nerdio

How TeamLogic IT slashed Azure costs
by 60% and scaled cloud operations with Nerdio's Microsoft 365 management solution

TeamLogicIT®
Your Technology Advisor

Industry: Managed service provider (MSP)
Platform: Nerdio Manager for MSP
Region: North America

RESULTS

55-60%
Reduction in Azure compute costs.

2-3 weeks
Quoting time reduced to just days.

200+
Managed clients supported with a growing cloud-first approach.

Challenges

- Limited Azure expertise with only 2–3 engineers able to support cloud clients.

- Slow quoting process causing sales delays (weeks to over a month).

- High Azure compute costs due to always-on virtual servers.

Solutions

- Expanded cloud engineering team to 7+ engineers with Nerdio training and platform.

- Implemented Nerdio Auto-Scaling to optimize Azure usage and costs.

- Developed internal playbook to enable faster, multi-person cloud scoping and quoting.

Ready to get started?

BOOK A DEMO

When TeamLogic IT began their cloud journey, they were facing a common challenge: demand was growing, but internal capacity wasn't keeping pace.

TeamLogic IT

With only a couple of engineers comfortable working in Azure, the company couldn't scale cloud support fast enough to meet client needs.

That began to change in 2023, when TeamLogic IT partnered with Nerdio.

"We wanted to expand our business in the cloud. More of our clients were moving off-prem, and we needed more engineers who could support them. Nerdio helped us get there."

Mark Olenik, Director of Engineering

What started as an initiative to grow cloud knowledge quickly evolved into a business-wide transformation. Today, Mark leads a team of seven engineers—up from just two or three—with the ability to fully support cloud-first clients. With Nerdio's platform as the foundation, they now lead with cloud solutions instead of treating them as secondary options.

From cost savings to sales velocity

This shift hasn't just benefitted Mark's team—it's had a significant impact on customers as well. One of the biggest wins has been Nerdio's Auto-Scaling capabilities, which have allowed TeamLogic IT to cut Azure compute costs by 55% to 60%. Those savings are passed directly to customers, strengthening trust and making cloud adoption a more compelling value proposition.

"Before Auto-Scaling, those virtual servers would run 24/7. Now they're running only when needed," Mark explained. "We're saving money, and our clients are saving money—it's a win-win."

Internally, Nerdio also helped eliminate a major sales bottleneck. Previously, the process of scoping and quoting a new cloud deployment could take weeks—sometimes even more than a month—because only one engineer could handle the quoting process. That created delays and friction for the sales team, who often had to wait before they could even begin conversations with prospects.

With Nerdio's support and a new internal playbook, multiple team members can now assess on-prem environments, evaluate cloud readiness, and deliver accurate estimates in a matter of days. It's not just faster—it's helped TeamLogic IT become significantly easier to do business with.

"Our sales department is a lot happier now," Mark said. "We're quicker to respond, and we can go into client conversations with a clear plan and confidence."

Freeing up senior engineers for high-impact projects

Those improvements have directly contributed to winning more business. In fact, Mark pointed to a recent deal that was closed specifically because of how his team was able to present Azure Virtual Desktop—an area he credits Nerdio's training programs and events, like NerdioCon and bootcamps, for helping his team master.

And while new business is always a plus, the transformation has paid dividends internally as well. With Nerdio taking care of many of the more routine provisioning and support tasks, senior engineers are now focused on high-value, strategic work—especially in the DevOps space.

"They're not bogged down in setup anymore," said Mark. "Now they're more fulfilled, less stressed, and working on projects that really move the needle."

That shift has increased the team's capacity, opened new revenue opportunities, and created a more empowered, engaged engineering culture.

Modern work made simple for global clients

The impact extends to TeamLogic IT's customers, too. By embracing Microsoft 365 management through Nerdio, clients are moving away from legacy infrastructure and toward more agile, secure, and scalable environments. Tools like Intune, Microsoft Defender, and SharePoint allow distributed workforces to collaborate easily, with centralized management and a leaner tech footprint.

"You're getting off of old tech," Mark said. "No more active directory or extra hardware—you're becoming more cutting edge."

A community that builds confidence

For Mark personally, NerdioCon has also been a source of inspiration and networking. From learning how other MSPs package and sell their services to discovering new vendors and automation tools, he finds enormous value in the community.

"Everyone's really open," he said. "It's not competitive. It's more, 'Here's how we do this—how do you handle it?' That kind of idea-sharing is rare and valuable."

Looking ahead, TeamLogic IT is well-positioned to grow, with over 200 managed clients and a cloud team that continues to expand. And with every new product release, Mark's team finds even more reasons to stay excited.

"Every time there's a new feature, it's something that makes our lives easier. Nerdio listens to MSPs and builds what we need. That's not something you see every day."

What started as a quest for knowledge has turned into a competitive advantage—and for TeamLogic IT, the sky's the limit.

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**.