



# Superpower Slide

2020 Microsoft Security System Integrator of the Year



Gold Security  
Gold Enterprise Mobility Management  
Gold Cloud Productivity  
Gold Cloud Platform  
Gold Datacenter

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| <b>Number of Employees</b>    | 150   |
| <b>Industry Focus</b>         | All industries – special content for regulated industries   |
| <b>Locations</b>              | Virtual covering US   |
| <b>Regional Coverage</b>      | All regions   |
| <b>Engaged Districts</b>      | All districts are engaged by Edgile Business Development, Presales and Delivery resources   |
| <b>Microsoft Competencies</b> | Modern Work and Security. Azure Security, Azure DevOps.   |
| <b>Sales Plays</b>            | Use SCI cloud accelerator workshops to programmatically drive enterprise adoption   |
| <b>Partner Offers</b>         | Strategic selling approach with programmatic execution that is a force multiplier for MS sellers  |

**Edgile is a powerhouse in Microsoft 365 E5 Modern Work and Security – We are your force multiplier. We’ve been trusted partners for 20 years and have invested in our systems, people and processes to drive your businesses and reach your goals in FY22 – let’s plan, execute and win together!**

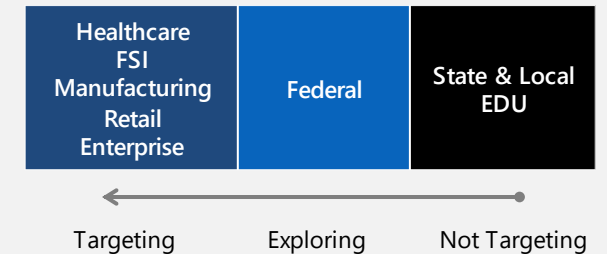
### I need my customers to:

- Uplift to Microsoft 365 E5
- Consume Microsoft 365 E5
- Implement Azure Security
- Increase Azure consumption
- Use DevSecOps
- Use M365 Compliance, protect data, identify insider risk

### Solutions, Services

- SCI workshops used to gain consensus with functional leads
- Enterprise Transformation planning using data from workshops to create real-world transformation roadmap for senior leaders (fundable and actionable)
- Implementation teams that work to the client’s requirements
  - Edgile build – fast and efficient leads to Edgile Managed Service
  - Edgile advise – Methodical and trains staff for operation

### Security Transformation Impacts All Sectors



### Customer Case Study: Coca Cola Bottling Company

#### Business Problem

- Committed to M365 E3, needed regulatory alignment to begin deployment, then realize value, then justify step up to E5

#### Solution

- Through a series of engagements Edgile leveraged our regulatory tools, mapped to CIS 20 controls and developed an implementation plan that was approved and funded by the BoD

#### Outcome

- Full enterprise transformation - In two phases, Edgile implemented Azure AD P2 risk based Auth, MFA, SSO, Microsoft endpoint management, information protection, ran compliance and security workshops

### Customer Case Study: First American Title Company

#### Business Problem

- Certain situations occurred that caused an immense focus on data protection – particularly unstructured data where toxic information lies unseen and unprotected

#### Solution

- Being a business partner of First American assisting the E5 adoption, Edgile leveraged our risk analysis tools to assist First American in identifying data repositories and prioritizing remedial action

#### Outcome

- Edgile is implementing our New Data Governance model service for T-Mobile which provides a managed service for data analysis and remediation using the Microsoft Compliance tool set; MCAS, advanced e-discovery, information Protection P2 addressing legacy and newly created data to designed to align to stringent CCPA and GDPR requirements

### Best way to Engage

#### By Territory

- Email regional contact, contact Brian Rogers, PDM
- Email [info@edgile.com](mailto:info@edgile.com)
- Team for Strategic Account planning

#### By Scenario

- ZERO TRUST enablement with AADP2/M365 E5
- Identifying and protecting sensitive data
- Massive cost and risk reduction outsourcing external identity management to Azure AD

#### By Workload

- Security – workshops to full implementation including Azure platform security
- Compliance – workshop identifies toxic conditions clients are compelled to address