



Co-Sell Success **Microsoft & Mobile Mentor**

Selling together to accelerate Microsoft deployment for Tennessee Tech University

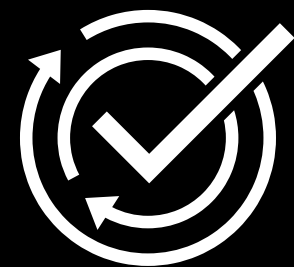
Microsoft AE, Candace Crumrine, assisted the Mobile Mentor team to sell to Brian Seiler, CIO of Tennessee Tech University to discuss their use of M365, Azure AD and Intune.



The Challenge

To accelerate the implementation of M365, Mobile Mentor sold:

- Assessment and 3-year roadmap to maximize value of M365
- Program Management, technical design, implementation support, and migration planning
- Knowledge Transfer - helping the TN Tech team become the experts



Outcome

Mobile Mentor secured a \$174,207 Mentoring contract to deliver 3 outcomes:

- Fully leverage Microsoft 365 A5 licenses
- Accelerated the learning curve for the IT team
- Reduce risk and time-to-value

"We are excited to be working with Mobile Mentor again and look forward to seeing how we can enhance / advance our knowledge, understanding, and usage of Microsoft services and solutions." - Will Hoffert, Director of Academic and Client Technologies

