

PARTNER WIN

ACCELERATING INDEPENDENCE WITH ECI'S EXPERTISE

Managing a High-Stakes Transition with Quality IT Solutions, Compliance Assurance, and a Strategic Growth-Focused Partnership

PARTNER



"ECI's commitment to delivering top-notch IT solutions made them the perfect partner for DoseMeRx. We knew ECI could execute under tight deadlines while maintaining the highest standards of quality and compliance. Their expertise allowed DoseMeRx to establish a comprehensive IT infrastructure swiftly, setting the stage for long-term success."

~ *JP Panzica, Founder & CEO*

COMPANY VERTICAL

Software

COMPANY SIZE

50 Employees

DEAL REVENUE

ARR: \$275K
NRR: \$40K

SERVICES

- Managed Cloud
- Cybersecurity Bundles
- Azure Cloud Solutions
- Disaster Recovery
- Microsoft 365 Deployment and Management
- Governance, Risk & Compliance

CHALLENGE

DoseMeRx, a leading provider in personalized dosing solutions, recently underwent a strategic carve-out from a public company, backed by private equity. Tasked with transitioning to an independent operation within three months, DoseMeRx faced the challenge of setting up robust IT infrastructure and services under a limited transitional services agreement (TSA). With time ticking, they needed a trusted partner who could deliver quality services efficiently.

SOLUTION

With just three months of TSA support before facing significant premium charges, DoseMeRx needed to rapidly build a self-sufficient IT infrastructure. The tight timeline demanded a reliable partner who could ensure compliance and scalability while maintaining high standards. Despite not being the lowest-cost option, ECI was selected for its strong reputation for quality and expertise. ECI leveraged its capabilities to deliver a seamless transition by providing a comprehensive suite of services, including Linux server and infrastructure management, Azure cloud solutions, Microsoft 365 deployment, cybersecurity bundles, and high trust compliance services. This holistic approach allowed DoseMeRx to smoothly maintain operations while establishing a robust, independent IT infrastructure.

RESULT

The partnership between DoseMeRx and ECI led to a successful and smooth transition, with the IT setup completed within the three-month TSA window, helping DoseMeRx avoid premium charges. ECI ensured DoseMeRx met and maintained critical High Trust compliance standards, while also providing continued support beyond the initial requirements. This included the integration of advanced cloud and cybersecurity services, enabling DoseMeRx to strengthen its IT capabilities. ECI's role as a trusted long-term partner helped DoseMeRx navigate the carve-out and positioned the company for sustained growth and compliance success, demonstrating the lasting value of investing in quality solutions.



DoseMe

"ECI played a crucial role in our transition to an independent operation. Their comprehensive approach to infrastructure management, cybersecurity, and compliance allowed us to meet our immediate needs while also preparing for future growth. The level of expertise and dedication they brought to the table gave us confidence throughout the process."

~ *Paul Edwards, CEO*