

# Sparta Services achieves 70–80% efficiency gains and accelerates AVD growth with Nerdio



**SPARTA**  
SERVICES

**Industry:** Managed service provider

**Platform:** Nerdio Manager for MSP

**Region:** North America

## RESULTS

**70–80%**

efficiency gains in AVD and Intune administration.

**15 customers**

onboarded onto Nerdio-powered AVD and Intune environments.

**Lowered**

cost of ownership for SMB property management firms adopting enterprise-grade Microsoft technologies.

**Faster AVD**

quoting and deployment, enabling increased project volume without expanding headcount.



## Challenges

- Managing AVD and Microsoft Intune across multiple tenants required manual, time-consuming administration.
- Downtime and inconsistent image hygiene increased customer costs, especially for property management firms with tight margins.
- Quoting and deploying new AVD environments was slow, limiting Sparta’s ability to scale its business efficiently.



## Solutions

- Standardized operations on Nerdio Manager for MSP to automate AVD and Intune lifecycle management.
- Used Nerdio’s single-pane-of-glass approach to streamline multi-tenant image, alerting, and administrative workflows.
- Leveraged Auto-Scaling to reduce customer compute spend, improve uptime reliability, and expand Sparta’s AVD footprint.

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*Based in the Puget Sound region of Washington State, Sparta Services has built a reputation as a modern MSP.*

## Scaling a modern MSP in a high-demand market

Sparta Services delivers enterprise-grade capabilities to small and midsize businesses, particularly in the property management sector, which represents nearly 90% of its customer base. But as demand grew, so did the complexity of managing Azure Virtual Desktop (AVD), Microsoft Intune, and multi-tenant customer environments at scale. Manual processes slowed engineers down, uptime was inconsistent, and quoting new AVD deployments took longer than Sparta wanted.

To continue growing efficiently, Sparta needed a platform that could simplify administration, reduce operational overhead, and give customers a more predictable cloud cost model. That search led them to Nerdio. Three years later, the impact is unmistakable: Sparta has achieved 80% efficiency gains, expanded its AVD footprint across 15 customers, and delivered an enterprise-grade experience to SMB clients who previously viewed advanced Microsoft technologies as out of reach.

## Discovering a platform built for MSP scale

Sparta first heard about Nerdio through another partner in the MSP community. What stood out was the real-world value peers consistently associated with Nerdio's automation and Auto-Scaling capabilities.

*"I'd heard a lot about the value they were driving with their Auto-Scaling feature. We wanted to deliver cost savings back to our customers."*

**Dave Galy, Founder & CEO of Sparta Services**

## Streamlining AVD and Intune across tenants

Today, Sparta relies on Nerdio for two core offerings: AVD and multi-tenant Intune administration. For customers, that translates into consistent performance and reduced downtime. For Sparta's engineers, it means centralized visibility and predictable operations across every tenant. "Nerdio gives us a single pane of glass to manage Intune images, AVD images, alerts, and the entire lifecycle," Dave said. "The administrative experience is invaluable."



## Lowering costs and improving reliability for SMBs

Nerdio also directly contributes to cost savings, a critical factor for property management customers. Downtime is expensive, and manual IT administration only exacerbates those costs. With Nerdio's Auto-Scaling ensuring customers pay only for active compute and automation reducing break-fix risk, Sparta delivers both performance and affordability.

*"When a customer's AVD environment isn't consistent or reliable, it costs them money, so it's beyond critical."*

**Dave Galy, Founder & CEO of Sparta Services**

## Driving growth through faster quoting and deployment

Operationally, Nerdio has become a growth engine. Faster quoting and refined deployments allow Sparta to take on more AVD projects without increasing headcount. "It's allowed us to deploy more AVD environments because the quoting ability is more streamlined," Dave shared. "We've been able to continue growing our AVD footprint because of Nerdio's platform."

## Built on a strong foundation with Microsoft and continuous learning

Nerdio's close alignment with Microsoft is another advantage, especially for a former Microsoft Azure leader like Dave. "Nerdio's close synergy with Microsoft is critical for keeping the platform relevant," he noted. "As Microsoft evolves, Nerdio evolves."

That same forward-looking mindset shows up in how Sparta develops its people. Every employee, across engineering, sales, and customer success, is required to earn both an Azure fundamentals certification and a Nerdio certification within their first 100 days. Nerdio University has made this process simple and scalable. "Making information accessible anytime is huge," Dave said. "It's part of our onboarding now."

## Lowering the barrier to enterprise technology

Ultimately, Nerdio has helped Sparta make advanced Microsoft technologies accessible to SMB property management firms. “Most people think they can’t afford Intune or AVD,” Dave shared. “These sound like enterprise tools. But Nerdio helped us lower the barrier to entry for the SMB market.”

As Sparta continues expanding its managed services nationally, Nerdio remains central to its strategy to drive efficiency, profitability, and a differentiated customer experience. “Nerdio has made it possible for us to deliver an enterprise experience at an affordable price point,” Dave concluded. “It drives value for our customers and for our business.”

### 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](http://www.getnerdio.com).



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