

Edison Partners' Rapid Relocation and Network Integration with eGroup Enabling Technologies

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
Jan 2024	SMB	Capital Markets	40 employees	Efficient & Organized Delivery Services	Meraki, M365 Licensing, SPO/OneDrive, OCM & Managed Services	eGroup Enabling Technologies	Edison Partners	Current System Integrator partner
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>Edison Partners faced the daunting task of relocating to a new office space within a significantly short timeframe. This necessitated a swift and organized approach to ensure a seamless technology transition, with the added complexity of requiring a new network setup. Finding a reliable partner to align with during this accelerated process became their top priority.</p>		<p>eGroup Enabling Technologies successfully set up Meraki solutions at Edison Partners' locations in TN and NJ, facilitating seamless connectivity and network management. Additionally, Edison Partners enlisted the team as their Managed Security Service Provider (MSSP), Managed Services Provider (MSP), Cloud Solution Provider (CSP) for Microsoft 365, and requested a Professional Services Agreement for a OneDrive migration. These agreements ensure comprehensive security, productivity, and support for Edison Partners' operations across both states.</p>		<p>Edison Partners and eGroup Enabling Technologies collaborated swiftly and effectively, maintaining high engagement throughout the process. As a result, Edison Partners now entrusts eGroup Enabling Technologies as their trusted partner for managing and supporting all users and infrastructure. With services set to go live, and 40 users onboarded, the partnership ensures a seamless transition and ongoing support for Edison Partners' operations.</p>		<p>Partner Mike Short, Account Executive</p> <p>Contractual Value -M365 License: \$25k -OD/SPO/OCM Pro Services: \$7,700 -Meraki H/W + Pro Services: \$85k -MSPA/MSSP Services: \$46k</p>		