

eGroup | Enabling Technologies Upsells 700 National Federation of Independent Business Users from O365 to M365 E3

| Close Date | OU | Industry | Org Size | Deal Highlight | Products & Services | Partner | Customer | Competition |
|---|--|------------------|----------------|---|------------------------------------|---|---|------------------|
| March 2023 | SMC | Non-profit & IGO | 1200 employees | Upsell from O365 to M365 E3 | Microsoft Endpoint Manager, Intune | eGroup Enabling Technologies | National Federation of Independent Business | Digital AI Store |
| CHALLENGE | SOLUTION | | | OUTCOMES | | TEAM | | |
| <p>National Federation of Independent Business (NFIB) was looking to offload a third-party application called Digital AI store by leveraging Intune to push custom applications out to their iOS users. This was an opportunity for NFIB to cut an additional expense out of their annual budget if Intune could perform the task that Digital AI store was being used to accomplish.</p> | <p>Microsoft's Endpoint Manager and Intune solutions were able to accomplish the goal for NFIB. eGroup Enabling Technologies recommended looking at Intune as a possible solution. eGroup Enabling Technologies were able to work with Microsoft to execute a funded Intune workshop and pilot to test pushing custom applications to iOS users leveraging Intune. This resulted with rendering the existing solution Digital AI store unnecessary for NFIB and an additional expense was removed from their budget.</p> | | | <p>During this engagement, eGroup Enabling Technologies were able to configure the Intune environment to push their customer applications to their iOS users. eGroup Enabling Technologies went above and beyond by providing NFIB with configuration and testing to Android users as well. At the conclusion of the testing, a pilot was pushed out to 25 iOS users and 15 Android users. It was concluded that Intune as a viable alternative to push the customer application out to their mobile devices on both iOS and Android devices.</p> | | <p>Account Executive Kathy Palet</p> <p>Modern Work Specialist Alex Okumura</p> <p>Partner Clinton Boyleston</p> | | |