

Smarter IT, happier customers: Quub.it finds success with Nerdio



Industry: Managed Service Provider

Platform: Nerdio Manager for MSP

Region: Netherlands

RESULTS

50%

Average Azure cost savings delivered to clients using Nerdio.

3× revenue

Growth in just three years, fueled by automation and service excellence.

>50%

Reduction in support calls thanks to Nerdio-powered stability.



Challenges

- Azure was critical to Quub.it's Microsoft-first strategy, but managing AVD natively was time-consuming and complex.
- Customers worried about Azure's cost and operational overhead.
- Manual setup and reactive support slowed growth and limited customer satisfaction.
- A growing team needed scalable systems to maintain high-touch service and reliability.



Solutions

- Adopted Nerdio Manager for MSP to simplify deployment, management, and optimization of Azure Virtual Desktop (AVD).
- Used Nerdio's cost optimization tools to deliver consistent savings to clients.
- Leveraged centralized automation to reduce support needs and onboard customers faster.
- Partnered closely with Nerdio's product and advisory teams to shape innovation and long-term strategy.

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"We knew Azure would be the backbone of our business, but we needed a way to manage it efficiently, save costs, and keep our focus on what really matters—helping our customers succeed. Nerdio was the perfect fit,"

Quub.it

The Dutch IT company Quub.it Solutions is a managed service provider (MSP) specializing in small and mid-sized businesses. Quub.it was founded five years ago with one clear belief: IT should be smarter, simpler, and more personal. No one-size-fits-all solutions, but technology that truly works for people. With a Microsoft-first approach, Quub.it set out to make IT accessible and hassle-free.

While exploring ways to manage Azure Virtual Desktop (AVD), the company came across Nerdio. That was four years ago, and the impact was immediate—faster deployments, lower costs, and a seamless experience for customers. Today, Nerdio is at the core of Quub.it's success, helping the company scale while staying true to its mission—making IT work for businesses, not the other way around.

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Mehrdad Samandijan, CTO of Quub.it.

Faster deployments, lower costs

Nerdio's platform allows Quub.it to manage complex environments with ease, enabling the company to deploy new customer environments two to three times faster than its competitors. For customers wary of Azure's perceived cost challenges, Nerdio has been a game-changer. By leveraging Nerdio's cost optimization capabilities, Quub.it consistently delivers about 50% savings on Azure costs for its clients.

For Quub.it, the benefits go beyond cost savings. Nerdio's automation and centralized management tools have reduced support calls by over 50%, creating a more stable and reliable experience for customers. This stability, combined with personalized service, has helped Quub.it foster strong client relationships. In fact, one customer even remarked that calling Quub.it's support team was a pleasure because of their helpful and friendly approach.

"Our employees love working with Nerdio because it simplifies their jobs and lets them focus on what really matters—building strong connections with our customers. Happy employees mean happy customers."

Wouter Frootman, COO of Quub.it

From startup to powerhouse

This combination of streamlined processes, cost efficiency, and excellent service has fueled Quub.it's rapid growth. Since adopting Nerdio, the company has expanded from three employees to twenty and tripled its revenue in just three years.

Quub.it's partnership with Nerdio also extends to innovation. As a Platinum Partner and a member of Nerdio's Partner Advisory Board, Quub.it actively contributes feedback that helps shape the product. The company has seen its input come to life in new features, further solidifying confidence in the partnership.

Looking ahead, Quub.it is focused on sustainable growth—keeping employees and customers happy while staying ahead in a competitive market. With Nerdio by its side, the company is confident in its ability to deliver cutting-edge solutions and sustain its success.

"We've always believed in doing things the right way, and Nerdio makes that possible. Together, we're creating a future where IT is simpler, more efficient, and more personal,"

Johan van der Bij, CCO of Quub.it

About Nerdio

Nerdio is a leading provider of powerful, simplified cloud management solutions for businesses of all sizes. Trusted by managed service providers (MSPs) and enterprise IT departments alike, Nerdio equips organizations with seamless, cost-effective management tools for Azure Virtual Desktop (AVD), Windows 365, and comprehensive Modern Work solutions.

With thousands of customers worldwide, Nerdio accelerates cloud adoption, enabling companies to thrive in an era of hybrid work by providing modern, future-proof technology that adapts to evolving workplace needs.

For more information, please visit **www.getnerdio.com**.



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