

City of Lenexa Prepares to Improve Security Posture for Upcoming MSFT EA Renewal with Security Assessment

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
Mary 2023	EOU	Consumer Goods	300 employees	Security Assessment	M364 G5, Teams Voice, Intune	eGroup Enabling Technologies	City of Lenexa	N/A
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>City of Lenexa were faced with the challenge of Security Posture needing improvements. They are looking to update from M365 G3 to G5 and wanted to do a cost analysis to make sure they are using what they pay for and adding only what they need.</p>		<p>eGroup Enabling Technologies positioned the Security Assessment as a way for the City of Lenexa to get a "Gap Analysis" of their current environment. This would also give them some best practices and guidelines around their M365 services.</p>		<p>City of Lenexa had a short timeline due to an upcoming Enterprise Agreement renewal on July 1, 2023. eGroup Enabling Technologies engaged Dan Duff, MSFT Account Executive, and Jason Arnold, MSFT Solutions Assessment Specialist. We confirmed we could make the deadline and the customer agreed to complete the Security Assessment.</p>		<p>Account Executive Dan Duff</p> <p>Modern Work Specialist Grant Mjelstad</p> <p>Solution Assessment Specialist Jason Arnold</p> <p>Partner Juan Avalos, Account Executive Alex Meherali, Account Executive Tim Thompson, Sales Dev. Rep Bryan Hughes, Solution Architect Tom Papahronis, Strategy Advisor Derek Kruger, Project Manager</p>		