

Microsoft Financing Customer Enablement Story



Customer: Sigma IT Consulting

Microsoft Financing: Niklas Salwin

Website: <http://sigmaitc.se>

Number of Employees: 850

Country: Sweden

Industry: Provides IT consultants and managed IT services, mainly in the Nordics

Customer Profile

Sigma IT Consulting is part of Sigma Group, one of Scandinavia's largest IT Groups. The Group has 3,000 employees and offices in 11 countries. Customers include public organizations like the Swedish Transport Administration, the Swedish Research Council and large Swedish companies like the Volvo Group, OKQ8, Scania, TUI Nordics and Tele2.

Software and services

Sigma cooperates extensively with Microsoft and was named Microsoft Partner of the Year in Sweden in 2016. The company uses many of Microsoft's products and services in their customer solutions, ranging from back-end products and technologies to cloud services and client technologies.

Microsoft Financing

Microsoft Financing offers convenient, flexible options to structure a customer's technology spend while meeting its business and financial needs.

To learn more, visit:

www.microsoft.com/financing

"Sigma IT Consulting is a role model in planning and aligning cash flow with business rhythm. By proactively engaging with Microsoft Financing, a tailor-made payment structure was defined enabling Sigma IT Consulting to maximize ROI and streamline internal processes. They have definitely raised the bar in further increasing the business value of cloud solutions by leveraging flexible payment terms."

Niklas Salwin

Nordic Lead, Microsoft Financing

Microsoft Financing further increases business value of Sigma's on-demand cloud offering through customised payment terms

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Magnus Isaksson, Strategic Sales Manager, Sigma IT Consulting

Business needs

In 2014, Sigma took a strategic decision to use Microsoft Azure as its primary platform for building cloud-based services and offerings. Beside Sigma's on-premise deliveries from their own data centers, Sigma formed an offering for the public cloud along with hybrid solutions.

Magnus Isaksson, Strategic Sales Manager, who was head of Sigma's IT Services at the time, managed this project.

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Solution

Microsoft offered Sigma to pay a flat rate in 12 monthly instalments and to 'top up' with a pay-as-you-go offer if needed. "This

solution is well aligned with our 'ebb and flow' business model," Isaksson explains.

The monthly payments are at a flat rate until the total volume has been consumed. After that, additional consumption is charged monthly according to the volume used by Sigma.

Sigma was the first company in Sweden to leverage payment solutions from Microsoft Financing for an Azure agreement.

Benefits

Microsoft Financing helped Sigma to:

- **Improve its cash flow.**
Sigma IT Consulting invoices its customers monthly and also pays Microsoft monthly.
- **Eliminate additional book keeping.**
Sigma doesn't have to make balance sheet reservations for pre-purchased commitments which have not yet been utilized.
- **Streamline its internal processes.**
The payment process runs like clockwork which satisfies both the IT department and the financial team. Business entities within Sigma IT Consulting use the same payment solution which makes it easier for business auditing purposes.