

Security Leads the Way for eGroup | Enabling Technologies Becoming a Trusted Partner for Virginia Retirement System

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
May 2023	SLG-EOU	Government Administration	525 employees	Security Assessment leads to MSP	Azure AD, Intune, Security, Power Platform	eGroup Enabling Technologies	Virginia Retirement System	N/A
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>In August of 2022, Virginia Retirement System (VRS) IT leaders met with eGroup ET and explained how most of them were newer to the organization & had 3 goals for the next 12 months to discuss:</p> <ol style="list-style-type: none">1. The need to understand the security risks within their environment before they could expand usage/adoption of the M365 platform as they intended.2. VRS informed they would need assistance with remediation of Security policies/configurations + Power Platform implementation.3. After, to onboard an M365 MSP to IT leadership/staff could focus on initiatives of the day-to-day management of the M365 platform		<p>eGroup Enabling Technologies proposed a Security Assessment to identify all potential risks within VRS's Microsoft environment. As a follow-up engagement, it was proposed a bucket of 200 hours for our Engineers to complete remediation and implementation work focused on Security and the Power Platform. Lastly, we began preliminary discussions about eGroup Enabling Technologies Managed Service offerings.</p>		<p>The Security Assessment was completed successfully and a deliverable of the known risks with the recommended order of remediation tasks was well received by VRS in February 2023. Since then, eGroup ET has been continuously working on those items to create a more secure foundation following Microsoft's best practices. eGroup ET has also been working to establish the Center of Excellence as VRS continues to leverage the Power Platform as more of an organization.</p> <p>Lastly, on July 18th, eGroup ET were onboarded as VRS's MSP to provide Tier 1 M365 support</p>		<p>Account Executive Garrett Mullaney</p> <p>ATS Chris Jones</p> <p>Senior CSA – Security Mark Brezicky</p> <p>Partner Ryan Quesenberry, Account Executive</p> <p>Contractual Value Driving Usage on 525 M365 E5 Users</p>		