

# CIOReview

The Navigator for Enterprise Solutions

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## 100 Most Promising Microsoft Solution Providers

Enterprise technology is developing at breakneck speed and Microsoft is making sure that it creates an impact that will last for years to come. Mobility, cloud, social, big data, and security are the five major areas where the Redmond giant is heavily invested in. Ambitiously put by Satya Nadella, Microsoft is on a mission to reinvent productivity to empower individuals and companies. “We will build platforms and experiences of productivity for a world mobile-first and cloud-first,” states Nadella. The road taken by Microsoft and its outcome is evident in the slew of innovative products and solutions that have come out of Redmond in the last one year—with many more yet to come, as we learnt from the recent Ignite 2015 Conference.

Microsoft has unveiled a raft of new enterprise products and services to help CIOs lead their companies in the new era of enterprise computing. This shows Nadella’s attempt to not just entice consumers with the upcoming release of Windows 10 and new version of Office, but also refocus Microsoft’s efforts on its business clientele, with a particular emphasis on corporate IT departments. The new lineup includes the next generation of Windows management, Microsoft Office, hybrid cloud infrastructure and SQL Server.

The new Azure Stack brings the Azure user experience and both infrastructure and platform-as-a-service capabilities into customers’ data centers. Built on the same core technology as Azure, IT teams can leverage Azure Stack to easily blend enterprise apps with modern, distributed apps and services while maintaining centralized oversight. Windows Server 2016 and SQL Server 2016 have also taken major leaps forward in providing breakthrough performance for mission-

critical apps and deeper insights on any data across on-premises and cloud.

Moreover, there is more to Window 10 than meets the eye. What does it have in store for Microsoft partners? A great potential to boost their bottom lines and grow their customer base. Window 10 includes security features that fight data leakage and let administrators restrict data from being copied and pasted outside of corporate applications. Besides Edge—the long awaited IE replacement—and Cortana—the voice assistant—Windows Update for Business is a new management option for Windows 10 designed to keep devices up to date with the latest security updates and Windows features. This gives administrators more control over what updates their company receives and when, allowing for continual updates through the month as an option.

With Microsoft firing on all cylinders, Microsoft partners play a key role in this drive towards IT innovation. To help CIOs find the right Microsoft Solution Provider, a distinguished panel comprising of CEOs, CIOs, CMOs, VCs, analysts and the CIOReview editorial board has selected top players from over thousand Microsoft solution providers. The companies listed here demonstrate an ability to develop innovative technologies, methodologies, and outstanding customer service.

In our selection, we looked at the vendor’s capability to fulfill the burning need for cost-effective and flexible solutions that add value to the complex Microsoft landscape. We present to you CIOReview’s 100 Most Promising Microsoft Solution Providers 2015.

### Company:

Intellipoint Technologies, LLC

### Description:

Providing the business tools and affordable technology designs based on business requirements

### Key Person:

Dennis Barry,  
CEO

### Website:

[www.intellipoint.net](http://www.intellipoint.net)



## IntelliPoint Technologies, LLC

### Enabling Efficient Operations through Dynamics GP and Network Automation

Various organizations have challenges surrounding the use of technology and aligning it with their strategic aims, as well as remedying regulatory requirements. “IntelliPoint excels in providing strategic business process knowledge, while aligning to IT, and technical expertise and solutions to address governmental controls,” begins Dennis Barry, CEO, IntelliPoint Technologies, LLC.

The company was founded in 1998 as an ERP solution provider to the Small and Midsized Business (SMB) market. “Over the years, our clientele was clamoring for a one-stop shop for all their IT and back office automation needs. We transformed from just an ERP solution provider to a true all-encompassing managed solution provider,” says Barry.

The company has been a Dynamics GP partner since the early days, which nurtured their original flagship product—Microsoft Dynamics GP. “We are involved in operations from an organization’s front office to their accounting department, through the loading dock, and up to administration. IntelliPoint’s consulting expertise and software solutions enable them to control everything they touch, organize it, and report it more accurately,” says Barry. IntelliPoint understands its clients’ business process and manages the entire system, making it easy for customers to focus on their core business without worrying about IT.

The rapid IT transformation is changing organizations’ operational processes as “we are seeing a migration of servers and systems to cloud and hybrid cloud. ERP clients are moving toward web clients, as well as hosting of the data. Seamless integrations with Office 365 and Dynamics GP allow us to bring access and mobility to our clients,” explains Barry. For instance, IntelliPoint implemented Microsoft Dynamics GP for a local university’s athletic department to automate systems that were either manual or antiquated bottlenecks. “By integrating transactional data from disparate systems to the Dynamics GP back office, the university realized tremendous efficiencies and reduction in labor,” points out Barry. Integrating and

automating activities such as athletic ticket sales, procurement card processing and regulatory reporting made for smoother operations and happier staff.

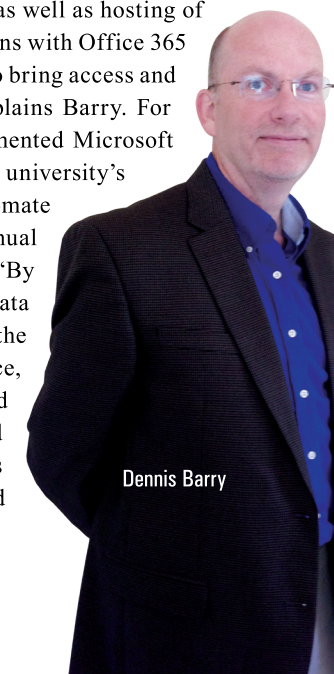
IntelliPoint has also provided expertise and services to a multi-location healthcare provider to assist in migrating their EMR system to the cloud. The healthcare provider was struggling to support their staff’s IT needs and challenges related to HIPAA compliance. “We developed a migration plan, which entailed managing their IT infrastructure and firewall, while showing an ROI of less than 8 months,” he says.

“**IntelliPoint understands its client’s business process, aligns knowledge with their IT needs and manages the entire system**”

The world is growing smaller every day as mobility and interconnectivity have now become a necessity. Through these requirements, IntelliPoint offers Voice over IP solutions to benefit the growing customers connecting their remote workers, branch offices and traveling professionals. “Every member has the power to connect as if they are in the office next door, which also reduces their operational costs,” says Barry.

IntelliPoint invests in technology, internal tools, and also training for its employees. Unlike other technology providers, who understand technology, but not business systems, IntelliPoint is expert in both, which pays tremendous benefits to its clients. That’s what makes IntelliPoint unique.

Moving forward, “we are like a close-knit professional football team where everyone has a part to play, and they play it well. We are knit together in unity; this helps other members to be confident, which inspires and motivates them to take care of the business on their end,” notes Barry. The company’s vision within the next 5 years is to be a premier IT business solution partner for SMB, providing IT outsourcing and back office systems in their 3 state areas. “We are each other’s harvest; we are each other’s business; we are in it together to win,” concludes Barry.



Dennis Barry