

## Key Differentiators

**Maximize M365 Investment Value**- Turn existing Microsoft capabilities into measurable security, productivity, and cost outcomes.

**Simplify and Consolidate the Security Stack:** Reduce tool sprawl with an integrated foundation across Entra, Intune, Defender, Purview, and Copilot.

**Secure Endpoints Without Sacrificing User Experience** – Use Microsoft Intune as a strategic foundation to enable Zero Trust security and deliver a superior user experience.

**Adopt Copilot With Confidence and Control** - Implement AI with governance, data protection, and workforce readiness built in from day one.

Core Offering	Service Offering
Managed Services	Endpoint, identity and infrastructure management including provisioning, patching and 24x7 security with Microsoft Defender, Purview and Sentinel.
Co-management	Hand-in-hand tech deployment with the client, assistance with process automation and extensive knowledge transfer.
Advisory	Strategic guidance to help your team design, modernize, and mature your Microsoft environment.

## Success Story: Fairview Health

**Client:** Fairview Health Systems — healthcare provider in MN.

**Scale / Infrastructure:** ~34,000 PCs, 11k mobiles, with multiple endpoint tools (SCCM, SOTI, XenMobile, AirWatch)

3-year co-management program to accelerate the Intune journey, automate provisioning, bolster security, and improve the UX.

**Outcomes:**

- Simplified (consolidated) endpoint ecosystem.
- Improved security posture
- Enhanced user experience

## Ideal Customer:

- Mid-large business with hybrid workforce using M365
- Regulated industry e.g. healthcare, finance or SLED.
- IT leadership wants more value from Microsoft licenses
- Growth mindset – leveraging tech as a business enabler

## Non-Ideal Customer:

- Small business with on-prem footprint
- Not using any Microsoft technologies
- Unwilling to modernize or consolidate on Microsoft

## Customer Benefits

**Fast, Frictionless Onboarding with Intune**

Microsoft Intune enables secure, ready-to-work devices with automated app delivery, policy enforcement, and identity integration from day one.

**Deep Microsoft 365 Stack Expertise**

End-to-end expertise across Entra ID, Intune, Defender, Purview, and Windows 365 unifies security, identity, and endpoint management into a simplified Microsoft 365 strategy.

**Award-Winning Microsoft Alignment**

Award-winning Microsoft expertise ( including Partner of the Year recognition and finalist status) reduces risk and accelerates successful outcomes.

## Questions to Identify Opportunities

1. How many devices (laptops & mobiles) and are they managed by a single toolset, or multiple tools?
2. What is your vision for going passwordless and how far have you got on that journey?
3. How much value are you extracting from your investment in Microsoft 365 licenses?
4. Is your security based on a best-of-breed toolset, or consolidating on Microsoft Defender and Sentinel?
5. How are you empowering your org with gen AI tools, specifically the paid and free Copilot product?