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SUMMARY

Capito partners with iomart to provide its customers with the most resilient, secure and dynamic range of managed cloud and data centre services.

BENEFITS

- Trusted cloud partnership
- Comprehensive value-led offering
- Shared understanding of channel delivery processes
- Shared understanding of procurement frameworks
- Sales and marketing support

Our Customer

Headquartered in Livingston, Scotland, Capito is a trusted provider of IT services and solutions to commercial and public sector organisations across the UK. Over 30 years the business has built an enviable reputation for service delivery, providing the end user computing services, infrastructure and virtualisation solutions and cloud services that have helped many organisations to improve their IT environments. Prisons, hospitals, schools and government departments have all benefitted from Capito's exceptional support.

Their Requirements

As Capito continues to grow, it wants to work with trusted partners who can provide the technology solutions that its customers need. Cloud services are a key part of its portfolio.

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and commercial frameworks through which its services are procured. Capito chose iomart.

"iomart feels right," says Mark Gibson, Managing Director of Capito. "They're a managed cloud services partner with the culture and expertise but also the partner portal, the deal registration system and the go-to-market attitude that fits our approach. I have spent many years in the channel and not every partner can give you that."

Our Partnership

iomart has a large portfolio of managed cloud and data centre services that Capito's clients can benefit from. These include: Managed Security, Backup, Hybrid Cloud and Disaster Recovery.

"With iomart we're ready to go," Mark Gibson explains. "They're channel focused so we don't have to educate them about pricing or delivery processes. Their accreditations are second to none and as members of the main procurement frameworks, they understand the pace at which the public sector works which is important for a lot of our clients."

Michael Ruddick, Head of Sales for Channel Partners at iomart, says, "iomart perfectly complements the skills and experience Capito has in-house. By working together we can help Capito's customers unlock all the benefits of a secure, compliant and flexible cloud solution."

As partners Capito and iomart provide a one-stop-shop for transitioning legacy systems, delivering secure devices and improving user experience for organisations that want to get the best out of the cloud.

"We see iomart as a natural partner of choice," says Mark Gibson. "We can see great value in our combined offering as we grow our partnership to deliver the managed cloud services our clients in the private and public sectors need to achieve their business goals."

"Cloud touches every conversation we have," says Mark Gibson, Managing Director of Capito. "The organisations we deal with often have established infrastructures and need our support as they move to a more flexible operating and cost model in the cloud. We give them lots of capabilities - anything from supporting devices, storing and protecting data, or moving to hybrid cloud."

Capito wanted a reliable cloud partner that understood the market in which it operates and the government

iomart has the cloud and infrastructure expertise to meet the most complex IT requirements.

From cloud strategy to fully managed and secure platforms,
talk to us today about how we can support your business ambitions.

Get in touch by emailing: **info@iomart.com** or call us on **0800 040 7228**

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