COMPANIAL CASE STORY

A Partnership That Powers Progress

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About adesso Netherlands

Adesso Netherlands B. V. is a dynamic IT service provider and part of the international adesso SE group. With a strong presence in the Microsoft ecosystem, the company supports organizations in their digital transformation journeys through innovative ideas, forward-thinking strategies, and tailored IT solutions.

The challenge

The partnership was soon put to the test when adesso Netherlands a complex licensing challenge: transitioning customers from Enterprise Agreement (EA) licenses to Cloud Solution Provider (CSP) licenses. This task required not only a deep understanding of Microsoft's licensing models but also the ability to translate that knowledge into practical, customer-friendly solutions. With Companial's expert guidance and hands-on support, adesso was able to navigate the transition smoothly and confidently.

Results and impact

The outcome of this collaboration was a win on multiple fronts. Customers received the right CSP-based licenses at the most competitive prices, ensuring both compliance and cost-effectiveness. The process reinforced adesso's role as a trusted advisor and demonstrated the value of having a knowledgeable and proactive partner.

The value

Beyond the expected benefits, the partnership delivered unexpected value. The personal commitment of Companial's Partner Success Manager (PSM) stood out as a key differentiator. Their proactive involvement and deep understanding of adesso's goals helped accelerate progress and build trust.

Looking ahead

Today, the partnership between adesso Netherlands and Companial continues to thrive. It is a relationship built on shared goals, mutual respect, and a commitment to delivering exceptional value to customers. As adesso looks to the future, Companial remains a trusted ally in their journey to drive innovation and digital excellence.

"Without Companial's support, the process would have been slower, riskier, and potentially more expensive for our clients"