

THE DIGITAL DISPATCH

By Axelliant

The first step toward keeping you informed, engaged & ahead of the curve.



PARTNER SPOTLIGHT



Axelliant is helping businesses get more from **Microsoft 365** and Azure with expert support and exclusive savings—up to 20% off licensing and 10% off cloud costs. We ensure security, compliance, and performance at every step.



Axelliant delivers secure, scalable IT with **Cisco networking**, cybersecurity, and collaboration tools like Umbrella, SecureX, and Webex. Paired with Microsoft solutions, we help businesses boost performance and stay protected at scale.

AXELLIANT HIGHLIGHTS

- **Big Wins:** We've onboarded new clients in healthcare & education with custom AI-driven solutions.
- **PK Office Update:** Our newly renovated 10th floor is ready! This upgraded space is dedicated to our Developers and Engineering Team to boost collaboration and innovation.
- **What's Next:** A new employee engagement platform is launching soon. Stay tuned!

WHAT'S NEW IN TECH?

- **Dynamics 365 Upgrades:** Business Central updates are improving reporting and usability.
- **Trade Watch:** Changes in tariffs and the U.S. low-value threshold might shake things up, but we're keeping a close eye and ready to adapt.
- **AI on the Rise:** From healthcare to tutoring, AI is revolutionizing industries and we're exploring its potential across workflows.

TEAM IN ACTION

WOMEN'S DAY FESTIVITIES



ALL HANDS WITH ASIF HUDANI



MESSAGE FROM THE MANAGEMENT

Hello Axelliant Team!

As we continue to grow, transparent communication remains key. Our goal is to stand out as a Premium Solution Provider, powered by the expertise of our Pakistan offices.

Heading into 2025, we're navigating industry shifts—from OEM headcount reductions and rising hardware costs to AI-first strategies and subscription-based models.

These challenges are also opportunities. Our team is expanding in the right areas, and recent customer wins show we're on the right path.

Let's stay focused, build trust, and keep delivering with purpose. Together, we've got this.

– Asif & Doc



Asif Hudani Shahzad Munawwar (Doc)

Editors Message

Hi everyone! I'm excited to launch this newsletter as your inside track on all things Axelliant. For the next few months, we'll focus on staying connected internally before expanding it to our clients and partners.

Thanks for being part of this journey!

– Haleema Ijaz
Digital Marketing Lead



SERVICES SPOTLIGHT

Managed IT Services (MSP)

The demand for MSP is skyrocketing, and now is the perfect time to offer your customers a proactive solution that enhances their IT efficiency. Here's why it's a high-growth opportunity:

- **Reduce overhead:** Less IT staffing needed.
- **Proactive monitoring:** Faster issue resolution.
- **Scalability and agility:** Support growth with ease.
- **Predictable costs:** Expert-driven service for your customers.
- **Focus on business:** We handle operations, so they can focus on growth.

Our MSP Portfolio

- Remote monitoring, Microsoft 365 Support, staff augmentation, and soon Cloud Services.
- Technologies supported: Cisco, Palo Alto, Fortinet, HP, Dell, VMware, M365, Azure, and more.

The Market Opportunity

- **\$730B** market by 2030 with 8–9% growth annually.
- **90% of SMBs** are using or considering MSPs.
- Companies cut **20–30% of IT costs** with MSPs.

Why should you sell MSP?

- **Increased Revenue:** Selling managed IT services opens up new revenue streams with predictable, recurring billing.
- **Competitive Edge:** With rising demand for managed services, you're offering a solution that meets a critical need in today's business landscape.
- **Easy Sell:** Axelliant's trusted service delivery, backed by 150+ certifications and high customer satisfaction, makes it easy to present to clients.
- **Customer Retention:** Managed IT services provide long-term value to clients, keeping them engaged and ensuring ongoing relationships and repeat business.
- **Personal Success:** Boost your performance and grow your client portfolio while helping clients enhance their IT infrastructure and operations.

For further details, get in touch with **Taha Hashmi** at taha.hashmi@axelliant.com

Here's a sneak peek at what's in store for next month's edition of Digital Dispatch:

- A deep dive into how AI is transforming IT management.
- A look at Axelliant's roadmap for the upcoming quarter exciting new services and innovations.
- More inspiring employee spotlights and success stories from across our teams.



STAY CONNECTED

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ASSOCIATE SPOTLIGHT



Baqir Ali
(Project Manager)

"When I joined Axelliant's Engineering Department, everything was new projects - time zones, even a half-built office. I felt overwhelmed, but with Temur's support, I found my footing. Over time, I gained confidence, led Professional Services projects, and even stepped in on complex software work. I'm proud of how far I've come and thankful for the incredible growth I've experienced here."



John Smith
(Network Architect)

"When I first encountered a router, I never imagined it would turn into a lifelong passion. Now, as a Senior Network Engineer, I design, manage and troubleshoot complex networks. The journey has had its challenges late nights, outages, and steep learning curves, but each moment has deepened my love for the field. Always ready for the next challenge!"

Until Next Time...

"We'll return next month with more wins, innovations, and stories from Axelliant."

"Alone we can do so little; together we can do so much." – **Helen Keller**



Let's keep building together.