

How FSi is Helping Customers Move from AI Readiness to Execution

Company Overview

FSi Strategies is a customer-centric Microsoft Solutions Partner delivering enterprise-class managed IT and professional services. With more than two decades of experience, FSi provides strategic solutions that help organizations leverage data and AI, strengthen security, and modernize cloud infrastructure. Backed by Microsoft Solutions Partner Designations and a 100% certification policy, FSi works closely with clients to help them achieve more with Microsoft technology.

Location

Vienna, Virginia

Industry

IT Services

Platform

Microsoft 365

AvePoint Solutions

[AvePoint Partner Talent Services](#)

[AvePoint Cloud Backup for Microsoft 365](#)

[AvePoint Fly](#)

[AvePoint Policies](#)

[AvePoint Insight](#)

Success Highlights

- Achieved 13% ROI through joint go-to-market initiatives with AvePoint
- Strengthened governance and operational readiness for customers' AI adoption
- Reduced operational overhead and accelerated staffing scalability through AvePoint Partner Talent Services
- Improved staffing consistency and service quality across managed services operations

Critical Needs

- Help customers operationalize AI securely and at scale
- Strengthen governance and control around enterprise data
- Scale managed services delivery efficiently without increasing operational complexity
- Deliver measurable business outcomes through co-marketing initiatives with AvePoint

The Challenge

As organizations accelerated AI adoption initiatives, FSi Strategies saw customer conversations rapidly evolve from experimentation into execution. Preparing environments for AI was no longer enough; organizations needed the governance, operational readiness, and scalability required to support enterprise-wide adoption.

For many of their customers, the biggest challenge was data governance and visibility. As AI tools gain access to more organizational data, customers needed stronger controls, clearer oversight, and operational guardrails to ensure modernization efforts could scale securely.

At the same time, FSi itself continued to grow. Expanding managed services operations while maintaining service quality created additional operational pressures around staffing, consistency, and support delivery.

FSi needed a partner that could help address both challenges simultaneously: supporting customer modernization and AI governance while also scaling their own operations efficiently.

The AvePoint Solution

By using AvePoint's governance and data management solutions, FSi helped customers establish stronger operational guardrails while preparing environments for broader AI execution.

"A lot of organizations spent the last year getting AI-ready," shared Nabil Aitoumeziene, President of FSi Strategies. "Now the conversation is shifting toward execution. That's where governance becomes critical, and where AvePoint has been a key partner for us and our customers."

FSi also leveraged AvePoint Partner Talent Services to scale operational support more efficiently. Instead of relying on lengthy hiring cycles or inconsistent outsourcing models, the organization was able to quickly onboard qualified technical resources aligned to its Microsoft managed services environment.

The partnership helped reduce operational overhead while improving staffing consistency and customer support continuity.

Partnership

For FSi, the relationship with AvePoint developed beyond a traditional vendor engagement into a long-term strategic partnership centered on modernization, AI readiness, and operational growth.

Rather than supporting isolated projects, AvePoint worked alongside FSi throughout the broader customer modernization journey – helping the organization align governance, operational readiness, and AI adoption strategies over time.

"This isn't a one-time engagement for us," shared Nabil. "AvePoint has been part of the full modernization journey alongside our customers, helping us move from planning into real execution."

Outcomes

By partnering with AvePoint, FSi gained stronger governance support for AI modernization initiatives, faster access to qualified technical resources, reduced staffing and operational management overhead, and improved consistency across managed services operations.

FSi also saw measurable business impact through collaborative go-to-market initiatives. Joint campaigns and customer engagement efforts resulted in a 13% ROI, reinforcing the value of the partnership as customer demand for AI modernization services continues to increase.

AvePoint Partner Talent Services helped improve workforce continuity and operational efficiency, allowing FSi to focus more directly on customer outcomes instead of day-to-day staffing management.

"AvePoint doesn't just help us deliver technology; they help us deliver outcomes," said Nabil. "At the end of the day, our priority is making customers successful, and that's what makes this partnership work."

