, so our customers can just consume the functionality they need to run their businesses."

### ***Extrinsicica Global translates the required business outcomes into technical solutions and makes them work.***

When it came time to embrace public cloud, Extrinsicica Global did their own market analysis, and decided to engage with just one hyperscale company to avoid the overhead associated with dealing with multiple multi-national companies.



"It became rapidly apparent that Microsoft had the best enterprise cloud strategy and would emerge as the pre-eminent B2B hyperscale cloud provider, in large part due to its heritage in Enterprise software," added Simon.

In 2017, Extrinsicica Global became the first Microsoft partner to migrate all its customer solution workloads to Microsoft Azure, migrating over 30 complex solutions in just 4 months. Now, Microsoft Azure is the core component of all their cloud solutions.



Microsoft  
Partner



2017 Partner of the Year Finalist  
Cloud Packaged Solution Award

The company was one of a handful of companies Microsoft selected globally to be on the Azure CSP Early Adopter Program and is now both a Direct and Indirect Cloud Solution Provider (CSP). It has also been recognized as a Microsoft Worldwide Hosting Partner of the Year finalist in 2015, 2016, 2017 for the ground-breaking work it has done with Microsoft Cloud technologies.

“From the start, we saw the potential of Extrinsic Global and have collaborated closely ever since. Over the past 3 years alone they’ve grown over 200% as a successful CSP.” says Mark Rice, Microsoft General Manager, Managed Services Providers. “Their first-hand experience moving solution workloads from legacy infrastructures to Azure puts them in a great position to help our mutual customers transform and benefit from the innovative services and opportunities on the Azure platform.”

The [Azure Cloud Solution Provider program](#) is a global initiative at Microsoft which targets service providers interested in migrating workloads from their data centers to Azure. Microsoft provides all the required services, tools and trainings to help ensure the transition to Azure is efficient, and repeatable for partners. The Azure CSP product portfolio includes Office 365, Dynamics 365, Enterprise Mobility + Security, Azure, and other Microsoft online services for business.

## Transitioning from Technology Value to Business Value

“The CSP program has given us the skills and experience to rapidly provision cloud solutions on Azure in a structured and highly automated way,” said Simon Smith. “The training, guidance and toolsets they provided around their cloud ecosystem are second to none. Our engineers and developers say Microsoft is leading the way with their innovations around tooling for Azure and O365.”

“We were very restricted by the services we could provide with our existing infrastructure and data centers,” continues Nick. “We needed more elastic scalability and flexibility for the demands of our customers’ next generation systems and for big data and analytics to manage their capabilities and usage. Microsoft helped us to move 100% to Azure and the journey was full of massive learnings that our customers can now benefit from. ”

Extrinsic Global moves customer workloads onto “future-proofed” complex technical environments, which brings their customers new capabilities. As a service provider, they can enable change very quickly without having to incur the capital costs of infrastructure and overhead to deliver those business outcomes. Azure, and Microsoft, exemplify the technical capability that’s inherent in their customers’ solutions.

***“We introduced a new RapidHIT DNA service which puts DNA testing in the hands of our customers in potentially hundreds of locations. Nobody in the world has done this, but with Extrinsic Global and the Microsoft Cloud, we’ve made it possible.”***

*Paul Hackett, M.D. | Key Forensic Services, criminal justice*





## WHY CHOOSE EXTRINSICA GLOBAL



### TRANSFORMATION EXPERTS

Extrinsica Global has already migrated over 35 customer workloads to the Microsoft Cloud, becoming one of the first companies in the UK to have all customer workloads delivered from Azure.



### TRUSTED BY MICROSOFT

Microsoft rate Extrinsica Global as one of the most capable cloud solution providers globally to undertake data centre transformation projects for customers.



### 100% CONSUMPTION BASED

Resources on Azure are all completely consumption based. You only get charged for what you consume! With predictable monthly billing and reporting, you only pay for it when you use it.



### DESIGN & BUILD SERVICES

Extrinsica Global are experts in the design and build of solutions on Azure. Our accredited Cloud Solution Architects will define, design and refine the solutions to deliver your business objectives.



### MANAGED BY EXPERTS

We not only design and build solutions on Azure, we then fully manage those solutions for you once they have been deployed, giving you peace of mind that your solutions are being proactively managed by experts.



### FULLY SUPPORTED

A team of expert cloud system engineers are on hand to provide comprehensive support for your deployed solutions. All our engineers are fully qualified and security cleared for complete peace of mind.

### 97% Customer Retention

Extrinsica Global's customers trust them to deliver their mission-critical applications and to enable continuous business transformation. These demanding, global companies recognize the value of thorough business outcome assessment with expert cloud solution design and provisioning, as well as build, maintenance and support. Their system engineers go above & beyond for their customers, delivering extremely high levels of system up-time and super responsive support.

***"Trust and security is huge in the financial sector. Extrinsica Global are a cut above and we trust them 100%."***

*Daniel Reid  
Senior Partner | DRG*

**ABOVE &  
BEYOND  
SUPPORT™**

***"The support Extrinsica Global give us is exceptional – when we need them they're there and they do what they promise. The best support I've ever experienced."***

*Eleanor Hoyle, Business Management Director  
Ambrey Risk*

Visit [ExtrinsicaGlobal.com](https://www.ExtrinsicaGlobal.com) to learn how to engage one of Microsoft's pre-eminent global cloud solution partners to transform your data center and accelerate your business goals with Azure!

