



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

Assured Energy Solutions installs energy-efficient lighting, controls and solar across UK estates. Customers include student housing provider UPP, where one three-year programme covered more than 150,000 luminaires at 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 because a pop-up said the business was at risk.

The Breaking Point: Cyber Essentials was the gate for potential business. Without the certification Assured could not be listed as an approved supplier, so the buyers who use that list had no way of finding the company.



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: “**You were extremely accommodating, especially when we did the migration.**” labdesk delivered Cyber Essentials end-to-end with a named project manager, moved shared work into SharePoint, swapped the add-on antivirus for Microsoft Defender, and put managed backup behind every laptop.

THE RESULTS (After)

Cyber Essentials

certified, opening a government framework

10–15 Mins

of Rebecca’s day back, every working day

STRATEGIC OUTCOME

Assured is now listed as an approved supplier on the government framework it set out to reach, and is being approached by companies that previously had no way of finding the business. Proposals are going out for work Assured could not have bid for before.



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

— REBECCA MCKAY, FINANCE MANAGER, ASSURED ENERGY SOLUTIONS

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