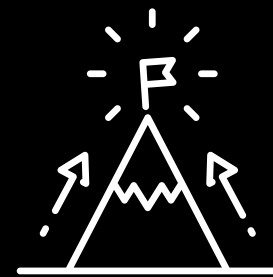




Co-Sell Success Microsoft & Mobile Mentor

Selling together to modernize device management and remove overlapping technologies

Microsoft AE, Andrew Paulhus, connected the Mobile Mentor team with Ancestry Director of IT Services and Corporate Security, Eric Rasmuson, to accelerate their use of Microsoft 365, Azure AD, and Intune.

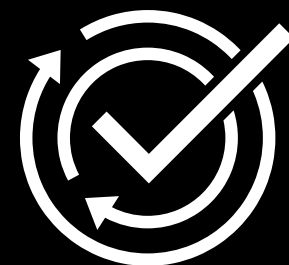


The Challenge

Ancestry was highly reliant on Dell KACE for managing Windows and JAMF for Apple devices, and using ADFS extensively. Having purchased M365, Ancestry needed help to modernize identity and consolidate all endpoints on Intune.

Mobile Mentor offered:

- Assessment and 3-Year roadmap to maximize value of M365
- Technical design and implementation support and project management
- Troubleshooting, support, and knowledge transfer



Outcome

Thanks to the partnership with Microsoft, Mobile Mentor secured a \$205,000 Mentoring Contract to deliver 3 outcomes:

- Deploy Microsoft Intune and remove KACE and JAMF
- Modernize identity and embrace passwordless authentication
- Accelerated the learning curve for their in-house IT team



Microsoft