

Decisive Factor: ThreatDefender’s “Plug-N-Play” Implementation Drives Rapid Deal Closure

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
June 2024	SMC	Retail & Consumer Goods	800 employees	Plug-N-Play Method Leads to Win	MDI, MDO, MDE, Azure Sentinel, Azure Lighthouse	eGroup Enabling Technologies	Tillamook County Creamery Association	N/A
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>Over the past six years, eGroup Enabling Technologies has collaborated with Tillamook County Creamery Association (TCAA) on their transition to cloud technologies, with a recent emphasis on optimizing their E5 security capabilities.</p> <p>A significant challenge faced by the TCAA team was a shortage of personnel to fully deploy the Microsoft Defender & Sentinel solutions necessary for effective cybersecurity threat detection & response.</p> <p>Despite having a highly skilled IT team, they were unable to allocate the required resources for the implementation and management of a Security Information & Event Management (SIEM) system.</p>		<p>eGroup Enabling Technologies presented the ThreatDefender MSSP/MXDR solution to the leadership team at TCAA to configure and implement the Microsoft Defender suite in conjunction with Microsoft Sentinel. This approach was designed to maximize their E5 investment while offering an outsourced solution for monitoring, detecting, and responding to security threats within their environment.</p> <p>Following a thorough evaluation process, which included multiple meetings, including some in-person, TCAA decided to proceed with onboarding the ThreatDefender Solution.</p>		<p>The outcome will be a comprehensive implementation of Microsoft Defender for Identity, Defender for Endpoint, Defender for Office, & Microsoft Sentinel solutions. Utilizing Azure Lighthouse, the eGroup Enabling Technologies team will effectively manage, detect, and respond to threats within the TCAA environment</p>		<p>Account Executive Scott Thayer, Account Executive</p> <p>CTO, Strategy Advising Chris Stegh</p> <p>VP, Operations Joshua Shoemaker</p> <p>Director in Managed Services Fred Barzycki</p> <p>Technical Services Manager Derek MacDonald</p> <p>CONTRACTUAL VALUE: -Uptick in ACR expected but yet to be determined</p>		