

## ALSO Signs Deal With Treolan

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ALSO sets further into CEE as it signs a partnership covering Platform-as-a-Service (PaaS) with Treolan, a fast-growing distributor in Russia that is part of the LANIT Group of IT companies.



Through the partnership-- the 6th for ALSO since 2015-- Treolan can offer a wide range of SaaS, IaaS and DaaS services in Russia, and Treolan channel partners will be able to manage the seats of end customers and develop, run and manage applications without the need to maintain adequate infrastructure. Treolan starts immediately with the Microsoft Cloud Solution Provider (CSP) program, leveraging new, vertical focused offerings and creating new regional access for ALSO vendor partners.

"With this globally available Consumption Business model, we already manage 2 million seats in our platform and have potential access to 10m seats," ALSO CEO Gustavo Möller-Hergt says. "As a result of our partnership with Treolan, now customers in Russia will benefit from a state-of-the-art platform and dramatically reduced complexity. This is the first step in our partnership with Treolan and I am looking forward to working together with the team in Russia."

The partnership with Treolan follows a number of similar deals for ALSO. Spring 2017 saw the distributor announce partnerships with Bezeq International and Incomex, expanding the reach of the ALSO Cloud Marketplace to Israel, S. America and the Caribbean. Closer to home, last June ALSO signed a partnership with Logicom to provide the marketplace platform in 13 countries in S. Europe and the M. East.

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