

# PRESS RELEASE

## Start-Up Partner of the Year is a Suite Win

**Wellington, 21 May 2013** – Celebrations were in order on Monday night as SMB cloud consultancy firm, The Full Suite, marked their win for Start-Up Partner of the Year at the annual Microsoft Partner Awards. The award recognises exceptional performance from a Cloud start-up company in their ability to deliver cloud solutions built on the Microsoft platform. In Microsoft's own words, "The winning start-up is a company that has gone beyond concept and shows evidence of leadership in the areas of innovation, market potential, media and analyst attention, investor value creation, and customer evidence."

For General Manager, Andrew Sims, the win validates 18 months of hard work, "Suite was created to empower small to medium sized businesses, here and abroad, to migrate to the cloud, easily and cost-effectively. With our own resource and budget constraints, we've had to be incredibly focused and think pretty laterally to ensure we offer a seamless migration and support service. Not only that, we've designed and built our own unique tools to provide a superior cloud computing experience for our clients. It's great to have that officially recognised."

The Full Suite focuses on the Office 365 platform, a conscious decision from Sims, "We back the Office 365 platform because we truly believe it is the best available technology. We've spent a long time understanding the unique needs of our small but mighty clients and Office 365 satisfies them best. The familiarity of the Office web apps with the flexibility of a desktop-cloud hybrid model available takes the fear out of cloud migration for our customers. "

The Full Suite team have become such Office 365 experts, they've even identified ways to enhance its offering, and it's this customisation that Sims believes sets them apart from the rest. "We've built our own applications to compliment Office 365, namely Suite Files, our tool to allow accessible and collaborative

document management. We've always kept user-friendliness at the forefront of our custom development and consequently our intuitive interfaces are what our clients fall in love with. It's this service enhancement which ensures our clients are getting the full benefits of the Cloud."

In their first year, The Full Suite have quickly built an enviable client base including; The National Child Cancer Network, RightWay, Rugby Southland, and Ideas, Innovation, Figures. It's a list that Sims says has no limits, "Our mantra is that business is better in the cloud, and we truly believe it, it's not a catchy marketing statement, it's a strong philosophy we stand by. New Zealand SMBs who move quickly to the cloud are putting themselves a step ahead, gaining real business efficiencies in productivity, operating costs and risk management to say the least. We are truly passionate about helping them get there and will continue to innovate our service to ensure that it is as easy and effective as possible." With that vision in mind, The Full Suite team reckon they'll get a cabinet big enough to pick up a few more awards along the way.

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## **ABOUT SUITE**

The Full Suite believes that business is better in the cloud. So we set up shop in 2012 with a vision to empower small-medium businesses with a set of flexible cloud-based tools. Built on top of Office 365 and SharePoint Online, Suite's family of apps help SMBs with every part of their cloud journey - from migration to document management, emails to backups. Core to what we do here at Suite is to lower barriers around cloud adoption for SMBs, while providing truly useful tools that can scale with their business. With our global network of Suite IT Partners, The Full Suite is helping more SMBs increase their productivity in the cloud in a way that is efficient, secure and cost-effective.

## **MEDIA CONTACT**

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