

Seisay IT Solutions

Accelerates Microsoft 365 sales cycles, increases deal value, and expands into regulated markets with OpenText Cybersecurity



At a glance

Industry

IT services, consulting, managed services, and cybersecurity

Location

Arlington, Virginia,
United States

Challenge

Accelerate Microsoft 365 sales cycles, improve deal value, address security and compliance concerns upfront, and scale growth through stronger partner support.

About

Seisay IT Solutions is a boutique IT services and consulting firm based in Arlington, Virginia. The company helps organizations improve productivity, streamline operations, and strengthen collaboration through Microsoft technologies, including Microsoft 365, SharePoint, Copilot, Teams, Power Platform (PowerApps, and Power Automate), and Purview Compliance.

Led by CEO and Founder Amie Seisay, the firm specializes in helping organizations eliminate manual workflow processes, strengthen compliance posture, and modernize operations within Microsoft 365. Where generalist IT firms treat Microsoft 365 as a licensing transaction, Seisay IT Solutions approaches every engagement as a long-term partnership; translating complex compliance requirements and operational inefficiencies into purpose-built digital solutions. The result is a more secure, scalable, and audit-ready Microsoft environment that supports both day-to-day operations and long-term organizational growth.

Products and Services

- Managed Services
- Cybersecurity solutions
- Microsoft 365 security and compliance enablement
- Partner Program advisory and support
- Technical guidance across pre-sales and delivery

Challenge

Seisay IT Solutions operates in a fast-moving technical landscape where customer expectations are high, and risks continue to evolve. While demand for Microsoft 365 remains strong, sales cycles often slow as conversations expand beyond licensing into security, compliance, and long-term risk.

Unresolved concerns around data protection and governance create hesitation, leading to prolonged scoping discussions, delayed approvals, and smaller initial license commitments.

At the same time, Seisay IT Solutions needs to navigate evolving Microsoft partner requirements, maximize incentive opportunities, address regulated environments, and maintain its trusted advisor role while scaling the business. The company requires a partner that can provide both technical expertise and strategic support to accelerate sales, improve deal value, and support long-term growth.

Solution

Seisay IT Solutions partners with OpenText Cybersecurity to strengthen its Microsoft practice, accelerate sales, and expand its ability to deliver value to clients.

Reframing Microsoft 365 conversations

Seisay IT Solutions positions Microsoft 365 as part of a broader, security-aligned solution. By addressing compliance and risk considerations earlier in the sales process, the team improves scoping clarity, reduces late-stage uncertainty, and helps customers move more confidently to purchasing decisions.

Providing hands-on support for deals

Through bi-weekly education sessions offered by OpenText, focused on navigating the Microsoft partner program, Seisay IT Solutions has gained higher expertise into Microsoft requirements, security expectations, incentive eligibility, and proof-of-execution needs.

Aligning with Microsoft programs and incentives

Through regular Partner Program meetings and direct support from OpenText channel leadership, Seisay IT Solutions gains visibility into Microsoft requirements, security expectations, incentive eligibility, timing, proof-of-execution needs, and program alignment.

Enabling expansion into regulated markets

OpenText helps Seisay IT Solutions better understand Microsoft GCC (Government Community Cloud) and GCC High (Government Community Cloud High) approval requirements. These are specialized Microsoft cloud environments designed to meet U.S. government and compliance standards, with GCC High supporting more stringent regulatory requirements for federal agencies and defense contractors.

This guidance helps the company educate government stakeholders, set realistic expectations, and position Microsoft solutions more effectively in regulated environments, including clients pursuing CMMC (Cybersecurity Maturity Model Certification) compliance.

Facilitating partner collaboration within the Microsoft ecosystem

OpenText-led events, roadshows, and partner engagement help Seisay IT Solutions identify new opportunities, refine its go-to-market strategy, and deepen client relationships across Microsoft and non-Microsoft opportunities.

“OpenText has supported our growth not just through technology, but through consistent partner advocacy, deal acceleration, and relationship-based engagement. This support has helped us bid on opportunities previously unavailable to us, scope work more effectively, and maintain trusted client relationships across both Microsoft and non-Microsoft opportunities.”

Amie Seisay
CEO/Founder

Results

Accelerated revenue realization

By positioning Microsoft 365 as a security-aligned solution, Seisay IT Solutions continues to reduce delays in the sales cycle. Customers move more quickly from initial discussions to purchasing decisions, improving time to revenue and overall sales efficiency.

Increased deal value and upfront revenue

Clearer scoping earlier in the sales process increases initial Microsoft 365 license commitments. Plus, positioning licensing within a broader security and compliance framework expands deal value at the outset.

More predictable and scalable sales motion

Standardizing how Microsoft 365, security, and compliance are positioned enables more consistent deal progression. This improves sales predictability and creates a more repeatable growth model.

Improved sales velocity

OpenText support during active opportunities helps resolve technical and licensing questions quickly, reduce friction, and keep deals moving forward.

Stronger margins through reduced friction and rework

Addressing security and compliance requirements upfront reduces late-stage rework and prolonged scoping efforts. This improves efficiency and supports a more margin-friendly delivery model.

Increased incentive-driven revenue

With OpenText guidance, Seisay IT Solutions improves its ability to track, qualify for, and complete Microsoft incentive program requirements. This results in successful incentive payouts and a more strategic approach to Microsoft-related financial returns.

Expanded access to higher-value opportunities

Guidance on GCC, GCC High, and compliance requirements helps Seisay IT Solutions bid on opportunities previously unavailable to the company and continues to strengthen its credibility in government and regulated markets.

Looking Ahead

Seisay IT Solutions continues to focus on growth through collaboration, learning, and strong partnerships. By leveraging its relationship with OpenText, the company is well positioned to expand its Microsoft practice, deepen client relationships, and pursue new opportunities in an evolving cybersecurity landscape.