

Microsoft Customer & Solution Analysis June 2009

En Pointe Technologies was able to reduce technology costs for a customer by offering a complimentary Infrastructure Optimization (IO) assessment which resulted in an immediate savings of \$148,000. The results of the assessment indicated that by utilizing their existing Microsoft software and standardizing their infrastructure they could reduce their technology expenses. En Pointe provided a blueprint enabling them to align their IT infrastructure with their business processes as well as onsite implementation professional services.

Product: Desktop Platform, SharePoint, OCS, SQL

Market: 500-1000 seats

Vertical: Electrical Manufacturing

Period: June 2009

En Pointe Credentials

- En Pointe is a Microsoft Services LAR (SLAR) & Gold Certified partner
- En Pointe has service depth in Server & Desktop Planning, Deployment and Implementation
- En Pointe's Infrastructure Assessment (IO) expertise

Customer Prior State

- CIO saw little value in their Microsoft Licensing purchases
- Cost-effective solution for Desktop Platform had to be provided

Customer Service

- Core IO assessment performed
- Mapped list of capabilities that would directly impact customer goals of improving business insight & drive costs out of the business
- IO model defined the set of capabilities that would enable customer to establish a technology platform for achieving its business objectives
- Identified capabilities to solve customer's business challenges and enable the use of its IT infrastructure more cost effectively

Customer Current State

- Customer in a unique position to advance its capabilities to optimize resources, cut costs, and support its employees
- Collaboration: enabled IT department to define processes and standard solutions which can be customized to meet specific needs while providing social computing capabilities, integration with line-of-business applications and federated relationships with other organizations
- Business Intelligence (Reporting & Analysis and Data Warehousing) improved the business insight by enabling business and IT departments to define the standard reports methodologies and metrics that can be assessed in a rich, role-based user interface to help ensure that information is available only to the appropriate people

About En Pointe Technologies

En Pointe Technologies has been in business since 1993 and public on NASDAQ (ENPT) since 1996. We are a national I.T. solution provider.

Recent Accolades

- Recognized by Microsoft as *Fastest Growing Large Account Reseller (LAR) FY08*
- 1 of only 4 LAR's that now hold the title of Services Solutions Large Account reseller (SLAR)
- First (only) LAR to be designated as Microsoft Software Security Advisor (SSA)
- Awarded "Team Work Award" at Microsoft's Channel Briefing 2008
- Recognized as the *DDPS Distinguished Partner* at Microsoft's Worldwide Partner Conference 2008
- Awarded "Operational Excellence Award" at Microsoft's Channel Partner Summit 2008
- Industry leading/Award winning Microsoft Licensing Expertise
- Service engineers are certified to provide activation and deployments for all your Software Assurance benefits such as SAM, DDPS, SDPS, and EDPS.
- Recognized by the National Minority Supplier Development Council as a Minority Business

Designations

- Microsoft Gold Certified Partner
 - Microsoft Services Solutions Large Account Reseller (SLAR)
 - Microsoft Security Software Advisor (SSA)
 - Microsoft DDPS Distinguished Partner
- http://www.enpointe.com/pso.asp?Professional_Services
- Microsoft conducted case study of En Pointe Professional services [Case Study](#)
 - En Pointe ranked in top ten partners on Microsoft www.pinpoint.microsoft.com website

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Produced by the Microsoft Team at En Pointe Technologies



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Licensing Solutions
Advanced Infrastructure Solutions

Networking Infrastructure Solutions
Custom Development Solutions
Unified Communications Solutions

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