



## **PRESS RELEASE FOR IMMEDIATE RELEASE**

### **Corporate IT Solutions Expands Cloud Services Practice with Cloud Workspace Suite by IndependenceIT**

*Successful IT Services Provider Grows Sales 600% in Move from  
IT Consultant to Managed Services Leader with Recurring Revenue Streams*

**Boston, MA – May 12, 2015** – IndependenceIT, an integrated software platform provider allowing IT departments, service providers and ISVs to easily deliver workspaces, applications and desktops as a service, today announced the successful deployment of Cloud Workspace® Suite software by [Corporate IT Solutions, Inc.](#) to enable high efficiency Desktop-as-a-Service (DaaS).

Corporate IT Solutions, Inc. delivers a customized comprehensive portfolio addressing the complete technology lifecycle, including the planning, design, integration, operation and optimization of networking and system solutions. The company also works closely with customers throughout implementation and post-implementation, offering management expertise and support. Corporate IT Solutions has a focus on service delivery through three primary lines of business including managed services, pCloud Hosted Services, and professional services. The most recent addition to its service portfolio is pCloud Workspace, a DaaS offering that combines Corporate IT Solutions infrastructure with Cloud Workspace Suite software by IndependenceIT.

“Prior to selecting Cloud Workspace Suite we ran a bake-off that included several solutions. The review revealed the strength of IndependenceIT’s software. It was not only the easiest to use, but also the most flexible with operational advantages that outshined competitive solutions,” said Joshua Dinneen, Executive Vice President, Corporate IT Solutions. “Cloud Workspace Suite’s automated workflow was also a big factor in our decision making process because of the

advantages it provided in efficiency and cost control. Overall, it is a cutting edge solution that puts us out front in terms of innovation.”

Before the company’s focus on managed services, Corporate IT Solutions maintained an IT consultancy centered around Microsoft’s product suite. With many customers asking for reactionary support (break/fix), the operation had become increasingly expensive to operate. To address this, the company entered the managed services space, building an advanced practice that included both private and public cloud services. The multi-tenanted subscription-based service became popular with customers and the organization decided to enhance their service offering with DaaS. Selecting IndependenceIT as the technology provider behind its solution, Corporate IT Solutions now offers its pCloud Workspace services to customers in nearly every vertical market. A recent pCloud Workspace customer success with educational advisory entity, EduK, was recently featured online at <http://goo.gl/XwjZY7><sup>1</sup>, highlighting the organization’s selection of DaaS over more complex virtual desktop infrastructure.

Cloud Workspace Suite is software that allows IT administrators to orchestrate, manage and provision all elements necessary for automated, multi-platform, hypervisor/device agnostic workspaces, applications and desktops as a service. The solution has been designed for infrastructure and hypervisor independence and features industry-leading automation and interoperability for ease-of-use. The solution also offers a robust API set for ease of integration with existing customer infrastructure and business support tools. With this platform, IT service providers and administrators select their preferred cloud infrastructure for globally accessible workspaces across single or multiple clouds matched to business requirements.

“We applaud Corporate IT Solution’s success in the development and delivery of pCloud Workspace,” said Seth Bostock, CEO of IndependenceIT. “While solution complexity can be a significant roadblock in configuring and deploying DaaS, the technology behind the automation of our software is a tightly integrated tool set and API that coordinates the activity of the hypervisor and of the Windows OS, Windows API and Windows Active Directory. Together, these tools coordinate all tasks required to manage virtual machines in a multi-tenant architecture, allowing our partners to focus on solution sales and the growth of their business.”

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<sup>1</sup> SearchVirtualDesktop, DaaS vs. VDI: College group opts for cloud simplicity, <http://goo.gl/XwjZY7>

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**Resources:**

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**About IndependenceIT**

IndependenceIT provides an integrated workspace automation software platform that allows IT departments, service providers and ISVs to easily deliver workspaces, applications and desktop as a service from any cloud infrastructure to users anywhere, on any device. Cloud Workspace® Suite combines application, end-user and infrastructure management into a seamless, easy-to-manage platform, with a unified management interface and robust API for ease of integration with existing systems, simplifying deployment and increasing responsiveness.

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