



PARTNER AWARDS 2020

# Industry

20-003859 - Brazil - Solo Network optimizes Celesc's communication with Microsoft 365

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## Solo Network optimizes Celesc's communication with Microsoft 365

### The client

CELESC is among the biggest companies in the Brazilian electricity sector, with particular reference in the areas of energy distribution and generation. Structured as a Holding in 2006, the company has two owned subsidiaries - Celesc Distribution S.A. and Celesc Generation S.A. In addition, holds the shareholding control of Santa Catarina's Gas Company (SCGÁS) and is business partner on the Dona Francisca Energy S.A. (DFESA), Catarinense Energy Transmission S.A. (ECTE), Catarinense Water and Sanitation Company (CASAN) and on the Cubutão hydroelectric power plant SA project. Its controlling shareholder is the State of Santa Catarina, holder of 50,2% of the company's common shares, corresponding to 20,2% of its total capital. The company provides energy to more than 3,0 million consumer units situated in 286 Santa Catarina counties (92% of the state's territory) and at Rio Negro in Paraná. The company is yet responsible for supplying electrical energy for the servicing of four concessionaires and 16 permissionaires that operate in other counties in Santa Catarina.

Site - <https://www.celesc.com.br/>

### Highlights

- Improved internal communications with Microsoft 365
- Workshops to demonstrate full Microsoft 365 experience
- Licensing strategy to get better costs

### Understanding client needs

Celesc's project started as a proposal for the renewal of the company's servers contract. However, through the consultative work done by the technical and commercial departments from Solo Network it was identified the additional need to change the company's messaging service – the Lotus Notes – which, besides being limited, was outdated and destined to fail. Based on the Account Planning information a few scenarios were presented to the client, upon which the one with the M65 stood out, which would bring, besides the complete messaging service with the best tools in the market, the security features present on the platform.

### The Solution

After a study of the client's environment, Solo used all its know-how on licensing to present to Celesc solutions that could attend their demands in the most simplified manner and with the best cost-benefit advantages. Among the 4 scenarios presented, the company's technology department chose scenario 4, that besides bringing the Microsoft 365, would transform the WinSrvr + SystCtr in CIS, drying up the licensing scenario, reducing the quantity of distinct products, therefore improving the management and visualization of the licenses. The consultative and thorough service ensured the client's safeness on the project and gave the certainty that Solo Network was the most qualified company for this project delivery. After signing the new contract, Solo performed yet a series of workshops on up to date news and possibilities of the M365, technologies refresh, adoption plans orientation and sharing of experiences on the Lotus Notes migration.

### Products

- Microsoft 365
- Microsoft licensing consulting

- Adoption workshops

**Customer testimonial**

“The support and know-how of Solo Network were fundamental since the beginning of the project. With the scenario developed and presented by Solo we simplified the licensing management, reducing considerably the scope to fewer items and more complete ones. Besides that, Celesc took a technology leap with the M365 safety resources.”

Daniel Benthien

Information Technology Department

[Supporting Documents](#)

\*\*\*\* END OF NOMINATION \*\*\*\*