

# A hyperconnected ecosystem made possible with a winning partnership.

## BUSINESS VISION

TM ONE is on a mission to fully transform Malaysia into a digital nation. The company is continually positioning itself for innovation with its seamless and complete digital solutions #madepossible by its people, processes and state-of-the-art technology.

## STRATEGIC APPROACH

To amplify its innovative capabilities, TM ONE partnered Microsoft.

In response to the onset of the COVID-19 induced disruption, TM ONE launched its COVID-19 Office 365 campaign—an adaptation of Microsoft Business Continuity campaign—which offered customers a complimentary 6-month package of Office 365 E1 available with Microsoft Teams. Their agile response saw the company activate customers from the Commercial, Education as well as Banking and Financial sector segments, with an estimated 15,000 users provisioned within the month of April 2020 alone.

As TM ONE continues to open new revenue streams with its Microsoft partnership, it aims to build upon its existing portfolio of Microsoft solutions such as its Office 365 and Azure Stack services.

## BENEFITS FOR THE PARTNER

- Top-of-mind awareness
- Positions it as a trusted partner for enterprises
- Open new revenue streams
- Increased sales funnel
- Expanded portfolio of digital workplace solutions



"We decided to partner Microsoft as we believe this partnership will further reinforce our competitiveness by enabling us to offer a broader range of solutions and services to equip our enterprise and public sector customers for their digital transformation."

**Ahmad Taufek Omar**

Executive Vice President/ Chief  
Executive Officer, TM ONE