

From Risk to Readiness: How Ravanty Prepares Clients for AI and Copilot with Confidence

Partner Profile

Ravanty is a Modern Work and Security-designated Microsoft Cloud Solution Provider (CSP) with a 100% focus on Microsoft technologies. With deep roots in the Microsoft ecosystem dating back to 2008, Ravanty's mission is to guide organizations through digital transformation — especially in the fast-evolving world of Copilot and AI — while ensuring secure, scalable, and Microsoft-aligned adoption practices.

Serving industries such as healthcare, retail, manufacturing, and technology, Ravanty specializes in strategic Microsoft 365 implementations with security built in by design. As a nimble, high-performing organization, Ravanty consistently prioritizes efficiency, quality, and measurable outcomes in every professional services engagement.

Location

Burbank, CA

Industry

IT Services

Platform

Microsoft 365,
Microsoft 365 Copilot

Solution

Policies & Insights

Critical Needs

- Enable secure and responsible AI adoption for clients across diverse industry verticals like healthcare, retail, manufacturing, and technology
- Provide granular visibility into data landscapes to identify oversharing and security risks
- Deliver scalable, efficient Microsoft 365 Copilot implementations without compromising security
- Transform reactive security measures into proactive governance strategies

Success Highlights

- **Accelerated readiness assessments:** Significant reduction in discovery time while increasing depth of security analysis
- **Enhanced client confidence:** Data-driven reports help clients understand their true security posture before AI deployment
- **Scalable delivery model:** Efficiently manage multiple clients' Copilot deployments in parallel
- **Proactive risk mitigation:** Identify and resolve oversharing issues before they become security vulnerabilities

The Challenge

Modern work and AI adoption are evolving rapidly, and Ravanty, a Microsoft-focused consultancy, is leading the charge. As Microsoft 365 Copilot entered the conversation, Ravanty knew clients needed confidence in their AI strategies.

While customers were eager to harness AI's potential, they were equally concerned about the security implications. Questions about visibility, data exposure, and governance came up constantly. And while each client environment is unique, the pattern was clear: AI could not be implemented in isolation. It had to be grounded in a strong foundation of visibility, compliance, and governance — principles embedded in Ravanty's Copilot Security Framework, which ensures organizations are prepared to adopt AI securely and at scale.

The AvePoint Solution

To meet this growing demand, Ravanty sought a partner that could complement their approach with advanced visibility and governance capabilities. They found that partner in AvePoint.

With granular discovery and remediation capabilities, AvePoint became central to Ravanty's Copilot readiness framework. Going a step beyond the capabilities of native tools, AvePoint's solutions provided the depth Ravanty needed to uncover hidden issues, guide remediation, and build lasting customer trust. Their team also found AvePoint's responsiveness — on both the technical and partner support fronts — critical to their success.

"We took a customer-zero approach with AvePoint by first implementing Policies and Insights internally. You can't genuinely position a solution to clients if you haven't used it yourself, and we're true believers in those capabilities," shared Roman Avanesyan, Co-founder and CEO of Ravanty.

The partnership has been instrumental in helping organizations overcome the fear of AI deployment by replacing uncertainty with data-driven confidence. Rather than being overwhelmed by unknown risks, Ravanty's clients can now proceed with AI initiatives based on a clear understanding of their security posture and clear remediation steps.

"We like to lead with data, not theory. AvePoint helps us show customers what's really going on and how to fix it," shared Yesai Tchouldjian, Co-founder and CTO of Ravanty.

One Ravanty customer, a leading software provider in the law enforcement and public safety sector, was preparing to roll out Copilot and wanted to ensure they had sufficient visibility into their data security environment before proceeding. By leveraging Policies & Insights, Ravanty helped the customer proactively validate their data security landscape — surfacing areas of potential oversharing and permission sprawl that could impact AI-readiness and security posture.

The engagement followed a clear methodology: discover current state, implement remediation measures, and then re-run assessments to demonstrate improvement. This before-and-after approach not only addressed immediate concerns but

also strengthened the organization's confidence in its AI security posture — transforming abstract risks into clearly defined, actionable outcomes.

Ravanty's advice to others in their position? "Overcome the fear of AI deployment," urged Tchouldjian. "It's not about having all the answers up front — it's about knowing where to look."

The Bottom Line

By integrating AvePoint's solutions into their service delivery model, Ravanty has redefined how they approach AI readiness assessments and Copilot implementations. The partnership enables them to deliver deeper security insights, streamline rollout processes, and empower customers with the concrete data they need to adopt Microsoft 365 Copilot safely and effectively. The result is a more confident, scalable, and secure path to Copilot success across the enterprise.

"AvePoint gives our clients the confidence to move forward with AI, knowing the right controls are in place," Avanesyan shared. "We're not just solving today's challenges — we're building a scalable foundation that supports secure, responsible AI adoption well into the future."



We like to lead with data, not theory. AvePoint helps us show customers what's really going on and how to fix it."

**- YESAI TCHOULDJIAN,
CO-FOUNDER AND CTO OF RAVANTY**



AvePoint US Headquarters, R&D Center | 525 Washington Blvd, Suite 1400 Jersey City, NJ 07310
+1.201.793.1111 | sales@avepoint.com | www.avepoint.com

