



# At a Glance

As Intersoft's strategic partner, Cisilion transformed its Azure MSP contract to optimise, secure, and manage its Microsoft Azure infrastructure platform.

This was combined with deploying Microsoft Teams Voice, bringing calling into its core collaboration platform, and transforming its office spaces to provide a premium hybrid – meeting experience powered by Microsoft Teams.



COLLABORATION



CLOUD & DC



COST SAVINGS



## Who is Intersoft?

Intersoft, part of the Royal Mail Group, is a provider of delivery management software for international parcel shipments with more than 25 years' experience working with leading UK, European, and global carriers..

It provides reliable management shipping software to power e-commerce growth, ensuring that retailers and partners have access to a network of carriers and delivery services to streamline and simplify the delivery process.

“Our partnership with Cisilion has ensured that we have the support to help us make the most of cloud services and build on our platforms, ensuring that we have 100% availability for our partners.”

Aron Salan, Chief Operating Officer, Intersoft

“Cisilion has demonstrated exceptional expertise that we have never seen in a technology partner. Their knowledge and experience has been displayed throughout our strategic workshops and I consider them an extension of our IT Team.

George Ralph, IT Operations Lead, Intersoft












# Challenges

# Solution

# Benefit

- 1 Intersoft's incumbent partner was providing a lack of input for the future roadmap for the IT department.
- 2 Insufficient expertise from the incumbent partner led to difficulties during its Azure migration.
- 3 Disparate legacy calling system did not integrate with existing platforms.
- 4 Intersoft's offices had limited meeting room capacity and a lack of modern technology.

-  Cisilion provide a fully supported **Azure Managed Service**, in addition to **CSP Cloud Spend Optimisation**, and **Microsoft Teams Voice** to bring calling into their core collaboration platform..
-  Moreover, a refurbished and fully integrated **Microsoft Teams Meeting Rooms** solution – powered by Yealink – was deployed, providing an all-round system to encompass all the required collaboration infrastructure.
-  Cisilion was established as Intersoft's **strategic partner**, offering ongoing consultations around future solutions, governance, and compliance.

-  The successful migration to Azure has provided robust and reliable cloud computing services.
-  **Modern collaboration platform and meeting rooms** brings the team together regardless of location.
-  **Reduced the need for third-party solutions** by positioning Cisilion as an extension of the IT team.
-  Enabled financial savings of over 30% on cloud spend.
-  Developed Intersoft's relationship with Microsoft by aligning Royal Mail's account team which has resulted in **access to enterprise standard resources and expertise**.
-  Ensured the company was **competitive, flexible & resilient** to respond to changes in hybrid working.



# CISILION

## About Cisilion

Our customer led approach means we work with firms globally to successfully implement collaboration experiences that inspire employees and help retain and attract top talent.

Our award winning projects are complemented by our long standing and strategic relationships with some of the world's leading technology partners including Gold Partnerships with Cisco and Microsoft.

As 1 of only 2 UK partners who hold both Cisco and Microsoft advanced collaboration accreditations, you can trust that we have complete expertise to deliver. From intelligent spaces, secure network, managed meeting rooms, and employee devices – you can rely on us.

[Book a collaboration workshop](#)

