

- **-multi-national holding company for large transportation companies like freight and trucking 25,000 employees**
- Parent Org allows each individual child company to procure their choice of desired IT products while providing very little guidance. Some are on G Suite, some Office 365...etc.
- They loved the idea of having a centralized location to procure IT products and services while being able to have visibility into current subscriptions, cost per user, activity...etc and also be able to have each child company self-service these subscriptions.
- help them streamline their IT procurement process and consolidate approved vendors and support services.
- **Catalog, Capability, Commission**
- **Premium experience way above and beyond**

Before

During

After



- **Design Engineering Manufacturing Organization - Another multi-national company with Global Offices.**
- This was the first Microsoft CSP deal won by any CSP partner that had an EA compete with Microsoft direct.
- They went with AppSmart for our advanced knowledge of Active Directory integration into Office 365, quick and seamless migration and the advanced support we provide for their Administrators.
- **Catalog, Capability, Commission**
- **Premium experience way above and beyond**

Before

During

After



- **National auto parts company**
- Wanted one provider to run all their Google related services through.
- Once we had them on-board, we were able to negotiate a special rate through Google to upgrade to G Suite Enterprise for 4 years and now they are adding Chrome Device Management and Google Cloud Identity licenses
- They want to standardize on Chromebooks. We have certified Chrome Deployment Engineers
- Ease of working with AppSmart and our G Suite expertise won this one over.
- **Catalog, Capability, Commission**
- **Premium experience way above and beyond**

Before

During

After

