

eMazzanti Technologies Earns Valued Microsoft Designation to Help Customers Boost Productivity and Navigate Hybrid Work



NYC area business technology consultant designated Microsoft Solutions Partner for Modern Work, helping customers easily discover the technical capabilities and experience they need.

eMazzanti Technologies, a [NYC area business technology consultant](#) and [Microsoft 365 expert](#), announced today that Microsoft has designated the company a Solutions Partner for Modern Work. eMazzanti earned this important distinction from Microsoft by meeting specific performance and skills criteria that demonstrate the company's commitment to customer success.

"Our modern economy has quickly shifted to a new work model," stated Jennifer Mazzanti, CEO, eMazzanti Technologies. "The Partner for Modern Work designation means that our cloud-enabled customers can expect to receive the latest in hybrid work technology and security services to help them thrive in the new business environment."

Demonstrated Microsoft 365 Capability

Microsoft Partners designated as a Solutions Partner for Modern Work demonstrate their broad capability to help customers boost productivity and [make the shift to hybrid work by using Microsoft 365](#). The designation gives customers a quick way to identify them as a partner with a commitment to training and accreditation who delivers solutions that lead to customer success.

“Customers want to easily identify partners who have the technical capabilities and experience that they need,” stated Giovanni Mezgec, Vice President, Modern Work Marketing, Microsoft. “Previously, partner expertise was denoted by various gold and silver competencies. The new Solutions Partner designations will streamline differentiation with added investments focused on the latest cloud technologies.”



Customers to Thrive in Remote and Hybrid Environments

With the changed nature of the workplace, customers are interested in new digital solutions to empower their employees to thrive in a remote or hybrid environment. The Modern Work Solutions Partner designation identifies partners who specialize in using [Microsoft 365 solutions and services](#) to help customers work, learn, organize, connect, and create.

Partner activities relevant to the Modern Work designation include:

- Deployment and modern management services for Windows and Windows 365
- Implementing, driving adoption, and [managing Microsoft Teams](#), Microsoft Teams Devices, and Microsoft Teams Rooms to help customers communicate and collaborate
- Delivering services and solutions to digitally enable customers’ frontline workers
- Delivering employee experience services and solutions for Microsoft Viva
- Building custom apps and solutions on the Microsoft 365 platform to meet the specific needs of customers

According to Microsoft, cloud transformation has been driven forward rapidly over the last few years and customers want to work with partners who can help them navigate the new environment seamlessly. The Modern Work Solutions Partner designation builds trust that customers are working with partners skilled and certified in the Microsoft product stack.

Solutions Partner Requirements

To attain a Modern Work Solutions Partner designation, an organization must demonstrate proficiency across three categories:



- Performance measured by new customers
- Dedication to training with intermediate and advanced certifications
- Customer Success measured by growth and solution deployments

The requirements are designed to incentivize Microsoft Partners with a model that builds on their strengths and rewards them in areas of growth. The Performance and Customer Success categories demonstrate experience leading successful customer engagements.

Access to World-Class Microsoft Experts

With the new Solutions Partner designations, Microsoft is investing more to help Partners with business development, increasing customer reach, and expanding technical skills development and sales enablement. Benefits to Partners include product licenses, access to development environments, and new cloud services subscriptions.

Solutions Partners can expect to co-sell with Microsoft and expand their customer footprint with go-to-market services, assets, and personalized consultation to help with marketing. They have direct access to personalized assistance, comprehensive courses, and world-class Microsoft experts to build their knowledge.

Commitment to Customer Success

Customers can expect Modern Work Partners to enable success by delivering solutions faster and troubleshooting specific issues with confidence and skill. eMazzanti's legendary [commitment to customer success](#) continues in its 22nd year. The Microsoft Solutions Partner for Modern Work designation fully supports that commitment.

Have you read?

[Cloud Data Backup and Restore Essential for Business Continuity](#)

[Microsoft 365 Security Features Protect Business Data from Evolving Threats](#)

About eMazzanti Technologies

eMazzanti's team of trained, certified IT experts rapidly deliver increased revenue growth, data security and productivity for clients ranging from law firms to high-end global retailers, expertly providing advanced cyber security, retail and payment technology, digital marketing services, cloud and mobile solutions, multi-site implementations, 24x7 outsourced network management, remote monitoring, and support.

eMazzanti has made the Inc. 5000 list 9X, is a 4X Microsoft Partner of the Year, the #1 ranked NYC area MSP, NJ Business of the Year and 5X WatchGuard Partner of the Year! Contact: 1-866-362-9926, info@emazzanti.net or http://www.emazzanti.net Twitter: @emazzanti Facebook: Facebook.com/emazzantitechnologies.

