NATIONAL IT SERVICES AND CONSULTING COMPANY PARTNERED WITH TRIFECTA TO STREAMLINE MICROSOFT M365 LICENSING AND DELIVER COST SAVINGS.

SITUATION OVERVIEW:

- **National IT Services and Consulting Company serving residential, commercial, and enterprise customers across multiple regions**
- Operates a large-scale network delivering high-speed internet and voice solutions through scalable infrastructure
- Long-term Trifecta customer for certified pre-owned networking hardware
- Existing Microsoft M365 Suite user for internal communication and collaboration
- **Identified concerns that existing Microsoft M365 licensing no longer aligned with the organization's current needs**
- Customer needed a new partner to customize their licensing for their 200+ employees

200+ IN NEED OF M365 LICENSING

UNCOVERED THE ORGANIZATION'S NEED FOR AN UPGRADED STORAGE SOLUTION

TRIFECTA SOLUTION:

- **Trifecta's Microsoft Specialist met with the customer's IT team to evaluate current business and licensing requirements**
- Presented multiple Microsoft license options that aligned with desired features, functionality, and long-term business objectives
- **Ensured all licensing recommendations met the customer's desired security posture, their active directory needs, a seamless rollout strategy, and their need for specific applications and tools**
- During the discovery process, identified the need for an affordable, scalable storage solution to support ongoing operations

CLIENT OUTCOME:

- Consolidated the customer's Microsoft M365 licensing contract
- **Customer valued Trifecta's competitive pricing, intuitive licensing portal, and ability to consolidate billing through a single IT partner**
- Customized portal enabled the customer's IT team to easily view, add, and remove licenses in one centralized location
- **Executed a seamless transition to the new licensing structure with zero operational downtime**
- **Completed the project under budget, achieving more than 10% in overall savings**
- Cost savings allowed the customer to reinvest in an upgraded storage solution
- Became a preferred vendor for all their hardware and software needs

SAVINGS OF OVER 10% ON M365 LICENSING