



# Crayon US Enhances Customer Security and Empowers AI Confidence with AvePoint

## Customer Profile

Crayon, a global IT consulting leader, has over 4,000 employees in 50+ offices across 40 countries. As a full-service consulting company that advocates for their customers at all points in the IT transformation journey, Crayon provides scalable advisory services and cloud solutions that help customers optimize ROI in software and cloud procurement, cloud infrastructure, workplace productivity, and data and AI.

## Customer Location

Oslo, Norway

## Industry

IT

## Platform

AvePoint Elements

## Success Highlights

- Generates \$5 of services revenue for every \$1 they've spent on AvePoint technology
- Improves customers' AI confidence by implementing the right policies
- Empowers customers to maximize ROI on their technology investments
- Drives data governance and security initiatives while maintaining a customer-first approach

## The Challenge

Crayon US, a managed service provider (MSP), came to AvePoint looking for a way to enhance data governance, customer security, and AI readiness for their customers, while ultimately growing their business. Crayon recognized that while customers were eager to embrace AI, they lacked the necessary policies and governance frameworks to ensure responsible and effective implementation. Without the right guardrails, AI adoption could introduce risk rather than value.

## The AvePoint Solution

To tackle these challenges, Crayon enlisted AvePoint's solutions to implement comprehensive data governance policies and leverage insights from the ground up. This approach not only optimized customers' ROI but also provided them with the governance and security framework needed to confidently harness AI, mitigate risk, and drive long-term innovation.



<https://www.youtube.com/watch?v=gK-m9Emsdc>

Watch as Regina Manfredi, EVP, US Market Leader & General Manager at Crayon, shares how her organization has been able to enhance data governance, customer security and AI readiness through partnership with AvePoint:

[Watch Now](#)

## The Bottom Line

With AvePoint, Crayon strengthened customer security, enhanced data governance, and instilled AI confidence. This partnership empowered Crayon to maximize customers' technology investments and navigate digital transformation securely – all while maintaining a customer-first approach.



*When we look at how we've been partnering with AvePoint, we discovered that we generate \$5 of services revenue for our organization for every \$1 of AvePoint technology that's leveraged across the customer space."*

*- Regina Manfredi,  
EVP, US Market Leader & General  
Manager, Crayon US*



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