

Strength in Partnership: ProLink Staffing & eGroup Enabling Technologies Collaborative Success

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
Aug 2024	SMC	Staffing	1100 employees	M365 Licensing Increase	M365 E3, Security E5, Enterprise Mobility, Azure CSP	eGroup Enabling Technologies	ProLink Staffing	N/A
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>ProLink Staffing sought to avoid long-term contracts for Microsoft 365 and Azure licensing to maintain operational flexibility.</p> <p>Recognizing that technology needs can change rapidly, they wanted the ability to adapt and scale services without being locked in.</p> <p>This approach ensured they could optimize costs while leveraging the advanced features and security of Microsoft 365 and Azure, supporting their growth and agility in a dynamic market.</p>		<p>ProLink Staffing were presented with the solution of Microsoft 365 & Azure CSP.</p> <p>The CSP model is designed for organizations that want to fully outsource the management of their cloud services through a Cloud Solution Provider. It offers direct management of billing, provisioning, and support by the CSP partner. This model was a great fit for ProLink Staffing as it's suitable for smaller businesses and those looking for flexibility in their licensing agreement.</p>		<p>eGroup Enabling Technologies and ProLink Staffing jointly determined that Microsoft 365 E3, plus the Enterprise Mobility & Security E5 add-on & an Azure CSP Agreement are the optimal solution for their requirements.</p> <p>Through partnering with eGroup Enabling Technologies as their CSP provider, the agreement offers the flexibility to quickly add or remove users and products as needed. Additionally, ProLink Staffing benefits from a cost-effective model, paying only for the licenses actively in use.</p>		<p>Account Executive Chris Hart</p> <p>Partner Chad Lanman, Account Executive</p> <p>Contractual Value -\$40,000 per month</p>		