

Providing channel-ready cloud managed services

ORIIUM have partnered with Softcat for almost 8 years, working together during that time to deliver value to our mutual customers solving data, application and security challenges.

“ORIIUM are a trusted pair of hands that we know will deliver for our customers”.

ORIIUM have delivered data assessment, backup, and application management services into Softcat customers, expertly supported with joint customer meetings, solution design, proposal writing, deployment services and ongoing support.

The demand for application services has seen an incredible growth lately, customers across all sectors need to protect, manage and secure their increasing number of applications against the threat from bad actors. Softcat identified this need across their customer base and selected ORIIUM as their “Go to Market” partner.

ABOUT ORIIUM

We are the UK’s leading channel managed service provider with 14 years’ experience. Contact our team to discover more about ORIIUM MSP services and discuss how we can help you fulfil your customers data and application needs.

BECOME A PARTNER

TEL: 0800 021 6555

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URL: www.oriium.com



WHAT OUR CUSTOMERS SAY

“We have worked on many opportunities together with ORIIUM, and we see them as an extension of our team here at Softcat throughout the entire sales cycle. The ORIIUM team are aware of our processes and work seamlessly within them; we know we can trust them completely to represent us within our customers and deliver exceptional levels of service. From our sales and partner management teams to our technical colleagues, we are comfortable introducing ORIIUM to our customers as a trusted pair of hands with data and applications”.

Cherlisa Engutsamy - Partner Manager, Softcat.

“From a technical standpoint, we work with ORIIUM on two main fronts; data and applications. We appreciate the fact that ORIIUM offer their expertise to suit our customers whether this is design and implementation, 24/7/365 support, or deeper analytics work.

We originally went to market to look for technology in these key areas for our customers; we chose ORIIUM as much for their expertise and approach to working as the underpinning technology. The fact that there is always someone on hand to help makes it a flexible and highly productive working relationship. We highly recommend ORIIUM to any MSPs looking for trustworthy, skilled technical support”.

Andrew Cochrane, Chief Technologist –
Datacentre, Softcat.