

Combined Efforts of Strategic Advisory, OCM, & Technical Engineering Leads to a Successful & Thorough Tenant to Tenant Migration for MSHS/Pacific Power Group

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
March 2023	SMC	Consumer Goods	750 employees	Tenant to Tenant Migration	Azure AD, SharePoint, OneDrive, Exchange, Teams – Quest Licenses	eGroup Enabling Technologies	Pacific Power Group/MSHS	N/A
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>MSHS acquired Pacific Power Group and desired to merge the organizations to enhance productivity and collaboration. MSFT recommended the eGroup Enabling Technologies team come in and execute a formal planning/discovery/design session to help put together a plan for this acquisition and others to follow.</p>		<p>The eGroup Enabling Technologies team (Strategic Advisory, OCM, and Field Engineering) uncovered the “gotchas” and potential obstacles in these types of projects. The team landed on creating a 3rd tenant and moving both organizations into the greenfield tenant. This was/is not the normal practice, but it’s what the client desired.</p>		<p>eGroup Enabling Technologies provided a roadmap and strategy for the greenfield tenant. Along with communication plans and high-level strategies to provide a smooth migration. A SOW was delivered for the actual tenant build and migration work. The migration work was won (\$150k) and inclusive of OCM and Field Engineering. Additionally, this move led to an E3 to E5 upsell (450 licenses).</p>		<p>Account Executive Christopher Hart</p> <p>Quest Executive Stacy Kissam</p> <p>Partner Scott Thayer, Account Executive</p>		