THE FULCRUM GROUP
One Technology Solution: Yours

For immediate release: June 13, 2017

The Fulcrum Group Helps Customers Embrace the Cloud Though Microsoft Cloud Solution Provider Program

The Microsoft Cloud Solution Provider Program allows The Fulcrum Group to provide direct billing, sell combined offers and services, as well as directly provision, manage and support Microsoft cloud offerings.

Fort Worth, TX – June 13, 2017 - The Fulcrum Group today announced its participation in the Microsoft Cloud Solution Provider Program. The program is designed to strengthen customer relationships and expand cloud sales opportunities by enabling partners to provide direct billing, sell combined offers and services, as well as directly provision, manage and support products and services. Starting today The Fulcrum Group owns the complete customer lifecycle, allowing it to easily sell Office 365 and Microsoft Azure subscriptions and helping customers drive new business value through the cloud by owning the entire billing process and directly managing support.

"Being able to bundle in Office 365 and Azure subscriptions into our clients' SPOT Managed IT Services monthly agreements simplifies billing and management for our clients. Our clients are small businesses that need to stay focused on running their business, not tracking and managing cloud services", said **David Johnson**, *Vice President* of The Fulcrum Group.

 "The Cloud Solution Provider Program puts our partners at the center of the client relationship," said Gavriella Schuster, corporate vice president, Worldwide Partner Group at Microsoft Corp. "Through participation these partners have demonstrated dedication to helping our mutual customers drive their digital transformation."

The Fulcrum Group provides outsourced IT support for business networks, cloud-based and Voice over IP systems throughout North Texas. The Fulcrum Group makes technology easier by focusing on the end user's point of view and evolving clients to standards-based network designs. Our SPOT Managed IT Services program adds IT strategy, vendor management and our support platform to basic Help Desk support. Learn more about all the solutions we provide at **http://www.fulcrum.pro** or call us at **817.337.0300**. Also, check out our new product agnostic website and blog at **http://spotdfw.com/**, geared to help explain technology to business owners and non-techies.