
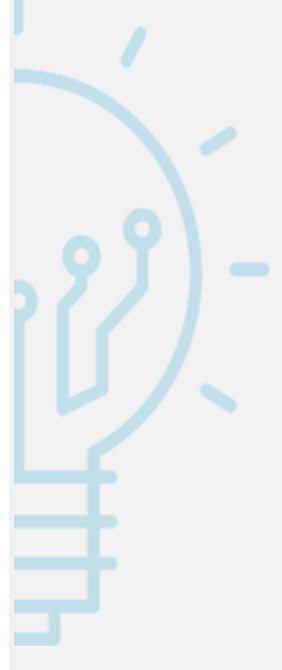



Supernus Pharmaceuticals Buys in to a Full Scope Solution with eGroup | Enabling Technologies, NuWave, & Landis

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
June 2023	SMC	Healthcare	600 employees	Phone System Full Scope Solution	Teams Phone	eGroup Enabling Technologies	Supernus Pharmaceuticals	Avaya/Chronicall by Xima

CHALLENGE	SOLUTION	OUTCOMES	TEAM
 <p>Supernus Pharmaceuticals' primary challenge was finding a solution that could replace their current Avaya phone and Chronicall contact center systems. They also did not want to manage any hardware besides desk phones, so Calling Plans or Operator Connect were the preferred path but they needed to learn more about each to determine which best suited their needs.</p>	 <p>eGroup Enabling Technologies proposed a Teams Phone System Planning & Design Session (PDS), Pilot, and full migration leveraging the iPilot service from NuWave. For the Contact Center, eGroup Enabling Technologies positioned Landis for their specific use case.</p>	 <p>After thorough conversations, demos, and evaluations, Supernus Pharmaceuticals decided to proceed with the eGroup Enabling PDS, Pilot, & Migration proposal leveraging NuWave iPilot for PSTN connectivity and Landis for their Contact Center. The project is underway, and the teams expects a successful migration of their 400 phone users by late December or early January.</p>	<p>Account Executive Alyson Gerlach</p> <p>Security Solutions Specialist Timothy Hillery</p> <p>Partner Ryan Quesenberry, Account Executive</p> <p>Contractual Value <i>Phone System Add-On, Positioning M365 E5 with Microsoft Account Team</i></p>