
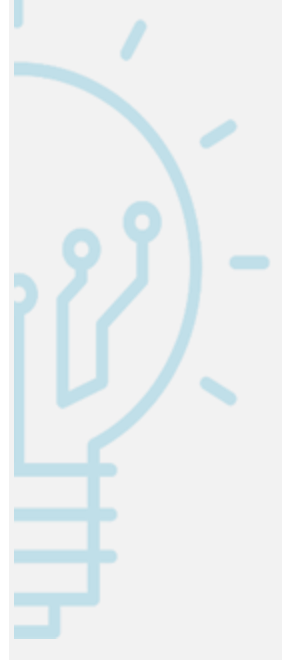



eGroup | Enabling & Microsoft Work in Parallel to Meet the Goals of Legislative Services Agency's Refresh

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
Nov 2023	N/A	Government	Supports all SC Legislative Branches	Surface Pro Purchase	Surface Laptop Go 3 & Docking Stations	eGroup Enabling Technologies	SC LSA – SC State House	Dell
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
 <p>The customer was looking to replace some laptops in the SC State House. They have a unique situation due to some being in tight places and docked throughout the State House facility. SC Legislative Services Agency (LSA) was looking for a device that would hit the mark from a performance aspect, as well as specific dimensions and port placement for easy access while mounted</p>		 <p>After understanding the customer's needs specifically, eGroup ET and the Microsoft team were able to meet the customer's needs by offering and going with the Surface Laptop Go 3.</p>		 <p>After working with the Microsoft Surface team, eGroup ET were able to provide the customer with the devices they needed to refresh the SC State House with Microsoft Surface Laptops. eGroup ET worked closely with the surface team to help the client meet their needs!</p>		<p>Microsoft State of SC Client Dir. Angela Leon</p> <p>Microsoft Sr. Surface Specialist Gage Anderson</p> <p>Partner Dev. Manager - Surface Ashley Smith</p> <p>Partner Seth Green, Account Executive</p> <p>Contractual Value <i>150 Microsoft Surface Laptop Go 3 & 75 Docking Stations purchased</i></p>		