

### What made you choose interworks.cloud as your cloud partner?

When we started working with Microsoft in 2002, our focus was on SMEs and that was the reason we concentrated on small business servers. As cloud computing emerged, we started selling Office 365 based on the Microsoft Open License Agreement as there were no CSP agreements at that time. About a year later, we contacted interworks.cloud and they showcased their product. We examined other products too, and to be honest, we chose the interworks.cloud platform because it was the most suitable solution. It helped us in pushing the licenses straight away and in the administration of the cost that we couldn't do with the other systems that Microsoft was providing.

### What are the success characteristics of this innovative cloud business model?

One success characteristic of this model is the flexibility you have when onboarding new users. We have customers that started with 25 users and within a year they had 50 users. The advantage of deploying a CSP system is that you can subscribe and cancel licenses at will, and that is another success characteristic of the system.

### What are your predictions for the future of cloud business?

First, I believe that new updates are coming while more customers will need to move to Office 365, and that is the challenge. And second, when it comes to Azure, we are currently pushing Azure through interworks.cloud, which made the process a piece of cake. We are now in control of the cost, the usage charges and we are in control of what we want to provision.



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