Genie Infotech Private Limited (GITPL) is a Microsoft partner with more than 20 years of experience leading technology driven service providers as a trusted IT business partner for organizations across India. Their mission is to empower organizations with innovative technology, disrupt old paradigms and drive business outcome.

When the global pandemic of Covid-19 hit, GITPL received multiple requests from Education customers (Schools and Colleges), as they were heavily impacted by the crisis. Due to the local restrictions and the nationwide lockdowns, their customers were suddenly forced to utilize a digital admission and an online education platform called Teams for Education. This migration was challenging for GITPL as they had little experience with the platform. In addition, many of the schools and colleges were adopting it for the first time and required additional features to be integrated.

*"I think the support from the entire ASfP team was brilliant and without it, the project would not have been possible." – **Suketu Shah, CEO, GITPL***

The included benefits of Advanced Support for Partners (ASfP) were essential for GITPL in driving the digital transformation of the Education space in India. The partner and the Partner Success Account Manager worked closely together to understand the case and develop the right plan. During the execution phase GITPL leveraged Cloud Consults and other proactive Cloud Enablement benefits to deliver end-to-end Teams for Education. Critical items included:

- Setting up the architecture of all schools and colleges
- Creating the different policies, reports, and procedures
- Enabling the end-customers to use Teams, including two large sessions with over 10000 students

*"I want to take this opportunity to thank our Partner Success Account Manager personally and the ASfP Team on driving the enablement of M365 workloads for GITPL. It has really helped our team especially the new team members to expand our understanding on the workloads and position them to the customers." – **Sameer Kulkarni, Director, GITPL***