

Sarnova Showing Strong Azure Growth Utilizing eGroup | Enabling Technologies as a Trusted Advisor & Partner

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
Aug 2023	SMC	Industrials Manufacturing	900 employees	Azure Growth	Azure Migration, Security	eGroup Enabling Technologies	Sarnova	N/A
CHALLENGE	SOLUTION	OUTCOMES	TEAM					
<div>  <p>Sarnova is doing a large ERP migration into Azure and their current vendor doesn't have adequate knowledge around security in Azure.</p> </div>	<div>  <p>Threats with SIEM Plus XDR Workshop (Defend Against Threats) – to engage with Sarnova to identify and understand their business priorities focusing on specific security goals and objectives. Defend Against Threats is a security Workshop, with activities delivered in multiple phases of the engagement. Selected Microsoft 365 security products and features are used to gain visibility into threats to Sarnova’s Microsoft 365 cloud environment across e-mail, identity, and data to better understand, prioritize, and mitigate potential vectors of cyberattacks against Sarnova.</p> </div>	<div>  <p>The project delivered a successful outcome and base line knowledge. Currently, eGroup Enabling Technologies have an additional SOW for more work in Azure.</p> </div>	<div> <p>Account Executive Jonathan Munson</p> <p>Partner Tucker Frey, Account Executive Jeanette Hernandez, Team Lead – Sales Ops Peter Watkins, Project Manager Angi Johnson, Microsoft Strategic Alliance Manager Hector Fernandez, CSA</p> <p>Contractual Value ~\$50,000 ACR</p> </div>					