

Large Enterprise Automotive & Transport Company

Introduction

This case study of a large enterprise automotive & transport company is based on a November 2020 survey of Dell Microsoft Cloud Solution Provider customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“Choosing Dell as our Microsoft CSP has saved us money and our Rep’s are excellent so it saves stress.”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Dell Microsoft Cloud Solution Provider:

- Had the following challenges before moving to Dell Microsoft CSP:
 - Unable to scale up/down
 - Unclear costs
 - Little or no end user support
 - Locked into a long-term contract

Use Case

The key features and functionalities of Dell Microsoft Cloud Solution Provider that the surveyed company uses:

- Their top driver for purchasing Dell Microsoft CSP:
 - Flexible billing
 - Scalability
 - Time & money savings
- Considered the following vendors before ultimately choosing Dell for their Microsoft CSP:
 - Manufacturer direct
- Primary Microsoft agreement type prior to moving to Dell Microsoft CSP was an Enterprise Agreement (EA).

Results

The surveyed company achieved the following results with Dell Microsoft Cloud Solution Provider:

- Dell Microsoft CSP features compared to the competition:
 - **Billing:** best in class
 - **Ease of ordering:** not better
 - **Price:** significantly better
 - **Support:** best in class

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Large Enterprise

Industry:
Automotive & Transport

About Dell Microsoft Cloud Solution Provider

Dell Technologies is a unique family of businesses that provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset: information.

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