



How Assured Energy Solutions Turned IT Spend Into A Government Framework Listing With labdesk’s 365 Accelerator

Assured Energy Solutions designs and installs energy-efficient lighting, controls and solar across UK estates. A three-year programme with UPP alone covered more than 150,000 luminaires across 20 universities.

AT-A-GLANCE

INDUSTRY

Energy-Efficient Lighting and Green Technology

COMPANY SIZE

SME

LEGACY REPLACEMENTS

Google to Microsoft 365 under labdesk’s 365 Accelerator + managed backup + Microsoft Defender + Cyber Essentials + awareness training

PRIMARY ROI

“Peace of mind knowing that if one of our laptops just packs up, we have a full backup.”  
— Rebecca McKay



THE CHALLENGE (Before)

Rebecca McKay looks after the finances at Assured, and managing the company’s technology came to sit on her desk alongside the ledger. Assured was split between three IT suppliers, and each antivirus add-on was bought against a warning rather than an IT roadmap of what was genuinely necessary.

**The Breaking Point:** Cyber Essentials was the gate for potential business, and without certification Assured could not be listed as an approved supplier. The buyers the business wanted to reach had no way of finding it.



THE SOLUTION (During)

Assured’s non-executive director knew labdesk, and the decision inside the business to partner up for their IT became unanimous. labdesk consolidated three separate subscriptions into one Microsoft 365 platform under the 365 Accelerator.

In Rebecca’s words: “**She’s an excellent project manager. She was brilliant.**” labdesk delivered Cyber Essentials end to end, replaced the add-on antivirus with Microsoft Defender, moved shared work into SharePoint, and put backup and recovery behind every laptop.

THE RESULTS (After)

Cyber Essentials

certified, opening a government framework

50–75 Mins

of Rebecca’s week back, every week

STRATEGIC OUTCOME

Assured is now listed as an approved supplier on the government framework the business had set out to reach, and has been approached by companies that previously had no way of finding it. Nothing has been awarded yet.



“There were things that we needed and things that we didn’t, and labdesk were able to be extremely flexible and give us everything that we needed at a really reasonable price.”

— REBECCA MCKAY, FINANCE MANAGER, ASSURED ENERGY SOLUTIONS

Book A 365 Accelerator Audit And See Exactly What You Are Paying For →