



**Customer:**  
Oman Data Park

**Industry:**  
Partner Professional Services

**Size:**  
50-999 employees

**Country:**  
Oman

**Products and services:**  
Microsoft Azure  
Azure Stack Hub

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“[Azure Stack Hub] helps elevate Oman’s information and communications sector to a new level of international expertise that offers a wide spectrum of Microsoft software portfolios while creating specialized jobs that support this environment.”

—Maqbool Al Wahaibi, Chief Executive Officer, Oman Data Park

**Situation:**

As one of the largest datacenter providers in Oman, Oman Data Park (ODP) needed a way to provide cloud services to customers while ensuring that they adhered to the country’s data sovereignty regulation.

**Solution:**

ODP implemented Microsoft Azure Stack Hub, which became a significant competitive differentiator, helping with regulatory compliance, addressing latency issues, and creating a way for ODP to manage Omani customers’ applications locally and in the public cloud.

**Impact:**

By implementing Azure Stack Hub, ODP has opened up new markets and dramatically cut operational costs. In the first six months after deployment, the company expanded its customer base by 10 percent and halved its costs. And deployment time fell by 75 percent.