

# APCO Worldwide Goes All In with Microsoft E5 Security

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
May 2023	SMC	Prof & Business Services	1,400 employees	E5 Security	MDE, MDO, MDCAS, MIP, Insider Risk, eDiscovery & Audit, DLP	eGroup   Enabling Technologies	APCO Worldwide	N/A
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>APCO Worldwide had upgraded their license to M365 E5 and needed assistance with configuring the Advanced Security products. APCO Worldwide had the M365 Deployment Vouchers, but due to other crucial projects, this Security project fell further down their to-do list and left little time before the vouchers expired.</p>		<p>eGroup   Enabling Technologies proposed implementing as many of the Advanced Security tools as possible with thorough testing to ensure their system was future-proofed. The included products were: Defender for Endpoint, Defender for Collaboration (formerly known as Defender for Office) Defender for Cloud Apps, Microsoft Purview Information Protection, Insider Risk Management, eDiscovery &amp; Audit, and DLP.</p>		<p>Even with the tight deadline and the time zone difference with their IT team being based out of the UK, our Engineer was able to efficiently work with APCO to get the listed solutions implemented and help their IT staff become familiar with the products.</p>		<p><b>Account Executive</b> Daniel Marut</p> <p><b>MW Solutions Specialist</b> James Park</p> <p><b>Partner</b> Ryan Quesenberry, Account Executive</p> <p><b>Contractual Value Upsell to M365 E5</b></p>		