



blueAPACHE and Microsoft extend relationship through Devices Program

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PRESS RELEASE

Melbourne, 5 February 2016 – blueAPACHE, the leading Australian-based provider of managed network, cloud and IT as a Service solutions, has recently extended their relationship to include the coveted Microsoft Devices Program and the Surface range.

Microsoft Surface is a series of Windows-based personal computing devices designed and manufactured by Microsoft under its hardware division, a part of the Windows and Devices group. It comprises hybrid tablets, 2-in-1 detachables, and interactive whiteboards.

As a partner in the Microsoft Devices Program, blueAPACHE is able to provide businesses with a complete Managed Services solution - from device to datacentre - with the goal to support the expanding need for a mobile and agile workforce. The program includes multiple support options including coverage for accidental damage and extended support.

With the recent launches of the Surface Pro 4 and Surface Book, Microsoft has seen a year over year growth of 29% in Surface revenue, realising \$1.35b in revenue. It is one of their fastest growing segments.

“We have seen a huge demand for mobility implementations over the past year as the need for more flexible working devices continues to be a major focus for organisations” said James Hendry, General Manager Commercial at blueAPACHE. “The new Microsoft Surface devices enables businesses to deploy a laptop replacement that delivers the power, manageability and security needed to conduct business with confidence.”

blueAPACHE have adopted the Surface Pro in their Standard Operating Environment (SOE) for mobile staff, removing the need for both laptops and tablets. The range of Surface devices are also available to clients through blueAPACHE Procurement.

This relationship extension follows another record year for the blueAPACHE. In 2015, the local cloud specialist grew over 30%, secured global recognition of their ITaaS model and became the only company in Australia to receive two CRN All Star awards.

About blueAPACHE

Since 1998, the multi-awarded blueAPACHE has helped organisations in Australia, New Zealand, Asia and North America leverage technology to their business advantage by delivering comprehensive IT Management, Cloud, Network, Voice, Software and Consulting as a converged service – when they need it, as they need it. This is IT. This is blueAPACHE. To learn more, visit www.blueapache.com

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