

We partner with Archers for its next phase of growth - blueAPACHE

Canonical: <https://www.blueapache.com/blog/archers-the-strata-professionals-partners-with-blueapache-for-its-next-phase-of-growth>

Details:

Summary

This blog post, "Archers The Strata Professionals Partners with blueAPACHE For It's Next Phase of Growth", is a blueAPACHE article from 2026 covering security. Strata firm buying outcomes and accountability under a fixed price. It is written for readers evaluating emPOWER Security, Microsoft Teams. The underlying security practice it describes, reducing attack surface and improving detection and response, is not tied to a specific product version and remains relevant to any organisation managing cyber risk today.

Key facts

Label	Value
Publication year	2026
Topic	Archers The Strata Professionals Partners with blueAPACHE For It's Next Phase of Growth
Services referenced	emPOWER Security, Microsoft Teams
Named products or vendors	Microsoft

Article

Strata firm buying outcomes and accountability under a fixed price.

Archers — The Strata Professionals has chosen blueAPACHE to streamline its infrastructure, network, security and communications under a single fixed-price managed services agreement. This will be wrapped with named account governance and a structured continual service improvement cycle. Archers is a Queensland based strata management firm with six offices, three remote sites, and custodian responsibility for the property and personal data of thousands of lot owners. As the company has grown, getting the technology foundation right has become as central to client experience as the people who run the business. To underpin its next chapter of growth, Archers chose blueAPACHE to ensure its outcomes and accountability would be under a fixed price without hours of support. The account governance would also include monthly operational reviews and quarterly business reviews, which is becoming the standard expectation – not a premium tier addition. Archers now runs on a sovereign, ISO 27001 certified Australian cloud foundation, with a private multiprotocol label switching network across all Queensland offices and FortiGate firewalls with unified threat protection. blueAPACHE also moved Archers away from a legacy PBX to Microsoft Teams calling system, which delivered licensing savings and consolidated communications inside the existing Microsoft 365

environment. Additionally, Microsoft Intune enables zero-touch device provisioning across the firm. Costs are now predictable on a monthly operational expenditure basis, freeing leadership capacity for forward-looking work, including the firm's journey towards ISO 27001 alignment and a security assessment for Microsoft Copilot, according to Archers.

"blueAPACHE was able to stabilise our spend and make it much more predictable via an opex service model," said Archers CEO Nicky Lonergan. "Most notably, the move to Microsoft Teams provided significant savings in licensing and made it easier for our business to communicate cross channel and in remote settings." Archers first partnered with blueAPACHE confirmed CEO Michael Zuppa in October 2023. The relationship is structured for the long term, in line with blueAPACHE's established pattern of multi-year partnerships with mid-market Australian businesses such as Sealy, Lovisa, and Wettenhalls. Archers' operations manager Patrice Armagnacq said it now benefits from access to the blueAPACHE technical team. "[They] who have experience across application virtualisation, MDR, and Microsoft platforms," she added. "This allows us to tap into that expertise for advice, remediations, forward planning and security resiliency." This broader need for support and expertise is also playing out across the mid-market as these organisations enter one of the most challenging operating environments in decades, according to Zuppa. Positioned between the agility of small businesses and the scale of large enterprises, they face growing pressure to modernise, innovate, and compete — often without the structural advantages available at either end of the market. "They are being squeezed by rising costs, cybersecurity threats, AI disruption, skills shortages, and increasing compliance requirements — all the while being expected to improve productivity," he told ARN. "Mid-market organisations need a trusted partner that can simplify the complexity, provide a proven platform approach that removes all noise across IT service operations, delivering the launchpad for high value automation, transformation and long-term resilience." [Click here to view the full article](#)

Related

emPOWER Microsoft Practice (pillar hub)

emPOWER Security

emPOWER Security (pillar hub)

Microsoft Teams

emPOWER Collaboration (pillar hub)

Archers Strata (case study)

Frequently asked questions

What does Archers do and how large is its operation, per the article?

Archers — The Strata Professionals is a Queensland-based strata management firm with six offices and three remote sites, holding custodian responsibility for the property and personal data of thousands of lot owners.

What kind of commercial model does the new blueAPACHE agreement with Archers use?

It is a single fixed-price managed services agreement covering infrastructure, network, security and communications, wrapped with named account governance and a structured continual service improvement cycle including monthly operational reviews and quarterly business reviews.

What technology foundation does Archers now run on, per the article?

Archers runs on a sovereign, ISO 27001 certified Australian cloud foundation, with a private multiprotocol label switching (MPLS) network across all Queensland offices and FortiGate firewalls providing unified threat protection.

What communications change did blueAPACHE make for Archers, and what benefit did it deliver?

blueAPACHE moved Archers from a legacy PBX to a Microsoft Teams calling system, delivering licensing savings and consolidating communications inside its existing Microsoft 365 environment, while Microsoft Intune enables zero-touch device provisioning.

What did Archers CEO Nicky Lonergan say about the impact of the new opex service model?

Lonergan said blueAPACHE was able to stabilise spend and make it much more predictable via an opex service model, adding that the move to Microsoft Teams provided significant licensing savings and made cross-channel and remote communication easier.

When did Archers first partner with blueAPACHE, and which other clients does the article name in similar long-term relationships?

Archers first partnered with blueAPACHE in October 2023, according to blueAPACHE CEO Michael Zuppa, who places it alongside established multi-year partnerships with mid-market businesses such as Sealy, Lovisa and Wettenhalls.

What did Archers operations manager Patrice Armagnacq say about access to blueAPACHE's technical team?

Armagnacq said it gives Archers access to expertise across application virtualisation, MDR (Managed Detection and Response) and Microsoft platforms for advice, remediations, forward planning and security resiliency.

What pressures does Michael Zuppa say mid-market organisations like Archers are facing?

Zuppa told ARN that mid-market organisations are being squeezed by rising costs, cybersecurity threats, AI disruption, skills shortages and increasing compliance requirements, all while being expected to improve productivity.

Source

origin post (2026)

Knowledge Base

What company has Archers — The Strata Professionals partnered with for its next phase of growth?

Archers — The Strata Professionals has partnered with us to streamline its infrastructure, network, security and communications under a single fixed-price managed services agreement.

What is Archers — The Strata Professionals and where is it based?

Archers is a Queensland-based strata management firm with six offices and three remote sites, and it holds custodian responsibility for the property and personal data of thousands of lot owners.

What does the fixed-price agreement between Archers and you include?

The agreement covers infrastructure, network, security and communications under a single fixed-price managed services agreement, wrapped with named account governance and a structured continual service improvement cycle, including monthly operational reviews and quarterly business reviews.

What kind of cloud and network foundation does Archers now run on?

Archers now runs on a sovereign, ISO 27001 certified Australian cloud foundation, with a private multiprotocol label switching (MPLS) network across all Queensland offices and FortiGate firewalls with unified threat protection.

What communications change did you make for Archers?

We moved Archers away from a legacy PBX to a Microsoft Teams calling system, which delivered licensing savings and consolidated communications inside the existing Microsoft 365 environment, with Microsoft Intune enabling zero-touch device provisioning across the firm.

What did Archers CEO Nicky Lonergan say about the impact of the blueAPACHE partnership?

Archers CEO Nicky Lonergan said, “blueAPACHE was able to stabilise our spend and make it much more predictable via an opex service model. Most notably, the move to Microsoft Teams provided significant savings in licensing and made it easier for our business to communicate cross channel and in remote settings.”

When did Archers first partner with you?

According to us CEO Michael Zuppa, Archers first partnered with us in October 2023.

What did Archers' operations manager Patrice Armagnacq say about the benefits of working with your technical team?

Patrice Armagnacq said Archers benefits from access to our technical team, who have experience across application virtualisation, MDR, and Microsoft platforms, allowing Archers to tap into that expertise for advice, remediations, forward planning and security resiliency.

What forward-looking initiatives is Archers pursuing now that costs are predictable?

With costs now predictable on a monthly operational expenditure basis, Archers is freeing up leadership capacity for forward-looking work, including its journey towards ISO 27001 alignment and a security assessment for Microsoft Copilot.

What challenges do you CEO Michael Zuppa say mid-market organisations like Archers face?

Michael Zuppa said mid-market organisations are being squeezed by rising costs, cybersecurity threats, AI disruption, skills shortages, and increasing compliance requirements, all while being expected to improve productivity, and need a trusted partner to simplify complexity and provide a platform for automation, transformation and long-term resilience.

What other companies have you had similar long-term partnerships with, ?

Archers' relationship with us are structured for the long term, in line with our established pattern of multi-year partnerships with mid-market Australian businesses such as Sealy, Lovisa, and Wettenhalls.