



# Oztera Better Serves Microsoft Dynamics Clients by Joining Forces with Stratos Cloud Alliance



**HEADQUARTERS:** Las Vegas, Nevada, USA

**CHALLENGE:** Experts in Microsoft Dynamics 365 Business Central, Oztera needed a way to offer Dynamics 365 Customer Engagement and Power Apps solutions to customers interested in them.

**SOLUTION:** Oztera partnered with Stratos Cloud Alliance to implement Microsoft Dynamics 365 Customer Engagement and Power Apps for an existing manufacturing client.

**BENEFITS:** Oztera's partnership with Stratos Cloud Alliance enhances the customer experience by providing a seamless implementation and integration of Microsoft Dynamics 365 Business Central, Customer Engagement, Microsoft Power Apps, and other complex Microsoft solutions.

## Oztera

Since its establishment in 2001, Oztera has cultivated a highly skilled team of project managers, accountants, engineers, and client

### About Stratos Cloud Alliance

Current Microsoft Dynamics Partners have already established a strong presence in the marketplace. With Stratos Cloud Alliance, they can embrace the opportunity to augment Microsoft Dynamics 365 Business Central solutions with the infinite potential of Dynamics 365 Customer Engagement, Power Platform, Azure, and Microsoft 365 solutions. With Stratos Clouds' comprehensive support and expertise, Microsoft partners can seamlessly support their clients' needs for additional solutions—driving growth, profitability, and customer satisfaction.

managers. Drawing upon their extensive industry knowledge, these experts excel in resolving intricate business and technical challenges. With a specialization in leveraging the Microsoft Dynamics 365 Business Central platform, Oztera creates tailored solutions to tackle the specific obstacles encountered within the Wine, Agriculture, Distribution,

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and Manufacturing sectors. By applying a collaborative methodology, Oztera prioritizes delivering optimal outcomes for their clients, actively listening to their needs and requirements, and acquiring a clear understanding of their business operations and objectives.

Oztera is a privately held company with presence in multiple states, including Northern California, Nevada, Washington, Texas, and more.

## Better Serving Customers

The Oztera team landed a Microsoft Dynamics Business Central (BC) project with a manufacturing client looking to upgrade from their outdated Infor M3 and SYSPRO systems. The initial connection was made when an employee at the manufacturing company recognized Oztera's President, Minou Barabi. This led to discussions with Mike Stallman, Oztera's Chief Geek Juggler, and Paul Mosso, the company's Conversation Architect. Leveraging his two decades of industry experience, Mike provided insightful answers and guidance, establishing a foundation of trust. After choosing Oztera, Paul ensured seamless communication with the right team members. "I am confident that clients will report Oztera's greatest strength is in their employees' talent, depth of knowledge, and on-going commitment to the customer," says Paul Mosso.

Upon receiving a request for a Power App project from the same client, Oztera joined forces with Stratos Cloud to deliver a successful solution. This accomplishment not only met but exceeded their client's expectations, leading them to request a demo of Microsoft Dynamics 365 Customer Engagement. Jeffrey DeMaria, Director of Partner Enablement at Stratos Cloud, praises the partnership: "Oztera has been an exemplary partner from the outset. Their team diligently consumed all our educational content and programs in an impressively short period. Together, we've been laser-focused on optimizing solutions for their clients, from fine-tuning license requirements to achieving specific business outcomes".



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**- Mike Stallman**  
*Chief Geek Juggler*  
*Oztera*



"The partnership with Stratos Cloud allows us to do more with less," says Mike Stallman. "We tried getting into CRM 10 years ago, but it is a different beast from ERP, and we would have had to build a new practice around it. Having Stratos Cloud in the wing allowed us to fulfill a rather large piece of the puzzle. Working with the Stratos Cloud team was great – they were super professional and made it easy to hand things off. You never know how a partnership is going to go until you are in the trenches together, and it has been very rewarding to work with Stratos – I have a lot of faith in the partnership," continues Stallman.

## Stratos Cloud Alliance's Growth Partner of the Year

After initial success with the manufacturing client, Oztera has continued working with Stratos Cloud for the past two years with great success. This led to Stratos Cloud awarding Oztera the 2023 Growth Partner of the Year award. The awards celebrated the outstanding achievements of partners who have made significant contributions to the Microsoft ecosystem, highlighting the dedication, innovation, and excellence of each member.

"Stratos Cloud Alliance is made up of hundreds of Microsoft partners specializing in Dynamics 365, Azure, and other Microsoft Business Applications," said Jeff Edwards, SVP in charge of the Stratos Cloud. "Oztera went above and beyond over the last year to set themselves apart through outstanding performance and innovation within the Microsoft ecosystem. "

"We are thrilled to recognize Oztera as our Growth Partner of the Year," adds Denise Adams, Partner Business Development Manager at Stratos Cloud. "Their commitment to providing exceptional service and value to their clients, combined with their expertise in specialized industries, make them stand out from other partners in their industry. We are proud to partner with them and look forward to continuing our success together."

With Stratos Cloud, Oztera can now offer solutions focused on the wine and agricultural spaces with Microsoft Dynamics BC verticals as well as Power Platform, Customer Engagement, Field Service, and more. Oztera has a team of experts to implement and support their clients, and they truly care about the success of each organization they work with. They ask questions, challenge, and do what's right every time.

Leveraging our knowledge and experience through thousands of sales and implementation cycles, we provide a turnkey option to help you develop, market, and deliver your own Dynamics 365 solutions and services in 90 days or less.

## Ready to Build Your Microsoft Dynamics 365 Practice Today?

Contact Us:

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