

Capability Statement

A Frontier Partner

A Microsoft-first, AI-operated, and human-led services alliance that delivers end-to-end outcomes across Azure, Microsoft 365 and Dynamics 365, underpinned with deep specialisation, repeatable offers and customer evidence.



Why Cloud Collective?

Leverage the power of partnerships

The Cloud Collective is a strategic alliance of Microsoft partners formed to meet the growing mid-market and enterprise needs across Australia, New Zealand and Asia.

Leveraging our collective power, we work as one unified team to deliver on your technology vision. We offer deep expertise and a complete end-to-end wrap of Microsoft cloud solutions.

Our solutions are focused on empowering your teams to work more productively and collaboratively and helping your business digitally transform.

We partner with major private, public, and third sector organisations across multiple industries, creating solutions that fit how your teams work now and in the future.



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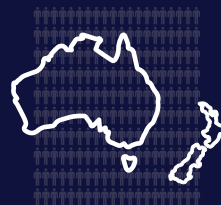
Microsoft Partners



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Microsoft Clouds

Expertise in Microsoft 365, Dynamics 365 and Azure, across all solution areas.



300+

Staff across Australia & New Zealand

Offices in Sydney, Melbourne, Brisbane, Auckland and Wellington.



AI Business Solutions

Focuses on leveraging AI to drive business outcomes across various applications.

- > M365 Copilot and Copilot Studio Agents
- > SharePoint Intranet and Information Management
- > Dynamics 365 ERP
- > Dynamics 365 CRM
- > Intelligent Bots and Automation
- > Unified Communications & Conferencing
- > Contact Centers and Telephony Integrations
- > Teams Voice and Meetings Rooms
- > Power Apps & Power BI Dashboards



Cloud & AI Platforms

Centers on core cloud infrastructure and platform services, including data, analytics, and AI capabilities on Azure.

- > Azure AI Foundry Development
- > Application Modernisation
- > Integration Services
- > Landing Zones
- > Azure Infrastructure
- > Azure Virtual Desktop
- > Fabric Data Platform
- > Purview Data Governance
- > Azure Analytics & Reporting Services
- > Data Migration Services



Security

Encompasses Microsoft's security solutions and services to help organisations protect their digital assets.

- > Cyber One Managed SOC
- > Azure Sentinel
- > Defender for Cloud
- > Defender for IoT
- > Copilot for Security
- > Modern Identity and Access
- > Modern Device Management
- > Security and Compliance
- > Information Protection
- > Threat Protection

Beyond deployment, **Managed Services** guarantee secure, optimised systems, while **Change and Adoption** expertise ensures user integration and value realisation.

Learn more about our specialist organisations

antares 

[Learn more](#)

icomm 

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 quorum

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walkerscott 

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Who we work with



Diverse experience, proven results across sectors

Our success is built on genuine partnerships that transcend sector lines. We take pride in our ability to apply our expertise to a wide spectrum of organisations. The clients shown here reflect our commitment to delivering results and forging enduring relationships with **Australian organisations across diverse industries.**



What we offer



Addressing common business challenges

The true value of our partnership lies in our ability to translate complex business challenges into clear, actionable solutions. We leverage our expertise to ensure our offerings are not just technical implementations, but powerful tools designed to drive tangible outcomes and deliver maximum real world impact for your organisation.



Copilot Amplify Solution

Challenge: Users and teams struggle to adopt AI effectively.

Outcome: Accelerated Copilot usage and measurable productivity gains through ongoing training and support.



Modern Meeting Rooms

Challenge: Outdated rooms hinder hybrid collaboration.

Outcome: Seamless, intelligent meetings with AI enhanced experience backed by ongoing support and adoption.



CRM Envisioning

Challenge: Disjointed systems hindering a seamless customer journey.

Outcome: Maximise customer lifetime value (CLV) via a unified customer experience and enhanced client engagement processes.



ERP Envisioning

Challenge: Siloed data and fragmented operations across business units.

Outcome: Drive Operational Agility via streamlined core business functions and improved data driven decision making.



Cyber One Data Shield

Challenge: Sensitive information exposed to insider and external threats.

Outcome: Robust DLP controls ensuring continuous monitoring and AI driven compliance and resilience.



Secure, Optimised Azure Platform Assessment

Challenge: Uncertainty around security, performance and cloud spend

Outcome: Hardened, cost efficient Azure environment aligned with best practices.



Q Platform

Challenge: For AI to be scalable, you often need a full set of organisational data, which means complex system integration, security and privacy risks and costs.

Outcome: A secure, Microsoft-backed AI platform built on Azure AI Foundry that seamlessly integrates core business systems and data that is scalable and cost effective to suit specific personas.



Data Assessment

Challenge: Organisations struggle to manage fragmented, inconsistent, and siloed data, leading to poor decision-making and compliance risks.

Outcome: Identifies gaps, redundancies, and compliance risks, delivering a clear roadmap for streamlined data governance and actionable insights that improve accuracy and decision-making.

Case Studies



We take pride in delivering unique and innovative solutions for our clients



Industry:

Membership & Insurance

Size:

3,000+ Employees

Solution:

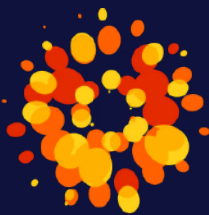
Secure, Governed Azure Cloud with Enterprise AI Platform

What we delivered:

- > NRMA's Azure Cloud.
- > Substantial productivity gains and efficiency improvements across the organisation.
- > A cultural shift where staff view AI personas as trusted "workplace mates."
- > Progressive cloud adoption and identity modernization (Azure migration, AD Premium) with a strong focus on security and compliance (Purview, DLP, PKI, Conditional Access).

Solution highlights:

- > Average call handling time in contact centers reduced from 30 minutes to 5 minutes.
- > Facilitated quick location of critical data within large documents for technical teams.
- > Ensured security, privacy, and compliance via Azure AD, RBAC, and private network endpoints.
- > Modern Device Management to streamline endpoint lifecycle and compliance, and Azure AD Premium Deployment for identity and access modernisation.
- > Azure Migration with Conditional Access Improvements and Microsoft Purview Planning to fortify security posture.



alintaenergy

Industry:

Energy & Utilities

Size:

1,000+ Employees

Solution:

Modern Workplace Transformation utilising Microsoft Teams, Microsoft Copilot, and Power BI dashboards.

What we delivered:

- > Transitioned from an ageing telephony and conferencing platform to the Microsoft Teams platform.
- > Deployed over 40 Microsoft Teams Rooms to enable seamless meeting room access across Australian sites.
- > Delivered Copilot training and adoption services via IComm's 'Amplify' for Copilot program
- > Delivery of critical reports for the Energy Trading Portfolio Team.

Solution highlights:

- > Consolidated communications onto a single Microsoft Teams Platform.
- > Achieved huge cost savings by retiring all old Cisco licensing.
- > Enabled remote working capabilities and replaced old video conferencing technology.
- > Utilised PEXIP Cloud Video Interop to retain the investment in existing Cisco hardware.
- > 250+ Power BI reports including Mission critical reporting dashboards for the (AEMO) 5-minute settlement window.
- > New reporting models to provide for better business operations related to power supply to the national grid.
- > Staff are empowered to leverage Microsoft 365 Copilot for improved workflow efficiency, enabling faster and more effective completion of tasks.



Industry:

Not-for-Profit

Size:

Approx. 800 Employees

Solution:

Supporting and Optimising Fundamental Business Processes across the M365 and D365 Stack

What we delivered:

- > Consolidated their largely on-premise IT landscape to ensure it is Cloud-ready, maximising their investment in Microsoft and Azure technologies.
- > Established a modern data platform using Microsoft Fabric, enabling St. Agnes' Catholic Parish to unify their business-critical data sources in a governed and trusted manner.
- > Enhanced St. Agnes' Catholic Parish's use of Dynamics 365 CRM and Business Central ERP, adding efficiency via automation and configuration to meet their workflows.

Solution highlights:

- > The Cloud Collective has recently partnered with St. Agnes' Catholic Parish to become their trusted end-to-end Managed Services provider for the next 3 years. This is a testament to the relationship that has been cultivated and has cemented the partnership between both parties, positioning the Cloud Collective as a strategic IT partner with St. Agnes' Catholic Parish.



“When I speak with leaders navigating complexity, I recommend the Cloud Collective. They help executive teams move with confidence, knowing their Microsoft investments are strategically aligned.

The Cloud Collective brings the credibility, capability and customer obsession that makes them a standout partner for any organisation serious about transformation.

John Hennessey
Microsoft General Manager, ANZ



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go far
go together

Contact Us

