

Do more with the same team:

How Solarus Technologies boosted Azure efficiency 30% through automation



Industry: Managed service provider (MSP)

Platform: Nerdio Manager for MSP

Region: North America

RESULTS

20–30%

Efficiency gains across onboarding, updates, and management.

5+

Years of continuous partnership with consistent account management.

75–100 SMB

Clients supported without additional head count.



Challenges

- Limited in-house Azure expertise to meet growing client demand.
- Need to scale client support without increasing headcount.
- High-effort, repetitive Azure management tasks slowing operations.



Solutions

- Implemented Nerdio to automate Azure deployment and management.
- Enabled junior technicians to handle tasks previously done by senior engineers.
- Used global configurations to roll out updates and policies across all clients instantly.

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get started?**

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Solarus Technologies is a managed services provider (MSP) headquartered in the heart of Midtown Manhattan, serving 75–100 small and midsize businesses.

Solarus Technologies

While they serve a wide range of industries, they have a strong focus on supporting non-profit organizations—helping them get enterprise-grade technology without enterprise-sized budgets.

Five years ago, Solarus saw a challenge coming: Their clients would increasingly need cloud services in Microsoft Azure, but the team didn't yet have deep Azure expertise.

The solution? Nerdio.

20–30% efficiency gains through automation

Before Nerdio, Azure management felt like a high-skill, high-effort operation. With Nerdio, Solarus could automate much of the process, making Azure easy to deploy and maintain without needing a team of subject matter experts.

Today, junior technicians handle tasks that once required senior engineers, freeing senior staff for higher-value work.

"We don't need senior people doing tasks everyone else can do because of the automation involved."

Matthew Nikravesh, CEO of Solarus Technologies

The result: 20–30% efficiency gains across the board, from onboarding new clients to managing updates. It's repeatable, scalable, and easier to manage for every team member.

Scaling without scaling headcount

As an MSP grows, the challenge isn't just gaining customers. It's supporting them effectively without ballooning payroll. Nerdio makes this possible for Solarus.

With Nerdio's ability to push global configurations to multiple clients at once, the team can implement changes, security policies, and updates across their customer base instantly—instead of repeating the same work for each client individually.

This global approach not only saves hours but also keeps customers consistent and secure, no matter how many are in the mix.

“Things we would have to do on a per-client level, we can now do at a global level. That’s very helpful,” said Nikravesh.

Rapid Azure adoption without specialists

When Solarus started with Nerdio, they weren’t heavily working in Azure—largely because of the complexity involved. Nerdio removed that barrier.

By acting as an intermediary between Solarus and Microsoft Azure, Nerdio gave the team the confidence to deliver cloud solutions without having to hire expensive Azure-certified specialists. That meant they could:

- Move clients into Azure faster.
- Support those environments with existing staff.
- Maintain profitability without sacrificing quality.

“We’ve been able to have a product that we don’t need subject matter experts on staff to support—because they make it easy,” said Nikravesh.

A partner that listens and adapts

One of the reasons Solarus continues with Nerdio after five years is the people. Matthew Nikravesh says the company is “100% partner-focused,” taking feedback seriously and even inviting MSPs into executive advisory sessions to help shape the product roadmap.

They’ve kept account management personal and consistent—Solarus has only had two reps in five years—unlike other vendors where contacts change constantly.

“Everyone I’ve dealt with there is just good people. They care, they understand, they get back to you.”

The value equation

If you ask Solarus' CFO what value Nerdio brings, the answer is clear:

- Automation that saves time.
- Efficiency gains of 20–30%.
- Scalability without hiring more staff.
- Faster Azure adoption without expensive certifications.

Those benefits keep the service profitable and clients well-supported, even in a competitive market.

"I'm excited about what else they come up with to make Microsoft easier."

Looking ahead

For Solarus, the next five years with Nerdio will be about continuing to ride the wave of innovation—especially in making Microsoft solutions simpler for MSPs to deploy and manage. As long as Nerdio keeps automating the hard stuff, listening to partners, and innovating in the Microsoft ecosystem, Solarus will keep delivering big results without requiring additional headcount.

The Nerdio impact at a glance

- 20–30% efficiency gains across the business.
- Azure deployments without specialists.
- Scalable service model that supports 75–100 clients with ease.
- Consistent account management and partner-focused culture.

For Matthew, it comes down to one thing:

"They take the complexity out of Microsoft. That's the biggest win."

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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