

Microsoft Customer Win Analysis June 2009

Overview demonstrates a recent Enterprise Agreement (EA) Analysis that En Pointe conducted for a client that did not see the value in renewing their EA. En Pointe identified an est. \$175,000 of software licensing savings, which lead to a free infrastructure optimization assessment and a technology roadmap. The client then was able to identify ROI and cost savings figures which lead to the renewal of the EA and a strategy towards Desktop Deployment.

Product: Desktop Platform, Windows Server Data Center

Market: 1800 – 2000 seats

Vertical: Steel, Scrap Metal

Period: June 2009

Microsoft / En Pointe Alignment

- Microsoft looked to En Pointe to help drive the Desktop Platform message to the client's executive management
- En Pointe is known for its objective cost analysis by understanding customers' business requirements & providing cost-effective solutions
- En Pointe is recognized for its Infrastructure Optimization (IO) expertise

Customer Acquisition

- En Pointe's ability to deliver value to CIO on benefits of a EA renewal
- En Pointe's presentation of the benefits of Desktop Platform to executive management in "real terms" and not the complex terminology used in the Microsoft contracts
- Able to provide a 6 and 12-year cost analysis of their IT spend/budget
- Provided to the CIO the true value of Software Assurance benefits and how to leverage each one

Customer Service

- En Pointe's value proposition
- Ability to speak to customer's business requirements & providing Microsoft road map
- Enhancing EA value via providing return on investment value on each Software Assurance benefit
- Proactive approach & responding to customer's issues and concerns

Why was En Pointe chosen?

- Listening & understanding customer's pain points through our eConnect methodology
- En Pointe as a Services LAR provided cost-effective solutions through licensing & services
- En Pointe's ability to open the possibilities to the customer of what could be done with their MS investment, from reducing costs to standardizing their environment
- Teamwork: Client, Microsoft, and En Pointe collaboration

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

Email: msteam@endpointe.com

Website: www.enpointe.com/ms

Produced by the Microsoft Team at En Pointe Technologies



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Networking Infrastructure Solutions
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