

# White & Williams Secures Future with eGroup Enabling Technologies' M365 Productivity & Security Roadmap

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
July 2024	SMC	Legal	450 employees	Secure, Efficient Profitable	Microsoft 365 E5	eGroup Enabling Technologies	White & Williams	3rd Party Solutions Replacement

CHALLENGE	SOLUTION	OUTCOMES	TEAM
<p>White &amp; Williams recently upgraded to the Microsoft 365 E5 license.</p> <p>Shortly after, White &amp; Williams attended eGroup Enabling Technologies' in-person event at the Malvern Innovation Hub on August 28, 2024. At the event, they mentioned they required assistance with conducting an E5 roadmap + financial analysis.</p> <p>The White &amp; Williams team was looking to better understand the necessary effort to fully deploy the E5 solutions and learn when to expect ROI through the shedding of redundant solutions and their additional cost.</p>	<p>The Microsoft 365 Productivity, Security&amp; Compliance Roadmap engagement was proposed to White &amp; Williams as the strategic initiative.</p> <p>This initiative would be used to solve the challenges the company was facing after recently upgrading to their Microsoft 365 E5 licenses, allowing them to better fortify the solutions.</p>	<p>The Microsoft 365 Productivity, Security &amp; Compliance Roadmap exercise gave White &amp; Williams a deep dive into what is included within their licensing investment.</p> <p>eGroup Enabling Technologies learned more about White &amp; Williams' current equivalent 3rd party solutions + contract details- This enabled the eGroup Enabling Technologies team to provide a practical roadmap + financial analysis that their team could execute independently on, or with assistance through the help of eGroup Enabling Technologies' subject matter experts.</p>	<p><b>Security Specialist</b> Denzell Kelly</p> <p><b>Partner</b> Ryan Quesenberry, Account Executive</p>