

From FastTrack to Strategic Ally: Evolving the Partnership

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
April 2025	EDU	Education	3,253 employees	Strategic Advisory	M365 Enterprise Licensing, Intune, Purview, SCCM	eGroup Enabling Technologies	Houston County Board of Education	N/A
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>The customer, referred by Wade Monsebroten via a FastTrack request, faced a critical need to rapidly patch, update, and deploy endpoints across their organization, but lacked the internal personnel to do so efficiently.</p> <p>They had made the strategic decision to transition from System Center Configuration Manager (SCCM) to Intune but required a knowledgeable and dependable partner to navigate the complexities of the migration and provide hands-on support for tasks beyond their capacity.</p>		<p>Our team initially engaged through FastTrack for Intune, helping the org. lay a solid foundation for endpoint management. As the relationship developed, the engagement grew to include a Unified Services Block to support Intune Kiosk image deployment. Ongoing collaboration has led to scoping a 300-device deployment and future plans for broader rollout, ensuring a seamless transition from legacy systems to modern endpoint management.</p> <p>By partnering with eGroup, the client benefited from proven expertise, personalized guidance, and a responsive team that could flex with their evolving needs. This partnership not only accelerated technology adoption but also uncovered new opportunities for enhancing their security posture and maximizing their Microsoft investments.</p>		<p>Through consistent communication and technical expertise, eGroup became a Trusted Advisor to the customer. Our main point of contact proactively initiated additional meetings and engagements beyond the original FastTrack scope to accelerate Intune adoption.</p> <p>Building on this momentum, the customer is now expanding into data security with Microsoft Purview through a Data Security Workshop—signaling long-term trust and partnership.</p> <p>This expansion presents a strong potential for an E5 licensing uplift, with the opportunity to roll out 3,200 E5 licenses to meet evolving DLP and compliance needs.</p>		<p>Account Executive Wade Monsebroten</p> <p>MW Specialist Mojoy Asgari</p> <p>Partner Shane Knauss, Account Executive Jennifer Johnson, SDR Team Lead Gui Apolinario, FastTrack Engineer</p> <p>Contractual Value <i>-potential E5 uplift after follow up opportunity for DLP needs. Would Require 3,200 E5 Licenses to expand security capabilities.</i></p>		