

# Achieve Cloud Success With Ultima and Citrix

Whatever your destination, you'll always arrive faster with an experienced navigator by your side. The advantage of having someone with you who's seen it all before – who knows how to plot the perfect course, where to find the necessary resources, and how to measure progress – is huge. So huge, that whatever Citrix Cloud service you invest in, we give you access to our Cloud Success team at no extra cost.

## What we do

As well as being a Citrix Platinum partner, Ultima are one of the first UK partners and one of the few EMEA partners to be invited onto Citrix's cloud success programme. Led by an assigned Ultima Cloud Success Manager, they'll act as your expert guide: helping you set clear business goals, and reach them faster, shortening your time to value with Citrix. Our Cloud Success team will help you:



### Leverage leading practices

We'll help you accelerate deployment with expert guidance – and benchmark your success against your industry peers



### Drive end-user adoption

We'll share tried and tested strategies to optimise end-user experience and maximise adoption



### Expand your ROI

We'll help maximise the value of your Citrix Cloud service, introducing you to new product features and functions

## How We Do It

We'll help you ensure your Success Plan's timely execution, introducing you to the various Citrix resources at your disposal, and showing you how to use them. We'll even help you identify any resource gaps, and guide you to any additional Citrix product, engineering and services expertise you may need.

We'll assign your Cloud Success Manager as soon as you purchase a Citrix Cloud service. From then on, they'll be your consistent point of contact, leading the creation of your Success Plan, and helping you access the many other benefits of our Cloud Success programme.

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## What's Involved

We review your use cases and business goals- success looks different for everyone. Our cloud experts are dedicated to defining what success looks like to you and making it a reality. We'll work with you to develop your Citrix Cloud use cases and set clear cloud goals, aligned to your business objectives.

### We help you create your unique Success Plan

Once we've established exactly what you need to achieve, we'll use our unrivalled experience of Citrix Cloud implementations to create your personalised Success Plan.

#### Your Success Plan will outline:

- Your business objectives
- Your cloud goals
- Your implementation phases
- Your key milestones and metrics

As well as providing a clear path to cloud success, your plan will help ensure your project stays on track, even if your people change – providing an enduring record of vision, accountability and progress.

## A Growing Partnership With Citrix

Ultima Business Solutions has developed into a leading intelligent infrastructure and automation services company, focused on the provision of tailored solutions and services, including the design, deployment and support of complex IT solutions, based on industry leading technologies.

These are delivered by Ultima's extensive team of highly skilled technical personnel that include solutions architects, consultants, engineers, project managers and service operations staff.

Ultima are currently a Citrix Platinum Solutions Advisor, 2019 Worldwide Partner of the Year for EMEA and 2020 Workspace Partner of the Year, offering mobility, BYOD, virtualisation, app delivery, security, work shifting, cloud and networking. If you would like to find out more about our Cloud Success Plan, get in touch today.

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