

HP, Microsoft, and En Pointe Customer and Solution Analysis

This overview demonstrates how a true partnership between vendors provides significant value to clients. The client was looking for a low-price, cost saving solution to improve its communication capabilities and email infrastructure. As En Pointe leading the initiative with HP and Microsoft the partners delivered a solution that exceeded the client's expectations.

Product: HP Blades & Microsoft Unified Communications 2007

Market: 1000 - 1500 seats

Vertical: Health Care

Region: West Coast

HP / Microsoft / En Pointe Alignment

- En Pointe hosted a client seminar at the regional HP office
- Microsoft and HP presented the benefits of running Exchange on HP Servers and Storage
- Here are a few comments from attendees and clients:

"As the week closes, I just want to take this opportunity to extend my appreciation for the successful installation of our new HP Blade system and SAN. Your engineer has proved to be one of En Pointe's most valuable resources. His technical competence is immense and is able to effectively articulate complex technical information. Well done."

– Information Technology Manger

"Thanks for setting up such a great event. This a good way for exposure to Microsoft technologies that we may sometime hear and read about but not actually talk to the people in the know."

–Systems Administrator, Information Technology

Customer Acquisition

- Attendance at the HP Solution Elite event and Exchange 2007 project led to En Pointe's introduction with the customer
- En Pointe provided technical resources via the En Pointe professional services team to assist with their hardware planning and infrastructure
- En Pointe had the one-stop value-add offering (hardware, software, and services)

Customer Service En Pointe value add

- En Pointe engaged both internal and external resources to assist with 'best-practice' sharing for the deployment of Exchange 2007
- En Pointe professional services facilitated a successful hardware and Exchange 2007 deployment exceeding the customers' expectations
- En Pointe signed over a Microsoft Change of Channel Partner, and is now managing all aspects of the customers licensing contracts

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*
- HP Solution Elite status – highest partnership available
- 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
 - HP Solution Elite Servers
 - HP Solution Elite Storage
 - 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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