

Partnership Powers CSP with NASA Federal Credit Union & eGroup Enabling Technologies

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
June 2024	SMC	Financial	425 employees	CSP Partnership	M365 CSP	eGroup Enabling Technologies	NASA Federal Credit Union	N/A

CHALLENGE

In early 2024, NASA Federal Credit Union had trouble receiving proper guidance pertaining to their tenant and licensing model for the future use of Microsoft 365 Copilot from their licensing provider.

This caused NASA Federal Credit Union to evaluate other licensing providers that could give them correct guidance and was invested in their organization's success. It was through this need where a new area to partnership with eGroup Enabling Technologies came into play.

SOLUTION

eGroup & NASA Federal Credit Union had worked together on previous services projects, all of which were successfully completed.

The CIO at NASA Federal Credit Union valued the partnership and expertise provided to them by eGroup Enabling Technologies.

As result, when shopping for new license providers, the CIO wanted to evaluated eGroup Enabling Technologies as their new CSP provider given the successful history.

OUTCOMES

eGroup Enabling Technologies was onboarded as NASA Federal Credit Union's Microsoft 365 CSP in July and are actively going through the Azure CSP transfer.

The eGroup team has identified two opportunities for Defender for Identity & Teams Phone allowing NASA Federal Credit Union to continue to maximize their E5 licensing investment.

They have recently added more Microsoft 365 Copilot licenses as well, in which eGroup will partner with them to ensure that investment is also being maximized to the fullest potential.

TEAM

Account Executive
Daniel Marut

MW Specialist
Jeremy Eason

Security Specialist
Denzell Kelly

Partner
Ryan Quesenberry, Account Executive

Contractual Value
-\$300,000 E5 Licensing Value, Copilot + other add-ons