



"We view this as a long-term partnership with ENAVATE. They understand the industry, not just software, and they have big plans for how they're going to help us compete against Amazon and the competition."

- Brett Baltz, Director of Finance, Egyptian Workspace Partners

Leveraging a scalable solution for growth in an increasingly competitive market

Egyptian Workspace Partners had a very clear goal: to provide a one-stop shop for all their B2B customers' business essentials. But to do that, they needed to make shopping for everything from office furniture to cases of water as seamless as possible. A non-user-friendly shopping site and stagnate back-office software drove Egyptian to seek out a better technology partner to help them grow their business. With ENAVATE Customer Connect eCommerce and the Microsoft Dynamics AX Distribution Suite, the dealer drove growth of 14% in the first year after implementation. "Since going live on ENAVATE's platform, we have experienced great success competing against the large chains and e-tailers. Our sales organization armed with an eCommerce platform that is on par with the top e-tailers and sales productivity tools have enabled our sales team to win bids in head-to-head competitive deals," said Brett Baltz, Director of Finance, Egyptian Workspace Partners.



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