

# Old Dominion University Completes Tenant Consolidation with PDS + Pilots for Intune, EOL, and Defender for Endpoint

| Close Date                                                                                                                                                                                                      | OU  | Industry                                                                                                                                                                                                                                                          | Org Size        | Deal Highlight                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Products & Services                               | Partner                                                                                                                                                                    | Customer                | Competition            |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|------------------------|
| February 2023                                                                                                                                                                                                   | EOU | Higher Education                                                                                                                                                                                                                                                  | 4,500 employees | Tenant Consolidation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Active Directory, Exchange, Intune MDM, MDE, AADP | eGroup   Enabling Technologies                                                                                                                                             | Old Dominion University | MobileIron/ Proofpoint |
| CHALLENGE                                                                                                                                                                                                       |     | SOLUTION                                                                                                                                                                                                                                                          |                 | OUTCOMES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                   | TEAM                                                                                                                                                                       |                         |                        |
| <p>Old Dominion University needed to replace incumbent solutions for MobileIron for MDM and Proofpoint for Email filtering &amp; spam protection as they completed an AD Consolidation between two schools.</p> |     | <p>Old Dominion University were looking to consolidate tenants between the main campus and their medical school. The customer was also looking to migrate their medical Exchange OnPrem to Exchange Online into the Main Campus tenant and deploy Intune MDM.</p> |                 | <p>eGroup   Enabling Technologies completed the two consolidation across 4,500 users. We then migrated their Medical Schools OnPrem Exchange to Main Campus EOL without changing their email alias. eGroup   Enabling Technologies then deployed Intune MDM with Autopilot for nearly 10,000 devices (replacing MobileIron). Also included was a pilot for Defender for Endpoint to replace Proofpoint. Adoption &amp; Change Management was also provided for communication, training, and success matrix as well as survey feedback.</p> |                                                   | <p><b>Account Executive</b><br/>Ian Craig</p> <p><b>Customer Success Account Manager</b><br/>Chenneil Brown</p> <p><b>Partner Account Executive</b><br/>Chris Genazzio</p> |                         |                        |