



December 17, 2024

**CLOUD**  
CHAMPION

**INGRAM MICRO CLOUD**

Modern Work Journey

# Microsoft 365 Security Story Telling

Diego Lens  
Cloud Solutions Strategist  
Ingram Micro Cloud

*MORE AS A SERVICE*

**!! COURSE WILL START AT 14h00!!!**

This slide features a top-down view of four people collaborating at a wooden table with laptops and tablets. A purple gradient overlay contains the text and logos. The Ingram Micro Cloud logo is on the left, and the Cloud Champion logo is in the top left. A date banner is in the top right. The main title is centered, and the speaker's name is on the right. The bottom left has the 'More as a Service' tagline, and the bottom right has a yellow warning banner.

1



December 17, 2024

**CLOUD**  
CHAMPION

**ittesit**  
IT & TELECOM SERVICES

**INGRAM MICRO CLOUD**

Modern Work Journey

# Microsoft 365 Security Story Telling

Diego Lens  
Cloud Solutions Strategist  
Ingram Micro Cloud

*MORE AS A SERVICE*

This slide is identical to the one above but includes the 'ittesit IT & TELECOM SERVICES' logo in the top left corner, positioned between the Cloud Champion logo and the Ingram Micro Cloud logo.

2



**Diego Lens**

**INGRAM MICRO**

# Diego Lens

- 24 Years working in Distribution
- Cloud Enablement
- Sales/Technical Trainings
- Microsoft Azure
- Microsoft 365
- Azure Virtual Desktop

- [diego.lens@ingrammicro.com](mailto:diego.lens@ingrammicro.com)
- [linkedin.com/in/diegolens](https://www.linkedin.com/in/diegolens)

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.

3

## Modern Work Journey

<https://bit.ly/2025H1>



**Microsoft 365 Story Telling**  
Learn the stories you can use to explain the most important security features in a Microsoft 365 offering.  
2025 18 Jun



**Microsoft Entra**  
Microsoft Entra is the new product family that encompasses all of Microsoft's identity and access management capabilities.  
2025 13 Mar



**Microsoft Intune**  
Microsoft Intune is a cloud-based service that manages and secures endpoints, applications and data across your organization.  
2025 23 Apr



**Microsoft Defender XDR**  
Microsoft Defender XDR is a set of security products and solutions that protect your organization from cyberattacks.  
2025 20 Mar



**Microsoft Purview Information Protection**  
Microsoft Purview Information Protection is a cloud-based service that helps you discover, classify, protect and govern sensitive data across your hybrid environment.  
2025 8 May

**Microsoft** **INGRAM MICRO**

4



# Microsoft Azure Journey

<https://bit.ly/2025H1>

The calendar features six events, each with a date, a circular icon, a title, a description, and logos for Microsoft and IN RAM.

- Microsoft Azure Story Telling** (25 Jun 2025): Microsoft Azure is a cloud computing platform that offers Virtual Machines, Cloud Storage, AI and IoT solutions, as well as tools and services for various industries and scenarios.
- Azure Lighthouse & Cost Management** (11 Mar 2025): As a Cloud Service Provider, you will manage multiple Azure tenants from multiple customers. Learn how Azure Lighthouse and Azure Cost Management will help you with your service management.
- Azure Migrate Assessment & Migration** (18 Mar 2025): Azure Migrate provides a central hub to track discovery assessment and migration of on-premises workloads and cloud VMs.
- Microsoft Azure Hands-On** (26 Feb 2025): Join our technical Hands-On training. You will configure many resources like Virtual Machines, different storage types, VNets, Subnets, Azure Backup, VPN Gateway and many more...
- Microsoft Azure Mission 65** (25 Mar 2025): Mission 65 provides a framework and a roadmap developed by Microsoft for partners that would like to assess the current security posture of their customers.
- Azure Arc** (6 May 2025): Azure Arc is designed to help you simplify the complexity of managing Multi-Cloud and Hybrid Cloud environments with the best of Azure's Management Services and Tools.

5

# Desktop Virtualization

<https://bit.ly/2025H1>

The calendar features three events, each with a date, a circular icon, a title, a description, and logos for Microsoft and IN RAM.

- Windows 365 and Azure Virtual Desktop Story Telling** (26 Mar 2025): Windows 365 and Azure Virtual Desktop are bringing Desktop Virtualization to the next level.
- Azure Virtual Desktop Setup a POC** (14 May 2025): Learn how to install your first Azure Virtual Desktop installation. Discover the AVD components like a Workplace, Hostpools, Application Groups, FSLogix, ...
- Azure Virtual Desktop Advanced Topics** (11 Jun 2025): Learn how to do a production installation with Azure Virtual Desktop. Learn the concepts like Golden Images, AutoScaling, Printing and Monitoring.

6



# Artificial Intelligence

<https://bit.ly/2025H1>

**Microsoft Copilot: Story Telling**  
Microsoft Copilot is an AI Assistant that boosts productivity by integrating with Microsoft apps like Word, Excel, and PowerPoint. It helps with tasks such as drafting emails, generating reports, and analyzing data, making work more efficient and less stressful.

**Microsoft 365 Copilot Technical**  
Microsoft 365 Copilot boosts productivity by automating tasks and offering intelligent insights within Microsoft 365 apps. It seamlessly integrates with tools like Word, Excel, and Outlook to streamline your workflow.

**Develop Power Apps with Copilot Integration**  
Learn how to develop Low Code Applications using Power Apps with Copilot Integration.

**Microsoft Fabric**  
Microsoft Fabric is an end-to-end data analytics platform that integrates data engineering, data warehousing, and data science to streamline data workflows and enhance business insights.

**Prompt-Athon 2025**  
The Prompt-Athon is designed to help your organization master the art and science of prompting, discover new business scenarios for using Generative AI.

7

# Ingram Micro Cloud

<https://bit.ly/2025H1>

**Quarterly Update**  
The Microsoft cloud landscape is changing rapidly. To make sure you don't miss any program change, incentive or product update, we are organizing a quarterly update.

**Microsoft Licensing Overview**  
In this Microsoft Licensing training, we will provide you with a comprehensive overview of all licensing methods, including OV, OVS, FPP, SPLA, OEM, and CSP.

**Xvantage Ingram Micro Cloud Marketplace**

8



<https://bit.ly/2025H1>

**Are you organizing your own event for your customers?**

**Searching for a speaker ?**

**[diego.lens@ingrammicro.com](mailto:diego.lens@ingrammicro.com)**

Microsoft

INGRAM MICRO

9

<https://cvent.me/OvIQZR>

09 JULY O'DOUCÉ

30 JULY

20 AUGUST Faculty Club

INGRAM MICRO

SUMMER SCHOOL

10



**Are you organizing your own event for your customers ?**

**Searching for a speaker ?**

[diego.lens@ingrammicro.com](mailto:diego.lens@ingrammicro.com)

**INGRAM** MICRO <https://bit.ly/2024H2> Training Calendar 2024 – Q3-Q4

11



**MORE  
MORE  
MORE  
MORE  
MORE  
MORE  
MORE**

**AGENDA**

- Office 365 or Microsoft 365
- Microsoft Subscriptions
- Office 365
- Microsoft 365
- Identity & Access Management (Microsoft Entra)
- Device & Threat Protection (Microsoft Defender)
  - Exchange Online Protection
  - Microsoft Defender for Endpoint
  - Microsoft Endpoint Manager : Intune
- Information Protection (Microsoft Purview)
- Security & Compliance (Microsoft Priva)
- Copilot for Microsoft 365

**INGRAM** CLOUD

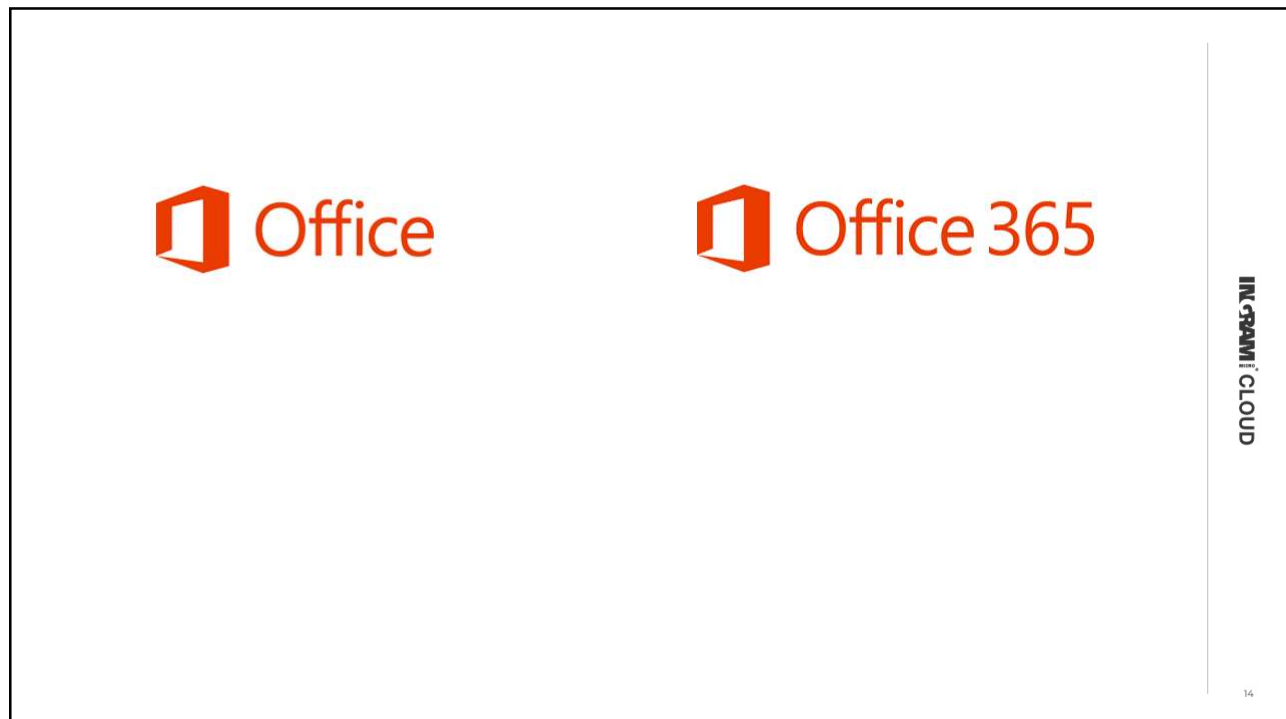
12

12







13





14

 Office	 Office 365
<b>Perpetual</b>	<b>Subscription</b>

INGRAM | CLOUD

15

15

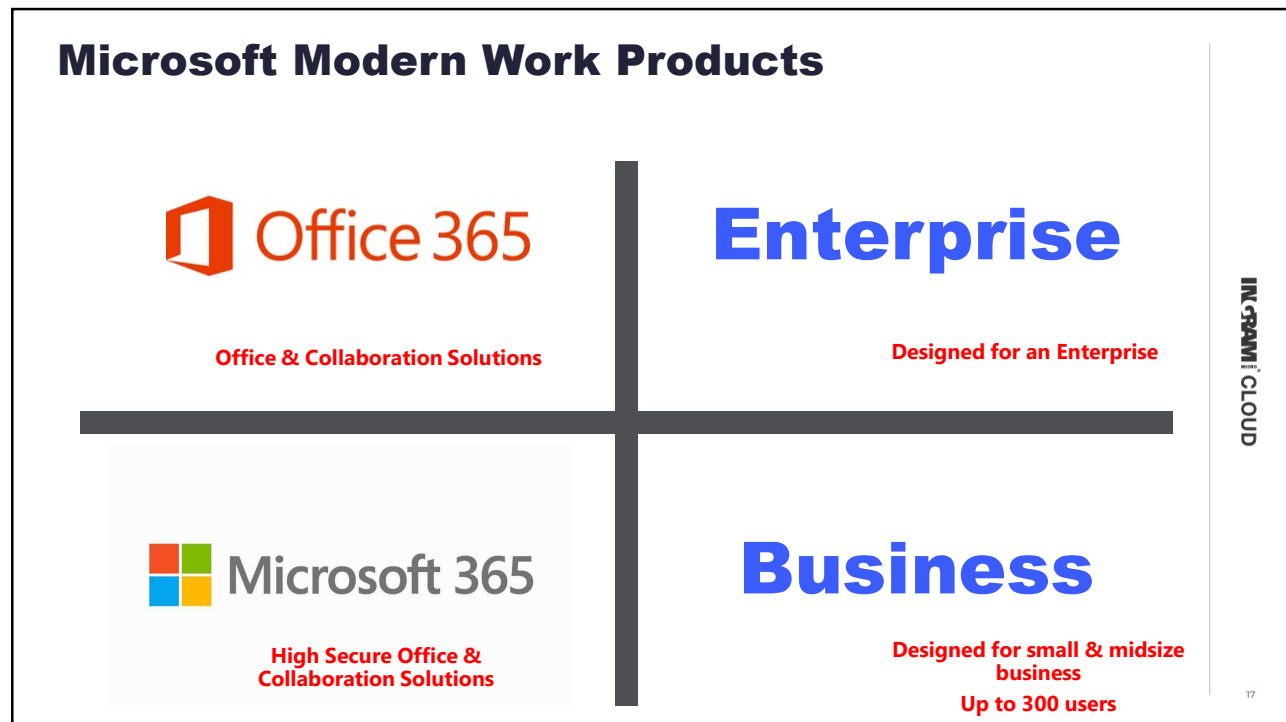
 Office	 Office 365
<b>Perpetual</b>	<b>Subscription</b>
<b>Office 2019</b> <b>Office 2021</b> <b>Office 2024</b> (preview)	

INGRAM | CLOUD

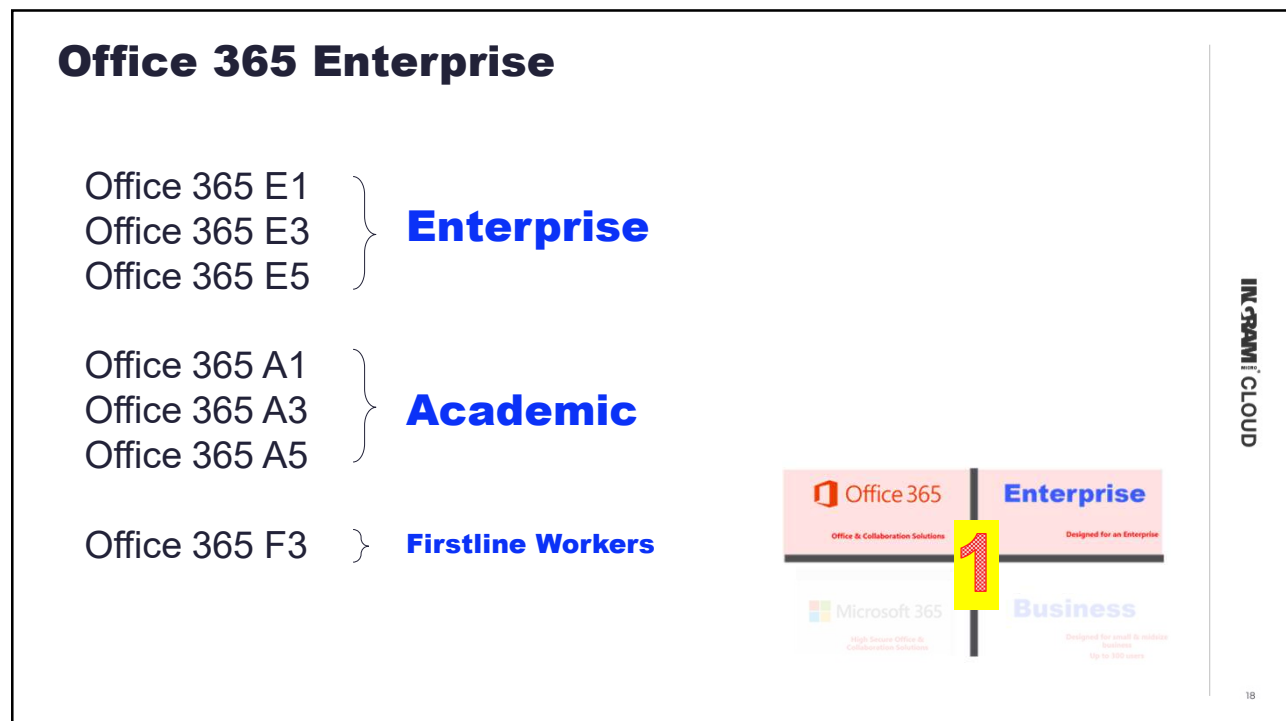
16

16





17



18

# Office 365 for business

Products renamed in 2019



**Office 365 Business Essentials**

Cloud Services

**Microsoft 365 Business Basic**

Cloud Services

**Office 365 Business Premium**

Cloud Services and Desktop Apps

**Microsoft 365 Business Standard**

Cloud Services and Desktop Apps

**Office 365 Business**

Desktop Apps

**Microsoft 365 Apps for business**

Desktop Apps

© 2020 Ingram Micro Inc. All Rights Reserved.

<https://www.microsoft.com/microsoft-365/partners/smb-sku-rename>

INGRAM  
MICRO  
CLOUD

19

19

## Microsoft 365 Enterprise

Microsoft 365 E3

Microsoft 365 E5

**Enterprise**

Microsoft 365 A3

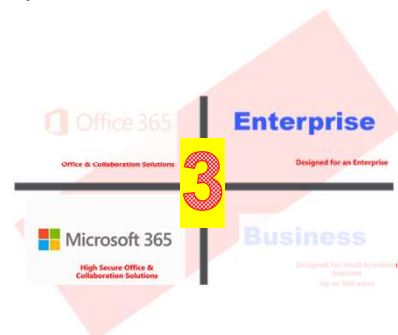
Microsoft 365 A5

**Education (Academic)**

Microsoft 365 F1

Microsoft 365 F3

**Firstline Workers**



INGRAM  
MICRO  
CLOUD

20

20



## Firstline Worker Plan Restrictions

	M365 F1	M365 F3	O365 F3
License assignment	Primary device <sup>1</sup> ≤10.1" OR shares primary device with other F-SKU user(s)		
Office for the web	Read-only	No restrictions	
Office Mobile		Only for devices ≤10.1"	
Teams	There are no restrictions that are inherent to Teams. Any restrictions are tied to other product licensing requirements.		
Exchange	Calendar only; no mailbox or other rights*	POP3 only. No MAPI support.	
SharePoint, Yammer	<ul style="list-style-type: none"> <li>Cannot be administrators</li> <li>No site mailbox</li> <li>No personal site</li> </ul>		
Skype for Business	No desktop client		
Stream	Can record meetings and consume Stream content but cannot publish to Stream		
Forms	Complete/respond only	No restrictions	
Windows	N/A	<ul style="list-style-type: none"> <li>No LTSC</li> <li>No MDOP</li> <li>VDI only for Licensed Users of a shared device with a QOS (except for WVD)</li> </ul>	N/A
OneDrive	None (Desktop sync permitted)		
Power Apps/Power Automate	N/A	2000 API requests/day maximum	

INTEGRITY CLOUD

21

21

## Microsoft 365 Business

Microsoft 365 Business Premium

<https://aka.ms/M365BusinessPlans> (PDF download)

Microsoft 365 Business Standard	Microsoft 365 Business Premium
Exchange Plan 1 GB mailbox	Exchange Plan 1 GB mailbox
OneDrive 1 TB	OneDrive 1 TB
Microsoft Teams	Microsoft Teams
SharePoint	SharePoint
Power Apps	Power Apps
Power Automate	Power Automate
Power BI	Power BI
Power Pages	Power Pages
Power Virtual Agents	Power Virtual Agents
Power View	Power View
Power Webinars	Power Webinars
Power Workspace	Power Workspace
Power Virtual Agents	Power Virtual Agents
Power View	Power View
Power Webinars	Power Webinars
Power Workspace	Power Workspace



INTEGRITY CLOUD

22

22



**Microsoft NCE Subscriptions**

*MORE AS A SERVICE*

INGRAM MICRO CLOUD

23

## ***Subscription Period (Duration)***

- Seat-Based Cloud offering

<b>Monthly Subscription</b>	<b>Annual Subscription</b>	<b>36 Month Subscription</b>
<ul style="list-style-type: none"> <li>▪ Enables a customer to change the number of licenses month to month (up and down)</li> <li>▪ Customer can cancel in any month with no further payment obligation</li> <li>▪ <b>20% higher price</b> than they annual subscription</li> <li>▪ Price locked for 1 month</li> <li>▪ Cancellation after 72 hours will be billed for the full month</li> </ul>	<ul style="list-style-type: none"> <li>▪ Regular commitment</li> <li>▪ Ability to increase user count any time with the ability to decrease annually</li> <li>▪ Price locked for 12 months</li> <li>▪ Same price as today in CSP</li> <li>▪ Pay monthly or annually</li> <li>▪ <b>Cancellation after 168 hours (7 calendar days) will be billed for the full 12-month term</b></li> </ul>	<p><b>coming soon</b></p> <ul style="list-style-type: none"> <li>▪ Enables a customer to lock pricing for a full 36 months</li> <li>▪ Ability to increase user count any time with no ability to decrease during term</li> <li>▪ Billing options include monthly, annual or upfront</li> <li>▪ Same as annual offer</li> <li>▪ <b>Cancellation after 168 hours (7 calendar days) will be billed for the full 36 month term</b></li> </ul>

INGRAM MICRO CLOUD > More as a Service

24

24



# Subscription Payment

coming soon

## Monthly Subscription

- Enables a customer to change the number of licenses month to month (up and down)
- Customer can cancel in any month with no further payment obligation
- **20% higher price** then they annual subscription
- Price locked for 1 month
- Cancellation after 72 hours will be billed for the full month

## Monthly Payment

## Annual Subscription

- Regular commitment
- Ability to increase user count any time with the ability to decrease annually
- Price locked for 12 months
- Same price as today in CSP
- Pay monthly or annually
- **Cancellation after 168 hours (7 calendar days) will be billed for the full 12-month term**

## Monthly Payment

## Yearly Payment

## 36 Month Subscription

- Enables a customer to lock pricing for a full 36 months
- Ability to increase user count any time with no ability to decrease during term
- Billing options include monthly, annual or upfront
- Same as annual offer
- **Cancellation after 168 hours (7 calendar days) will be billed for the full 36 month term**

## Monthly Payment

## Yearly Payment

IN-GRAM CLOUD micro **More as a Service**

25

25

# Ordering Subscriptions (payment/period)

coming soon

## Monthly Subscription

- Enables a customer to change the number of licenses month to month (up and down)
- Customer can cancel in any month with no further payment obligation
- **20% higher price** then they annual subscription
- Price locked for 1 month
- Cancellation after 72 hours will be billed for the full month

## Monthly Payment

Monthly / Monthly

## Annual Subscription

- Regular commitment
- Ability to increase user count any time with the ability to decrease annually
- Price locked for 12 months
- Same price as today in CSP
- Pay monthly or annually
- **Cancellation after 168 hours (7 calendar days) will be billed for the full 12-month term**

## Monthly Payment

Monthly / Yearly

## Yearly Payment

Yearly / Yearly

## 36 Month Subscription

- Enables a customer to lock pricing for a full 36 months
- Ability to increase user count any time with no ability to decrease during term
- Billing options include monthly, annual or upfront
- Same as annual offer
- **Cancellation after 168 hours (7 calendar days) will be billed for the full 36 month term**

## Monthly Payment

## Yearly Payment

IN-GRAM CLOUD micro **More as a Service**

26

26



## Cloud Marketplace Example

Service plan	Subscription period	
Microsoft 365 Business Premium (NCE COM MTH) ⓘ	1 month(s) ▼	
Monthly Payment	Monthly Subscription	Monthly / Monthly
Microsoft 365 Business Premium (NCE COM MTH) ⓘ	1 year(s) ▼	
Monthly Payment	Annual Subscription	Monthly / Yearly
Microsoft 365 Business Premium (NCE COM ANN) ⓘ	1 year(s)	
Annual Payment	Annual Subscription	Yearly / Yearly

INTEGRAM CLOUD  
More as a Service

27

27

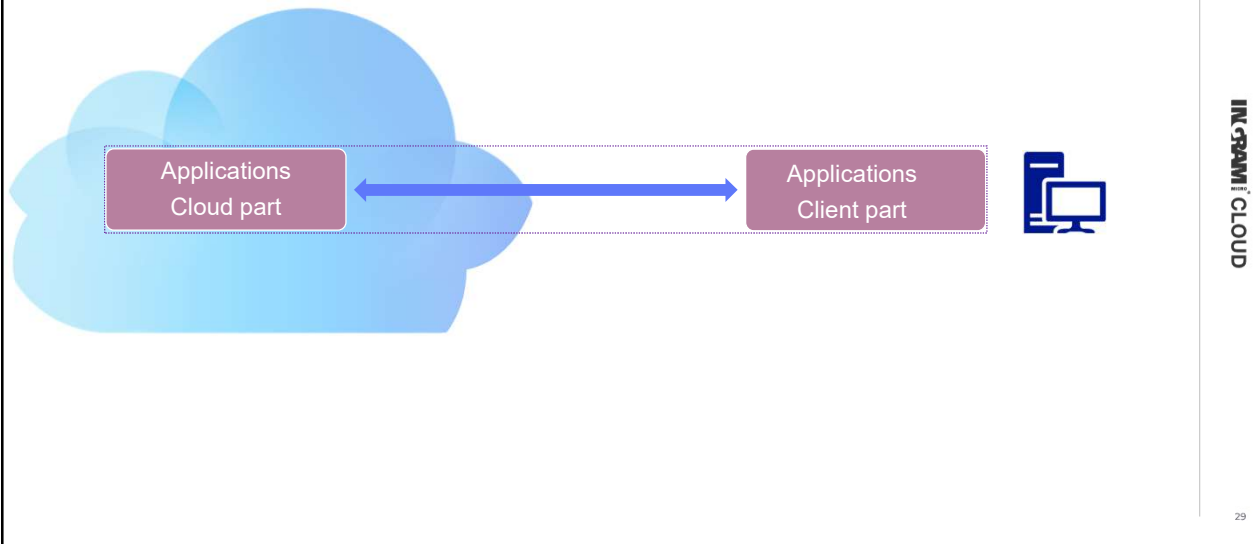


# Office 365

MORE AS A SERVICE

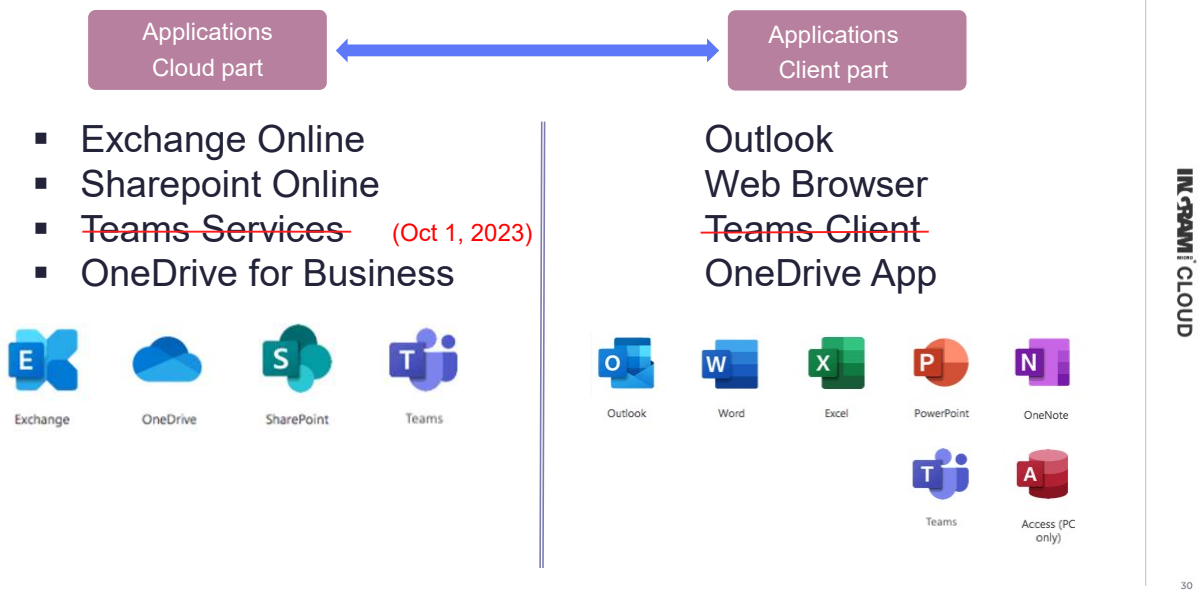
28

## Client/Server Applications



29

## Office 365 Services + Clients



30



## Office 365 Client / Server solutions

Client Part

		M365 Apps for enterprise <sup>1</sup> \$11/u/p	O365 F3 \$4/u/m	O365 E1 \$7/u/m	O365 E3 \$20/u/m	O365 E5 \$35/u/m
<b>Microsoft 365 Apps</b>	Install Word, Excel, PowerPoint, OneNote, Outlook, Access <sup>2</sup> , and Publisher <sup>2</sup> on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user	•			•	•
	Commercial use rights for Office mobile apps and Office for the web	•	• <sup>3</sup>	•	•	•
<b>Email &amp; Calendar</b>	Exchange		• <sup>4</sup>	•	•	•
<b>Social &amp; Intranet</b>	SharePoint, Yammer		• <sup>5</sup>	•	•	•
<b>Meetings, Voice &amp; Collaboration</b>	Teams		•	•	•	•
	Phone System, Audio Conferencing					•
<b>Files &amp; Content</b>	OneDrive	1 TB	2 GB	5+ TB <sup>6</sup>	5+ TB <sup>6</sup>	5+ TB <sup>6</sup>
	Stream, Sway for Microsoft 365		• <sup>8</sup>	•	•	•
<b>Device Management</b>	Mobile Device Management for Microsoft 365 <sup>9</sup>	•	•	•	•	•
<b>Business Apps</b>	Forms <sup>7</sup>	•	•	•	•	•
	Bookings, Planner, To-Do		•	•	•	•
	Content Search, manual sensitivity and retention labels <sup>10</sup> , Basic Audit		•	•	•	•
<b>Security &amp; Compliance</b>	Office 365 Data Loss Prevention (DLP) for email and files, eDiscovery Export, eDiscovery Hold, Litigation Hold, In-Place Hold, Email archiving				•	•
	Advanced Audit, Advanced eDiscovery, Advanced Message Encryption, Office 365 Cloud App Security, Communication Compliance, Communications DLP (Teams chat), Customer Key, Customer Lockbox, Information Barriers, Records Management, Rules-based auto classification <sup>11</sup> , Privileged Access Management					•
<b>Analytics</b>	Insights by MyAnalytics (Outlook plug-in)			•	•	•
	MyAnalytics (dashboard, digests, inline suggestions)					•
	Power BI Pro					•

Cloud Service

31

## Office 365 Enterprise Client / Server solutions

Before April 21, 2020 Product was called Office 365 ProPlus		M365 Apps for enterprise <sup>1</sup> \$11/u/p	O365 F3 \$4/u/m	O365 E1 \$7/u/m	O365 E3 \$20/u/m	O365 E5 \$35/u/m
<b>Microsoft 365 Apps</b>	Install Word, Excel, PowerPoint, OneNote, Outlook, Access <sup>2</sup> , and Publisher <sup>2</sup> on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user	•			•	•
	Commercial use rights for Office mobile apps and Office for the web	•	• <sup>3</sup>	•	•	•
<b>Email &amp; Calendar</b>	Exchange		• <sup>4</sup>	•	•	•
<b>Social &amp; Intranet</b>	SharePoint, Yammer		• <sup>5</sup>	•	•	•
<b>Meetings, Voice &amp; Collaboration</b>	Teams		•	•	•	•
	Phone System, Audio Conferencing					•
<b>Files &amp; Content</b>	OneDrive	1 TB	2 GB	5+ TB <sup>6</sup>	5+ TB <sup>6</sup>	5+ TB <sup>6</sup>
	Stream, Sway for Microsoft 365		• <sup>8</sup>	•	•	•
<b>Device Management</b>	Mobile Device Management for Microsoft 365 <sup>9</sup>	•	•	•	•	•
<b>Business Apps</b>	Forms <sup>7</sup>	•	•	•	•	•
	Bookings, Planner, To-Do		•	•	•	•
	Content Search, manual sensitivity and retention labels <sup>10</sup> , Basic Audit		•	•	•	•
<b>Security &amp; Compliance</b>	Office 365 Data Loss Prevention (DLP) for email and files, eDiscovery Export, eDiscovery Hold, Litigation Hold, In-Place Hold, Email archiving				•	•
	Advanced Audit, Advanced eDiscovery, Advanced Message Encryption, Office 365 Cloud App Security, Communication Compliance, Communications DLP (Teams chat), Customer Key, Customer Lockbox, Information Barriers, Records Management, Rules-based auto classification <sup>11</sup> , Privileged Access Management					•
<b>Analytics</b>	Insights by MyAnalytics (Outlook plug-in)			•	•	•
	MyAnalytics (dashboard, digests, inline suggestions)					•
	Power BI Pro					•

M365 Apps for Enterprise Client Part Only

Office 365 E1 Cloud Service Part Only

Office 365 E3 & E5 Both Cloud Service + Apps

32

## Microsoft 365 Business Client / Server solutions

Before April 21, 2020 Product was called Office 365 Business		Microsoft 365 Apps for business <sup>1</sup> \$8.25/u/m	Microsoft 365 Business Basic <sup>1</sup> \$5/u/m	Microsoft 365 Business Standard <sup>1</sup> \$12.5/u/m
Microsoft 365 Apps	Install Word, Excel, PowerPoint, Outlook, OneNote, Access <sup>3</sup> , and Publisher <sup>2</sup> and on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user	•		•
Email & Calendar	Commercial use rights for Office mobile apps and Office for the web	•	•	•
Social & Intranet	SharePoint, Yammer		•	•
Meetings, Calling & Collaboration	Microsoft Teams		•	•
Files & Content	OneDrive (1 TB)	•	•	•
Task Management	Planner, To-Do		•	•
Power Platform	Power Apps for Microsoft 365 <sup>5</sup> , Power Automate for Microsoft 365 <sup>5</sup>		•	•
Device & App Management	Mobile Device Management for Microsoft 365 <sup>6</sup>	•	•	•
Security and Identity	Windows Hello, Credential Guard and Direct Access <sup>7</sup> , Azure Active Directory Plan 1, Microsoft Advanced Threat Analytics, Defender Antivirus and Device Guard <sup>8</sup> , Azure Information Protection Plan 1, Windows Information Protection, BitLocker			
Compliance	Multi-factor authentication			
Analytics	Content Search, manual sensitivity and retention labels			
	Insights by MyAnalytics (Outlook plug-in)		•	•

INTEGRITY CLOUD

33

33

## Office 365 E5 differences (compared with O365 E3)

- Phone System, Audio Conferencing
- Office 365 Data Loss Prevention
- Office 365 Cloud App Security
- Microsoft Defender for Office 365
- Information Protection for Office 365
- Communication Compliance



Security



Compliance



Calling & Meetings



Analytics

INTEGRITY CLOUD

34

34

## Office 365 Bundles

Office 365 E1	Online Services Only
Office 365 E3	Client Apps + Online Services
Office 365 E5	Client Apps + Online Services + Security & Compliance
Office 365 A1	Online Services Only for Academic only
Office 365 A3	Client Apps + Online Services for Academic only
Office 365 A5	Client Apps + Online Services + Security & Compliance, Academic
Office 365 F3	Limited Set of Online Services Only
M365 Business Basic	Online Services Only
M365 Business Standard	Client Apps + Online Services

INTEGRAL CLOUD

35

35

INTEGRAL CLOUD

# Teams in European Economic Area (EEA)

*MORE AS A SERVICE*

36



## Licensing Update for EEA

- July 27 2023, European Commission launched antitrust investigation
- August 31, 2023 Microsoft announced licensing changes
  - Office 365 E1, E3, E5, F3
  - Microsoft 365 E3, E5, F1, F3, Business Standard, Business Premium, Business Basic
- Starting October 1, 2023
  - new Microsoft 365 / Office 365 suites do not include teams
  - new standalone Teams offering for Enterprise customers
  - Microsoft 365 E3/E5/Business Standard/Business Premium/Office365 E1,E3,E5 : - €2.00
  - Microsoft 365 Business Basic : - €1.00
  - Microsoft 365 F1/F3, Office 365 F3 : - €0.50



Competition started during corona

slack

zoom

37

37

## Licensing Update for EEA

- New EEA-specific Enterprise suites without teams, priced at €2 discount
- New standalone Teams SKU for Enterprise, priced at €5.00
- Customers who intend to buy Office 365 E1/E3/E5 or Microsoft 365 E3/E5 seats for the first time will need to transition to EEA (No Teams)
- Customers who wish to continue using, expanding, renewing or upgrading their Office 365 E1/E3/E5 seats, may continue to do without impact
- <https://aka.ms/TeamsinEUPartnerPage>
- <https://aka.ms/TeamsinEUPartnerFAQ>



38

38

## Adding Microsoft 365 / Office 365 seats in EEA/ Switzerland

NCE SKU's	Order type	Available options	
Office 365 E1/E3/E5	New	New customers are ordering a SKU without Teams included (EEA) - They have the option to order Teams additionally	- 2 € + 5 €
Office 365 E1/E3/E5	Existing	Existing customers can renew / add new seats / step up	
Microsoft 365 E3/E5	New	New customers are ordering a SKU without Teams included (EEA) - They have the option to order Teams additionally	- 2 € + 5 €
Microsoft 365 E3/E5	Existing	Existing customers can renew / add new seats / step up	
Microsoft 365 Business Basic/Standard/Premium	New	New customers have the choice: - Microsoft 365 Business B/S/P with Teams included - Microsoft 365 Business S/P EEA without Teams included - Microsoft 365 Business Basic EEA without Teams included	- 2 € - 1 €
Microsoft 365 Business Basic/Standard/Premium	Existing	Existing customers can renew / add new seats / step up	
Office 365 F3 – M365 F1/F3	New	New customers have the choice: - Office 365 F3 Business B/S/P with Teams included - Microsoft 365 Business B/S/P EEA without Teams included	- 0.5 €
Office 365 F3 – M365 F1/F3	Existing	Existing customers can renew / add new seats / step up	

INTEGRATED CLOUD

39

39

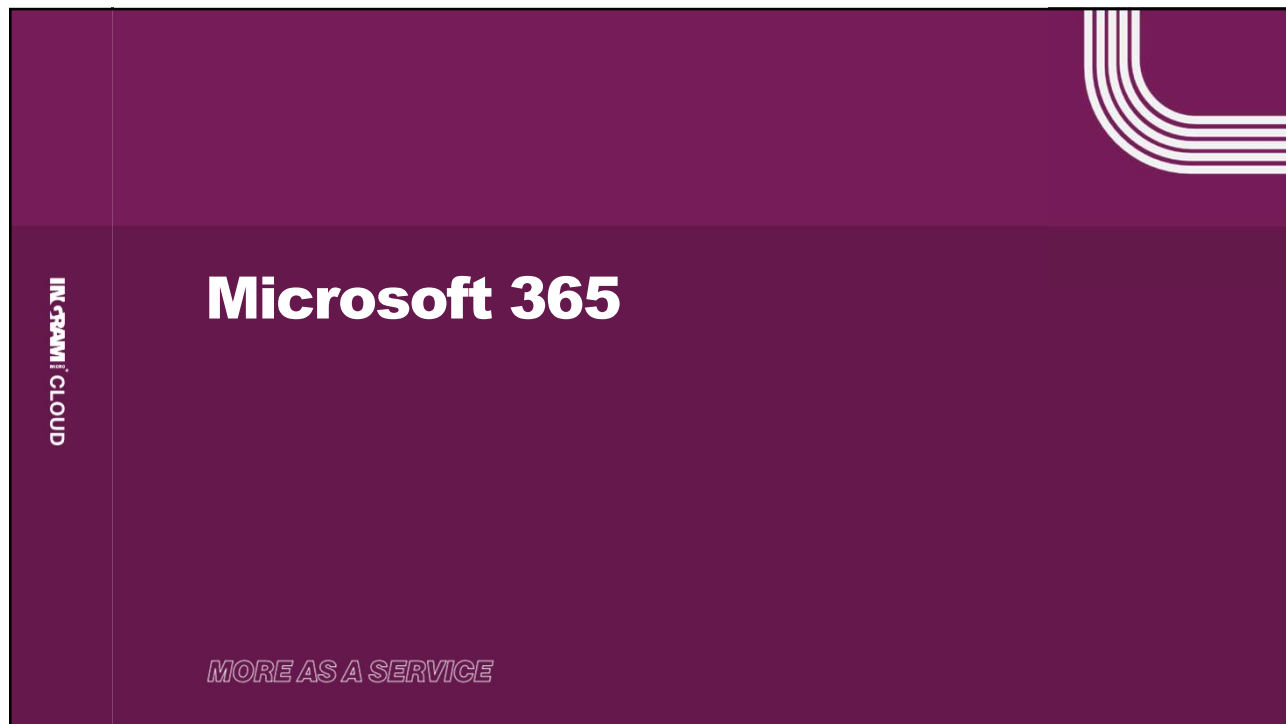
## Adding Microsoft 365 / Office 365 seats in EEA/Switzerland

Enterprise Suites	Existing Microsoft 365 E3/E5 or Office 365 E1/E3/E5 customer	Before Oct 2023	No impact, existing customers can renew / add new seats / step up.
		After Oct 2023	New options available, customers can stay on existing suites or switch to new lineup at contract renewal.
	New Microsoft 365 E3/E5 or Office 365 E1/E3/E5 customer	Before Oct 2023	No impact, customers who buy before Oct can renew / add new seats / use transitions to upgrade.
		After Oct 2023	Move to EEA (no Teams): Customers who intend to buy after Oct will need to buy the EEA (no Teams) suites, plus the Teams EEA (if desired).
SMB Suites	Existing Microsoft 365 Business Basic/Standard/Premium customer	Before Oct 2023	No impact, subscribed customers can renew / add new seats / use transitions to upgrade.
		After Oct 2023	New options available, customers can stay on existing suites or switch to new lineup at contract renewal.
	New Microsoft 365 Business Basic/Standard/Premium	Before Oct 2023	No impact, customers who buy before Oct can renew / add new seats / use transitions to upgrade.
		After Oct 2023	New options available, if the customer needs Teams they can buy EEA (w/ Teams) suites, if not they can opt for EEA (no Teams) suites.
FLW Suites	Existing Office 365 F3 or Microsoft 365 F1/F3 customer	Before Oct 2023	No impact, subscribed customers can renew / add new seats / use transitions to upgrade.
		After Oct 2023	New options available, customers can stay on existing suites or switch to new lineup at contract renewal/anniversary.
	New Microsoft 365 F1/F3 customer	Before Oct 2023	No impact, customers who buy before Oct can renew / add new seats / use transitions to upgrade.
		After Oct 2023	New options available, if the customer needs Teams they can buy EEA (w/ Teams) suites, if not they can opt for EEA (no Teams) suites.

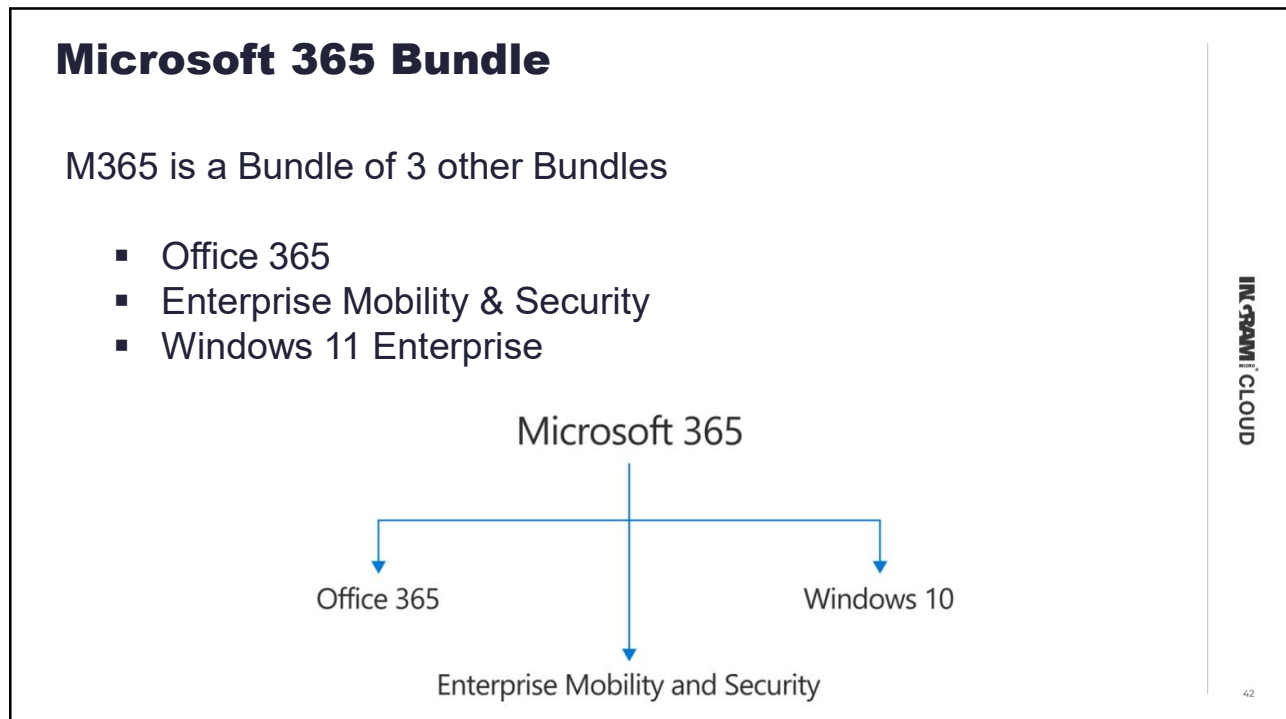
INTEGRATED CLOUD

40

40



41



42



## Enterprise Mobility & Security Bundle

- Bundles five products
  - Entra ID
  - Microsoft Endpoint Manager : Intune
  - Purview Information Protection Premium
  - Microsoft Cloud App Security
  - Advanced Threat Analytics

INTEGRITY CLOUD

43

43

## Windows 11 Enterprise Bundle

- Upgrade from Windows 10/11 Professional
  - Microsoft Defender for Endpoint
  - Windows Defender
    - Credential Guard
    - Application Guard
    - Application Control
  - Microsoft Application Virtualization (App-V)
  - Microsoft User Environment Virtualization (UE-V)
  - Microsoft Universal Print
  - Azure Virtual Desktop License

INTEGRITY CLOUD

44

44

## Microsoft 365 Products & Plans

		Microsoft 365 Business Premium	Microsoft 365 E3	Microsoft 365 E5
<b>Entra ID</b>	Entra ID Premium P1	•	•	
	Entra ID P2			•
<b>Microsoft Defender for Office 365</b>	Microsoft Defender for Office 365 Plan 1	•		
	Microsoft Defender for Office 365 Plan 2			•
<b>Microsoft Defender for Endpoint</b>	Microsoft Defender for Endpoint Plan 1		•	
	Microsoft Defender for Endpoint Plan 2	• <sup>1</sup>		•
<b>Microsoft Defender for Identity</b>	Microsoft Defender for Identity			•
<b>Enterprise Mobility &amp; Security</b>	Enterprise Mobility & Security Plan 1	•	•	
	Enterprise Mobility & Security Plan 2			•
<b>Microsoft Information Protection</b>	Microsoft Purview Information Protection Premium P1	•	•	
	Microsoft Purview Information Protection Premium P2			•
<b>Microsoft Defender for Cloud Apps</b>	Insights by MyAnalytics (Outlook plug-in)			•
<b>Microsoft Intune</b>	Microsoft Intune Plan 1	•	•	•
	Microsoft Intune Plan 2	Add-On	Add-On	Add-On

INTEGRATED CLOUD

45

45

## Add-On Licenses

• = Included  
+ = Can be added  
N/A = Not available

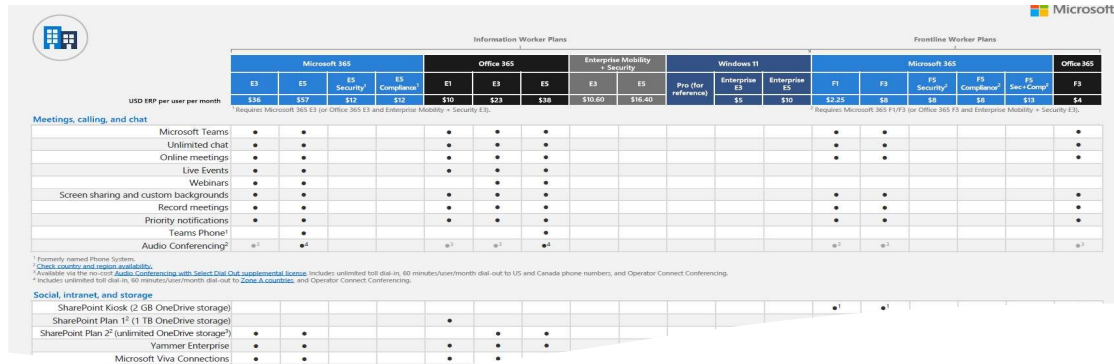
	Information Worker Plans					Frontline Worker Plans			USD ERP per user per month
	Microsoft 365		Office 365			Microsoft 365		Office 365	
	E3	E5	E1	E3	E5	F1	F3	F3	
	Teams Services <sup>1</sup>								
Audio Conferencing with Select Dial Out	+	N/A	+	+	N/A	+	+	+	\$0
Extended Dial Out Minutes to US and Canada	+ <sup>2</sup>	+	+ <sup>2</sup>	+ <sup>2</sup>	+	+ <sup>2</sup>	+ <sup>2</sup>	+ <sup>2</sup>	\$4
Teams Phone <sup>3</sup>	+	●	+	+	●	+	+	+	\$8
Domestic Calling Plan	+ <sup>4</sup>	+	+ <sup>4</sup>	+ <sup>4</sup>	+	+ <sup>4</sup>	+ <sup>4</sup>	+ <sup>4</sup>	\$8 <sup>5</sup> /\$12
Domestic Calling 240 Minute Plan	+ <sup>4</sup>	+	+ <sup>4</sup>	+ <sup>4</sup>	+	+ <sup>4</sup>	+ <sup>4</sup>	+ <sup>4</sup>	\$8
Domestic Calling 120 Minute Plan	+ <sup>4</sup>	+	+ <sup>4</sup>	+ <sup>4</sup>	+	+ <sup>4</sup>	+ <sup>4</sup>	+ <sup>4</sup>	\$6
International Calling Plan (includes Domestic Plan)	+ <sup>4</sup>	+	+ <sup>4</sup>	+ <sup>4</sup>	+	+ <sup>4</sup>	+ <sup>4</sup>	+ <sup>4</sup>	\$24
Teams Phone with Calling Plan <sup>6</sup>	+	N/A <sup>5</sup>	+	+	N/A <sup>5</sup>	N/A	+	+	\$15 <sup>5</sup> /\$20

INTEGRATED CLOUD

46

46

# Total Overview



The image shows a screenshot of the Microsoft 365 Feature Matrix. It is divided into two main sections: 'Information Worker Plans' and 'Frontline Worker Plans'. The 'Information Worker Plans' section includes Microsoft 365 (E1, E3, E5), Office 365 (E1, E3, E5), Enterprise Mobility + Security (E1, E3, E5), Windows 11 (Enterprise E1, Enterprise E5), and Microsoft 365 Frontline (F1, F3, F5, F5 Sec+Comp, F3 Sec+Comp, F3). The 'Frontline Worker Plans' section includes Microsoft 365 Frontline (F1, F3, F5, F5 Sec+Comp, F3 Sec+Comp, F3) and Office 365 Frontline (F1, F3, F5, F5 Sec+Comp, F3 Sec+Comp, F3). The table lists various features such as Meetings, calling, and chat; Social, intranet, and storage; and Audio Conferencing. Each feature is marked with a checkmark indicating its availability in the respective plan. The table also includes pricing information in USD ERP per user per month.

Enterprise : <https://aka.ms/M365EnterprisePlans> (PDF Download Link = Always Latest)  
<https://aka.ms/M365EnterprisePlansEEA>

Business : <https://aka.ms/M365BusinessPlans> (PDF Download Link = Always Latest)  
<https://aka.ms/M365SMBPlansEEA>

Education : <https://aka.ms/EduPlans> (PDF Download Link = Always Latest)

INGRAM CLOUD

47

47

# Microsoft 365 Feature Matrix

<https://m365maps.com>



The image shows a screenshot of the Microsoft 365 Feature Matrix interface. It includes a 'Feature Matrix' section with a legend for Office 365 Enterprise (E1, E3, E5), Microsoft 365 Business (Basic, Standard, Premium), Microsoft 365 Frontline (F1, F3, F5, F5 Sec+Comp, F3 Sec+Comp), Microsoft 365 Enterprise (E1, E3, E5, E5 Sec, E5 Comp, E5), Microsoft 365 Education (A1 (Legacy), A1 for Devices, A3, A5 Sec, A5 Comp, A5), and a 'Feature Map' section. The 'Feature Map' section includes a search bar and a table of features. The table has columns for Office 365 (E1, E3, E5) and Microsoft 365 Business (Basic, Standard, Premium, F1, F3). The features listed are Activity Reports, Adoption Score, Alert Policies, Audit (premium), Audit (standard), Basic Mobility & Security, Bookings, Briefing Email, and Communication Compliance. Each feature is marked with a checkmark indicating its availability in the respective plan. A red arrow labeled '1' points to the 'Select / Unselect' button, and a red arrow labeled '2' points to the 'Features' section.

INGRAM CLOUD

48

48



## Service Descriptions

- Detailed descriptions of services and features available in O365 & M365
- <https://learn.microsoft.com/en-us/office365/servicedescriptions/office-365-service-descriptions-technet-library>



### Feature availability

To get started, see the following service descriptions:

- Microsoft 365 Copilot service description
- Microsoft 365 and Office 365 platform service description<sup>1</sup>
- Microsoft 365 Small and Medium-sized Businesses<sup>2</sup>
- Microsoft Entra service description
- Exchange Online service description
- Exchange Online Protection service description
- Exchange Online Archiving service description
- Microsoft 365 guidance for security & compliance
- Microsoft Bookings service description
- Microsoft Clipchamp service description
- Microsoft Defender for Office 365 service description
- Microsoft Forms service description
- Microsoft Planner service description
- Microsoft Viva service description
- Microsoft Project service description
- Microsoft Project for the web service description
- Microsoft Project Online desktop client service description
- Microsoft Project Online service description
- Microsoft Purview Audit service description
- Microsoft Purview Data Lifecycle and Records Management service description
- Microsoft Purview eDiscovery service description

## Microsoft 365 Solutions Included

[Microsoft Cloud App Security](#)

[Microsoft Azure Information Protection](#)

[Office 365 Data Loss Prevention](#)

[Office 365 Customer Lockbox](#)

[Windows Information Protection](#)

[SQL Server](#)

[SQL Server/Azure SQL DB Transparent Data Encryption](#)

[Azure Storage Service Encryption](#)

[Office 365 Advanced Threat Protection](#)

[Advanced eDiscovery](#)

[Office 365 Advanced Data Governance](#)

[Azure Key Vault](#)

[Microsoft Azure Active Directory](#)

[Microsoft Azure Active Directory](#)

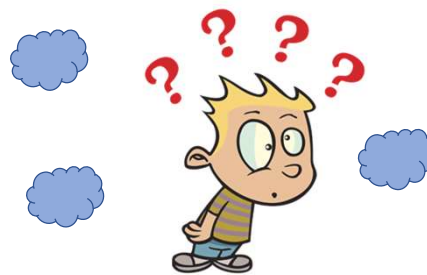
[Advanced Security Management](#)

[Microsoft Advanced Threat Analytics](#)

[Windows Hello for Business](#)

[Credential Guard](#)

[Multi-Factor Authentication for Office 365](#)



**MICROSOFT 365**

[Microsoft Azure Security Center](#)

[Azure Advisor](#)

[Microsoft Azure](#)

[Windows Server 2016](#)

[Windows Server 2016 Security Guide](#)

[SQL Server Database Threat Protection](#)

[Windows Defender](#)

[Device Guard](#)

[UEFI Secure Boot and the Trusted Root Process](#)

[Enterprise Mobility + Security](#)

[Mobile Device Management for Office 365](#)

[Intune](#)

[Windows Defender Advanced Threat Protection](#)

[Office 365 Threat Intelligence](#)

[Microsoft Intelligent Security Graph](#)

[Microsoft Azure Security Center](#)

[Azure Network Watcher](#)

[Operations Management Suite](#)

[Office 365 Secure Score](#)

[Office 365 Threat Intelligence](#)

[Microsoft Cloud App Security](#)

## Why Microsoft 365 ?

Identity Security  
Device Management  
Device Security  
Company Compliance  
Information Security  
Information Governance

INTEGRAL CLOUD

51

51

## Zero Trust Security Model

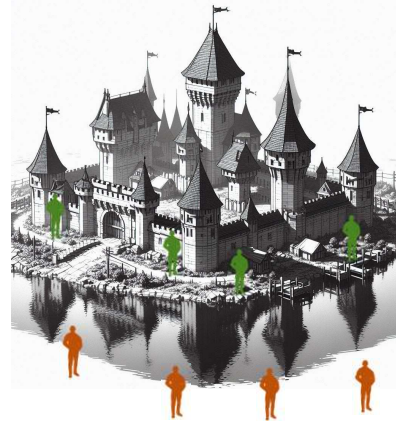
INTEGRAL CLOUD

MORE AS A SERVICE

52

## Castle-and-Moat Security

- Protection against attacks
- Building a strong wall and outer moat
- Strong Firewall



53

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.

INGRAM

53

## Zero Trust Security

Instead of assuming everything behind the corporate firewall is safe,  
Zero Trust assumes *an open environment where trust must be validated*

**Assume breach** – Assume that attackers will succeed (partially or fully) and design accordingly

**Verify explicitly** – Validate trust of users, devices, applications, and more using data/telemetry

**Use least privileged access** – to limit the impact of any given compromise



INGRAM

54

## "Zero Trust" has been around for a while



55

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.

INGRAM

## Microsoft Leader in Forrester Wave : Zero Trust Platforms



**THE FORRESTER WAVE™**  
Zero Trust Platforms  
Q3 2023

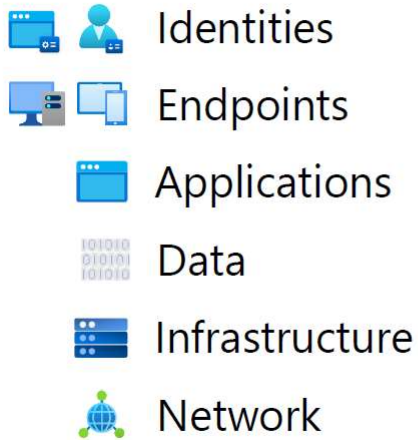
<https://www.microsoft.com/en-us/security/blog/2023/09/19/forrester-names-microsoft-a-leader-in-the-2023-zero-trust-platform-providers-wave-report/>

INGRAM

56



## Zero Trust Components



IN-GRAM CLOUD Microsoft Move as a Service

57

57

## Zero Trust Approach from Microsoft

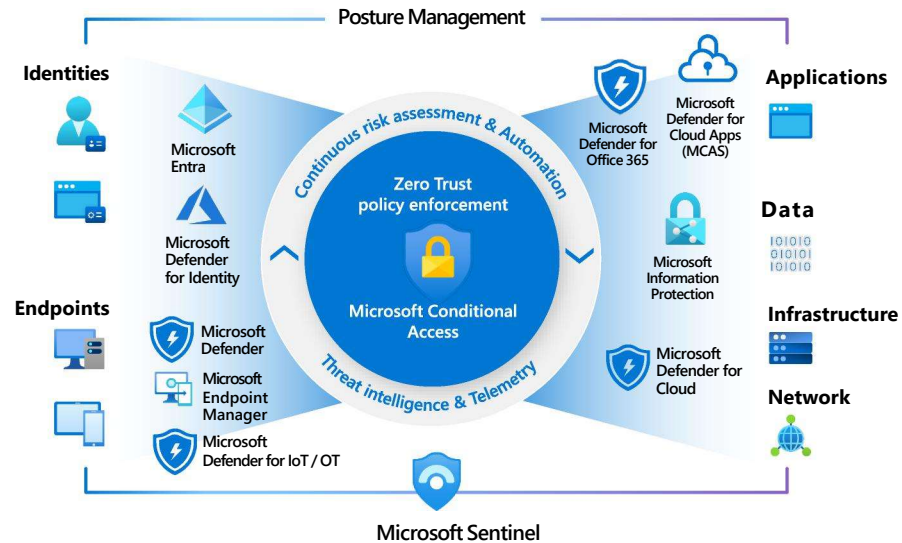


<https://docs.microsoft.com/en-us/security/zero-trust/>

IN-GRAM

58

## Microsoft Zero Trust Capabilities



IN GRAM CLOUD

59

## Six Security Product Families



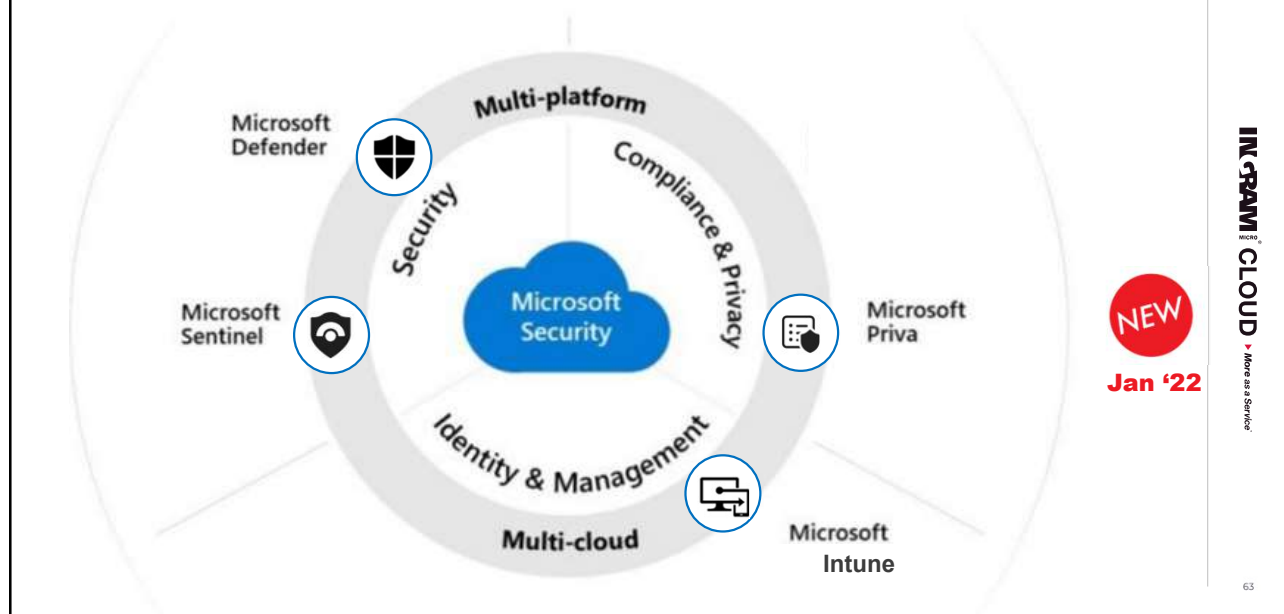
IN GRAM CLOUD - More as a Service

60

60

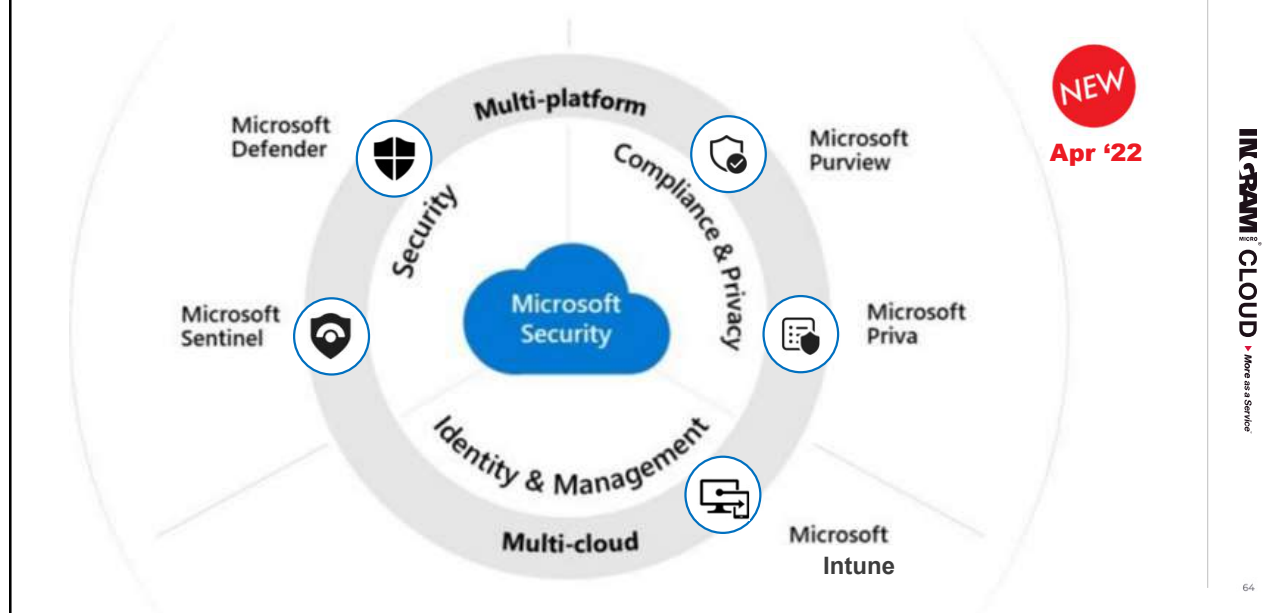


## Microsoft Priva



63

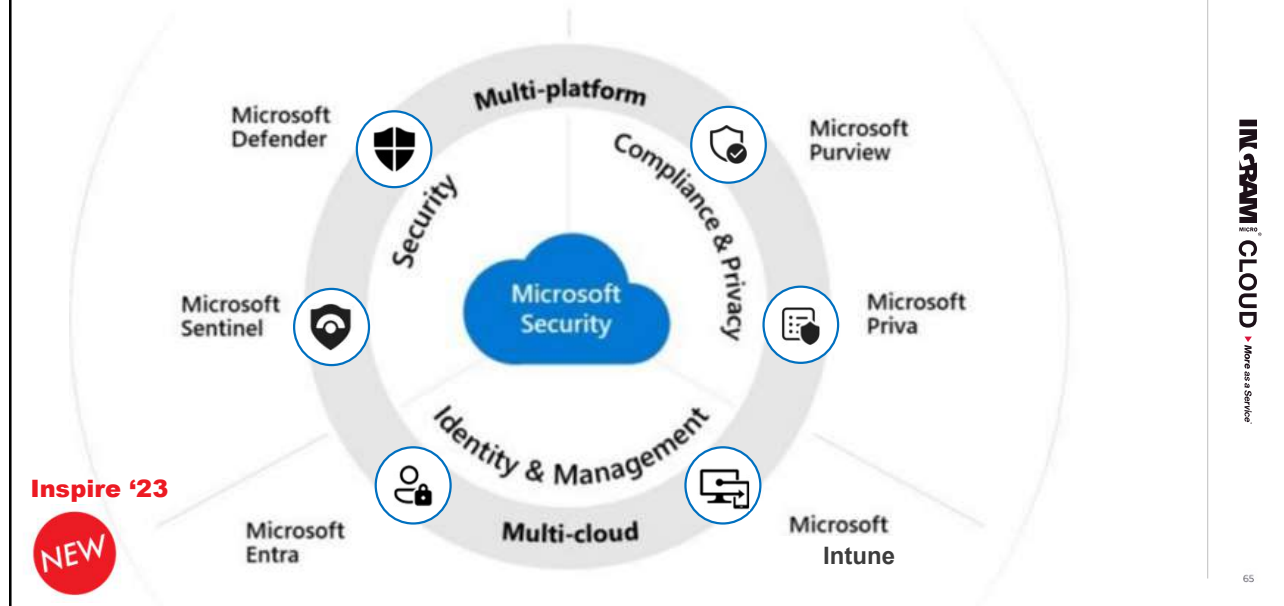
## Microsoft Purview



64

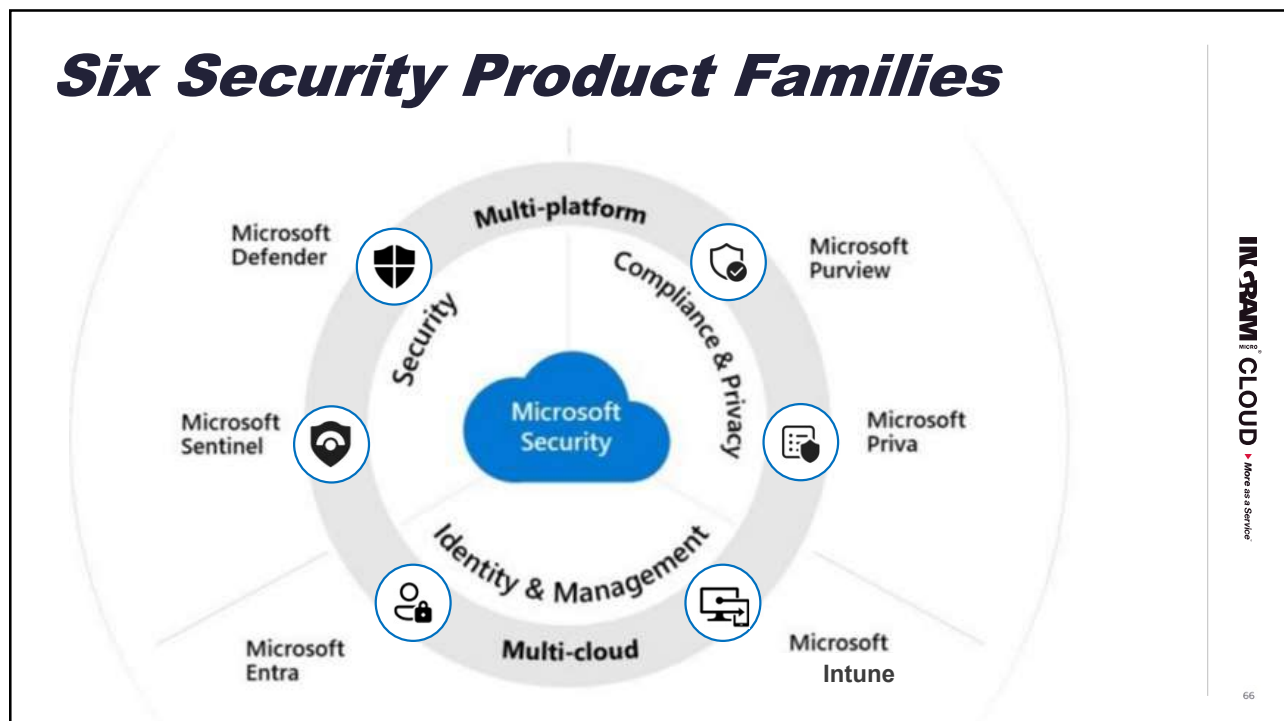


## Microsoft Entra



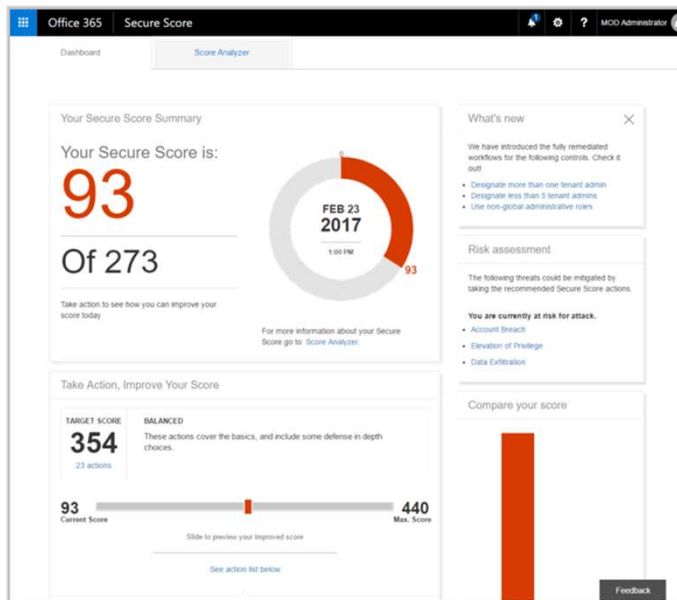
65

## Six Security Product Families



66

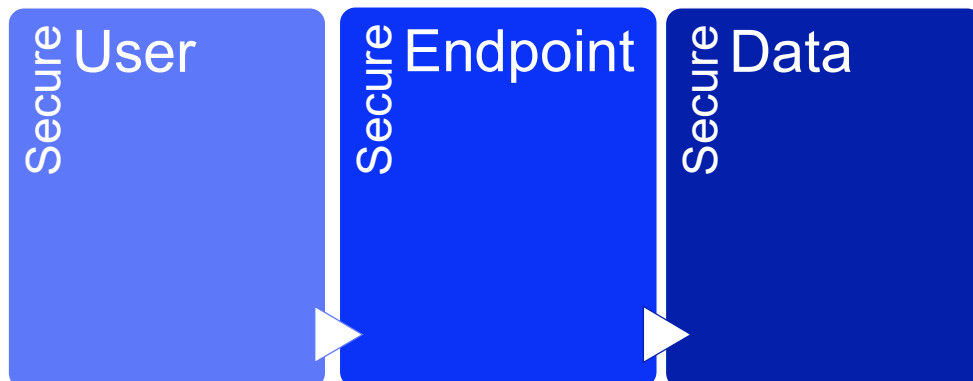
## Security Score & QS Solutions



INTEGRITY CLOUD

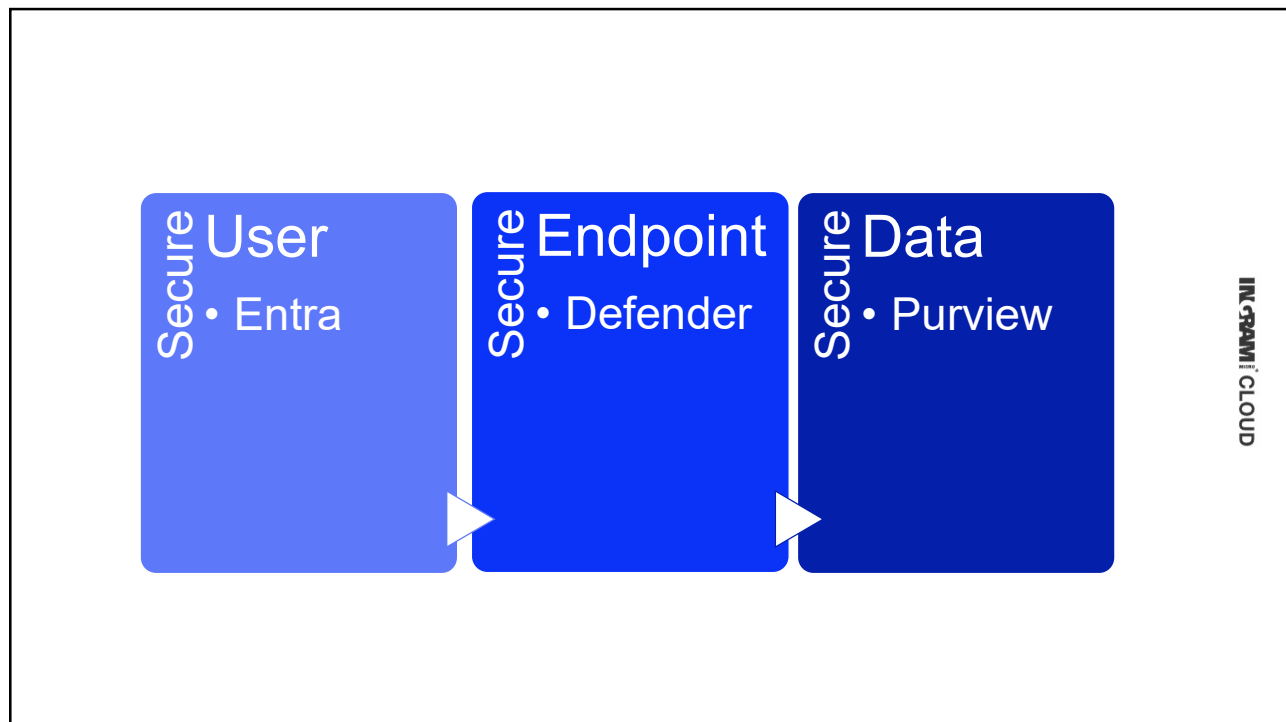
67

67



INTEGRITY CLOUD

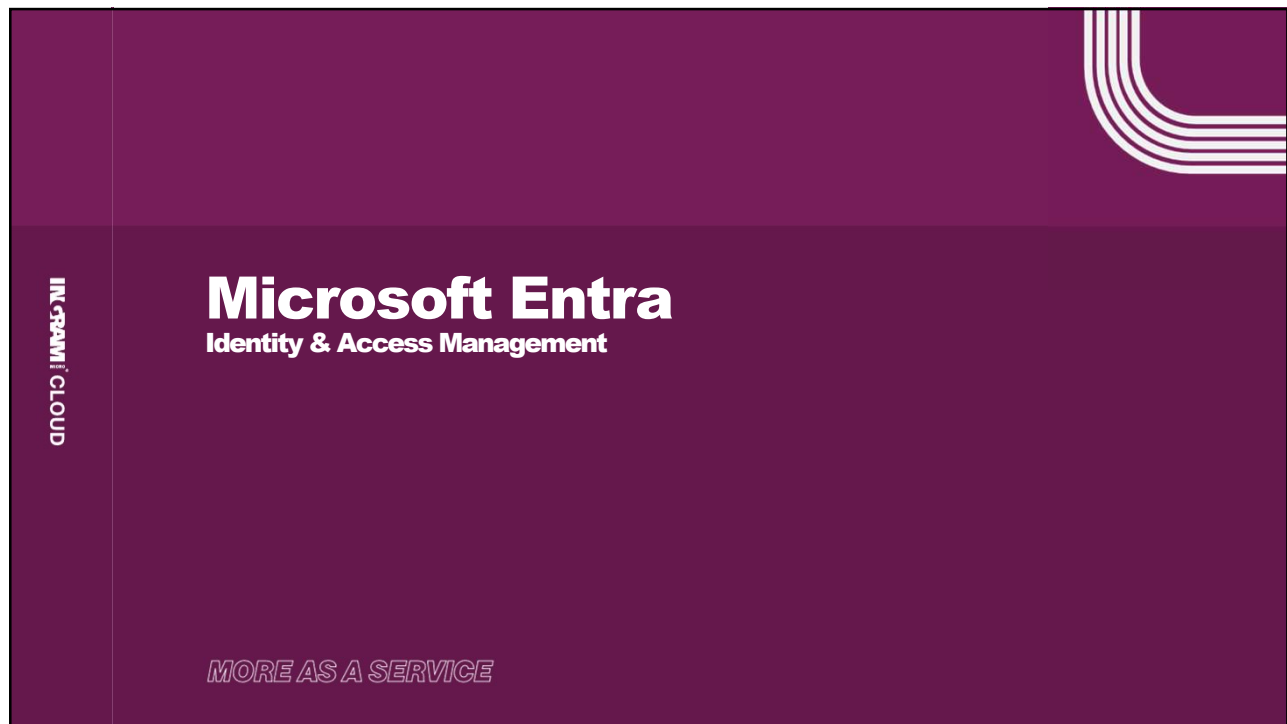
68



69



70



71

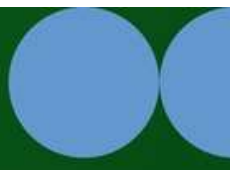



72

## Azure AD is becoming Microsoft Entra ID

<p><b>Azure AD Free</b></p> <hr/> <p><b>Azure AD Premium P1</b> Also included in Microsoft 365 E3</p> <hr/> <p><b>Azure AD Premium P2</b> Also included in Microsoft 365 E5</p> <hr/> <p><b>Azure AD External Identities</b></p>	>	<p><b>Microsoft Entra ID Free</b></p> <hr/> <p><b>Microsoft Entra ID P1</b> Also included in Microsoft 365 E3</p> <hr/> <p><b>Microsoft Entra ID P2</b> Also included in Microsoft 365 E5</p> <hr/> <p><b>Microsoft Entra External ID</b></p>
--	---	---







73



## Microsoft Entra Suite

- Microsoft Entra Private Access**  
Zero Trust Network Access
- Microsoft Entra Internet Access**  
Secure Web Gateway
- Microsoft Entra ID Governance**  
Identity Governance and Administration
- Microsoft Entra ID Protection**  
Identity Protection
- Microsoft Entra Verified ID** (Premium capabilities)  
Identity Verification



74

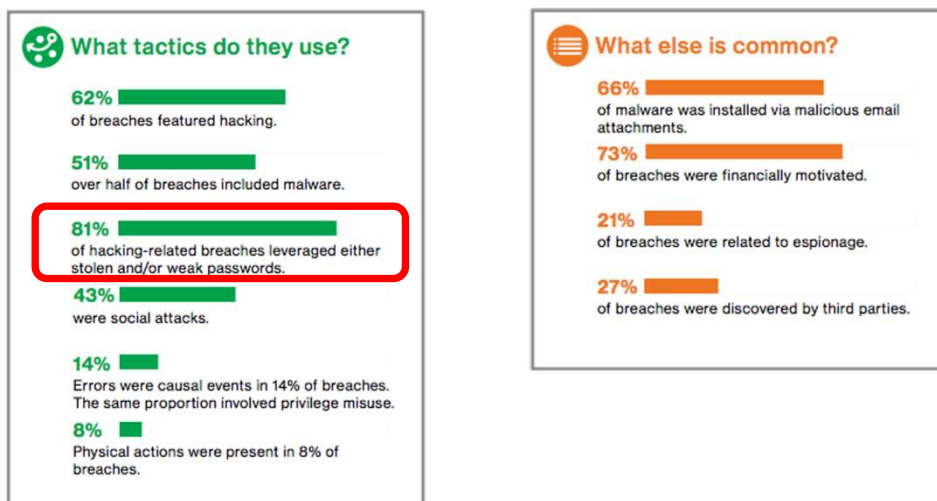


## Microsoft Entra product family



75

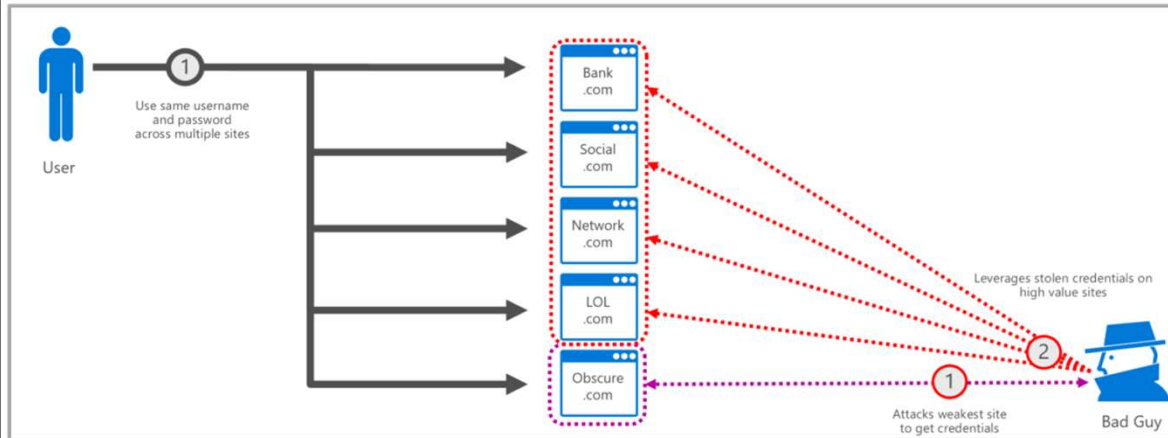
## Breaches & techniques Used during Breach



76

76

## Same Username and Password



INTEGRITY CLOUD

77

77

## Identities today (Local & Cloud Identity)

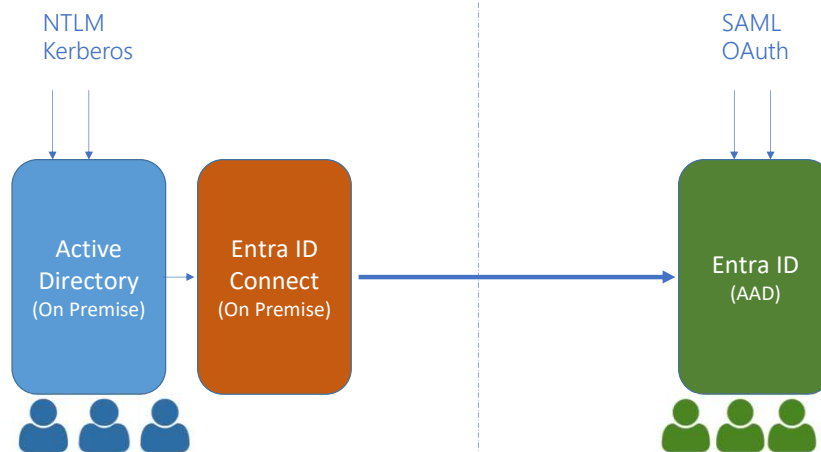


INTEGRITY CLOUD

78

78

## Connect AD with Entra ID



INTEGRATED CLOUD

79

79

## Entra ID Features

- User Identity Directory
- Single sign on to any app
- User self-service portal
- Multifactor (MFA) + Passwordless Authentication
- Conditional Access + Identity Protection
- Hybrid Identity Management
- Frontline Worker Identities & External Identities (B2B)

INTEGRATED CLOUD > More as a Service

80

80

## MFA – Multi-factor Authentication

**More than 99.9% of these identity-related attacks are stopped by using multi-factor authentication (MFA) and blocking legacy authentication.**

Enabling MFA is simple, and you can use the Microsoft Authenticator App on your mobile device. It is especially critical to enable it on privileged accounts, such as Global Admin, User Access Admin, Owner, Contributor, etc. **We recommend enabling it on ALL accounts!**

Get the app on your phone  
Scan the QR code with your Android or iOS mobile device.



Google Play

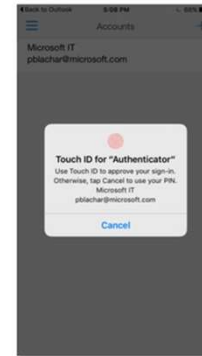
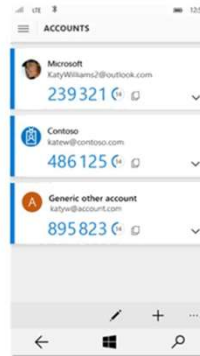
Get the app



App Store

Get the app

[Microsoft Mobile Phone Authenticator App](#) | [Microsoft Security](#)

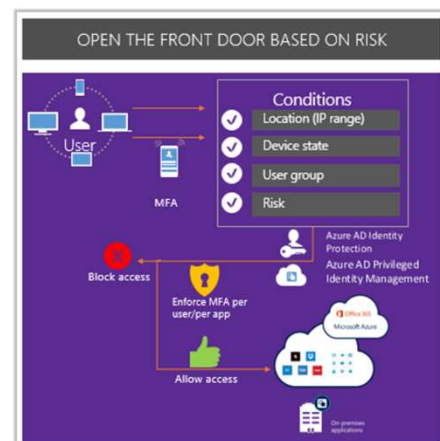


81

81

## Conditional Access

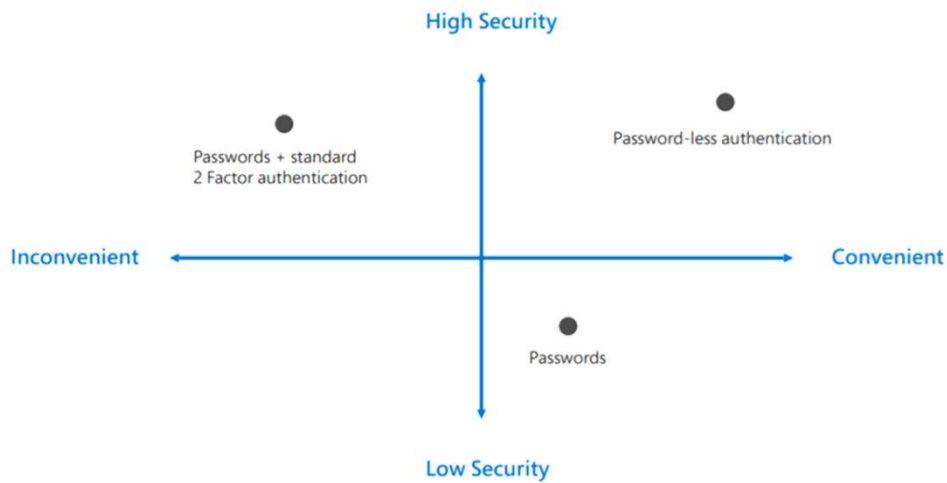
- Assign risk level
- Automated Responses depending on Risk
- Conditional Access



82

82

# Password-Less Authentication



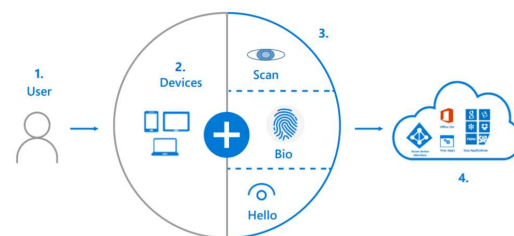
INTEGRITY CLOUD

83

83

# Windows Hello for Business

- Biometric Sign-In
  - Facial recognition
  - Fingerprint recognition



INTEGRITY CLOUD

84

84



**Next steps**

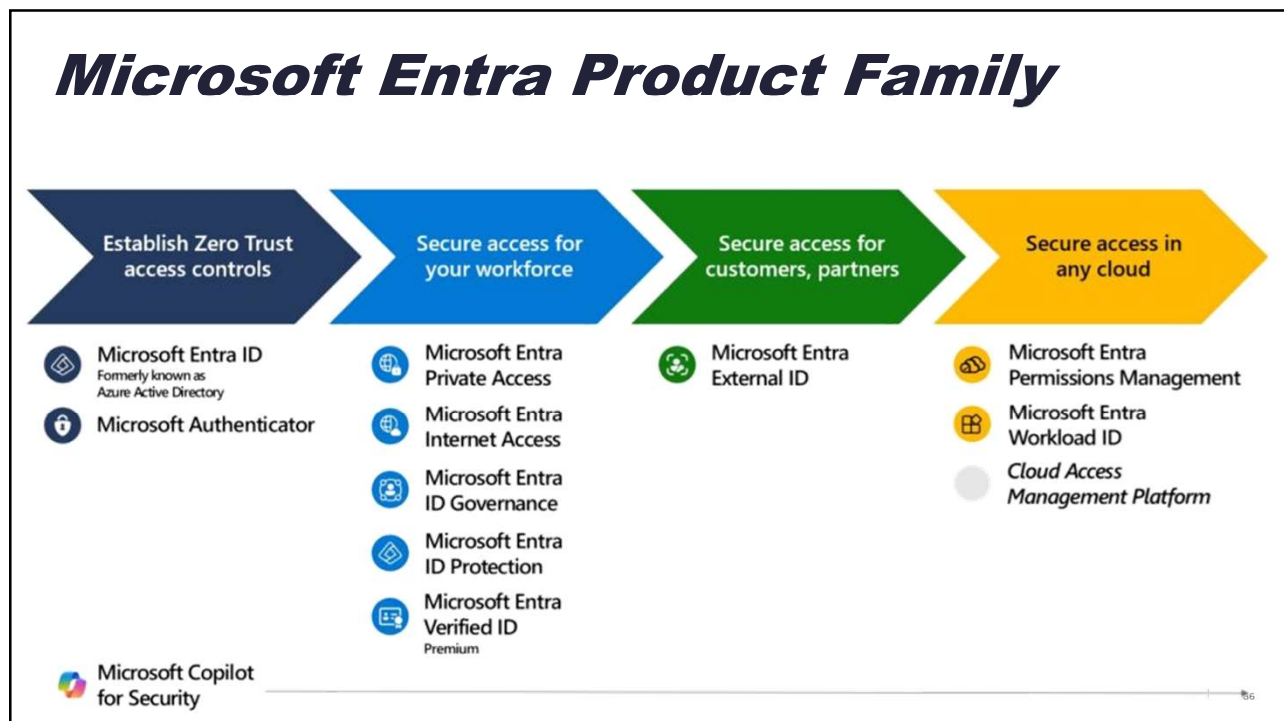
- ✓ Enable Azure Active Directory
- ✓ Enable Multi-Factor Authentication (MFA)
- ✓ Enable Self-service Password Reset (SSPR) with Password Protection
- ✓ Finish your Windows Hello roll-out plan
- ✓ Test the Azure AD password-less Authenticator app preview
- ✓ Prepare for the FIDO2 devices Public Preview

[aka.ms/gopasswordless](https://aka.ms/gopasswordless)

INGRAM | CLOUD

85

85



86



**Microsoft Entra**

Microsoft Entra is the new product family that encompasses all of Microsoft's identity and access capabilities.

**13 November**

<https://bit.ly/2024H2>

INGRAM CLOUD

87

## Entra ID (Azure Active Directory)

Feature	Free	Premium P1 M365 E3, F1, BP	Premium P2 M365 E5	Office 365 Apps O365 E1, E3, E5, F3
SSO	10 Apps/User	Unlimited	Unlimited	10 Apps/User
Self Service Password Reset		Yes	Yes	Yes
Application Proxy		Yes	Yes	
Multi Factor Authentication		Yes	Yes	
Conditional Access		Yes	Yes	
Join Device to Entra ID	Yes	Yes	Yes	Yes
Identity Protection (User Risk Policies)			Yes	
Price	Free	€5.06 user/month*	€7.59 user/month*	

88

88

# Identity & Access Management Features

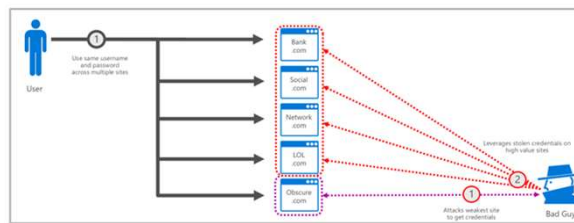
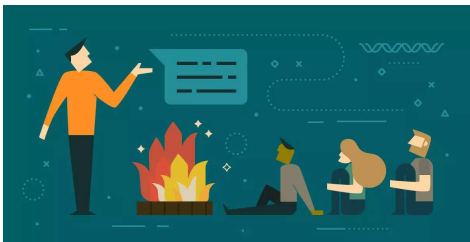
Identity Feature	M365 Business	M365 Enterprise E3	M365 Enterprise E5	Other
Entra ID Plan 1	Yes	Yes	Yes	
Entra ID Plan 2			Yes	
Advanced Security Management			Yes	
Advanced Threat Analytics (ATA)		Yes	Yes	
Windows Hello for Business		Yes	Yes	
Multi Factor Authentication (MFA)	Yes	Yes	Yes	
Microsoft Cloud App Security			Yes	

INTEGRAL CLOUD

89

89

## Story Telling & Identities

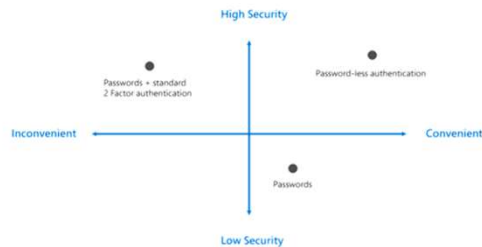


AD

vs.



Entra ID



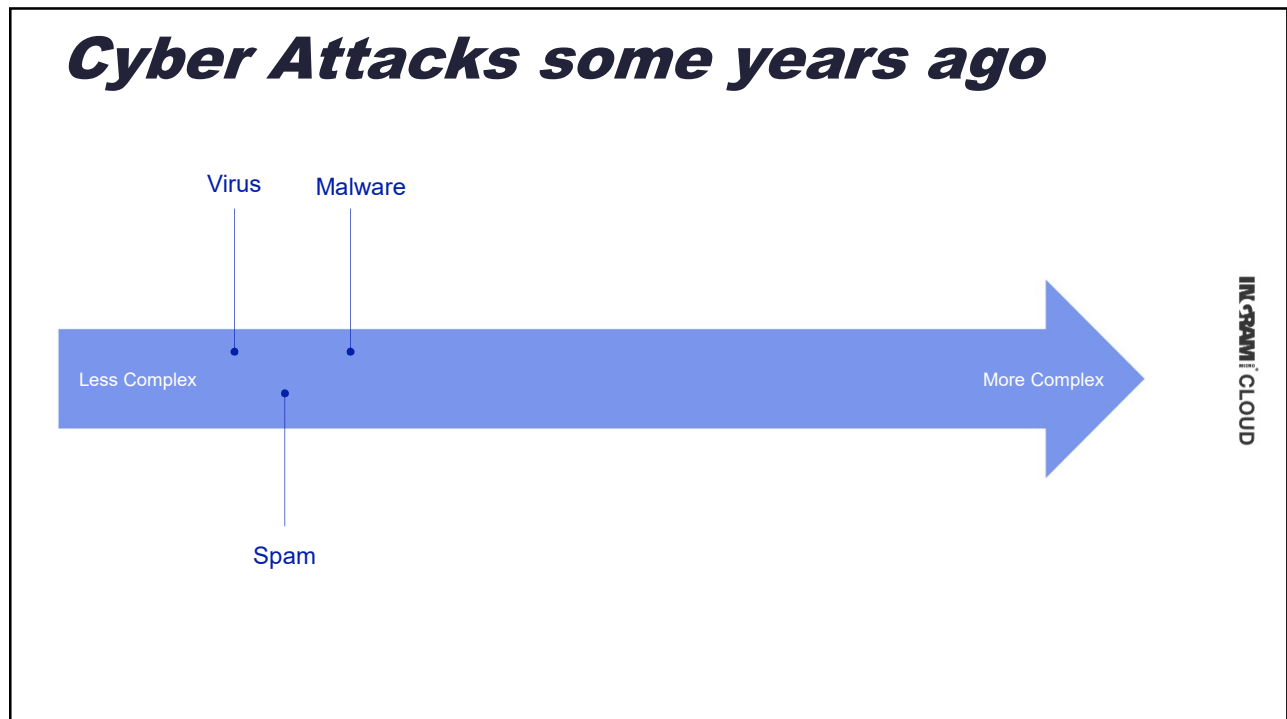
INTEGRAL CLOUD

90

90

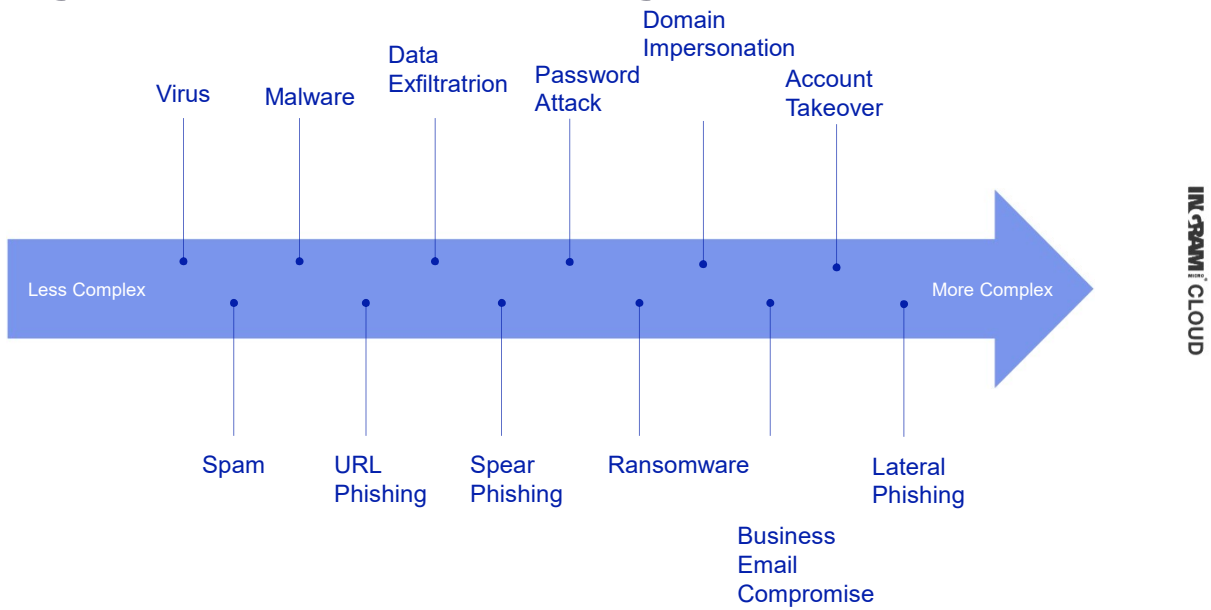


91



92

## Cyber Attacks Today



93

## Cyber Threats



© 2020 Ingram Micro Inc. All Rights Reserved.

94

# Threat Protection & Defender

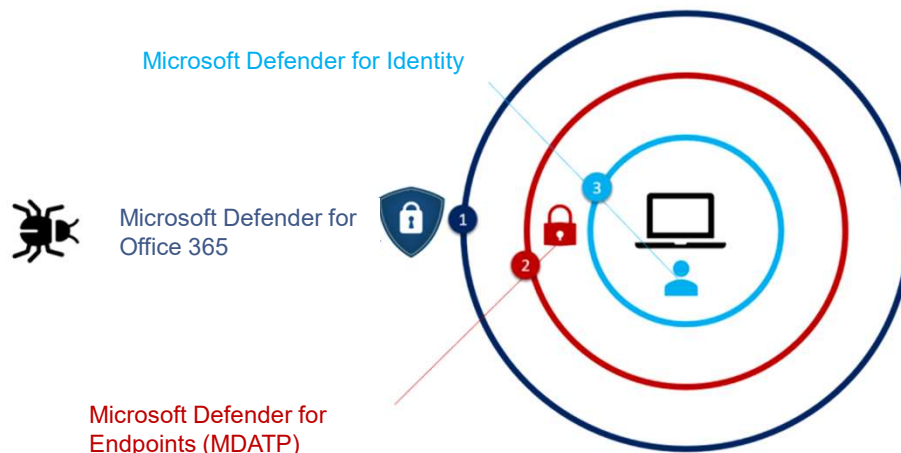
Threat Protection for Email	Exchange Online Protection
Additional Threat Protection for Email	Microsoft Defender for Office 365
Threat Protection for Endpoints	Microsoft Defender for Endpoint
Threat Protection for Domain Ctrl	Microsoft Defender for Identity
Threat Protection for Servers	Microsoft Defender for Servers

IN-GRAM | CLOUD

© 2020 Ingram Micro Inc. All Rights Reserved.

95

## Multi-Tier Threat Protection



IN-GRAM | CLOUD

96



## AV – EPP – EDR - XDR

- Anti Virus (AV)
- Endpoint Protection Platform (EPP)
- Endpoint Detection and Response (EDR)
- Extended Detection and Response (XDR)

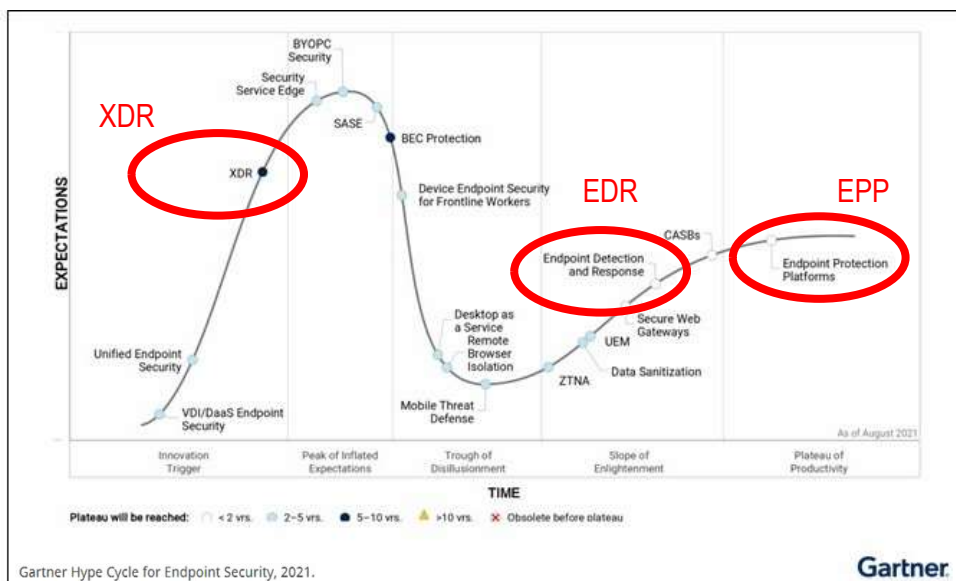
AV	EPP	EDR	XDR
Signature Based Protection	Machine Learning Based Protection	Behavioral-Based Detection	Multiple Layered Security
Great for Known Threats	Prevents Known and Unknown Threats (Reactive)	Alert Triage & Remediation (Proactive)	Single Point of Reference for Security Analytics
Higher Resource Usage	Low Resource Usage	Contain – Investigate - Respond	XDR Solutions assume a threat already exists

Breaches originate at Endpoints

Multilevel Breaches

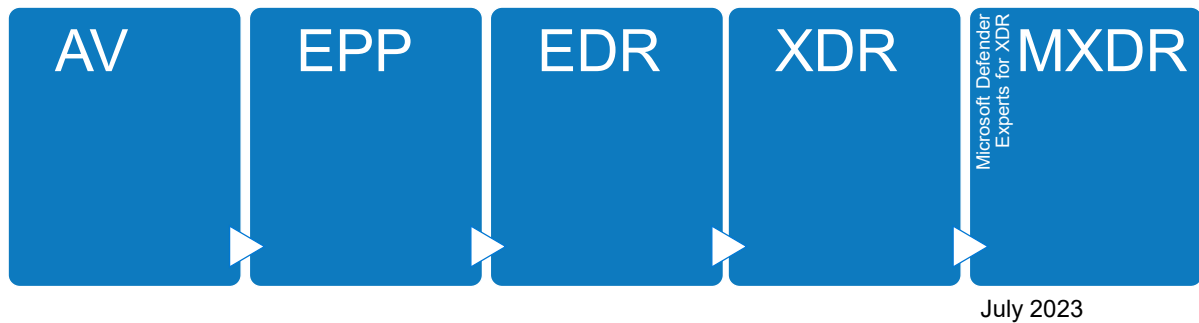
97

## Endpoint Security Gartner Hype Cycle



98

## Microsoft Defender Suite 2023

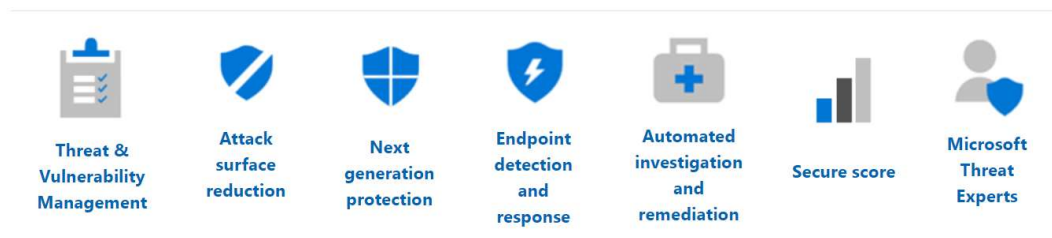


IN GRAMI

99

## Microsoft Defender For Endpoint

- Endpoint behavior sensors (embedded in Windows 10)
- Cloud Security analytics (machine-learning – big data)
- Threat Hunters with Threat protection



IN GRAMI CLOUD

100

100

The screenshot displays the Microsoft Defender for Office 365 interface, specifically the 'Malware family' section. The left sidebar contains navigation options: Home, Alerts, Permissions, Classifications, Data loss prevention, Data governance, Threat management, Dashboard, Explorer (selected), Attack simulator, Review, Policy, Threat tracker, Mail flow, and Data privacy. The top navigation bar shows 'Office 365' and 'Security & Compliance'.

The main content area shows the 'Malware family' chart. The chart displays the number of requests for various malware families over time, from October 1, 2018, to October 26, 2018. The Y-axis represents 'Requests' (0 to 15). The X-axis represents 'Time' (Date and Time). The legend indicates the following malware families: A/P Denomination, Antivirus, Registration, Jspn/Shon.A, and ONS/OW/2017-11882-E. A significant spike in requests is visible for the 'Jspn/Shon.A' family on October 26, 2018, reaching approximately 15 requests.

Below the chart, there are two tables:

- Top malware families:**

Malware family	Email	Email origin
Jspn/Shon.A	[Redacted]	362X attempts
ONS/OW/2017-11882-E	[Redacted]	347 attempts
ONS/OW/2017-11882-E	[Redacted]	1157 attempts
- Top targeted users:**

User	Attempts
US: User=108435173b9b447425302a40@contoso.com	1157 attempts
US: User=C4F65a0b208b0a10a73a73a73a73a73a@contoso.com	1157 attempts

**INCYRAM** MICRO CLOUD  More as a Service

Cross platform and enterprise grade protection with next-gen protection, endpoint detection and response, and threat and vulnerability management

Standalone offering will serve non-Microsoft 365 customers. **No licensing prerequisites**

Supports multi-customer viewing of security incidents with **Microsoft 365 Lighthouse** for partners in preview

Customer size	< 300 seats	> 300 seats	
Endpoint capabilities\SKU	Microsoft Defender for Business	Microsoft Defender for Endpoint Plan 1	Microsoft Defender for Endpoint Plan 2
Centralized management	✓	✓	✓
Simplified client configuration	✓		
Threat and Vulnerability Management	✓		✓
Attack Surface Reduction	✓	✓	✓
Next-Gen Protection	✓	✓	✓
Endpoint Detection and Response	✓ <sup>2</sup>		✓
Automated Investigation and Response	✓ <sup>2</sup>		✓
Threat Hunting and 6-months data retention			✓
Threat Analytics	✓ <sup>2</sup>		✓
Cross platform support for Windows, MacOS, iOS, and Android	✓	✓	✓
Microsoft Threat Experts			✓
Partner APIs	✓	✓	✓
Microsoft 365 Lighthouse for viewing security incidents across customers	✓ <sup>3</sup>		

51

# Microsoft Defender for Business

NEW

Cross platform and enterprise grade protection with next-gen protection, endpoint detection and response, and threat and vulnerability management

Available as a standalone offering and as part of Microsoft 365 Business Premium

Standalone offering will serve non-Microsoft 365 customers. No licensing prerequisites

Supports multi-customer viewing of security incidents with Microsoft 365 Lighthouse for partners in preview

Customer size	< 300 seats	> 300 seats	
Endpoint capabilities\SKU	Microsoft Defender for Business	Microsoft Defender for Endpoint Plan 1	Microsoft Defender for Endpoint Plan 2
Centralized management	✓	✓	✓
Simplified client configuration	✓		
Threat and Vulnerability Management	✓		✓
Attack Surface Reduction	✓	✓	✓
Next-Gen Protection	✓	✓	✓
Endpoint Detection and Response	✓ <sup>2</sup>		✓
Automated Investigation and Response	✓ <sup>2</sup>		✓
Threat Hunting and 6-months data retention			✓
Threat Analytics	✓ <sup>2</sup>	Optimized for SMB	✓
Cross platform support for Windows, MacOS, iOS, and Android	✓	✓	✓
Microsoft Threat Experts			✓
Partner APIs	✓	✓	✓
Microsoft 365 Lighthouse for viewing security incidents across customers	✓ <sup>3</sup>		

<sup>1</sup>Limited. <sup>2</sup>Optimized for SMB. <sup>3</sup>Additional capabilities planned

INTEGRITY CLOUD  
More as a Service

103

## Microsoft Defender for Business

NEW

### Microsoft Defender for Business



Elevate your security



Simplified Onboarding and Administration



APIs and Integration

INTEGRITY CLOUD

\*Not all capabilities available at time of preview

104

## Microsoft Intune

- Cloud-based enterprise mobility management (EMM)
  - Endpoint Management
  - Application Management
  - PC Management
  - Smartphone Management
  - Smartphone Applications
  - Endpoint Security
  - AutoPilot



INTEGRITY CLOUD

105

Intune = MDM + MAM + PC Management

105

## Licensing Overview

Threat Protection Feature	M365 B.P.	M365 Enterprise E3	M365 Enterprise E5	Other
MD for Office 365	Yes		Yes	
Advanced Threat Analytics		Yes	Yes	
Advanced Security Management			Yes	
Microsoft Intune	Yes	Yes	Yes	
Microsoft Cloud App Security			Yes	
Microsoft Defender for Endpoint Plan1		Yes		
Microsoft Defender for Endpoint Plan2			Yes	
Microsoft Defender for Business	Yes			

INTEGRITY CLOUD

106

# Story Telling Microsoft Defender

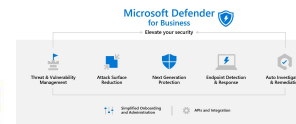
All-In-One Security



## AV – EPP – EDR - XDR

- Anti Virus (AV)
- Endpoint Protection Platform (EPP)
- Endpoint Detection and Response (EDR)
- Extended Detection and Response (XDR)

AV	EPP	EDR	XDR
Signature-based Protection	Endpoint monitoring, threat intelligence, and security updates	Endpoint security, threat intelligence, and security updates	Endpoint security, threat intelligence, and security updates
Cloud for threat detection	Endpoint security, threat intelligence, and security updates	Endpoint security, threat intelligence, and security updates	Endpoint security, threat intelligence, and security updates
Endpoint security engine	Endpoint security, threat intelligence, and security updates	Endpoint security, threat intelligence, and security updates	Endpoint security, threat intelligence, and security updates



INGRAM  
CLOUD

## Multi-Tier Threat Protection



## (Mobile) Device/Application Management



107

107

**NIS2**  
DIRECTIVE

**Cyber Security Directive**  
**18 Sectors**  
**180K+ Companies**  
**18 October 2024**

108






**NIS2**  
DIRECTIVE

**26 September**  
<https://bit.ly/2024H2>

# NIS2 directive: how to achieve compliance



109



## Microsoft Defender Suite

Microsoft 365 Defender Suite is a set of security products and solutions that protect your organization from cyberattacks

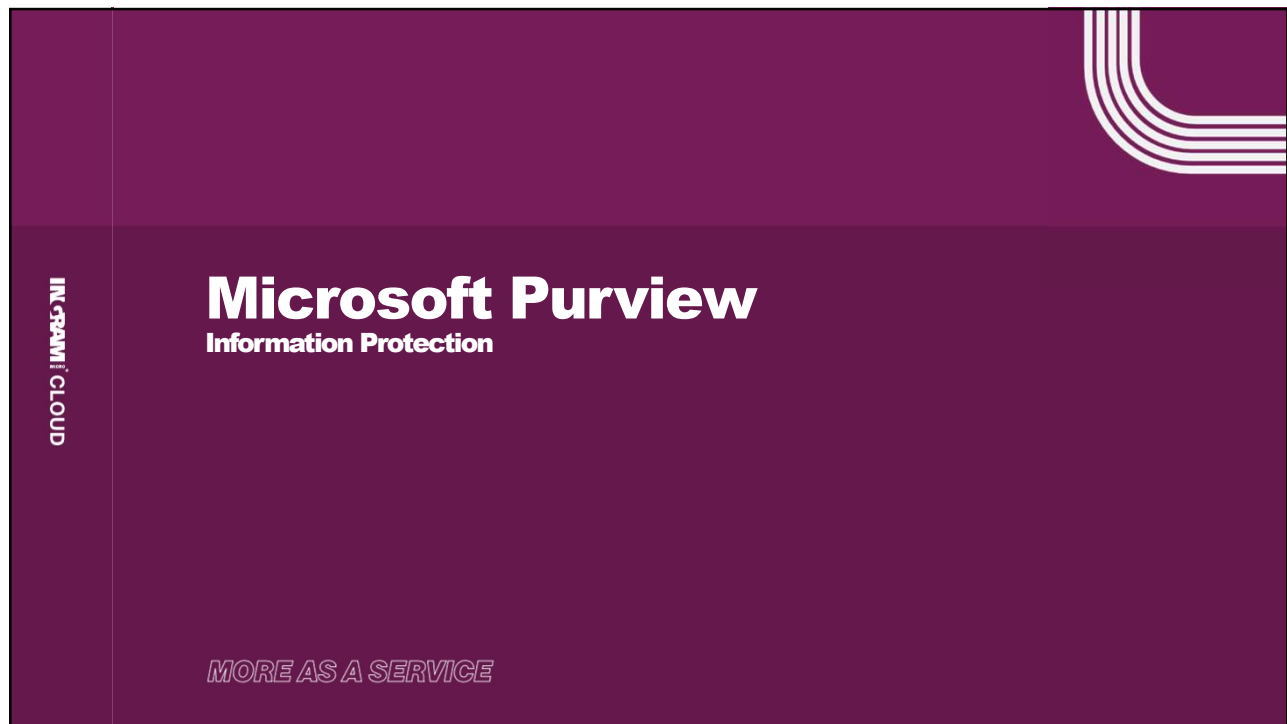
**11 December**  
<https://bit.ly/2024H2>



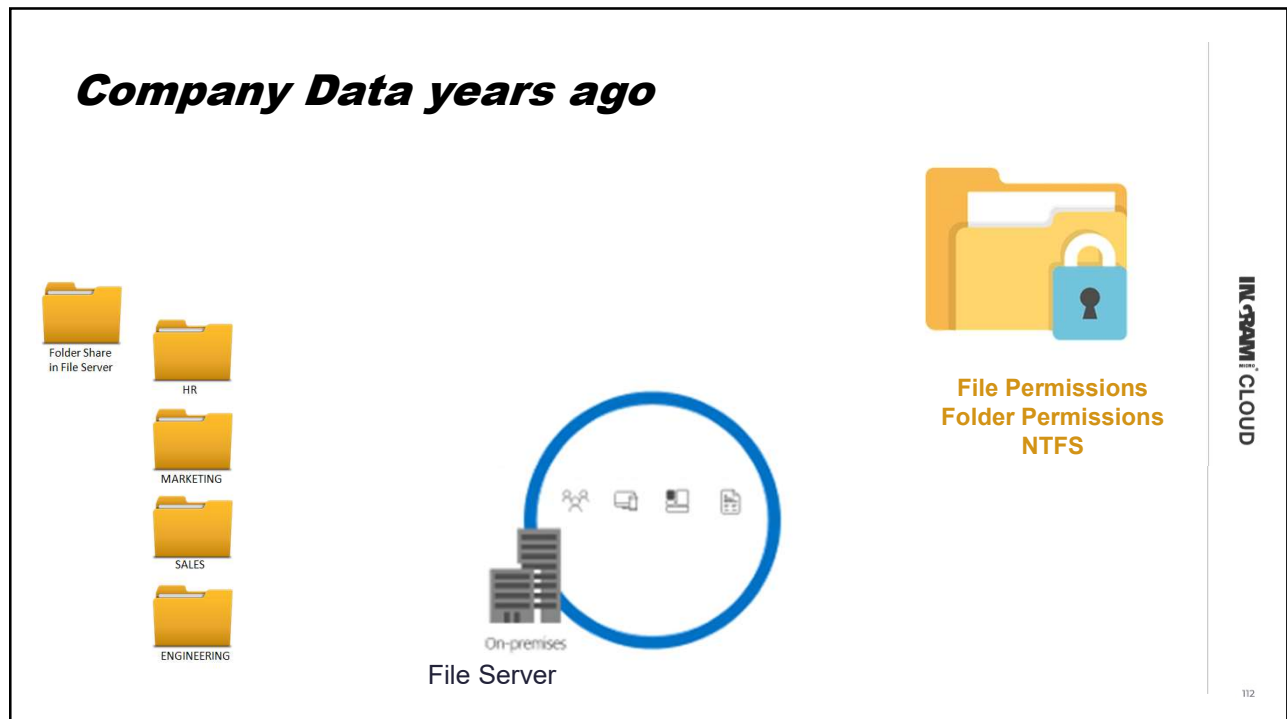
 Hands-On Training



110

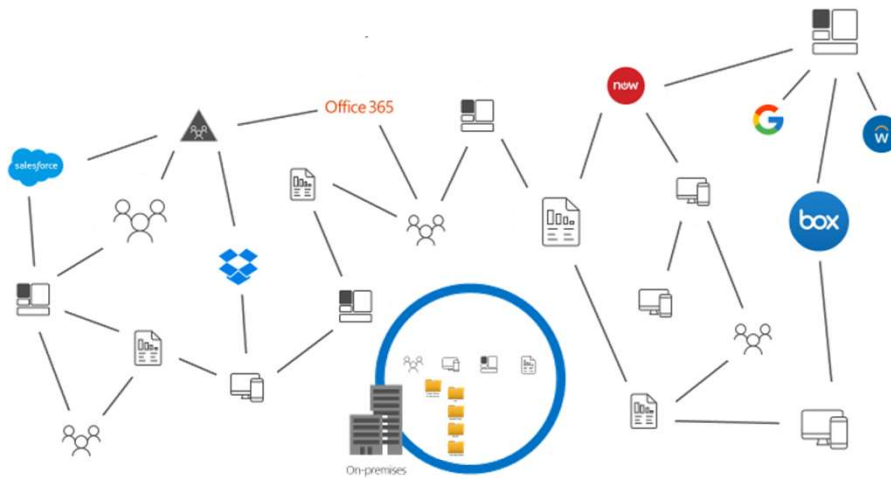


111



112

## Company Data Distribution Today

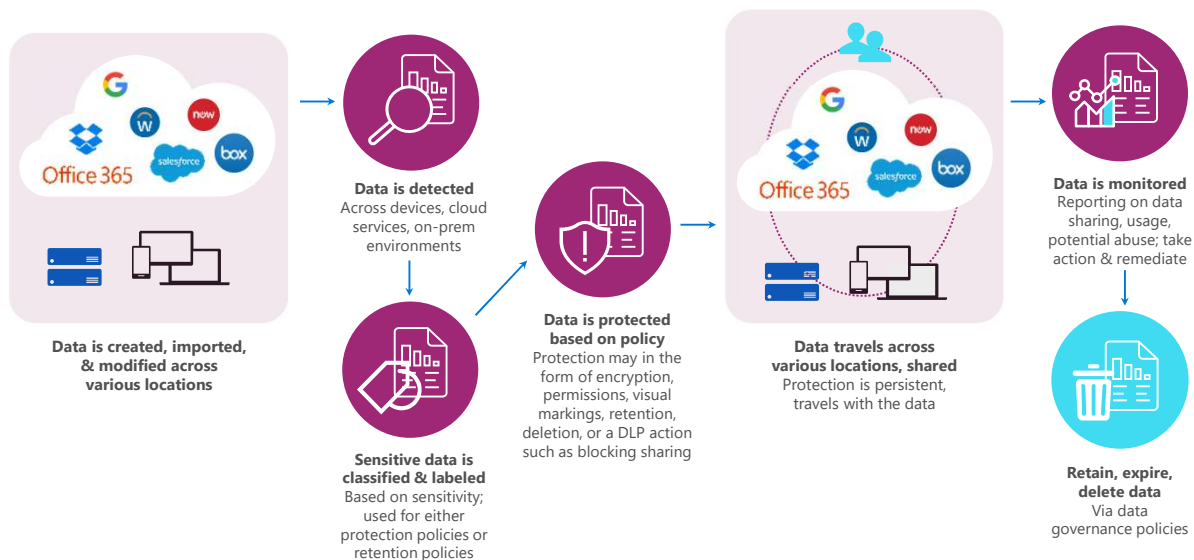


INTEGRATED CLOUD

113

113

## The lifecycle of sensitive data

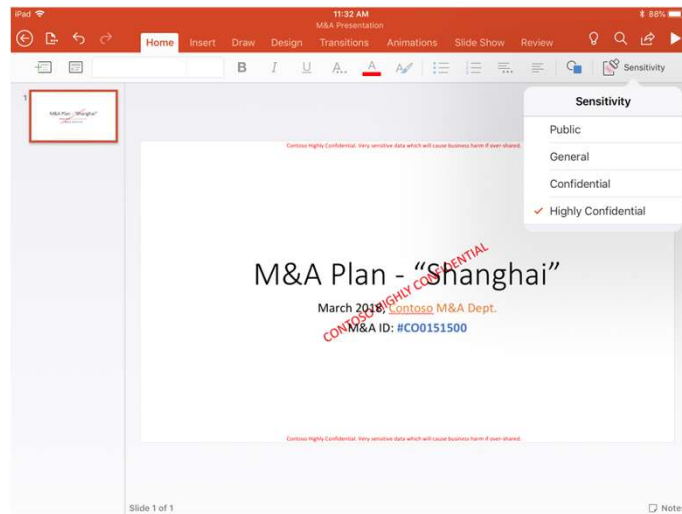


INTEGRATED CLOUD

114

114

## Information Protection Example



INTEGRITY CLOUD

115

115

## Purview Information Protection Packaging

Information protection	Microsoft 365			
	E3	E5	ES Security <sup>1</sup>	ES Compliance <sup>2</sup>
Azure Information Protection Plan 1	•			
Azure Information Protection Plan 2		•		•
Manual, default, and mandatory sensitivity labeling in Microsoft 365 apps	•	•		
Automatic sensitivity labeling in Microsoft 365 apps		•		•
Manual sensitivity labeling for Teams meetings <sup>2</sup>		•		•
Manual labeling with the AIP app and plugin	•	•		
Automatic labeling in the AIP plugin		•		•
Default sensitivity labels for SharePoint document libraries		•		•
Automatic sensitivity labels in Exchange, SharePoint, and OneDrive		•		•
Sensitivity labels based on Machine Learning/Trainable Classifiers/Exact Data Match		•		•
Sensitivity labeling for containers in Microsoft 365	•	•		
Basic Message Encryption	•	•		
Advanced Message Encryption		•		
Customer Key		•		
Personal Data Encryption	•	•		

	Description	SKU	PFAM	Pool	License/Device		At
					Buy	1M Subscr	
<input type="checkbox"/>	M365 ES IP & Govern Sub Per User	1C9-00002	M365 ES IP & Govern	SER		5.57	


**IPG SKU**  
Information Protection & Governance SKU


INTEGRITY CLOUD

116

116

# Information Protection & Governance SKU in Business

 Microsoft 365

 Supplemental Licenses for Small and Medium-sized Businesses

+ = Included  
 + = Can be added  
 N/A = Not available

	Microsoft Teams Essentials <sup>1</sup>	Microsoft 365 Business		
		Basic	Standard	Premium
<small>Reflects Microsoft Teams Essentials (AAD Identity) licenses purchased through a Microsoft Partner. For important differences with Microsoft Teams Essentials licenses purchased directly from the Microsoft website or customer admin portal, please refer to <a href="https://docs.microsoft.com/MicrosoftTeams/get-started-with-teams-essentials">https://docs.microsoft.com/MicrosoftTeams/get-started-with-teams-essentials</a>.</small>				
<b>Security and Compliance</b>				
Microsoft 365 E5 Info Protection and Governance	N/A	+ <sup>1</sup>	+ <sup>1</sup>	+
Microsoft 365 E5 Insider Risk Management	N/A	+	+	+
Microsoft 365 E5 eDiscovery and Audit	N/A	+	+	+
Microsoft Defender for Business	N/A	+	+	+
Microsoft Defender for Business servers add-on for Microsoft Defender for Business	N/A	+ <sup>3</sup>	+ <sup>3</sup>	+ <sup>3</sup>
Microsoft Defender for Identity	N/A	+	+	+
Microsoft Defender for Office 365 Plan 1	N/A	+	+	+
Microsoft Defender for Office 365 Plan 2	N/A	+	+	+
Microsoft Defender for Cloud Apps	N/A	+	+	+
App governance add-on for Microsoft Defender for Cloud Apps	N/A	+ <sup>2</sup>	+ <sup>2</sup>	+ <sup>2</sup>
Microsoft Defender for Endpoint Plan 1	N/A	+	+	+
Microsoft Defender for Endpoint Plan 2	N/A	+	+	+
Premium Assessments add-on for Compliance Manager <sup>4</sup>	N/A	+	+	+
Azure Active Directory Premium Plan 1	N/A	+	+	+
Azure Active Directory Premium Plan 2	N/A	+	+	+
Microsoft Intune	N/A	+	+	+
Microsoft Purview Data Loss Prevention (for email and files)	N/A	+	+	+
Exchange Archiving	N/A	+	+	+
Microsoft Intune Remote Help	N/A	+ <sup>4</sup>	+ <sup>4</sup>	+

<sup>1</sup> Requires E5D E5 or Azure Information Protection Plan 1 (optional) required.  
<sup>2</sup> Requires Microsoft Defender for Cloud Apps.  
<sup>3</sup> Get details on available assessments.  
<sup>4</sup> Requires Microsoft Intune.  
 Requires Microsoft Defender for Business or Microsoft 365 Business Premium. Maximum quantity/seat cap is 80 licenses per customer.

IN GRAMI CLOUD

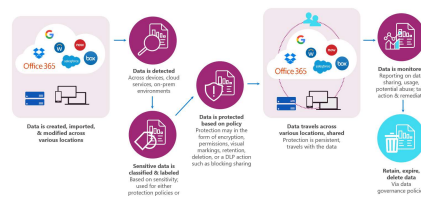
117

117

## Story Telling Information Management



What Data ? Protect Data ! Monitor Data ! Data Retention !



IN GRAMI CLOUD

118

118



**Microsoft Purview Information Protection**

Microsoft Purview Information Protection is a cloud-based service that helps you discover, classify, protect, and govern sensitive data across your hybrid environment


**20 November**  
<https://bit.ly/2024H2>

**INTEGRAM CLOUD**

 Hands-On Training

119

119



**Microsoft Privacy & Compliance**

**INTEGRAM CLOUD**

*MORE AS A SERVICE*

120



## Microsoft Priva : two Solutions



Privacy Risk  
Management



Subject Rights  
Requests

IN GRAMI CLOUD

121

121

## Privacy Risk Management

Visibility into your organization's personal data

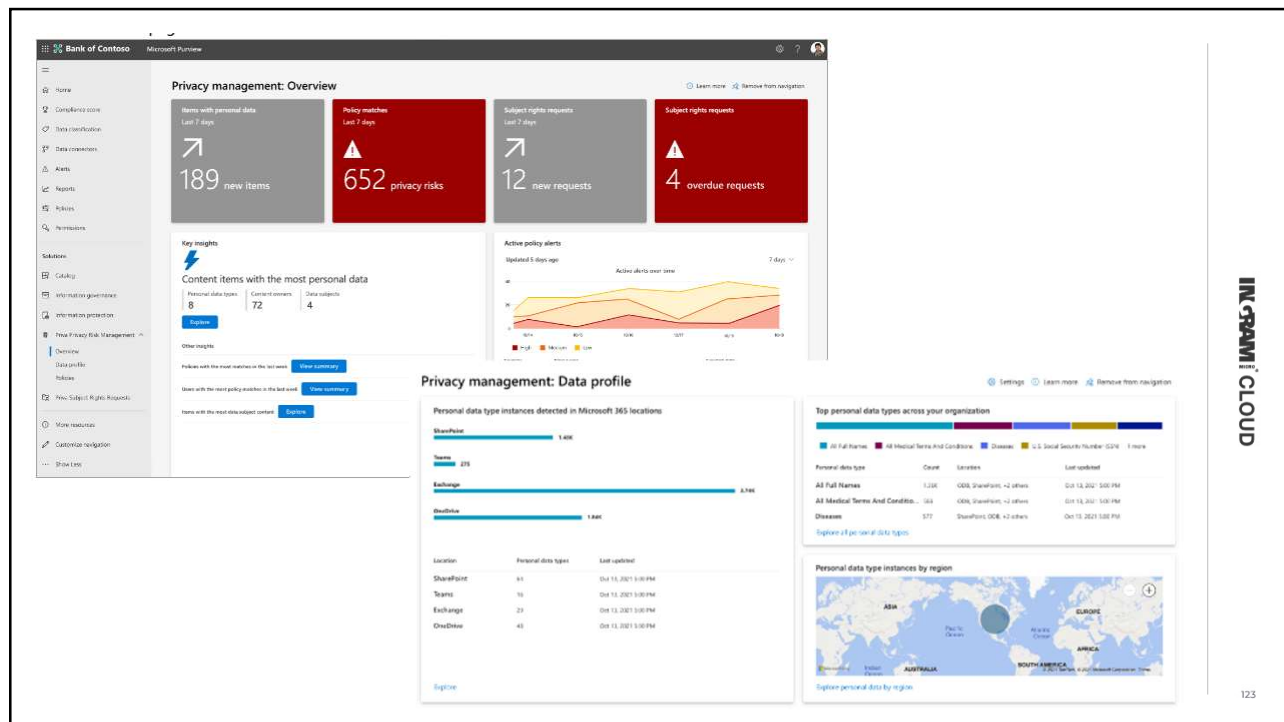
- Overexposed personal data
  - Open data
  - Over-privileged personal data
  - Easily manage access rights
- Data transfers
  - Manage transference of personal data
  - Between Departments / Between Counties / Between regional borders
- Data minimization
  - Identify personal data that doesn't need to be retained
  - Efforts to delete this data



IN GRAMI CLOUD

122

122



123

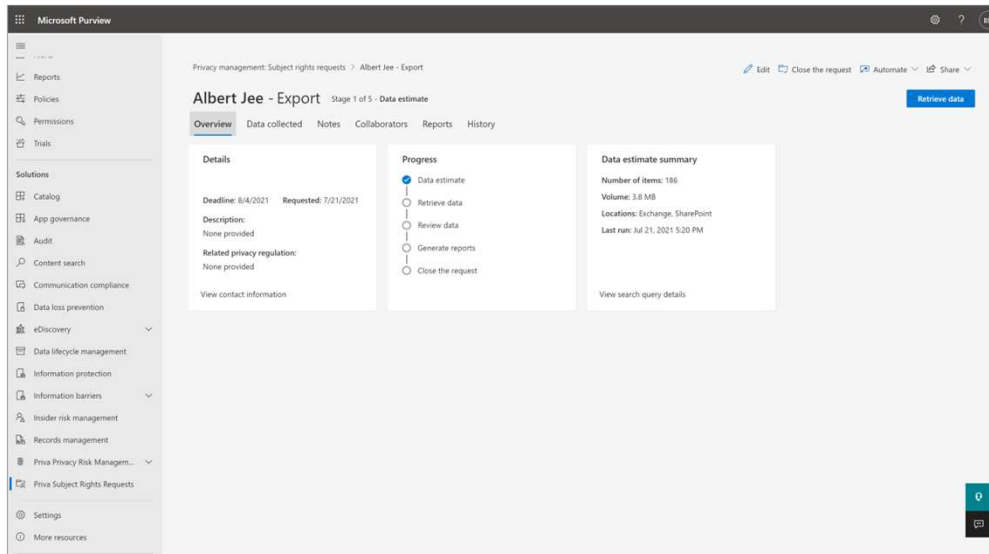
## Data Subject Requests

The right to review and manage the personal data a company has collected

- **Data Privacy Regulations**
  - Automatically identify and collect the requested data
  - Automatically generated reports
  - Built-in Power Automate templates and flows
  - Microsoft 365 Subject Rights Request API
- **Data Subject Requests (DSR's)**
  - Request to access, modify or delete personal information
- **Data Subject Access Requests (DSARs)**
  - User's request to access their personal data that a company has processed



124

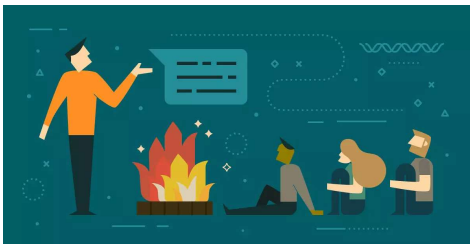


INGRAM CLOUD

125

125

## Story Telling Privacy Management



DSR / DSAR

INGRAM CLOUD

126

126

## Microsoft 365 Security & Compliance

	M365 BP	M365 Enterprise E3	M365 Enterprise E5	Other
Microsoft Intune	Yes	Yes	Yes	
Office 365 Security & Compliance Portal	Yes	Yes	Yes	
Office 365 Security Score	Yes	Yes	Yes	
Compliance Manager (GDPR)	Yes	Yes	Yes	
Microsoft 365 Compliance Center			Yes	
Microsoft Cloud App Security			Yes	
Compliance – Archiving – eDiscovery - Hold	Yes	Yes	Yes	

INGRAM  
CLOUD

127

127

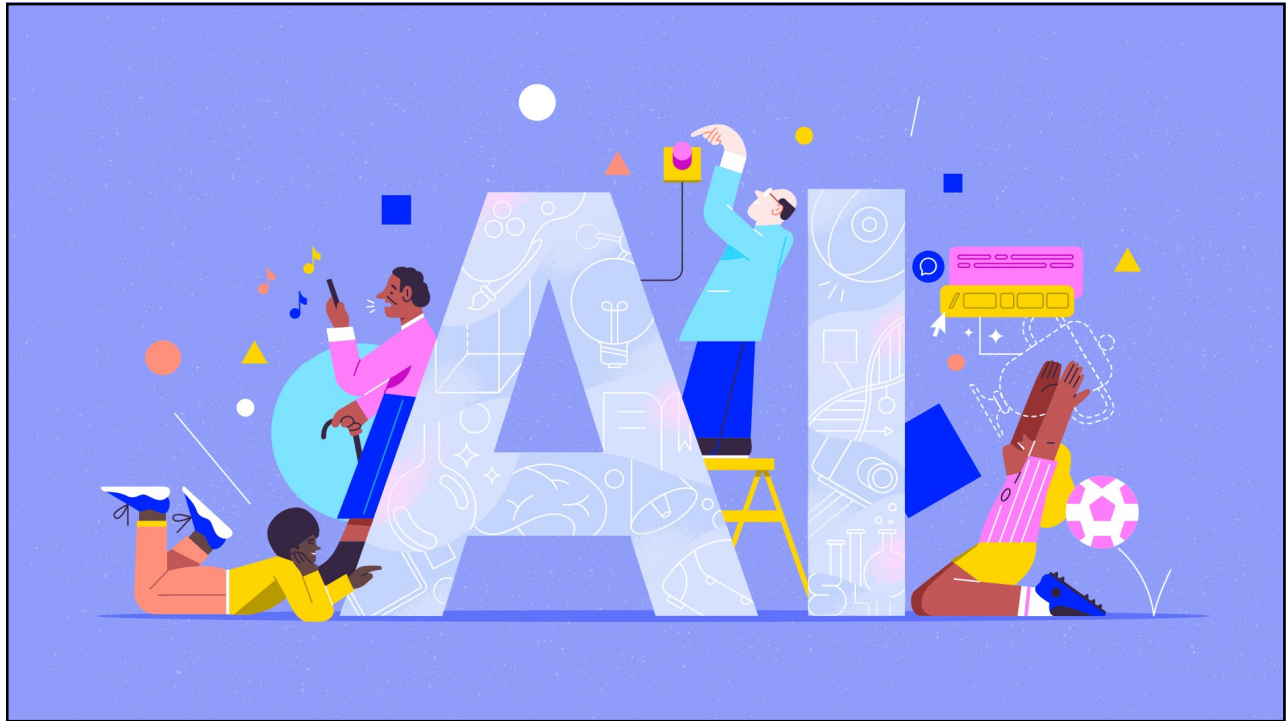


**Microsoft 365 Copilot**

*MORE AS A SERVICE*

INGRAM  
CLOUD

128



129

## Artificial Intelligence

1950s

**Artificial Intelligence**

The field of computer science that seeks to create **intelligent machines** that can replicate or exceed human intelligence.

130

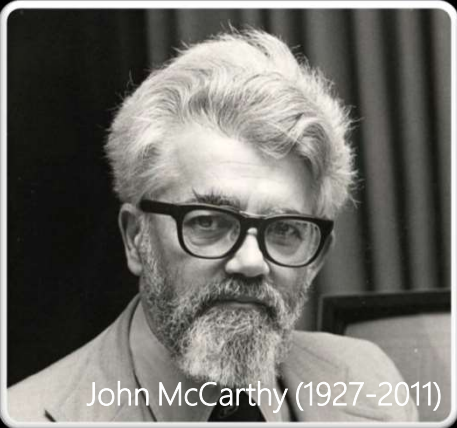
130

## Artificial Intelligence

1950s

**Artificial Intelligence**

The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.



John McCarthy (1927-2011)

131

131

## Artificial Intelligence

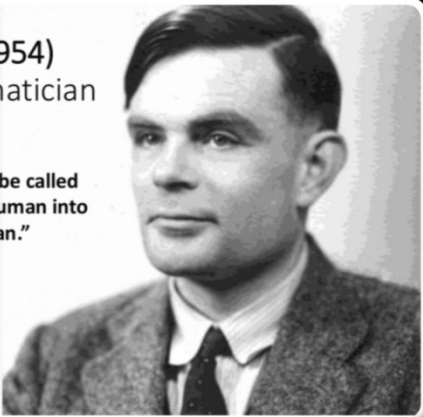
1950s

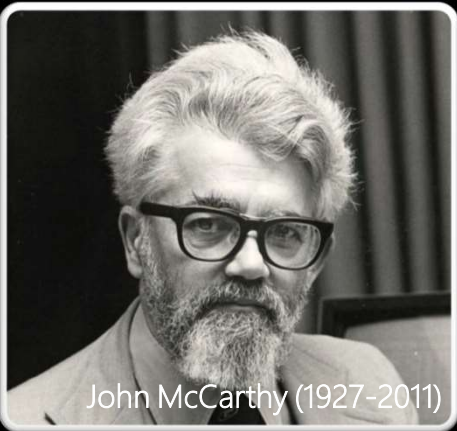
**Artificial Intelligence**

The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

**Alan Turing, (1912–1954)**  
Educator, Mathematician

"A computer would deserve to be called intelligent if it could deceive a human into believing that it was human."





John McCarthy (1927-2011)

132

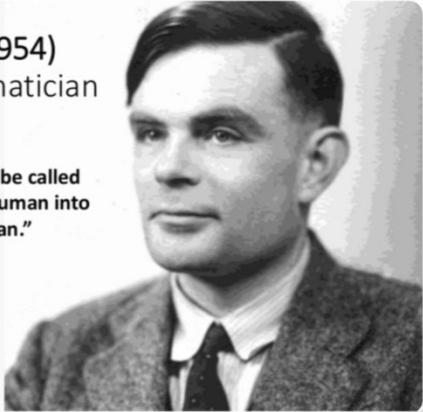


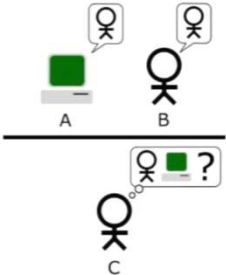
## Artificial Intelligence

1950s  
**Artificial Intelligence**  
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

**Alan Turing, (1912–1954)**  
 Educator, Mathematician

“A computer would deserve to be called intelligent if it could deceive a human into believing that it was human.”



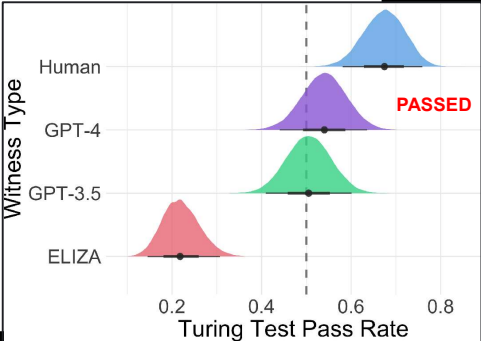


Turing Test (Chat)

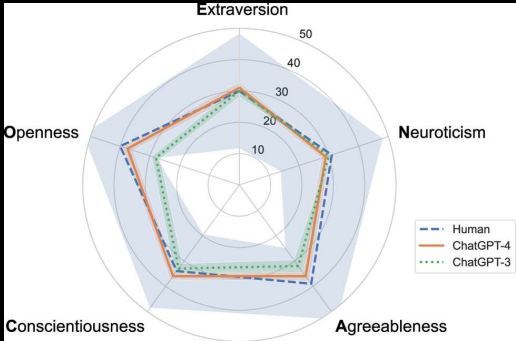
133

## Artificial Intelligence

1950s  
**Artificial Intelligence**  
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.



Witness Type	Turing Test Pass Rate (approx.)
Human	0.7
GPT-4	0.55
GPT-3.5	0.5
ELIZA	0.2



Trait	Human (approx.)	ChatGPT-4 (approx.)	ChatGPT-3 (approx.)
Extraversion	25	35	30
Neuroticism	20	30	25
Agreeableness	25	35	30
Conscientiousness	20	30	25
Openness	25	35	30

134

134

## Artificial Intelligence

### Machine Learning

**1950s**  
**Artificial Intelligence**  
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

---

**1959**  
**Machine Learning**  
 A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

135

135

## Artificial Intelligence

### Machine Learning

**1950s**  
**Artificial Intelligence**  
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

---

**1959**  
**Machine Learning**  
 A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

```

graph LR
    subgraph Data_Set [Data Set]
        direction TB
        D1[dog]
        D2[dog]
        C1[cat]
        C2[cat]
        D3[dog]
        C3[cat]
        C4[cat]
        D4[dog]
        D5[dog]
    end
    Data_Set --> MT[MODEL TRAINING]
    subgraph Labeling
        MT
    end
    Labeling --> MP[MODEL PREDICTION INFERENCE]
    subgraph Algorithm
        MP
    end
    INPUT[INPUT: cat image] --> MP
    MP --> OUTPUT[OUTPUT: It's a cat!]
    
```

136

136

## Artificial Intelligence

### Machine Learning

**1950s**  
**Artificial Intelligence**  
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

**1959**  
**Machine Learning**  
 A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

137

## Artificial Intelligence

### Machine Learning

**1950s**  
**Artificial Intelligence**  
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

**1959**  
**Machine Learning**  
 A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

Select all squares with **traffic lights**

Select all images with a **bus**  
 Click verify once there are none left.

Select all squares with **street signs**  
 If there are none, click skip

138

Artificial Intelligence

Machine Learning

Select all squares with  
**traffic lights**

Select all images with a  
**bus**  
Click verify once there are none left.

Select all squares with  
**street signs**  
If there are none, click skip

Data Set

Labeling

**1950s**  
**Artificial Intelligence**  
The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

---

**1959**  
**Machine Learning**  
A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

139

Artificial Intelligence

Machine Learning

Select all squares with  
**traffic lights**

Select all images with a  
**bus**  
Click verify once there are none left.

Select all squares with  
**street signs**  
If there are none, click skip

Data Set

Labeling

**1950s**  
**Artificial Intelligence**  
The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

---

**1959**  
**Machine Learning**  
A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

Algorithm

Algorithm

Algorithm

Algorithm

140

Artificial Intelligence

Machine Learning

Deep Learning

**1950s**  
**Artificial Intelligence**  
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

---

**1959**  
**Machine Learning**  
 A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

---

**2017**  
**Deep Learning**  
 A machine learning technique in which layers of neural networks are used to process data and make decisions.

141

141

Artificial Intelligence

Machine Learning

Deep Learning

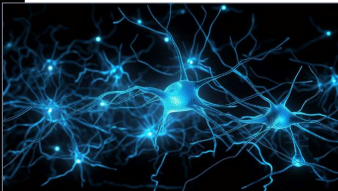
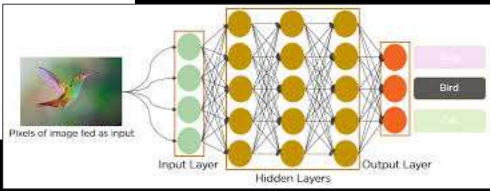
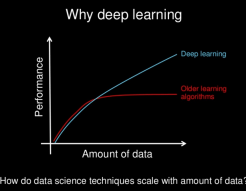
**1950s**  
**Artificial Intelligence**  
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

---

**1959**  
**Machine Learning**  
 A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

---

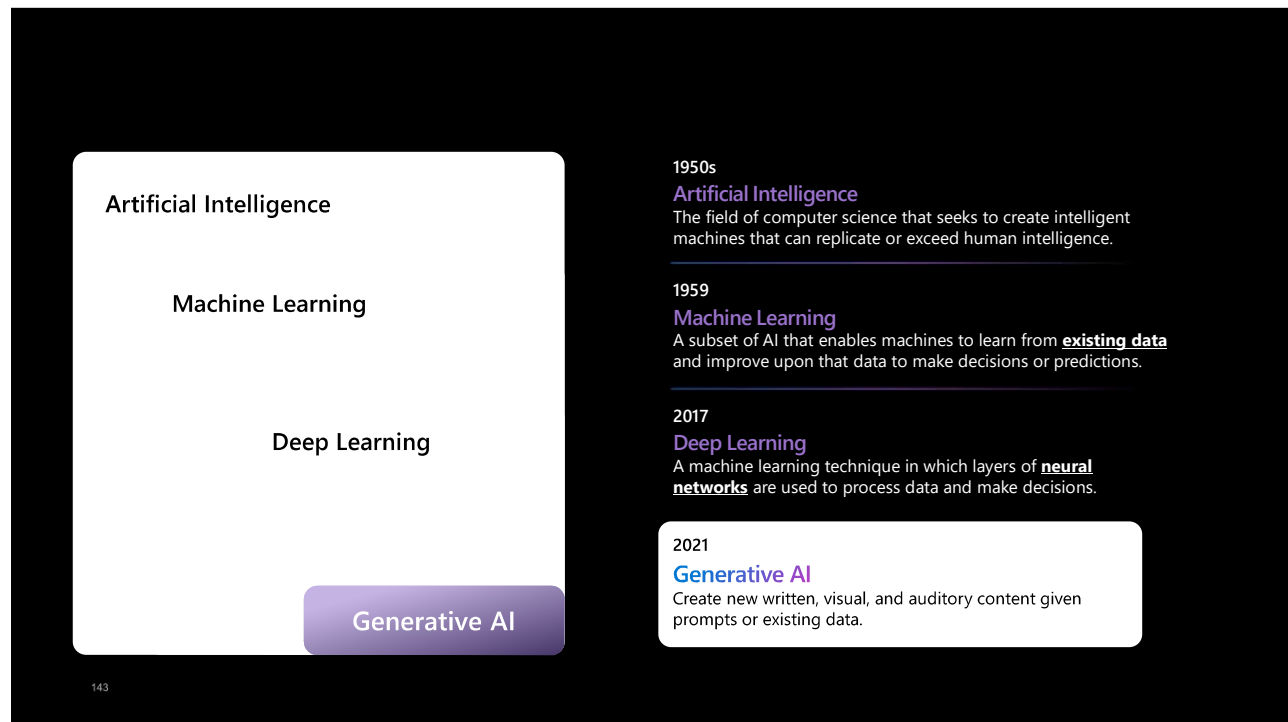
**2017**  
**Deep Learning**  
 A machine learning technique in which layers of neural networks are used to process data and make decisions.

How do data science techniques scale with amount of data?

142

142



143

# Generative AI

AI Generates new content

Text

Code

Pictures

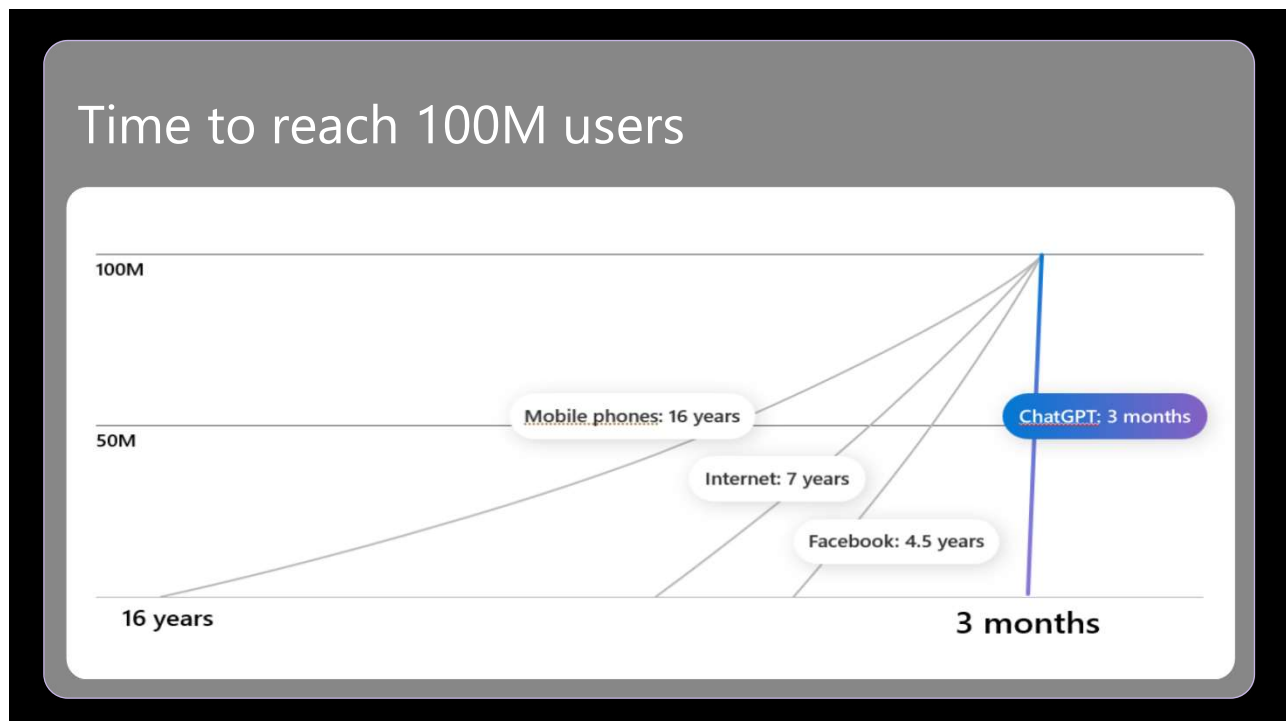
Video

144

144



145



146



## Gartner Says More Than 80% of Enterprises Will Have Used Generative AI APIs or Deployed Generative AI-Enabled Applications by 2026

"Generative AI has become a top priority for the C-suite and has sparked tremendous innovation in new tools beyond foundation models," noted Arun Chandrasekaran, distinguished VP analyst at Gartner. "Demand is increasing for generative AI in many industries, such as healthcare, life sciences, legal, financial services and the public sector."

<https://www.gartner.com/en/newsroom/press-releases/2023-10-11>

147

147

## Microsoft and OpenAI's partnership



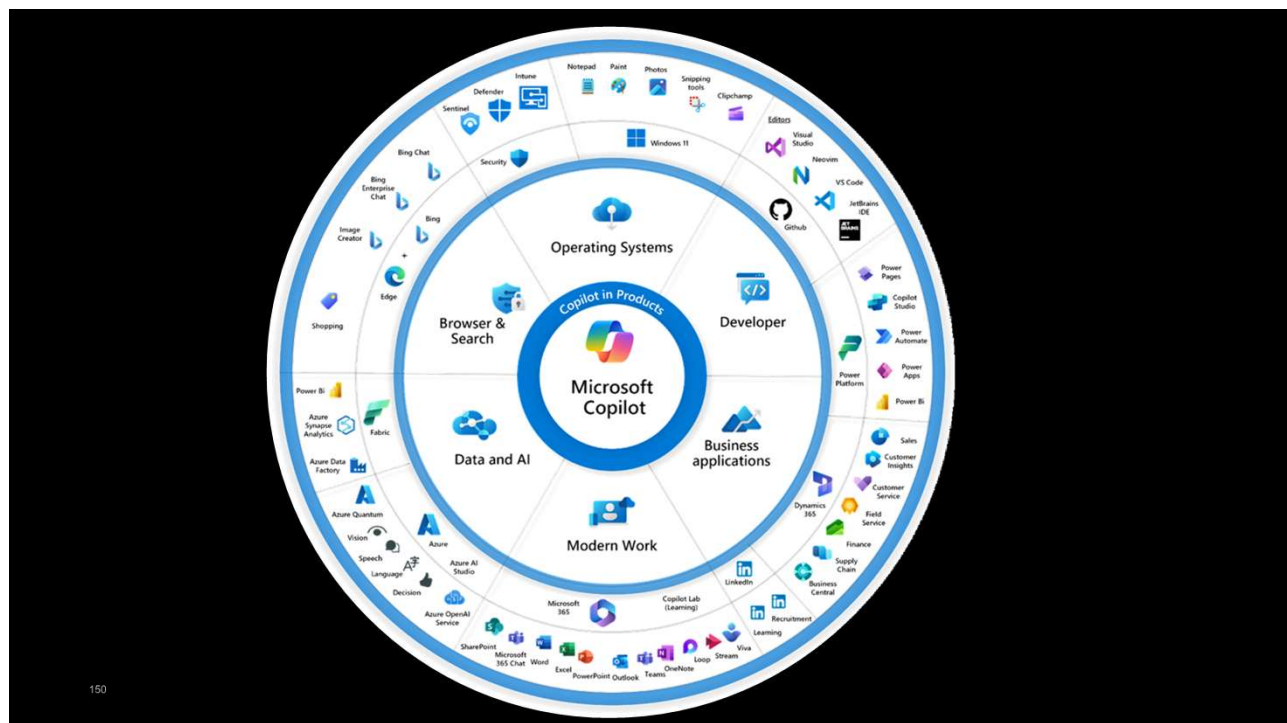
*"We formed our partnership with OpenAI around a shared ambition to responsibly advance cutting-edge AI research and democratize AI as a new technology platform"*

Satya Nadella (CEO Microsoft)

148



149



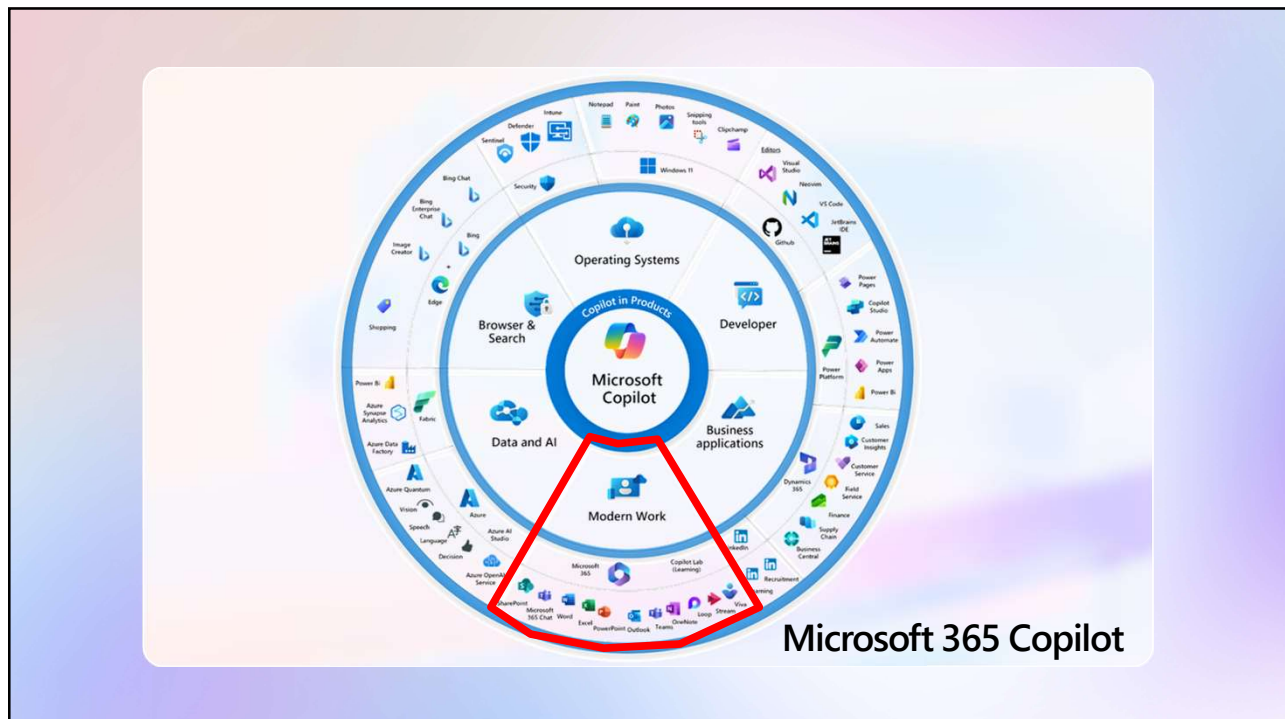
150



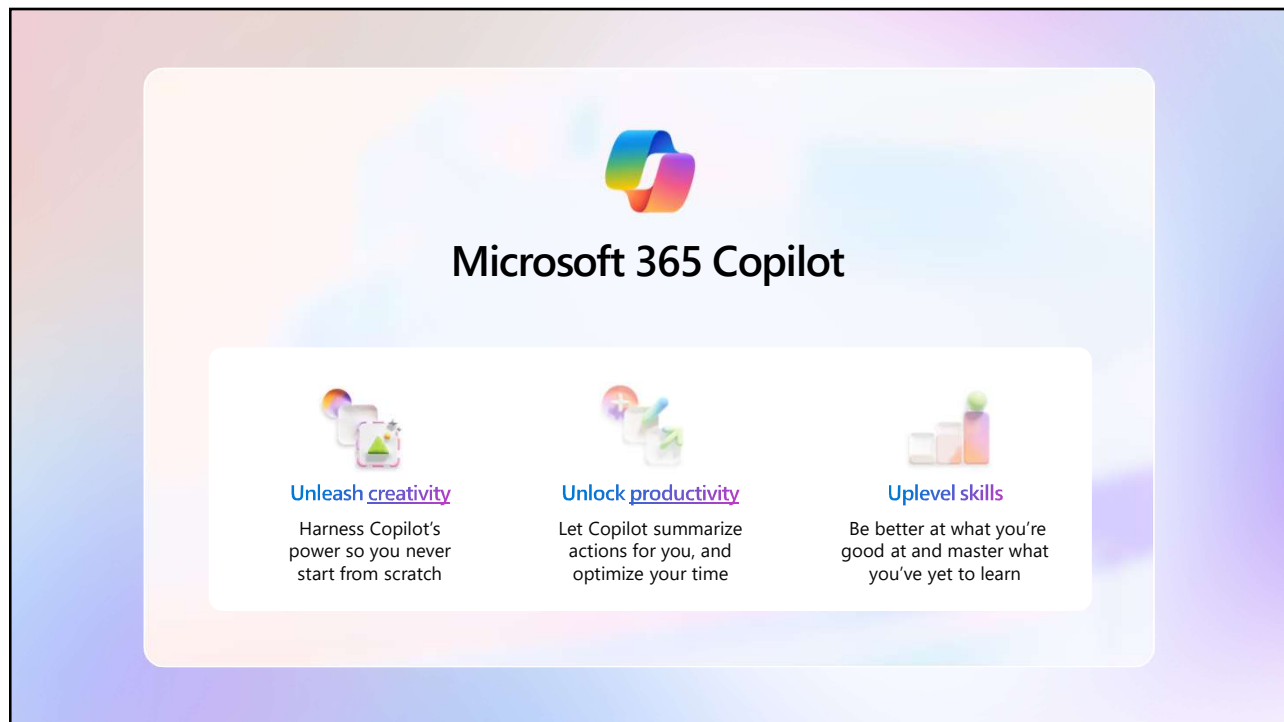
# Promote Creativity with Microsoft 365 Copilot

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.

151



152



153

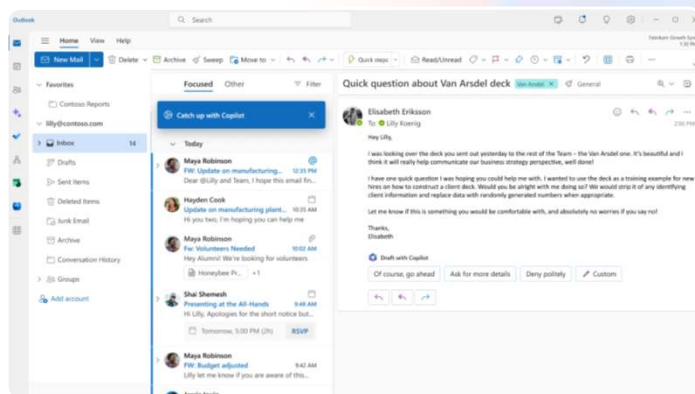
## Review email inbox to find customer inquiries and supplier updates

### Copilot in Outlook

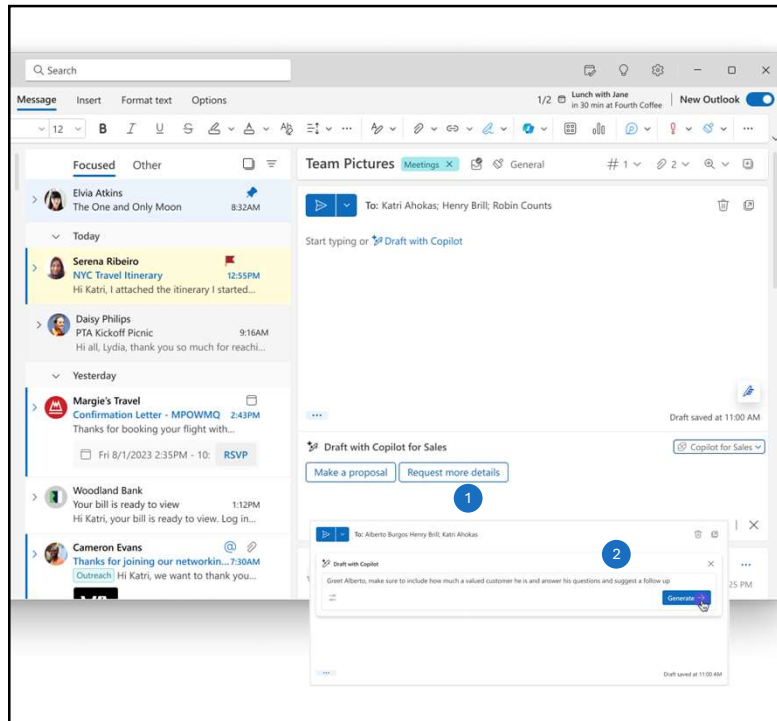
Copilot works alongside to manage the daily inbox.

#### Business needs:

- Facilitate review of recent emails
- Flag important items; specifically, customer feedback and supplier concerns
- Draft customized responses to each inquiry. Further trim text and apply a professional tone.



154

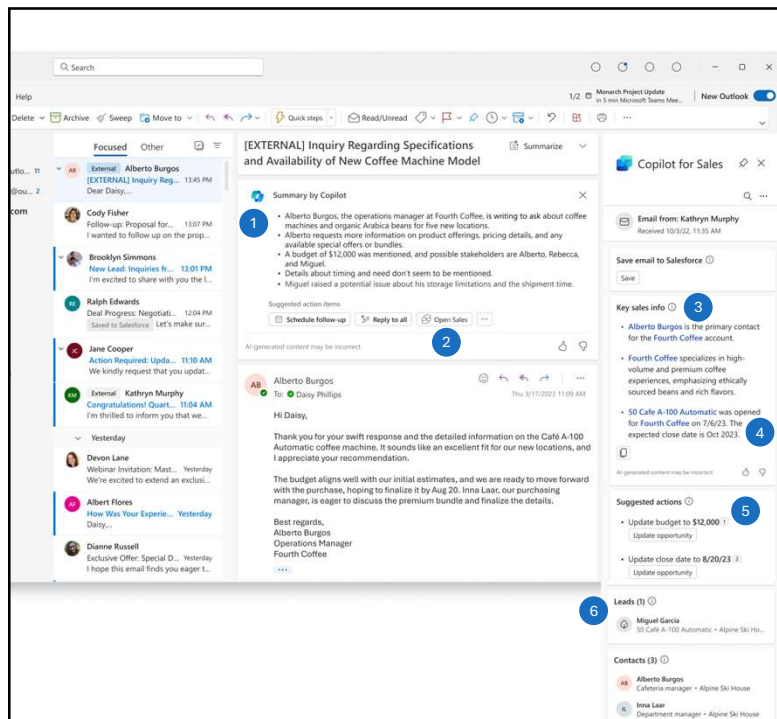


## Outlook Email Draft

Copilot for Sales generates customer replies using sales prompts, data, and insights

- 1 Suggested sales-specific email prompts
- 2 Email draft provided by Copilot for Microsoft 365 enriched with CRM information and sales insights like BANT (Budget, Authority, Needs, Timing) analysis, buying intent, and more

155



## Outlook Email Summary

Copilot for Sales helps sellers catch up on email in a snap

- 1 Email summary provided by Copilot for Microsoft 365 enriched with information for the CRM and key sales insights – Budget, Authority, Needs, Timing, buying intent and more
- 2 Email summary has a link to open Copilot for Sales sidebar
- 3 Sales-specific information about the customer
- 4 Links to recent deals related to this customer or account
- 5 Sales-specific suggested next actions
- 6 Related CRM records

156

## Intelligent recap in Copilot in Teams

**Intelligent recap**

**Copilot in Teams**

**Product Roadmap Discussion**

Jan 21, 2023 10:00 - 11:00

Content: Product Roadmap..., Marketing budget..., Marketing demo f...

Notes: AI notes, Mentions (3), Transcript

Generated by AI. Be sure to check for accuracy.

**Meeting notes**

- Serena wants to look at the product roadmap before she and Danielle commit to more feature enhancements.
- Danielle explains that they are on track for new product release in December. But they will need to keep an eye on beta testing results. She will follow up on that.
- Danielle explains that they are managing the capacity well. There could be a problem if they get a surge of users. Babak will make sure that they have the necessary provisions to handle an influx of users if the need arises.

**Follow-up tasks**

- Danielle will follow up on feature enhancement prioritization
- Jon Shammus will double check with Amanda regarding the ETA for the new...

**Copilot**

Create a table with pros and cons of option 1

Pros and cons of option 1: Drive campaign traffic to generic Sign up page:

Pros	Cons
Wider range of potential leads	Less persuasive
Simpler, faster sign up process	Difficult to segment audience
Streamlines multiple campaigns	Less engaging

Copy

Elaborate on each pro and con

List more options

Ask a question about this meeting

On-demand

Based on unique prompts

Conversational interaction, with citations.

Available real-time (during and after meeting)

Use built-in meeting summaries and ask any question about the meeting

\*Intelligent recap is also available in Teams Premium

157

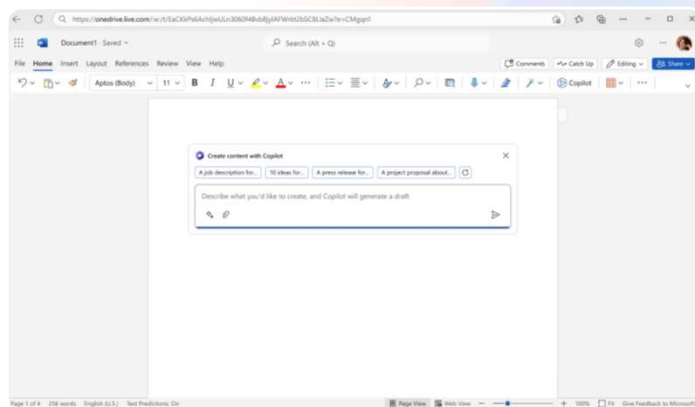
## Create a proposal to update the store's website

### Copilot in Word

Copilot helps write, edit, summarize, & create.

#### Business needs:

- Draft a two-page project proposal based on the data from customer feedback and sales
- Make the third paragraph more concise. Change the tone of the document to be more casual
- Create a one-page draft based on this rough outline



158



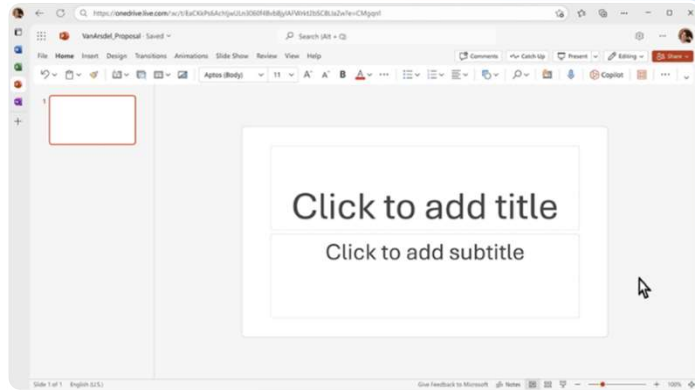
## Copilot for Microsoft 365 example

### Copilot in PowerPoint

Copilot helps to create visually stunning presentations.

#### Business needs:

- Create a five-slide presentation based on a Word document, include relevant stock photos
- Consolidate that presentation into a three-slide summary
- Reformat three bullets into three columns, each with a photo



159

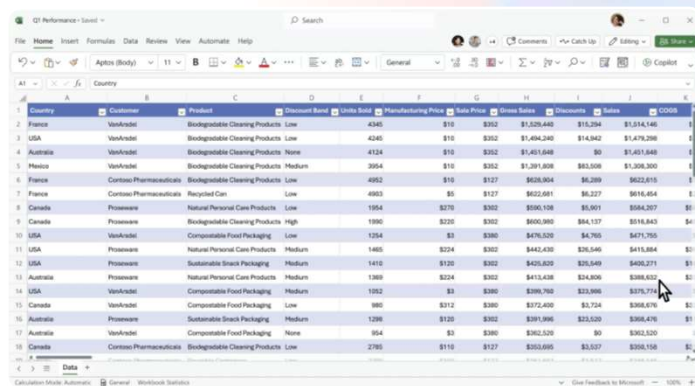
## Provide comparison on online vs in-person sales

### Copilot in Excel

Copilot works alongside to analyze trends and create professional-looking data.

#### Business needs:

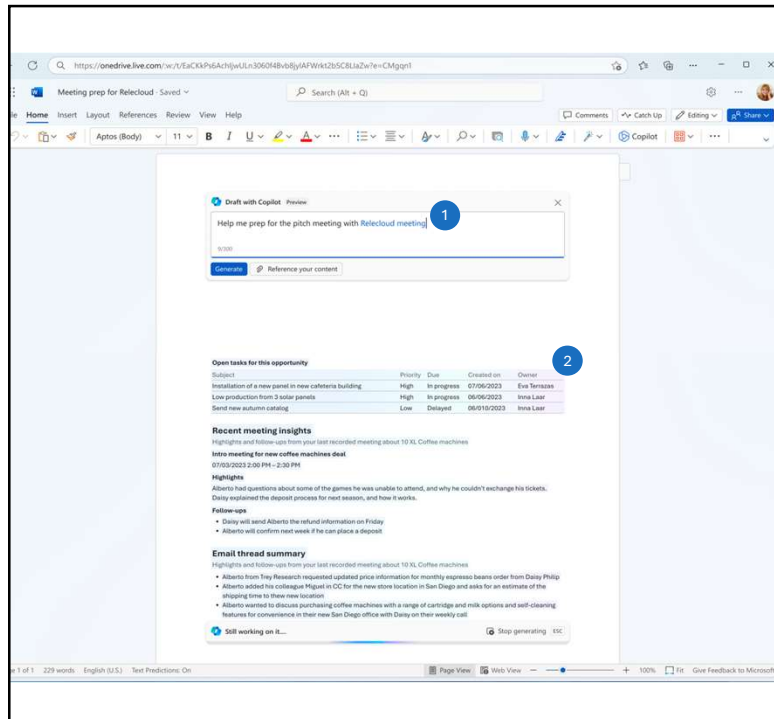
- Break down sales by type and channel
- Project the impact of increasing online inventory
- Reformat data into a visual chart to model how inventory shifts could impact the gross margin
- Create visual charts to share with the team


 A screenshot of a Microsoft Excel application window displaying a large data table. The table has columns for Country, Customer, Product, Discount Band, Units Sold, Manufacturing Price, Sales Price, Online Sales, Discounts, and Subtotal. The data is organized into rows, with some rows highlighted in blue. The Excel ribbon is visible at the top, showing tabs like File, Home, Insert, Formulas, Data, Review, View, and Help. The status bar at the bottom indicates 'Calculation Mode: Automatic' and 'Give feedback to Microsoft'.
 

	Country	Customer	Product	Discount Band	Units Sold	Manufacturing Price	Sales Price	Online Sales	Discounts	Subtotal	COGS
1	France	VanArkel	Biodegradable Cleaning Products	Low	4345	\$10	\$352	\$1,528,440	\$15,284	\$1,513,156	\$
2	USA	VanArkel	Biodegradable Cleaning Products	Low	4245	\$10	\$352	\$1,494,240	\$14,942	\$1,479,298	\$
3	Australia	VanArkel	Biodegradable Cleaning Products	None	4124	\$10	\$352	\$1,451,648	\$0	\$1,451,648	\$
4	Mexico	VanArkel	Biodegradable Cleaning Products	Medium	3954	\$10	\$352	\$1,391,808	\$81,308	\$1,308,300	\$
5	France	Corinne Pharmaceuticals	Biodegradable Cleaning Products	Low	4952	\$10	\$127	\$629,804	\$6,299	\$623,505	\$
6	France	Corinne Pharmaceuticals	Regulated Cans	Low	4952	\$5	\$127	\$622,861	\$6,227	\$616,634	\$
7	Canada	Proseware	Natural Personal Care Products	Low	1954	\$270	\$392	\$765,108	\$5,051	\$760,057	\$
8	Canada	Proseware	Biodegradable Cleaning Products	High	1990	\$220	\$392	\$780,080	\$4,137	\$775,943	\$4
9	USA	VanArkel	Compostable Food Packaging	Low	1254	\$3	\$380	\$476,520	\$4,765	\$471,755	\$
10	USA	Proseware	Natural Personal Care Products	Medium	1405	\$224	\$392	\$550,420	\$25,546	\$524,874	\$2
11	USA	Proseware	Sustainable Snack Packaging	Medium	1410	\$120	\$392	\$550,800	\$25,549	\$525,251	\$1
12	Australia	Proseware	Natural Personal Care Products	Medium	1389	\$224	\$392	\$541,408	\$24,808	\$516,600	\$1
13	USA	VanArkel	Compostable Food Packaging	Medium	1262	\$3	\$380	\$480,760	\$23,996	\$456,764	\$2
14	Canada	VanArkel	Compostable Food Packaging	Low	985	\$212	\$380	\$374,400	\$2,754	\$371,646	\$2
15	Australia	Proseware	Sustainable Snack Packaging	Medium	1298	\$120	\$392	\$509,984	\$23,520	\$486,464	\$1
16	Australia	VanArkel	Compostable Food Packaging	None	954	\$3	\$380	\$361,520	\$0	\$361,520	\$
17	Canada	Corinne Pharmaceuticals	Biodegradable Cleaning Products	Low	2765	\$116	\$127	\$350,685	\$3,527	\$347,158	\$2

160





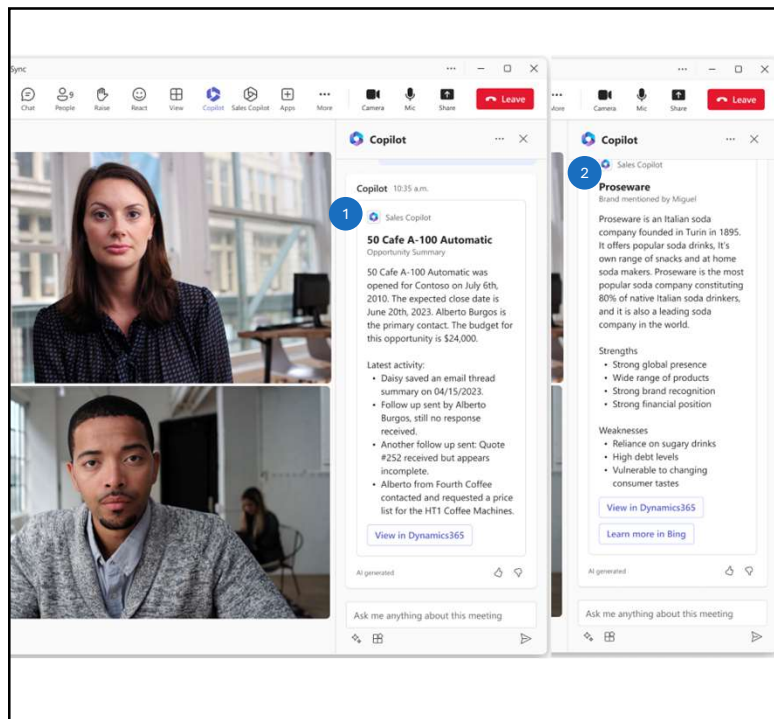
# Word Content Generation

## Sales meeting preparation brief

Copilot for Sales helps sellers prepare for customer engagements

- 1 CRM records included directly into the content generation prompt
- 2 CRM insights and enrichment blended directly into the generated content

161

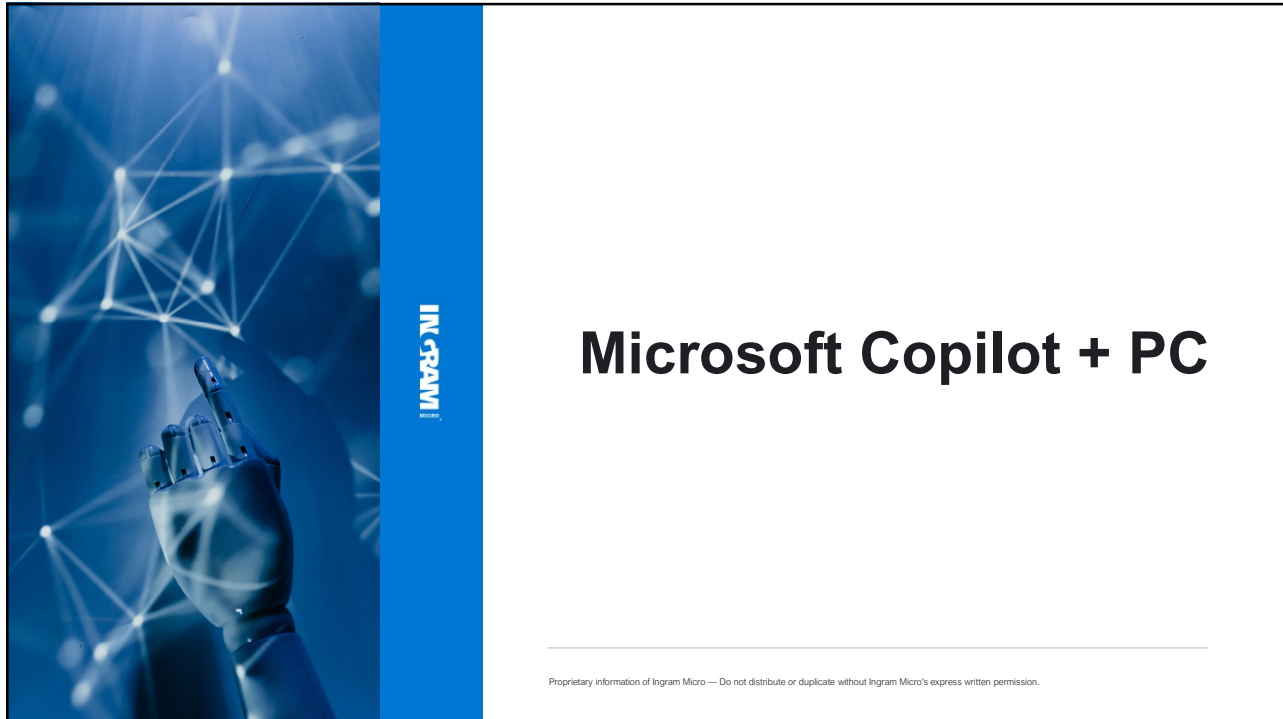


# Teams In Meeting

During meetings, Copilot for Sales brings sellers real-time information and tips

- 1 Opportunity Summary  
Opportunity summary surfaces summarizing previous action items, notes and other related CRM information
- 2 Real-time Brand/Competitor detection  
When a brand name is mentioned, Copilot detects it and surfaces a SWOT analysis and overview of the brand from Bing's database

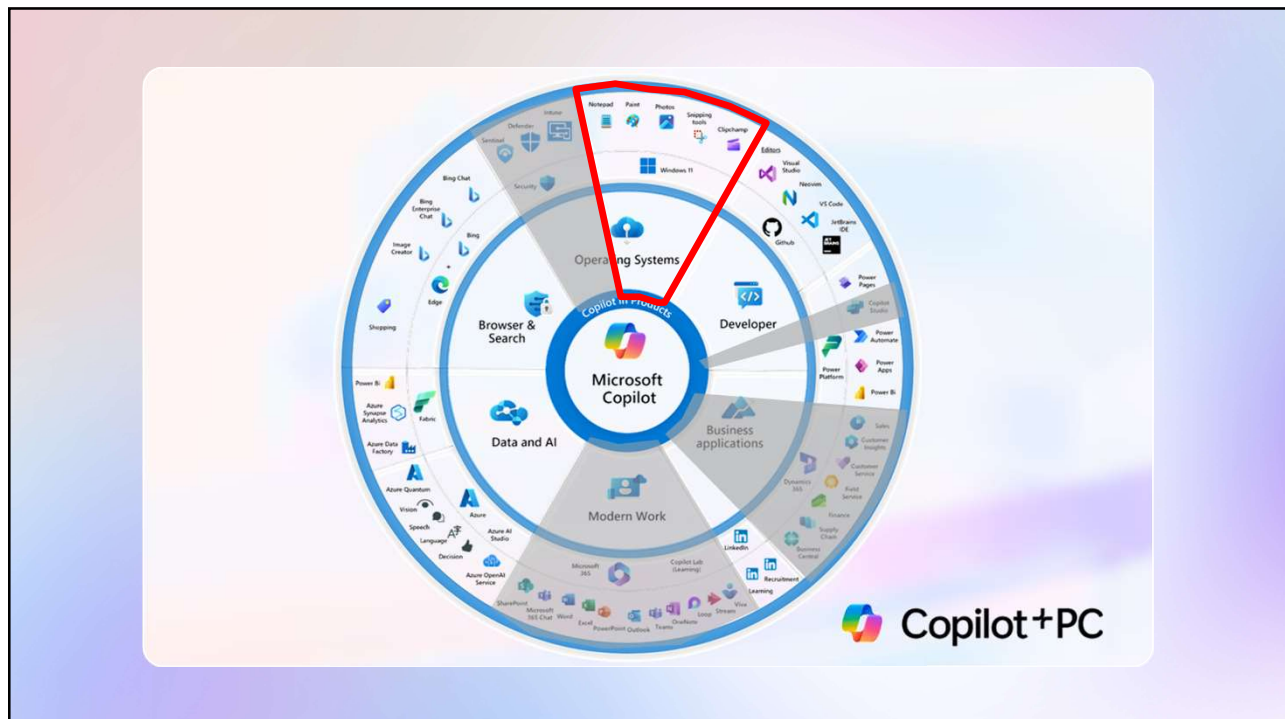
162



**Microsoft Copilot + PC**

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.

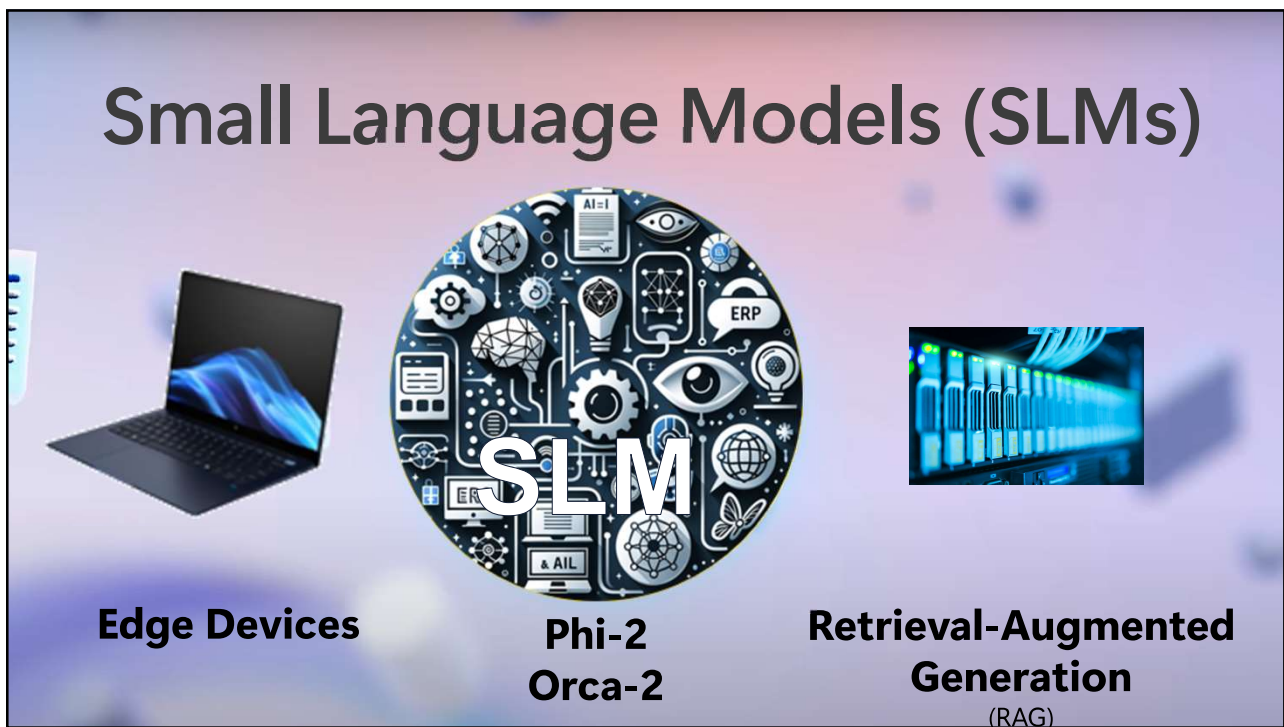
163



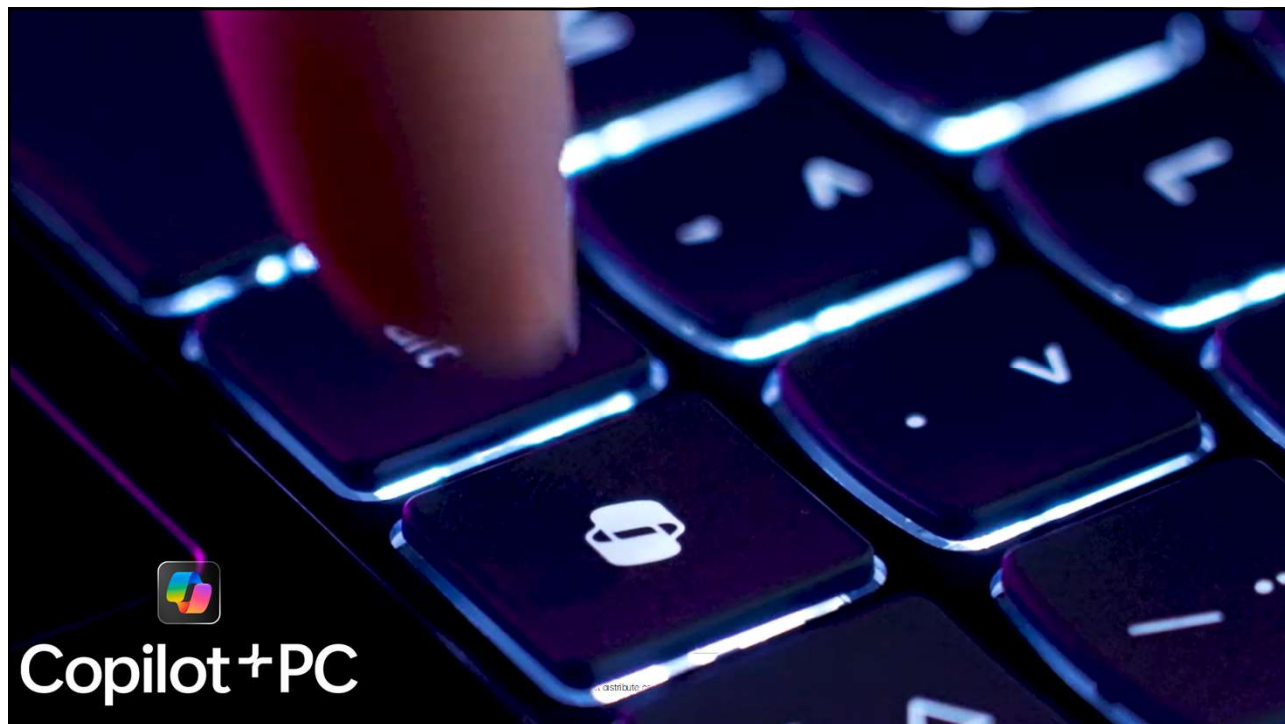
164



165








166



167

## Copilot+ PC exclusive Windows 11 AI Features

 <p><b>Cocreator</b></p> <p>Create images in Paint through two inputs: drawing and text prompt to cocreate with your device.</p>	 <p><b>Image Creator</b></p> <p>Generate a series of customized images from descriptive text prompts.</p>	 <p><b>Live Captions</b></p> <p>Instantly translate any live or pre-recorded video in any app or video platform from 44 languages into English.</p>	 <p><b>Windows Studio Effects</b></p> <p><b>New Windows Studio Effects features:</b></p> <ul style="list-style-type: none"> <li>Creative filters</li> <li>Portrait light</li> </ul> <p><b>Including improvements across:</b></p> <ul style="list-style-type: none"> <li>Eye contact: teleprompter</li> <li>Portrait blur</li> <li>Voice focus</li> <li>Access in Quick settings</li> </ul>	 <p><b>Recall (preview)</b></p> <p>Find things you've seen on your device by using semantic search with a few descriptive clues you remember.</p> <p>Scroll timeline to find previous snapshots and use screenray helps you discover and do your next step.</p> <p>You remain in control of your data. Pause, delete, or change your privacy settings at any time.</p>
---	--	--	---	---

168



## Cocreator

### What's new?

With real-time generative AI, you can sketch with your mouse or touchscreen and simultaneously use text prompts to create AI-generated images. Now with Ink Anywhere, you can also use your pen and touchscreen to hand-write your prompts anywhere on the screen where you can type, and it will convert it to text<sup>1</sup>. With no token limits and wait times, it makes iterating and editing a breeze.

### Why use it?

Light your spark. Everyone has an imagination and an ability to be an artist. Describe and draw your vision with text and image prompts and watch Cocreator generate an interpretation of it.

### When can I find it?

Cocreator will be available only on Copilot+ PCs (generally available from June 18) and requires installation of the latest Windows Updates.

### Where to find it?

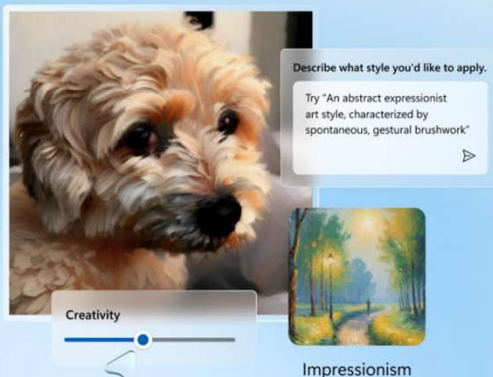
In the Paint app, click the Cocreator icon in the top right half of the ribbon display. This will open the Cocreator pane on the right-hand side of the app, where you can begin prompting. After you've gotten your resulting image, use the creativity slider on the right-hand side to make adjustments.

<sup>1</sup>Optimized for English text prompts



169

## Image Creator and Restyle Image



<sup>1</sup>Optimized for English text prompts

### What's new?

**Image Creator:** Transform text prompts<sup>1</sup> into a series of customized, images. Designed to boost creativity and inspiration, it allows users to generate 20 images from a single prompt.

**Restyle Image:** Transform photos into various artistic styles with preset options or get creative with custom user text prompts<sup>1</sup>. Includes a "Creativity" slider to adjust how much the style should be applied, allowing for subtle enhancements or dramatic transformations.

### Why use it?

Both features are perfect for generating visual content, whether creating new images from text prompts or enhancing photos with artistic flair. They help visualize ideas, enhance storytelling, and inspire creativity. Ideal for creative projects, social media posts, digital art, and other creative endeavors. The "Creativity" slider allows users to control the intensity and detail of styles, offering flexibility to achieve the desired effect.

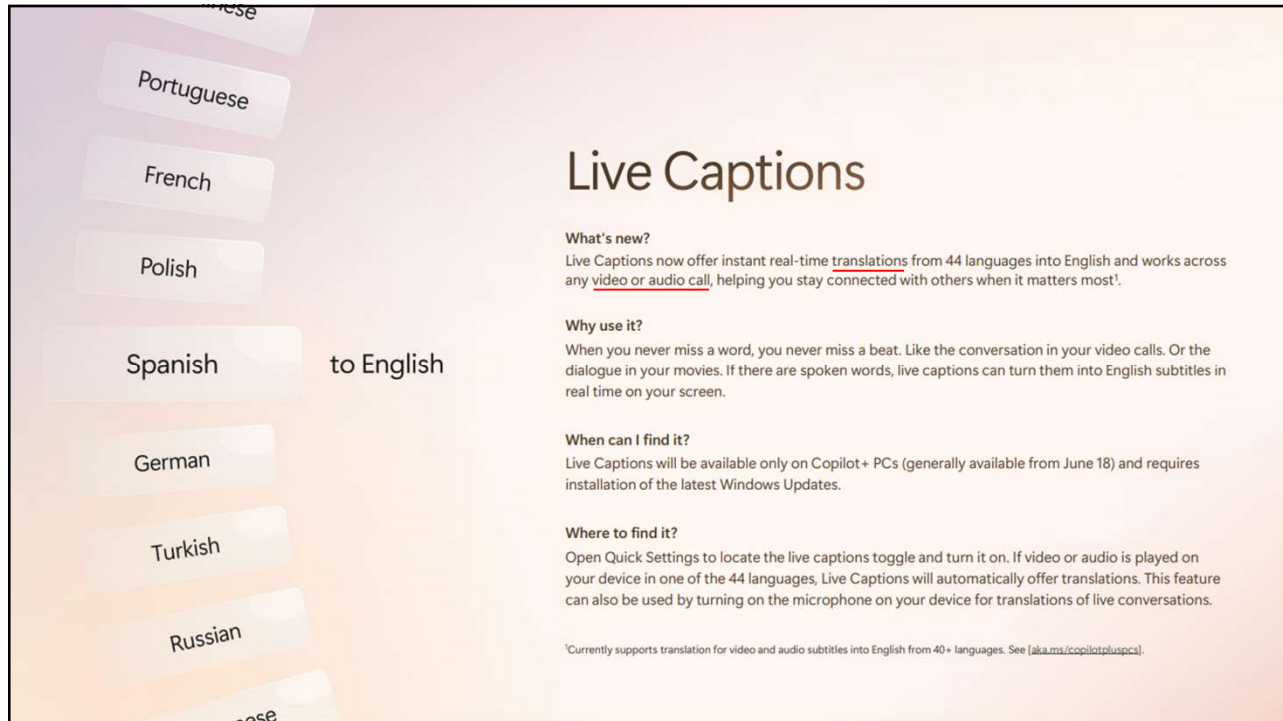
### When can I find it?

Image Creator and Restyle Image will be available only on Copilot+ PCs (generally available from June 18) and requires installation of the latest Windows Updates.

### Where to find it?

In Photos app you will find Image Creator in the left menu box to create new images from scratch. To use Restyle Image, open a photo and select the "edit" button to then select AI to restyle your image with text prompts or presets.

170



## Live Captions

**What's new?**  
Live Captions now offer instant real-time translations from 44 languages into English and works across any video or audio call, helping you stay connected with others when it matters most<sup>1</sup>.

**Why use it?**  
When you never miss a word, you never miss a beat. Like the conversation in your video calls. Or the dialogue in your movies. If there are spoken words, live captions can turn them into English subtitles in real time on your screen.

**When can I find it?**  
Live Captions will be available only on Copilot+ PCs (generally available from June 18) and requires installation of the latest Windows Updates.

**Where to find it?**  
Open Quick Settings to locate the live captions toggle and turn it on. If video or audio is played on your device in one of the 44 languages, Live Captions will automatically offer translations. This feature can also be used by turning on the microphone on your device for translations of live conversations.

<sup>1</sup>Currently supports translation for video and audio subtitles into English from 40+ languages. See [aka.ms/copilotpluspcsl](https://aka.ms/copilotpluspcsl).

171

## Windows Studio Effects

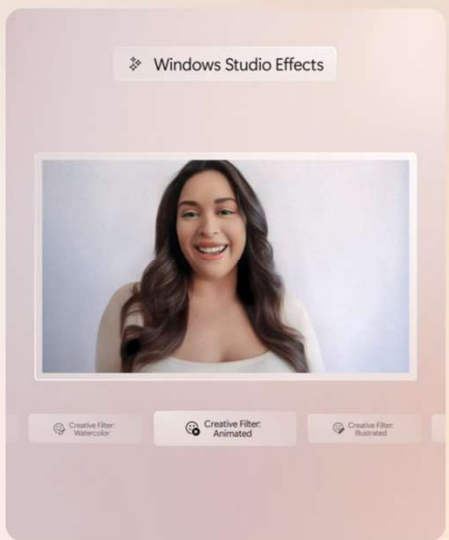
**What's new?**  
Copilot+ PCs come with new and enhanced experiences for audio and video effects, including:

- Creative filters offer three styles: illustrated, animated, and watercolor that enable you to express yourself artistically.
- Portrait light adjusts the lighting to give you a natural appearance and ensure you're always visible in a video call.
- Eye contact: teleprompter helps you maintain eye contact even when you're not looking at the camera and reading content, even your talk track, on your screen.
- Portrait blur is enhanced with matting so that your blurred background is crisply outlined around you.
- Voice focus is enhanced with deep echo cancellation reduces background noise so only the sound you want shared is captured.

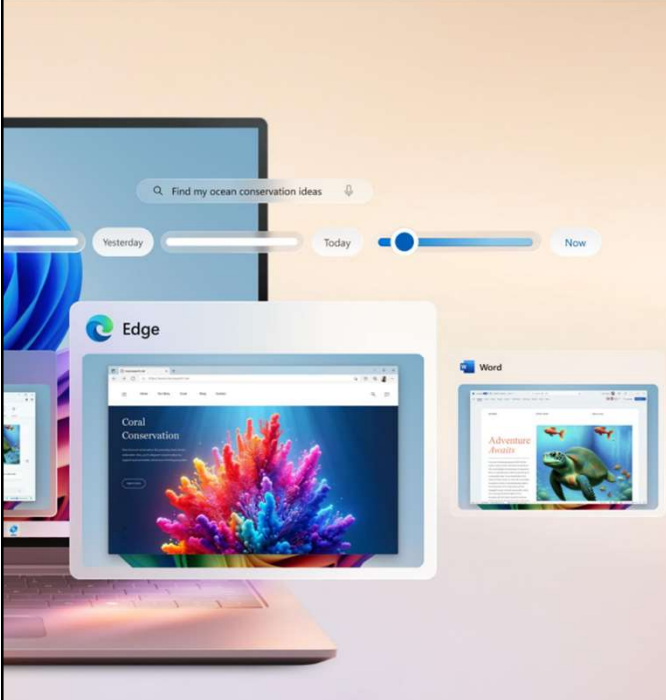
**Why use it?**  
No need for extra lights, expensive lenses, or sound-proof rooms. Built to automatically improve lighting and cancels noises during video calls—perfect for when presentation matters.

**When can I find it?**  
New and enhanced features to Windows Studio Effects will be available only on Copilot+ PCs (generally available from June 18) and requires installation of the latest Windows Updates.

**Where to find it?**  
Once an effect is turned on in Quick Settings, they'll automatically be applied to any video or audio platform you're using, and there is no work required for the app maker.



172



## Recall

**What's new?**  
Recall is a preview experience, is coming soon, and will be available first in the Windows Insider Program (WIP). Recall helps you quickly find things you have seen on your PC – documents, images, websites, IMs, email, apps, and more<sup>1</sup>. Just scroll your timeline or select the search box in Recall and describe something you've seen or done with semantic search, and snapshots of those moments will be discoverable by text or image. In addition to looking back in time, you can use screenray to analyze the snapshot for suggested steps forward such as copying or sending an email. You remain in control of your data. Pause, delete, or change your privacy settings at any time. For Recall to save your snapshots, you need to opt in to the experience. You can do this by clicking "save snapshots" in the out of box experience during device set up or by navigating to the Settings application at any time after.


**Why use it?**  
Searching for a document, email or web page on your PC can be time-consuming. Now you can just describe how you remember something and Recall will find it. Microsoft provides many built-in security features from the chip to the cloud to protect Recall content.

**When can I find it?**  
Recall (preview) will be available first in the Windows Insider Program (WIP) in the coming weeks. It will be available only on Copilot+ PCs and requires installation of the latest Windows Updates and opt-in consent during device setup to have Recall save snapshots. Windows Hello enrollment is also required to enable Recall.

**Where to find it?**  
After installing the latest Windows 11 update, customers will find the Recall icon on their taskbar and in system tray.

<sup>1</sup>Optimized for select languages (English, Chinese (simplified), French, German, Japanese, and Spanish). Content-based and storage limitations apply. See <https://aka.ms/copilotpluspc>.

173



## What do you need for a Copilot+PC ?

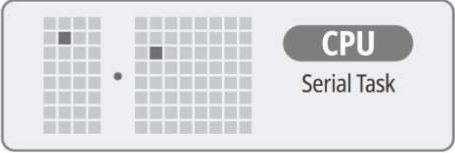
**Copilot+PC**

Do not distribute or duplicate without Ingram Micro's express written permission.

**INGRAM**

174






**CPU**  
Serial Task

# Central Processing Unit

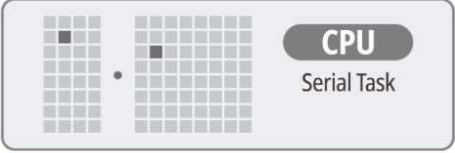
Clock Speed / Cores / Flops (Floating Point Operations per Second)

175

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.



175




**CPU**  
Serial Task

# Central Processing Unit

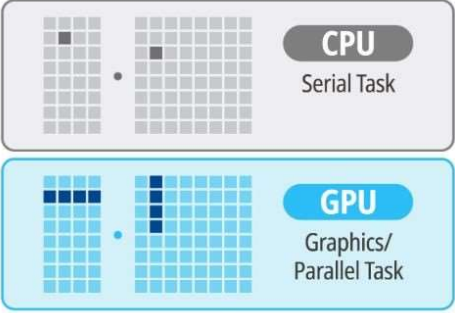
Clock Speed / Cores / Flops (Floating Point Operations per Second)  
Intel / AMD

176

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.



176



**CPU**

Serial Task

**GPU**

Graphics/  
Parallel Task


## Central Processing Unit

Clock Speed / Cores / Flops (Floating Point Operations per Second)

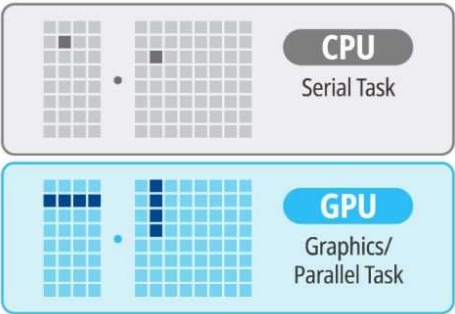
  

## Graphical Processing Unit

/ Cores / Clock Speed / Flops / Video RAM

177
Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.


177



**CPU**

Serial Task

**GPU**

Graphics/  
Parallel Task

## Central Processing Unit


Clock Speed / Cores / Flops (Floating Point Operations per Second)

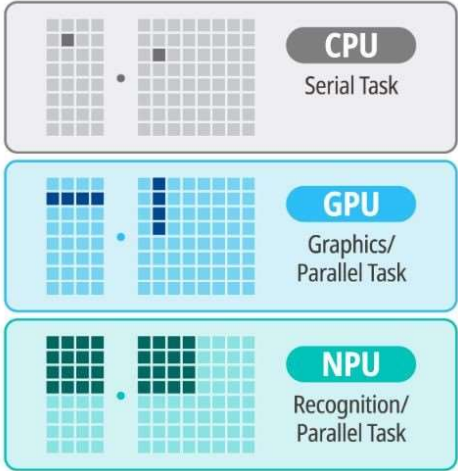
## Graphical Processing Unit

/ Cores / Clock Speed / Flops / Video RAM

Nvidia / AMD / Intel

178
Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.


178



**CPU**  
Serial Task

**GPU**  
Graphics/  
Parallel Task

**NPU**  
Recognition/  
Parallel Task

## Central Processing Unit


Clock Speed / Cores / Flops (Floating Point Operations per Second)

## Graphical Processing Unit

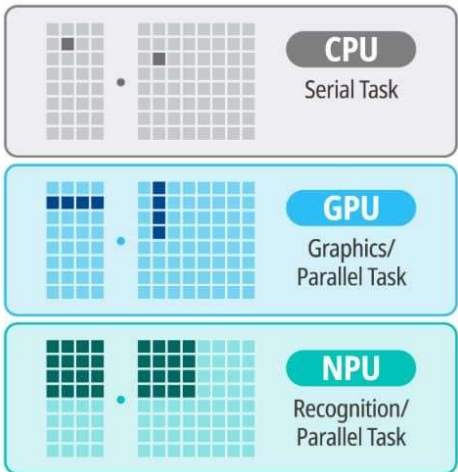
Cores / Clock Speed / Flops / Video RAM

## Neural Processing Unit

TOPS (Tera Operations Per Second) / TOPS/Watt

179
Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.


179



**CPU**  
Serial Task

**GPU**  
Graphics/  
Parallel Task

**NPU**  
Recognition/  
Parallel Task

## Central Processing Unit


Clock Speed / Cores / Flops (Floating Point Operations per Second)

## Graphical Processing Unit

Cores / Clock Speed / Flops / Video RAM

## Neural Processing Unit

TOPS (Tera Operations Per Second) / TOPS/Watt  
NVIDIA, Intel, Qualcomm, Google, Huawei, Apple, Samsung, AMD

180
Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.


180

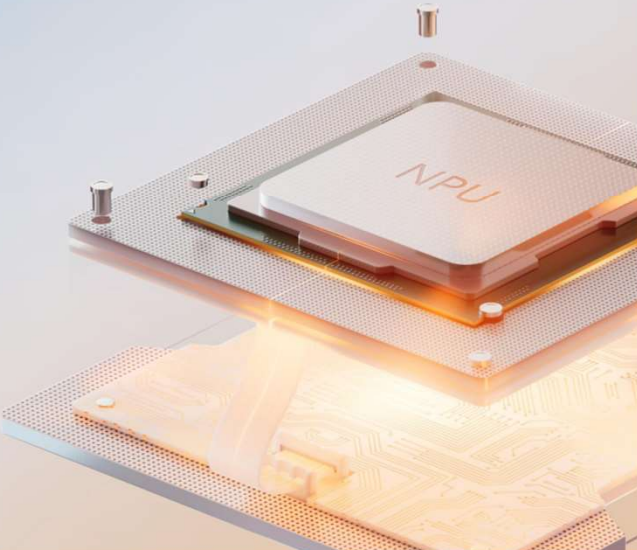
# The NPU

## 40+ TOPs

**What is it?**  
The Neural Processing Unit (NPU) is a third processor in the computer designed to process large amounts of data in parallel, performing trillions of operations per second. It excels at providing lightening fast, high bandwidth AI in real-time and frees your CPU and GPU up for other tasks

**Why is it important?**  
NPUs are built for intensive workloads that otherwise would deplete CPU and GPU performance. This uniquely enables us to offload our Copilot+ AI features to the NPU without sacrificing overall performance, battery life, or thermals of the device.

**How does it work?**  
NPU performance is measured by TOPs, or trillions of operations per second. Copilot+ PCs have 40+ TOPs, making them the most powerful NPUs on the market with remarkable efficiency in handling AI tasks. This is particularly crucial for a notebook PC running on battery.



181

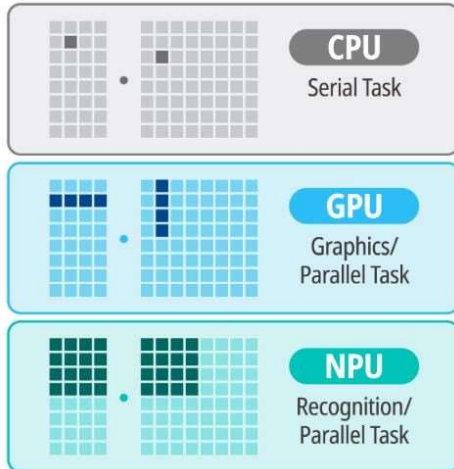


182

# Snapdragon X Elite



Not x86/64 bit processor but ARM  
10x faster than x86 PC's



Qualcomm Oryon CPU

Qualcomm Adreno GPU

Qualcomm Hexagon NPU

183

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.

INGRAM

183

## Snapdragon® X Series Platforms: SKU Comparison Table

Snapdragon® X Series Platforms: SKU Comparison Table									
		Qualcomm Oryon™ CPU				Qualcomm® Adreno™ GPU	Qualcomm® Hexagon NPU	Memory	
Platform	Part Number	Cores	Total Cache	Max Multithread Frequency	Dual Core Boost	TFLOPs	NPU TOPS	Memory Type	Transfer Rate
Snapdragon X Elite	X1E-84-100	12	42 MB	3.8 GHz	4.2 GHz	4.6	45	LPDDR5x	8448 MT/s
Snapdragon X Elite	X1E-80-100	12	42 MB	3.4 GHz	4.0 GHz	3.8	45	LPDDR5x	8448 MT/s
Snapdragon X Elite	X1E-78-100	12	42 MB	3.4 GHz	None	3.8	45	LPDDR5x	8448 MT/s
Snapdragon X Plus	X1P-64-100	10	42 MB	3.4 GHz	None	3.8	45	LPDDR5x	8448 MT/s

Get the latest Product Briefs and more info about the [Snapdragon X Elite](#) and [Snapdragon X Plus](#)



Snapdragon and Qualcomm branded products are products of Qualcomm Technologies, Inc. and/or its subsidiaries.

184



## Wrap-Up



- Office 365 or Microsoft 365
- Microsoft Subscriptions
- Office 365
- Microsoft 365
- Identity & Access Management (Entra)
- Device & Threat Protection (Defender)
- Information Protection (Purview)
- Privacy & Compliance (Priva)
- Microsoft 365 Copilot

**INGRAM**  
CLOUD

185

185

## I need more information ...



**Speak with Sales**  
(Belgium/Luxembourg)  
**cloud@ingrammicro.be**

**Contact me**  
**diego.lens@ingrammicro.com**

**INGRAM**  
CLOUD More as a Service

**Enablement**  
<http://bit.ly/2024H2>

**Cloud Champion**  
<https://ingram.cloudchampion.be>

**Mailing Preferences**  
<http://bit.ly/ingram-mailing>

186

186



