



Kevin Van Kannel  
President

## **COVID-19 Accelerates Azure Adoption Among UTEC's Customers**

*Leading Managed Technology Services Provider (MTSP) Reports on Spike in Cloud Demand from Small to Mid-Sized Businesses (SMBs)*

ANN ARBOR, MI – February 23, 2021 - UTEC, a leading managed technology services provider (MTSP), announced today that the COVID-19 pandemic has drastically increased the forecasted demand for cloud solutions among SMBs, even beyond what most were expecting. Due largely to the increased need for Work-From-Home (WFH) solutions, SMBs are investing heavily in the cloud, through services like Microsoft Azure, to equip their organizations with the virtualization solution necessary to take their businesses to the next level. As a result, UTEC is helping more and more SMBs transition their on-premise IT network to Microsoft's Azure.

It's no secret that most businesses have shifted their operations to hybrid environments, if not fully-remote, and as that shift has occurred the corresponding increase in demand for cloud IT has also grown. According to the *2020 State of the Cloud Report*, by Flexera, "50% of SMBs are expecting their cloud usage to be higher than planned due to COVID-19." Whether a business owner decides to embrace this tech or not is more of a moot point,

because it's highly likely that in the very near future their clients, customers, suppliers and prospects will all be utilizing this technology and they will eventually be using it, too, to remain relevant.

With more than 95% of Fortune 500 companies utilizing Microsoft Azure, it's only a matter of time before it becomes ubiquitous. Kevin Van Kannel, President of UTEC commented, "Azure is the ideal environment for SMBs to enhance their IT environment because a hybrid workforce is now the new norm. For the business owner, this means that they have immediate scalability within their IT, the flexibility to instantly reduce expenses if they need to adjust headcount and a foundation to support their easily predictable usage of more cloud-based applications in the future."

In such uncertain times, business owners are looking to position themselves with maximum flexibility and security when it comes to their IT. With cloud IT solutions, companies can "pay for what they use, as-they-go" and nothing more.

### **ABOUT UTEC**

UTEC was established in 1975 in Ann Arbor, Michigan.

UTEC is a growing company that is recognized as a leader in office and information technology solutions and services. They offer state-of-the-art products and unwavering customer service that has helped grow and expand their operations throughout Michigan. UTEC employs a staff of over 30 people and provides the following products and services: a variety of IT solutions, including managed network capabilities, multi-function printers & copiers, managed print services, VoIP phone systems, digital and interactive displays, document management solutions, thermal imaging kiosks, postage meters and mailing solutions. They can attribute much of their growth over the past several years by specializing in customized IT and Smart Office Solutions.

UTEC's focus extends beyond the products and services they offer. They are dedicated to supporting the local communities in which they operate, including many non-profit organizations, Chambers of Commerce, high school and collegiate academics and athletics.

For more information on UTEC's business products and services contact UTEC, 1995 Highland Drive, Suite. C, Ann Arbor, MI 48108. For online company and product information, visit our website at [www.utecit.com](http://www.utecit.com).