# Introduction to Microsoft 365 Security & Compliance
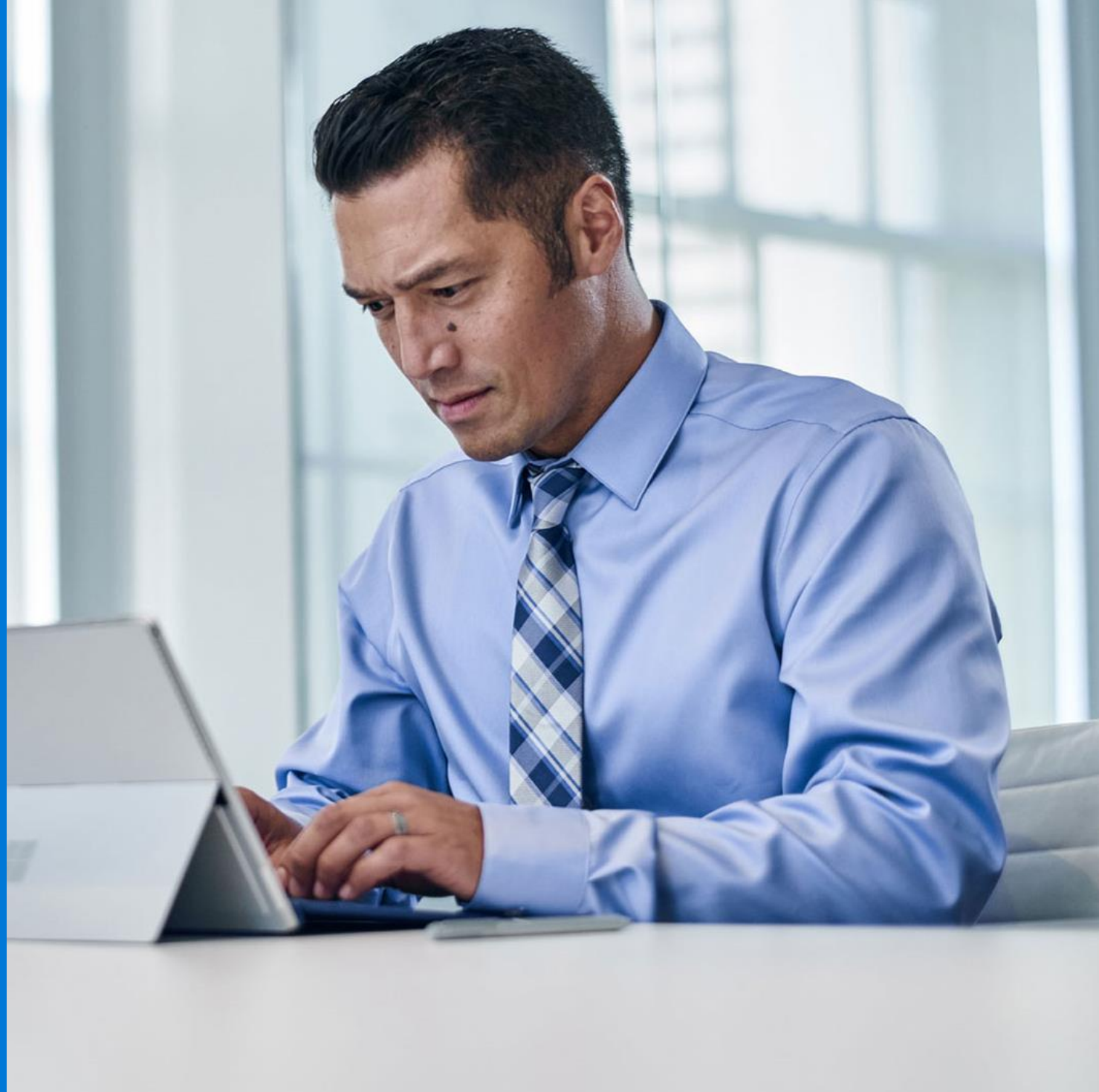
Dag Nyrud
Director Modern Workplace - Microsoft 365

Maureen Loum Ødegård
Partner Recruit Lead

**Microsoft**

# Agenda

- Intro to Microsoft 365 Security & Compliance

  Dag Nyrud - Director Modern Workplace - Microsoft 365

- Journey to a new practice

  Maureen Loum Ødegård – Partner Recruit Lead

- Q&A

# Microsoft 365

# CYBERSECURITY TODAY impacts us all

**$4million**
Average cost of a data breach in 2017

**$8trillion**
Estimated cost of cybercrime to world economy by 2022

**6billion+**
Records stolen by hackers in 2017

**1million+**
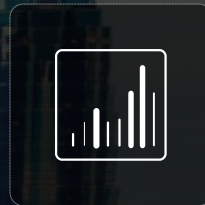New malware variants created each day

**>99days**
Median # of days between infiltration and detection
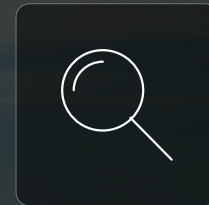
# The security landscape has changed.

## We need to do more.

**Current defenses are no longer sufficient**

**You can't find the signal in the noise**

**In other areas, you don't know enough**

# Today's top THREAT ACTORS pose unique challenges

An effective strategy must respond to a broad range of continually evolving attack types



**CYBERCRIMINALS**

**FINANCIAL**
Persistent presence
Professional execution
Ransomware



**NATION-STATE**

**ESPIONAGE**
Near-unlimited resources
Sophistication
Legal autonomy



**HACKTIVISTS**

**POLITICAL**
Shape/influence opinions
Undermine trust



**INSIDERS**

**OPPORTUNISTIC**
Access to IT environment
Trusted to access sensitive info

## Attack Vectors



**SOCIAL ENGINEERING**
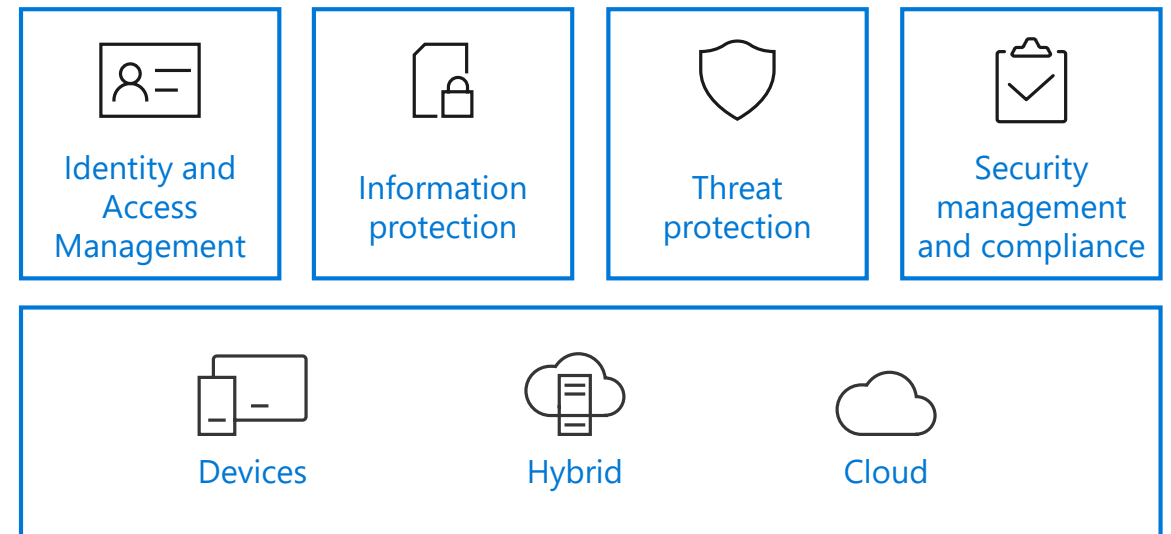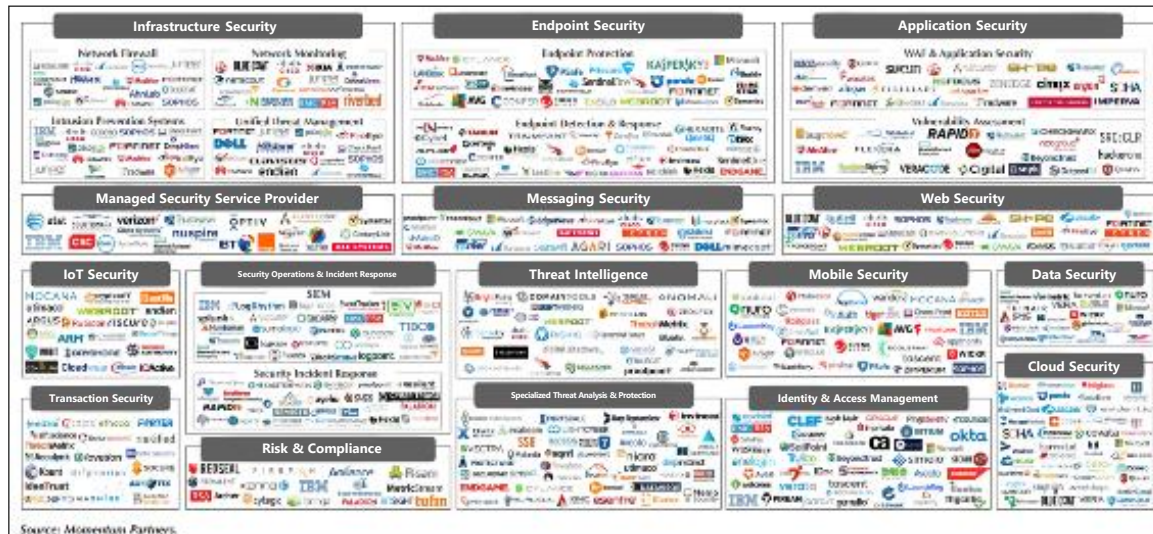


**PHISHING**



**IDENTITY SPOOFING**



**MALWARE**



**SUPPLY CHAIN INSERTION**



**MAN-IN-THE-MIDDLE**



**DENIAL OF SERVICE**

# Microsoft 365 simplifies Security and makes it easier and cheaper to manage



Source: Momentum Partners.

## Identity and Access Management

## Information protection

## Threat protection

## Security management and compliance

## Devices

## Hybrid

## Cloud

## Traditional security approach

- Fragmented, best-of-breed composite of different vendors for different needs
- Minimal to no out of the box integration

## Microsoft 365 Security approach

- "Built-in" to existing products
- One license enables all solutions

# Microsoft 365

**Microsoft 365 Business** | Microsoft 365 Enterprise

# What is Microsoft 365 Business

## Office 365

**Comes with Office**
Stay up-to-date with the latest versions of Word, Excel, PowerPoint, and more.

**Email, calendaring, and collaboration**
Connect with customers and coworkers using Outlook, Teams, and Exchange.

**File storage**
Manage your files from anywhere with 1TB of storage.

**+**

## Advanced Security

**External Threat Protection**
Helps protect from unsafe attachments, suspicious links, and unseen malware through attachment scanning, link checking.

**Mobile protection**
Controls to protect your company data on personal mobile devices.

**Internal data leak prevention**
Policies to help control & manage how information is accessed.

**+**

## Device management

**Device management**
Securely manage iOS, Android, Windows, and macOS devices.

**Automatic updates**
Customers' apps and devices stay current with the latest and greatest security protection and features from Microsoft.

**Deployment assistance**
Simplify roll-outs with self-service deployment, auto-install for Office apps, and auto-enroll for Azure Active Directory.

## Additional Benefits

Consistent security configuration across Windows 10, macOS, Android, and iOS devices

Upgrade from Windows 7 Pro or Windows 8.1 Pro to Windows 10 Pro at no additional cost

99.9% financially-backed uptime guarantee; 24x7 online and phone support

# Save your customers money

| | |
|---|---|
| Archiving | ~$6.50 |
| Device Management | ~$6.50 |
| Cloud identity management | ~$3 |
| Chat-based teamwork | $8 |
| Email Filtering | $30 |
| Device Anti Virus | ~$12.50 |
| Online Meetings | ~$29 |
| File Storage | ~$12.50 |
| Productivity Software | $10 |

- Office 365 Business Premium
- Windows 10 Business
- Intune
- Office 365 Advanced Threat Protection
- Azure Information Protection P1
- Data Loss Prevention
- Exchange Online Archiving
- AAD Features

## Microsoft 365 Business

A single, integrated solution with support for hybrid identity

**3rd party solutions** >$100     **Microsoft Standalone Offerings $34.50**     $20

# **Why** Microsoft 365 matters to Partners?

**Grow** with
Managed Services

**Modernize your customer's
environment leading
with security**

**Differentiate**
your offerings

**Offer enterprise services
based on intelligence
capabilities of Microsoft 365**

**Increase**
deal size

**Elevate the customer
conversation by leveraging the
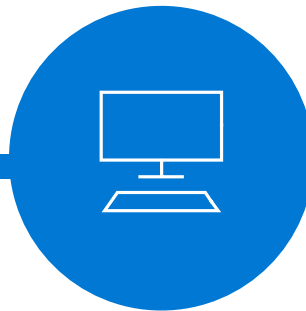broad value of Microsoft 365**

# Microsoft 365 Business customer targeting best practice

## 1 Target Medium SMBs

Focus on **25-300 seat low to medium risk** SMB customers

Most success in **legal, consulting, healthcare and manufacturing**

## 2 Conversation starter

**Office 365 Business Premium** customers are ripe to move

Customers on legacy **Office** and **Windows** should have a roadmap to get to Microsoft 365 Business

SMB customers currently using **EMS** and/ or **competitive security solutions** can converge their technology investment into one solution
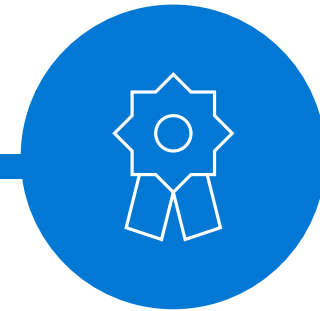
## 3 Use market moments

**Security** is top of mind for many SMBs and is becoming a business issue vs. technology issue

**GDPR** and similar regulations across the world are forcing SMB customers to think carefully about compliance

**End of Support** for Office 2010 and Windows 7 is a large moment for SMB with 50% of customers using one of these technologies

| | SMB customer scenario | Move to... | Pitch value |
|---|---|---|---|
| **1** | Office 365 Business Premium<br>Office 365 E3<br>Office 365 Business<br>Office 365 Business Essentials | Microsoft 365 Business | Focus on advanced security and device management capabilities in Microsoft 365 Business |
| **2** | EMS E3 customer<br>Other security vendors | Microsoft 365 Business +<br>Azure Active Directory P1 | Pitch customers on ability to consolidate into one integrated solution @ $20 price point |
| **3** | Exchange Online Plan 1 | Office 365 Business Premium<br>then Microsoft 365 Business | Pitch modern way to experience Office client and opportunity to transform Teamwork and Security scenarios within the organization |
| **4** | Office perpetual (eg Office 2010)<br>Windows 7 | Office 365 Business Premium<br>then Microsoft 365 Business | Pitch opportunity to modernize their business using end of support for Office 2010 and Windows 7 as key moment; attach move to Office 365 with new Windows 10 Pro device |

# Partner execution for Modern Workplace in SMB



**Show value**

SMB security assessments
Guided product tour

**Drive deployment**

Microsoft 365 Business
Deployment Guide

Value

1 ——— 2

# **1** Show value | SMB security assessment

A simple assessment to identify gaps in a current SMB's security strategy and help you generate leads for your security practice



**Available @ [aka.ms/smbsecurity](aka.ms/smbsecurity)**

## **2** Drive deployment | Microsoft 365 Business deployment

A guide to help you through end-to-end deployment of **Microsoft 365 Business** across different environments



Microsoft

Microsoft 365 Business Secure Deployment Toolkit

Delivery Guide v0.1

http://aka.ms/bsecure

**Available @ aka.ms/m365bpartners**

# Microsoft 365 Business 2019 Scholarship Program

**300**
Microsoft 365 Business Seat Adds

**+**

**SECURITY OFFERING**

based on Microsoft 365 Business

**=**

**Tailored readiness experience in Greece**

**Learn more and register @ aka.ms/microsoft365bscholarship2019**

# Why partner with Microsoft

Maureen Loum Ødegård - WE OCP Recruit lead - Microsoft Norway
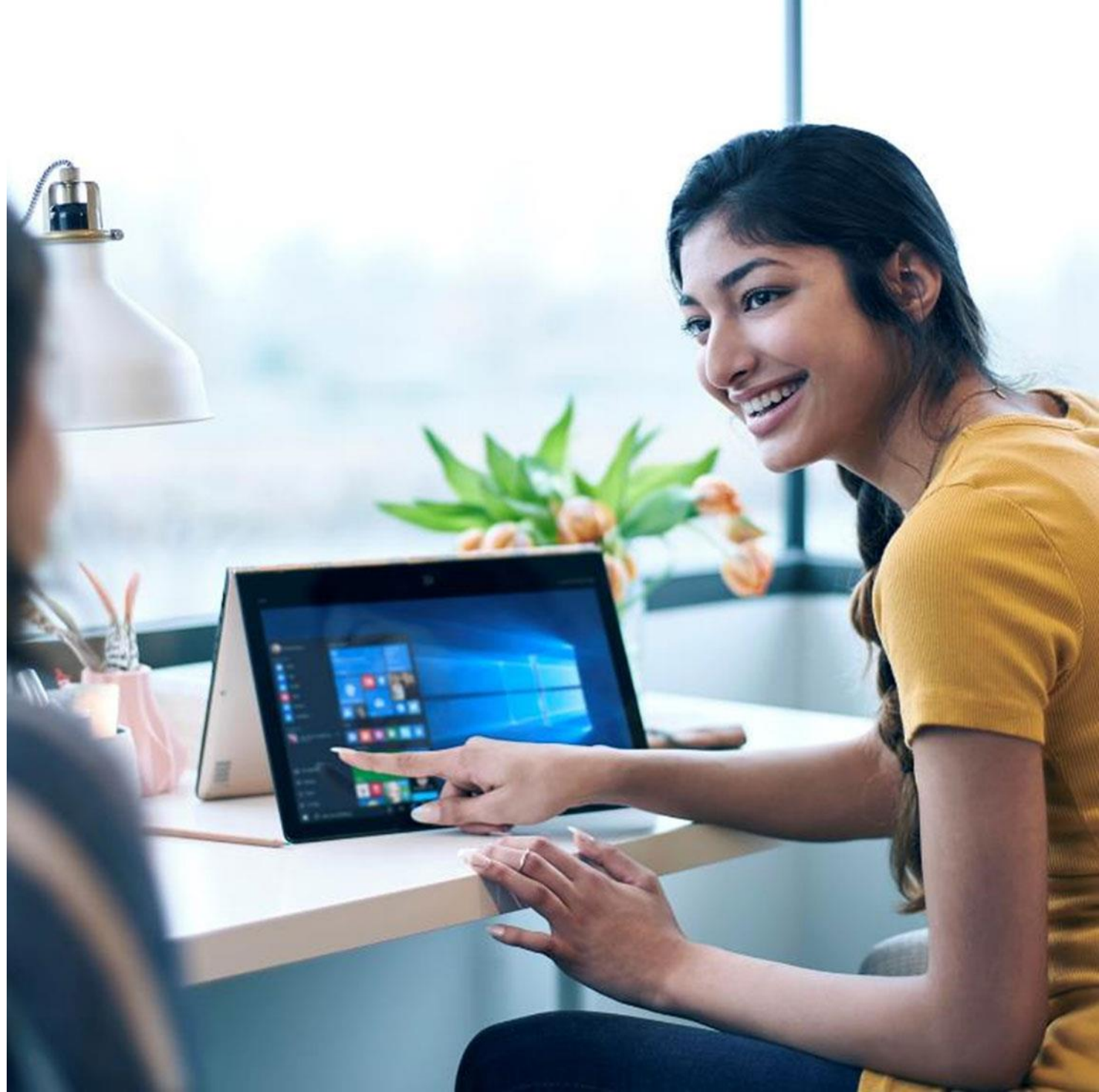
# What is a Partner?

Companies who deliver apps, software or services that involve Microsoft technology

<u>Not just</u> those who sell and deploy Microsoft-branded services.

- Software companies
- System Integrators
- Managed Service providers
- Many more

# The Microsoft Difference for Partners

Extending Microsoft assets to partners to drive our joint success

## Grow Your Business

A cloud strategy that will grow revenue, lowers costs, and increase visibility

## Worldwide Ecosystem

The broadest ecosystem to scale across countries and extend customer touch points

## Partner First Vision

Our new team aims to scale through mutual success and to extend your partner network
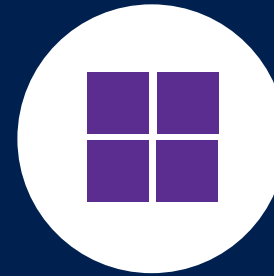
## Technology Offer

Your trusted Enterprise Cloud: security, IP protection, and openness to technologies.

## Local Expertise

Face to face availability to drive your SaaS journey and improve your go to market plans.

# Building & Developing your practice

Security

Microsoft Practice Development Playbook

aka.ms/practiceplaybooks

Microsoft

Developing a new practice takes time & resources...

Solution Development

Business Development

Technical Development

Sales & Marketing Development

...But we are here to help you succeed!

# SureStep Program – Designed for YOU

Our Surestep Ambassadors are operating by defined execution scenarios, making sure you are always empowered and supported in your journey to a successful Security practice.

**ONBOARDING AMBASSADOR**

**SALES ACCELERATION & ENABLEMENT AMBASSADOR**

**ROAD TO PROFITABILITY**

1 — Webinar Follow-up

2 — Assess partner development capability

3 — Explain profitability and opportunity

4 — Onboard with indirect provider

5 — Develop business plan

6 — Address offer and pricing gaps

7 — Address technical gaps

8 — Enable partner to build and drive demand

9 — Build digital marketing & optimize sales channels

10 — Operationalize leads and optimize sales process & P2P

11 — Identify cross-sell and upsell opportunities

## The objective:

**Build your first security & compliance offering**

**Launch a repeatable solution into the market**

**Drive business for your solution: leads, opportunities and first wins**

# Security & Compliance
## *technical journey*

Get started today!
aka.ms/SecurityTechJourney

Ways to engage with Microsoft experts throughout your technical journey:

Remote technical webinars

One-to-one technical consultations

**Introduction to Microsoft 365 Security and Compliance**
*Technical webinar level: 200*

**Microsoft 365 Enterprise-Level Identity Protection Deployment Consultation***
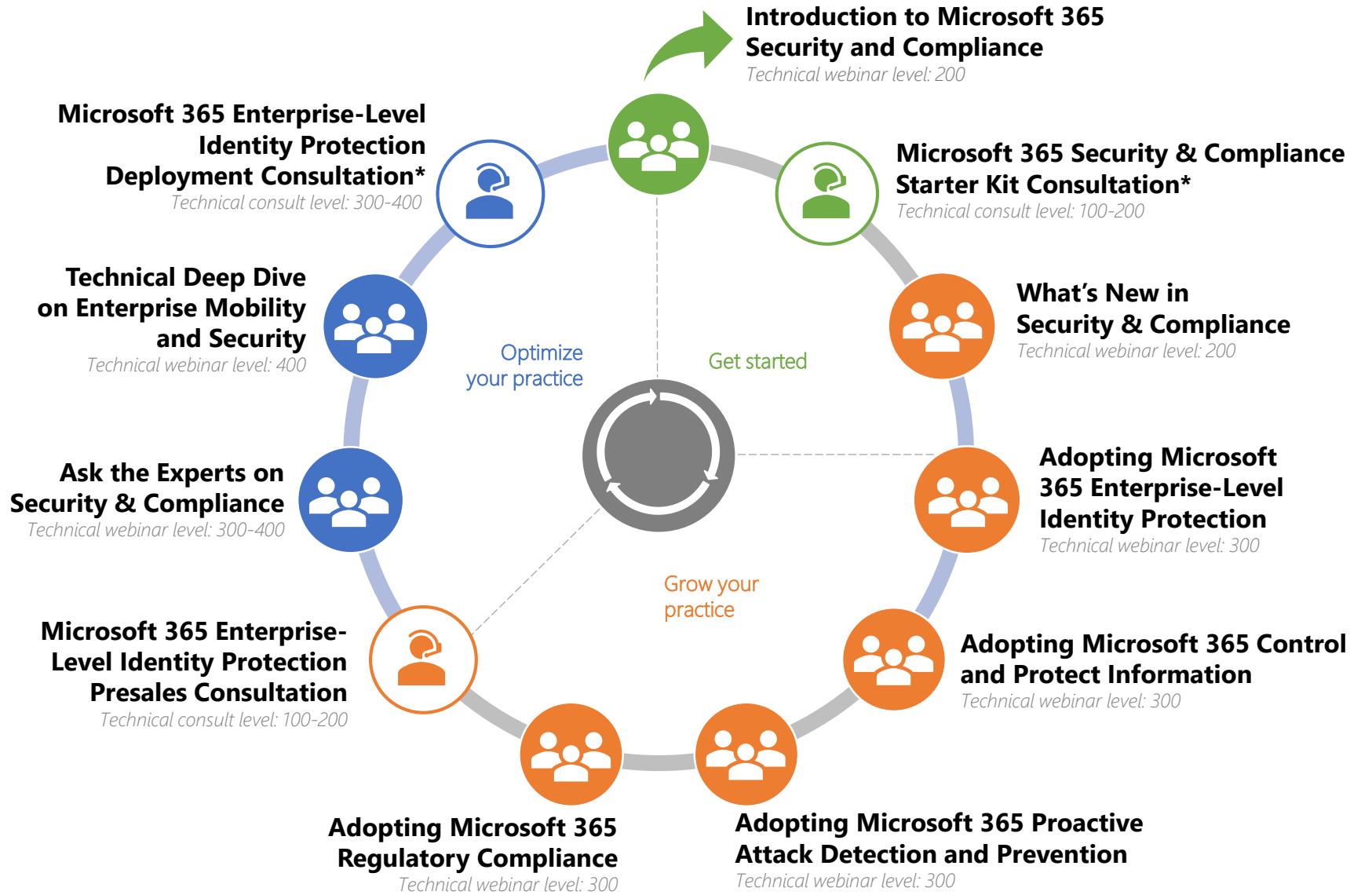*Technical consult level: 300-400*

**Microsoft 365 Security & Compliance Starter Kit Consultation***
*Technical consult level: 100-200*

**Technical Deep Dive on Enterprise Mobility and Security**
*Technical webinar level: 400*

**What's New in Security & Compliance**
*Technical webinar level: 200*

Optimize your practice

Get started

**Ask the Experts on Security & Compliance**
*Technical webinar level: 300-400*

**Adopting Microsoft 365 Enterprise-Level Identity Protection**
*Technical webinar level: 300*

Grow your practice

**Microsoft 365 Enterprise-Level Identity Protection Presales Consultation**
*Technical consult level: 100-200*

**Adopting Microsoft 365 Control and Protect Information**
*Technical webinar level: 300*

**Adopting Microsoft 365 Regulatory Compliance**
*Technical webinar level: 300*

**Adopting Microsoft 365 Proactive Attack Detection and Prevention**
*Technical webinar level: 300*

*Requires use of MPN benefit: Partner Advisory Hours

Microsoft

# Next steps

- Look through our Security Practice Development Playbook

- Check out various Security resources available on Cloud Champion

- Expect a follow-up call from a SureStep ambassador!

# Q&A

**Microsoft**

# Thank you!

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