



## LS Retail Partners Team Up with eMazzanti

As a 2015 Global Microsoft ISV of the Year, LS Retail depends on strategic partners to deliver complete omni-channel software solutions for every segment of the industry. Several LS Retail partners count on eMazzanti Technologies to deliver seamless infrastructure and cloud services, key components of their Microsoft Dynamics offerings.

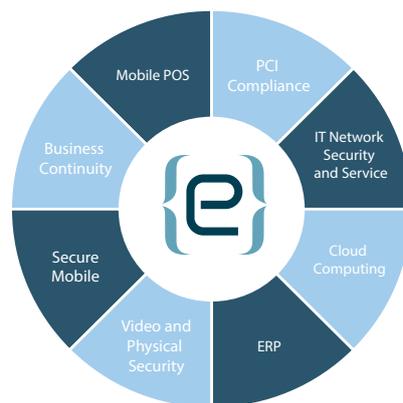
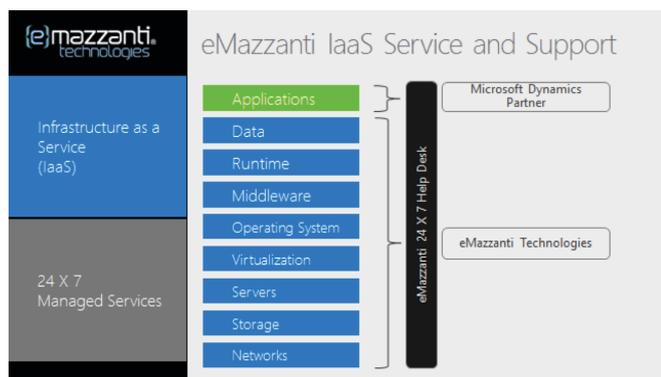
### ArcherPoint Retail – eMazzanti is an Extension of the Retail Business

Tina Terrezza, Business Development Manager,  
Retail LS Retail/Microsoft Dynamics NAV VAR  
eMazzanti Partner since August, 2014

For: Infrastructure, Network Design, Backups, Managed Services, and hardware



When ArcherPoint Retail sought extra bandwidth to rapidly grow their business, LS Retail suggested they speak with Carl Mazzanti, CEO at eMazzanti Technologies. “It was clear to me from our first communication that Carl had great intentions to help partners address the needs of their customers,” related Terrezza.



Working as a team, ArcherPoint and eMazzanti fulfill the requirements of retailers for both hardware and software. “I feel secure knowing that I can ask Carl, Marcos Buenrosto, (Account Manager) or Ervis Zeqo (Business Development Manager) to reach out to our client, and they will get it done quickly,” continued Terrezza. “What’s great is the personal attention and follow-through our clients get from eMazzanti. It’s not just a hardware quote.”

Delighting customers is the number one ArcherPoint Retail core value. For Terrezza, “Bringing in a partner that views that as a high priority is an enormous differentiator from other companies. I see eMazzanti as a strategic partner for growth.”

ArcherPoint Retail has just achieved the LS Retail Platinum Level. **“We doubled the size of the Retail team in the last year, and eMazzanti has been that extra arm a growing organization needs to provide all the attention customers deserve. We love working with Carl and the rest of the team!”**



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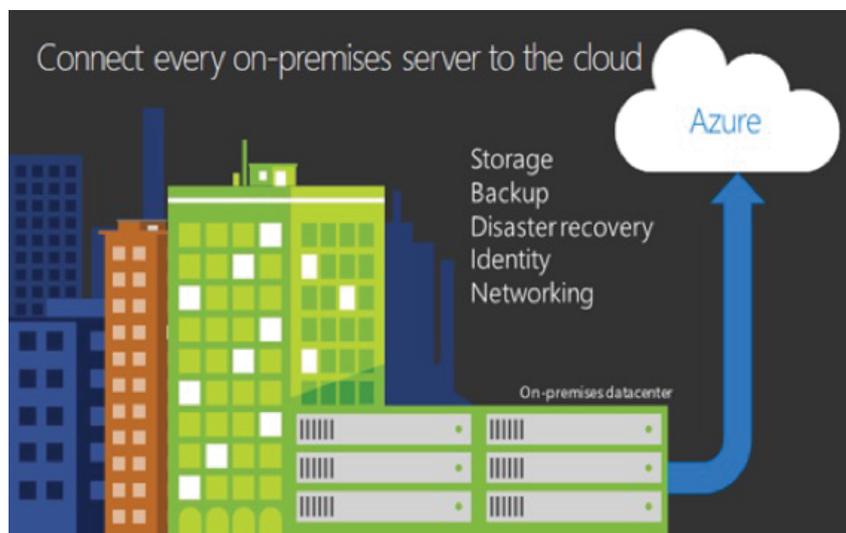
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### UXC Eclipse – It's All About Collaboration and Trust

Ivan Cole, CTO, Chief Strategist, Retail Industry and Cloud Solutions

LS Retail/Microsoft Dynamics AX for Retail VAR  
eMazzanti Partner since 2012. For: Infrastructure, Devices, Azure Cloud Services

UXC Eclipse relies heavily on eMazzanti Technologies for infrastructure and cloud services to deliver complete POS and back-office solutions. "We need eMazzanti to help clients connect to Azure in the most seamless way," related Cole. "Recently, they helped us meet critical deadlines on an all Azure, in-the-cloud install.



"Throughout the sales cycle, Carl makes his team an extension of our team. We trust that they will care well for our customers and make the best recommendations for both the short and long-term.

"eMazzanti can not only design the infrastructure that gets you to the cloud or on premise, but also properly configure the devices and provide end-to-end support for the entire platform. Plus, they understand the software and how the applications should be optimized for performance.

"They are very fast to respond to both the pre-sales and support cases. There is never any finger pointing. It's about collaborating and getting the client issue resolved.

"We're always confident with eMazzanti working on our customer projects, so we can focus on application implementation and change management, the things that really matter to us to deliver the best solutions for our clients. **When it comes to infrastructure, eMazzanti is our most trusted partner.**"