


Case Study



Move to M365 E5 leads to full benefits of technology investment for major bank

Country

United Arab Emirates

Segment

SMC

Industry

Financial Services

Products and Services

Security and Compliance Solution

Assessment

Microsoft M365 E5

Challenge

An international bank with a long-established reputation for excellence in corporate and commercial banking, trade finance, and treasury, **needed help with time and costs required for migration** to Microsoft solutions.

The customer needed help fully utilizing the capabilities of the on-prem Microsoft M365 E3 solution they purchased.

The blockers included having their data on the cloud, which prevented them from complying with the federal law, as well as the fact that they did not allocate any extra budget for Security Solutions since they were invested in solutions from other vendors.

Strategy

- Understood all required regulations to **educate the customer through many workshops and technical sessions** on how Microsoft advanced compliance capability can meet and exceed data protection requirements.
- Positioned the added value of Microsoft Platform Approach through E5 Security and Compliance capabilities to **replace disparate 3rd party vendors and utilize advanced compliance** to abide Federal Decree-Law for Data protection.
- Delivered a comprehensive deployment plan that will allow the bank to recognize the full benefits of investment and see steady returns.

Outcomes

- Engaged the customer to perform **Security and Compliance Assessment**, providing technical depth of the solutions proposed and demonstrating how they will address their requirements, and removing any remaining concerns for them to move to the cloud.
- Engaged the TS, and together they were able to structure a **deployment plan** with a ramp offer to allow the bank to migrate in a phased organized approach. We have already started the engagement to kick off the migration to the cloud.
- **Transformed the bank and how it protected sensitive customer data and safeguarded against threats**, while also providing **more productivity and collaboration** opportunities for both employees and the services they provide.

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