

eGroup Enabling Technologies Evaluates MFA and Cybersecurity Options with Cisco DUO Renewal for Linn-Marr Community School District

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
Jan 2024	EDU	Education	1,200 employees	Cisco Renewal	Cisco DUO Advantage	eGroup Enabling Technologies	Linn-Mar School District	Entra ID

CHALLENGE	SOLUTION	OUTCOMES	TEAM
<p>Linn-Mar Community School District faced a decision about renewal of their Cisco DUO contract, coinciding with their fiscal year timeline. This renewal presented an opportunity for the district to expand their use of multi-factor authentication (MFA) beyond assigned laptops to include servers. They were also considering an alternative option: transitioning to Microsoft Entra ID as the MFA solution. The district sought to weigh the benefits and drawbacks of both options and determine the best path to enhance cybersecurity measures while aligning with budgetary and operational requirements.</p>	<p>eGroup Enabling Technologies assessed the district's options for both renewal or starting fresh with MFA solutions. A comprehensive SWOT analysis was conducted, evaluating the strengths, weaknesses, opportunities, and threats of Cisco DUO and Microsoft Entra ID. This analysis considered the capabilities of each solution, including any additional features they offered beyond basic MFA functionality. After a thorough assessment, eGroup Enabling Technologies provided the school district with valuable insights to inform their decision-making process and determine the most advantageous solution to enhance their cybersecurity measures.</p>	<p>With license pricing serving as a key factor, Linn-Mar chose to go with a Cisco DUO subscription. With their existing investment in Cisco DUO and the familiarity of their users with the platform, renewing was the preferred and most efficient option.</p> <p>The district also benefited from a 40-month term extension for 100 Cisco DUO licenses, providing long-term cost savings and stability. The Cisco team offered additional discounts, contributing to overall cost-effectiveness and ensuring that the district's cybersecurity needs were met within their budget.</p>	<p>Account Executive Moo Peter Choi</p> <p>Virtual Account Manager Joni Hongisto</p> <p>Partner Clint Boyleston, Account Executive</p> <p>Contractual Value 100 Cisco DUO Advantage Licenses</p>