



December 17, 2024

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!!!

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CLOUD CHAMPION

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Diego Lens

Diego Lens

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

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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

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Microsoft Azure Journey

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

Microsoft Azure Story Telling
25 Jun

Azure Lighthouse & Cost Management
11 Mar

Azure Migrate Assessment & Migration
18 Mar

Microsoft Azure Hands-On
26 Feb

Microsoft Azure Mission 65
25 Mar

Azure Arc
6 May

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Desktop Virtualization

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

Windows 365 and Azure Virtual Desktop Story Telling
26 Mar

Azure Virtual Desktop Setup a POC
14 May

Azure Virtual Desktop Advanced Topics
11 Jun

6

Artificial Intelligence

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

Microsoft Copilot: Story Telling
2025 19 Feb

Microsoft 365 Copilot Technical
2025 30 Apr

Develop Power Apps with Copilot Integration
2025 21 May

Microsoft Fabric
2025 TBD

Prompt-Athon 2025
2025 TBD

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Ingram Micro Cloud

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

Quarterly Update
2025 7 May

Microsoft Licensing Overview
2025 15 May

Xvantage Ingram Micro Cloud Marketplace
2025 Stream

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Are you organizing your own event for your customers ?

Searching for a speaker ?

diego.lens@ingrammicro.com

INGRAM ^{micro} <https://bit.ly/2024H2> Training Calendar 2024 – Q3-Q4

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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

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Office 365 or Microsoft 365

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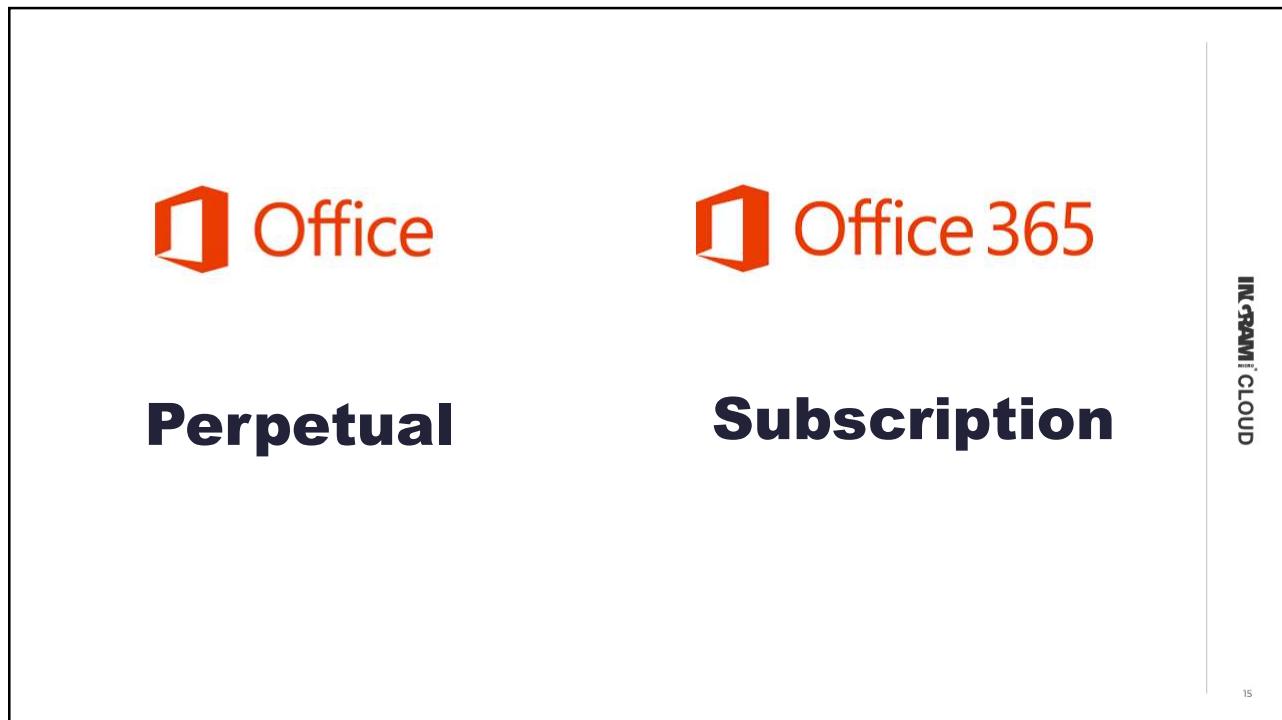


Office

Office 365



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Office

Perpetual

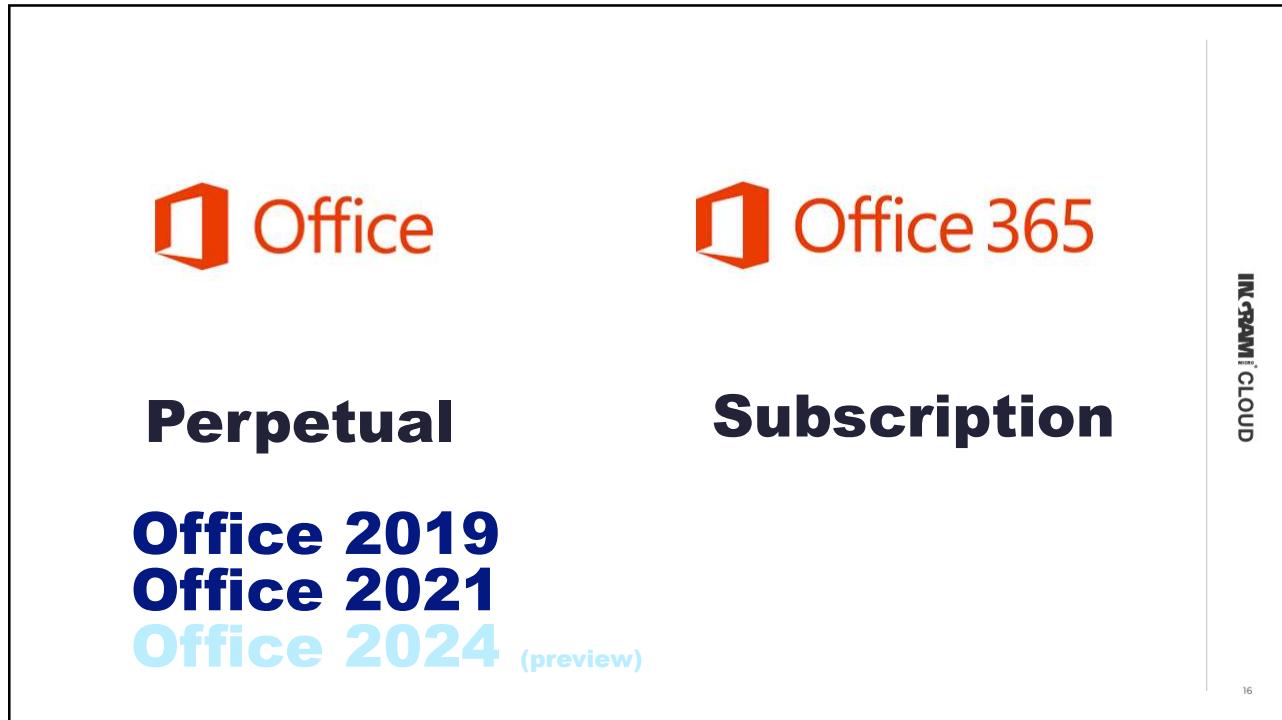
Office 365

Subscription

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Office

Perpetual

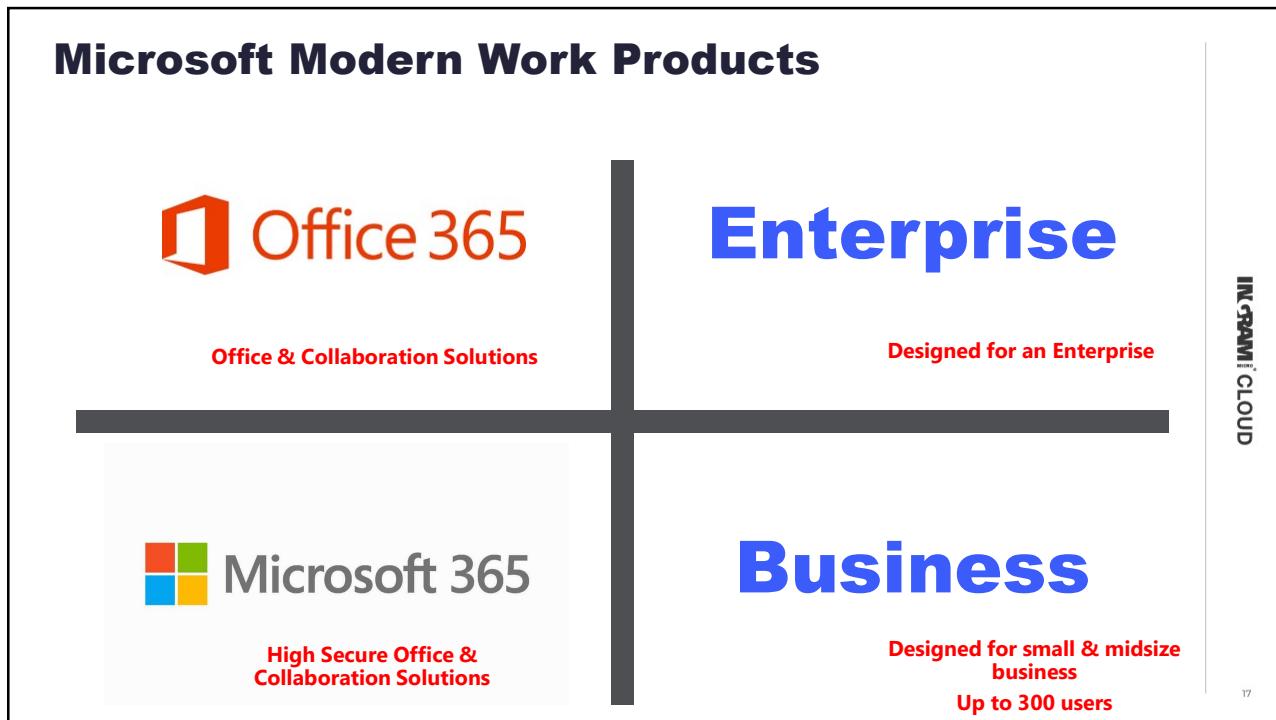
Office 365

Subscription

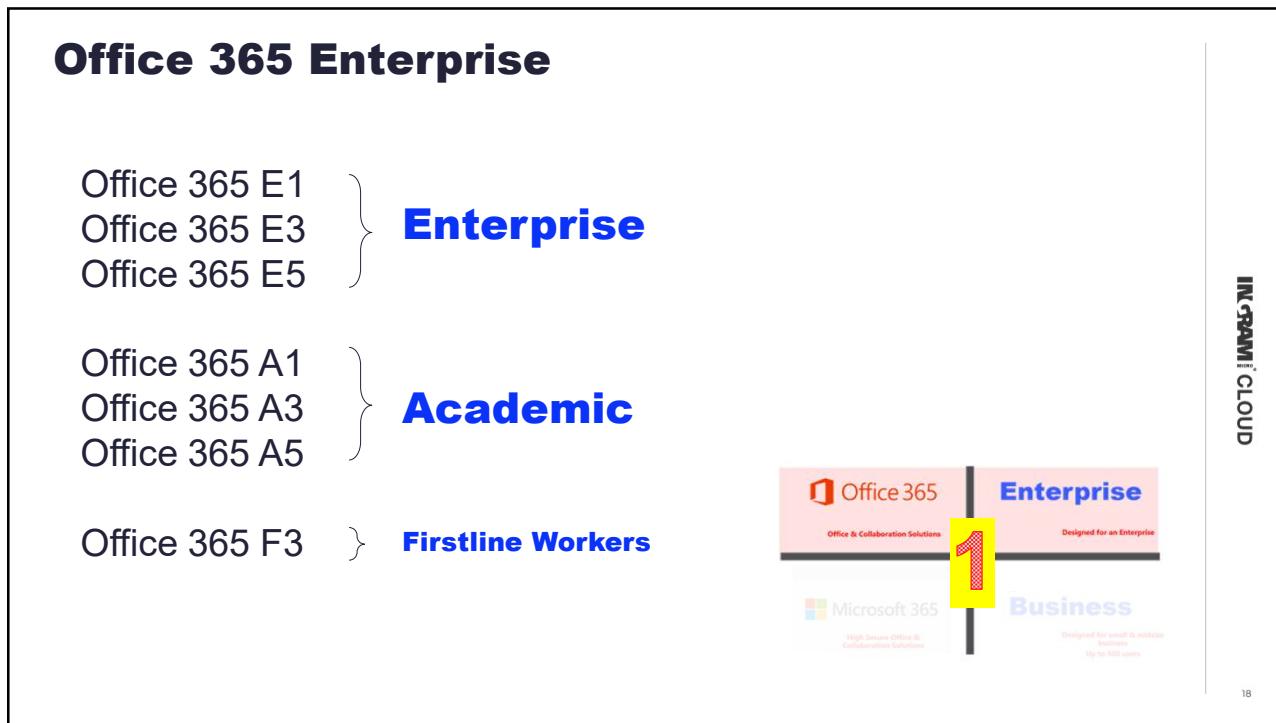
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Office 365 for business

Products renamed in 2019

Office 365 Business Essentials
Cloud Services

Microsoft 365 Business Basic

Office 365 Business Premium
Cloud Services and Desktop Apps

Microsoft 365 Business Standard

Office 365 Business
Desktop Apps

Microsoft 365 Apps for business



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

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Microsoft 365 Enterprise

Microsoft 365 E3
Microsoft 365 E5

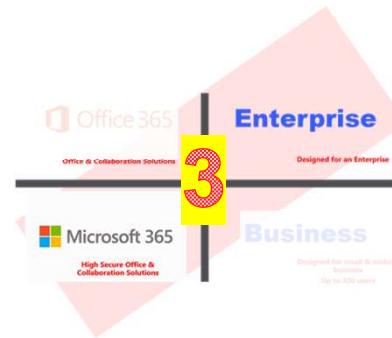
Enterprise

Microsoft 365 A3
Microsoft 365 A5

Education (Academic)

Microsoft 365 F1
Microsoft 365 F3

Firstline Workers



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Firstline Worker Plan Restrictions

	M365 F1	M365 F3	O365 F3
License assignment	Primary device ¹ ≤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"> Cannot be administrators No site mailbox No personal site 		
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"> No LTSC No MDOP VDI only for Licensed Users of a shared device with a QOS (except for WVD) 	N/A
OneDrive	None (Desktop sync permitted)		
Power Apps/Power Automate	N/A	2000 API requests/day maximum	

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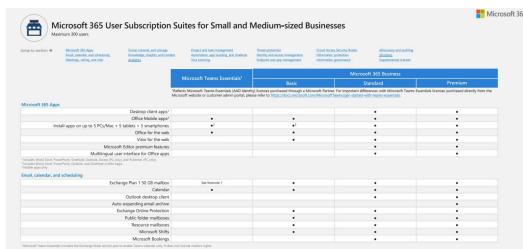
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Microsoft 365 Business

Microsoft 365 Business Premium

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



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Microsoft NCE Subscriptions

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Subscription Period (Duration)

- Seat-Based Cloud offering

Monthly Subscription	Annual Subscription	36 Month Subscription
<ul style="list-style-type: none"> ▪ 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 than their annual subscription ▪ Price locked for 1 month ▪ Cancellation after 72 hours will be billed for the full month 	<ul style="list-style-type: none"> ▪ 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 	coming soon <ul style="list-style-type: none"> ▪ 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



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Subscription Payment

<p>Monthly Subscription</p> <ul style="list-style-type: none"> 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 than their annual subscription Price locked for 1 month Cancellation after 72 hours will be billed for the full month 	<p>Annual Subscription</p> <ul style="list-style-type: none"> 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 	<p>36 Month Subscription</p> <p>coming soon</p> <ul style="list-style-type: none"> 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
<p>Monthly Payment</p>	<p>Monthly Payment</p> <p>Yearly Payment</p>	<p>Monthly Payment</p> <p>Yearly Payment</p>

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Ordering Subscriptions *(payment/period)*

<p>Monthly Subscription</p> <ul style="list-style-type: none"> 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 than their annual subscription Price locked for 1 month Cancellation after 72 hours will be billed for the full month 	<p>Annual Subscription</p> <ul style="list-style-type: none"> 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 	<p>36 Month Subscription</p> <p>coming soon</p> <ul style="list-style-type: none"> 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
<p>Monthly Payment</p> <p>Monthly / Monthly</p>	<p>Monthly Payment</p> <p>Monthly / Yearly</p> <p>Yearly Payment</p> <p>Yearly / Yearly</p>	<p>Monthly Payment</p> <p>Yearly Payment</p>

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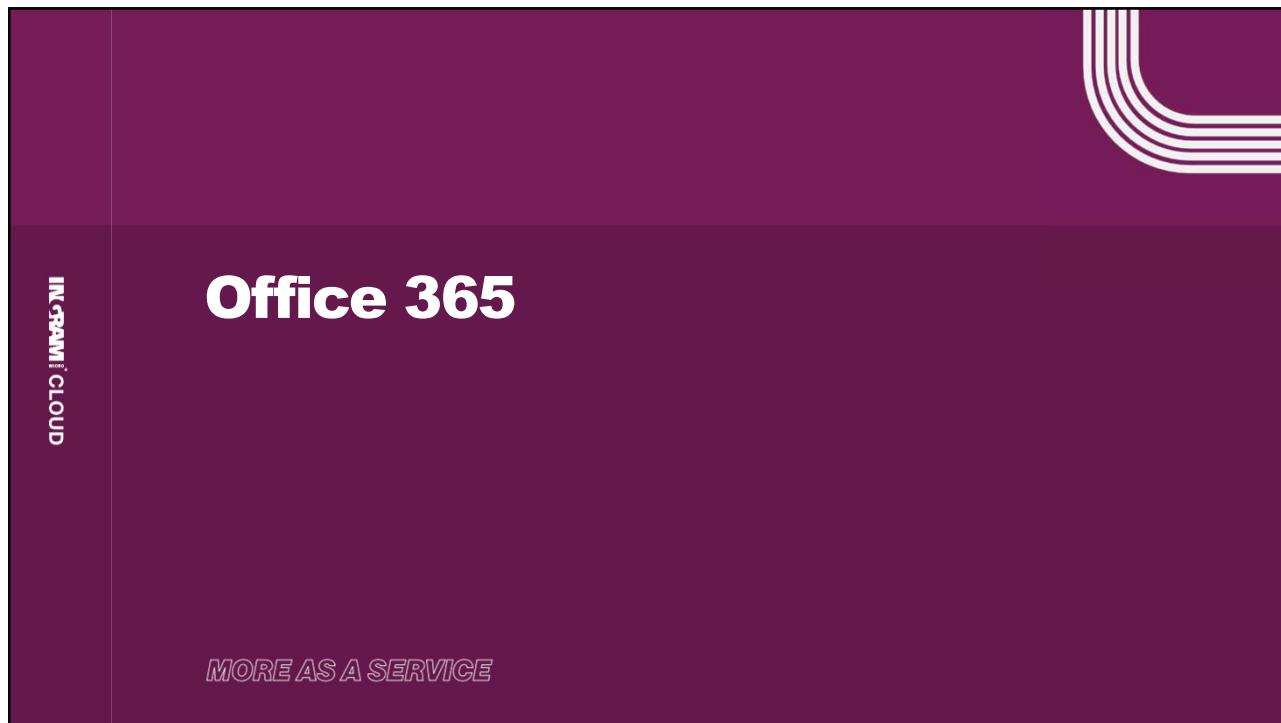
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Cloud Marketplace Example		
Service plan	Subscription period	
Microsoft 365 Business Premium (NCE COM MTH) ⓘ	1month(s) ▾	Monthly / Monthly
Monthly Payment	Monthly Subscription	
Microsoft 365 Business Premium (NCE COM MTH) ⓘ	1year(s) ▾	Monthly / Yearly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

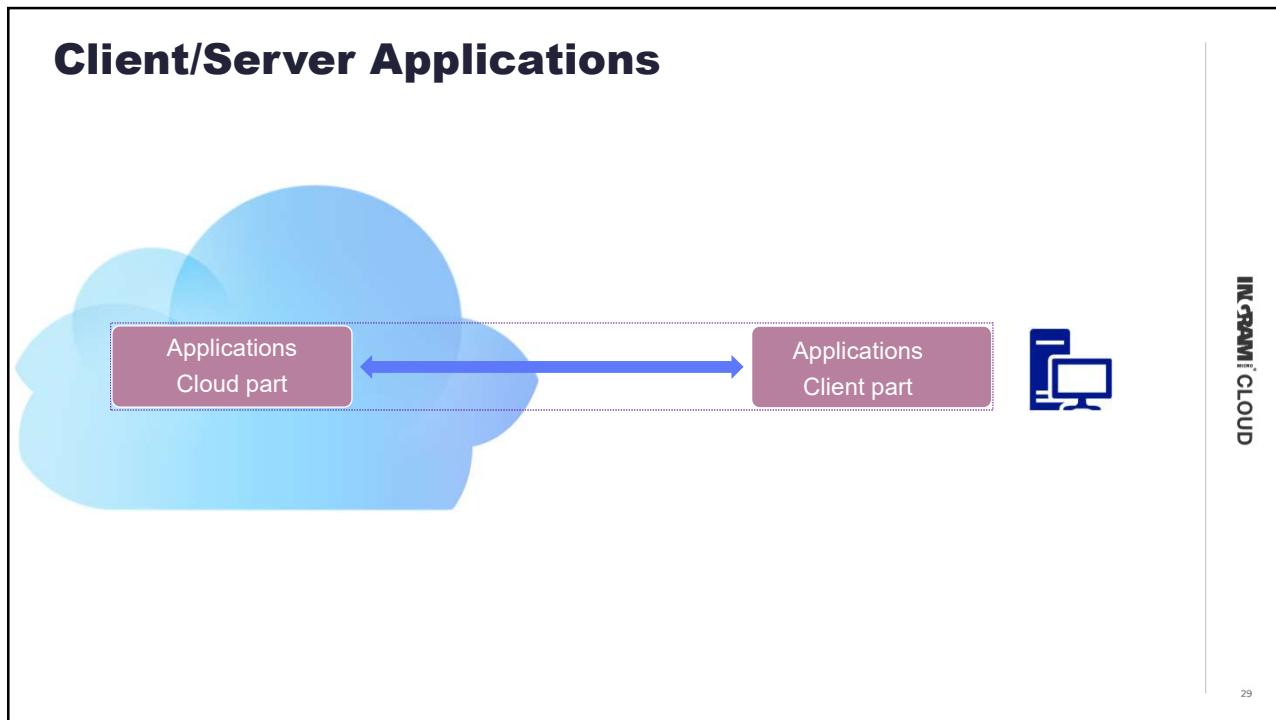
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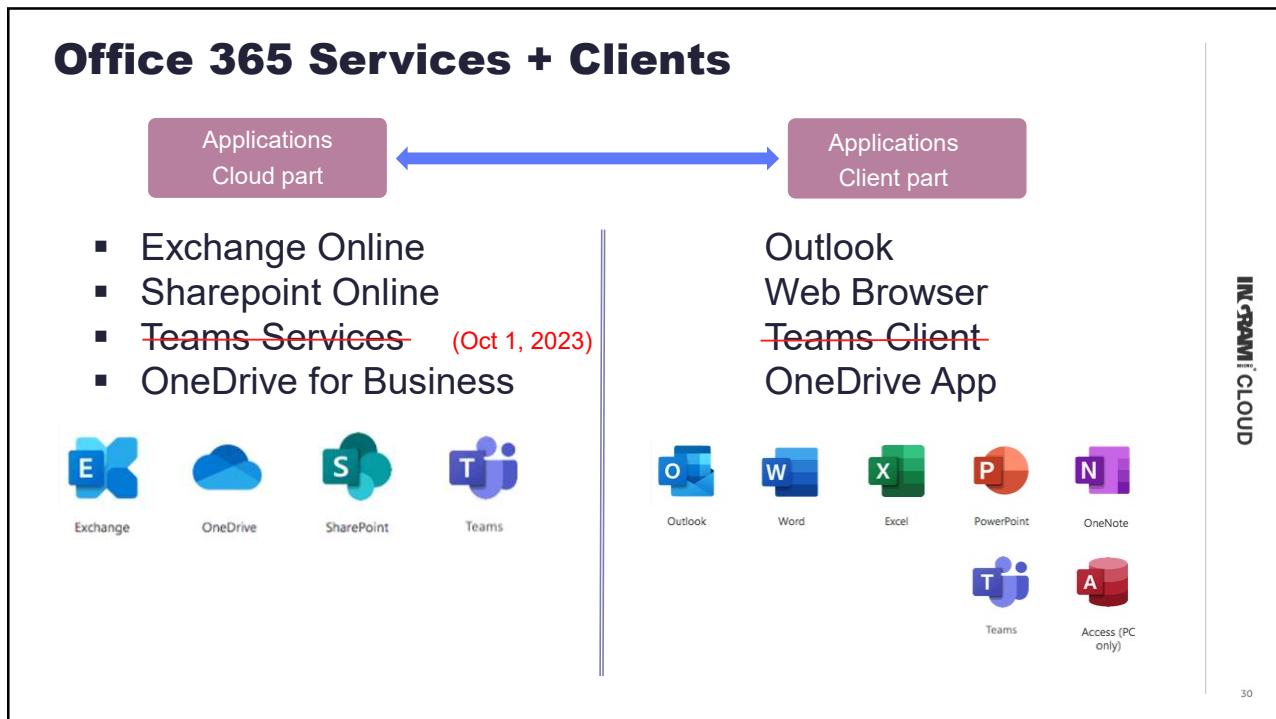


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		M365 Apps for enterprise ¹ \$11/u/p	O365 F3 \$4/u/m	O365 E1 \$7/u/m	O365 E3 \$20/u/m	O365 E5 \$35/u/m
Microsoft 365 Apps	Install Word, Excel, PowerPoint, OneNote, Outlook, Access ² , and Publisher ² on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user	●			●	●
Email & Calendar	Commercial use rights for Office mobile apps and Office for the web	●	● ³	●	●	●
Social & Intranet	Exchange		● ⁴	●	●	●
Meetings, Voice & Collaboration	SharePoint, Yammer		● ⁵	●	●	●
Files & Content	Teams		●	●	●	●
	Phone System, Audio Conferencing					●
Device Management	OneDrive		1 TB	2 GB	5+ TB ⁶	5+ TB ⁶
	Stream, Sway for Microsoft 365			● ⁸	●	●
	Mobile Device Management for Microsoft 365 ⁹				●	●
Business Apps	Forms ⁷	●	●	●	●	●
	Bookings, Planner, To-Do			●	●	●
Security & Compliance	Content Search, manual sensitivity and retention labels ¹⁰ , Basic Audit					●
	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 ¹¹ , Privileged Access Management					
Analytics	Insights by MyAnalytics (Outlook plug-in)			●	●	●
	MyAnalytics (dashboard, digests, inline suggestions)					●
	Power BI Pro					●

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		M365 Apps for enterprise ¹ \$11/u/p	O365 F3 \$4/u/m	O365 E1 \$7/u/m	O365 E3 \$20/u/m	O365 E5 \$35/u/m
Microsoft 365 Apps	Install Word, Excel, PowerPoint, OneNote, Outlook, Access ² , and Publisher ² 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	●	● ³	●	●	●
Social & Intranet	Exchange		● ⁴	●	●	●
Meetings, Voice & Collaboration	SharePoint, Yammer		● ⁵	●	●	●
Files & Content	Teams		●	●	●	●
	Phone System, Audio Conferencing					●
Device Management	OneDrive		1 TB	2 GB	5+ TB ⁶	5+ TB ⁶
	Stream, Sway for Microsoft 365			● ⁸	●	●
Business Apps	Mobile Device Management for Microsoft 365 ⁹				●	●
	Forms ⁷	●	●	●	●	●
Security & Compliance	Content Search, manual sensitivity and retention labels ¹⁰ , Basic Audit					●
	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 ¹¹ , Privileged Access Management					
Analytics	Insights by MyAnalytics (Outlook plug-in)			●	●	●
	MyAnalytics (dashboard, digests, inline suggestions)					●
	Power BI Pro					●

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Microsoft 365 Business Client / Server solutions

Before April 21, 2020 Product was called Office 365 Business

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	Microsoft 365 Apps for business ¹ \$8.25/u/m	Microsoft 365 Business Basic ¹ \$5/u/m	Microsoft 365 Business Standard ¹ \$12.5/u/m
Microsoft 365 Apps	Install Word, Excel, PowerPoint, Outlook, OneNote, Access ² , and Publisher ² 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	Exchange Plan 1 (50 GB mailbox)	•	•
Meetings, Calling & Collaboration	SharePoint, Yammer	•	•
Microsoft Teams	Microsoft Teams	•	•
Files & Content	OneDrive (1 TB) Microsoft Stream, Sway for Microsoft 365, Microsoft Forms ³	•	•
Task Management	Planner, To-Do Bookings	•	•
Power Platform	Power Apps for Microsoft 365 ⁴ , Power Automate for Microsoft 365 ⁵	•	•
Device & App Management	Mobile Device Management for Microsoft 365 ⁶ Microsoft 365 Admin Center, Microsoft Intune, Windows AutoPilot, Fine Tuned User Experience	•	•
Security and Identity	Windows Hello, Credential Guard and Direct Access ⁷ , Azure Active Directory Plan 1, Microsoft Advanced Threat Analytics, Defender Antivirus and Device Guard ⁸ , Azure Information Protection Plan 1, Windows Information Protection, BitLocker Multi-factor authentication	•	•
Compliance	Content Search, manual sensitivity and retention labels	•	•
Analytics	Insights by MyAnalytics (Outlook plug-in)	•	•

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Office 365 E5 differences (compared with O365 E3)

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- 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

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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

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Teams in European Economic Area (EEA)

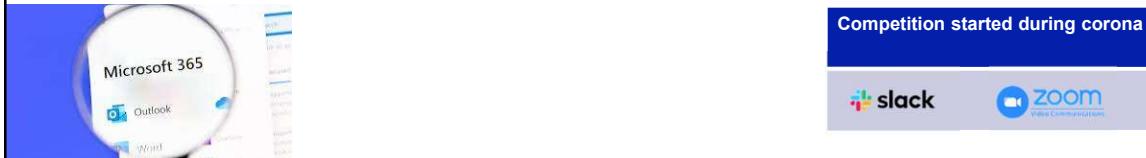
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Licensing Update for EEA

- 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



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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>



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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	

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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.
SMB Suites	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).
FLW 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.
	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.

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Microsoft 365

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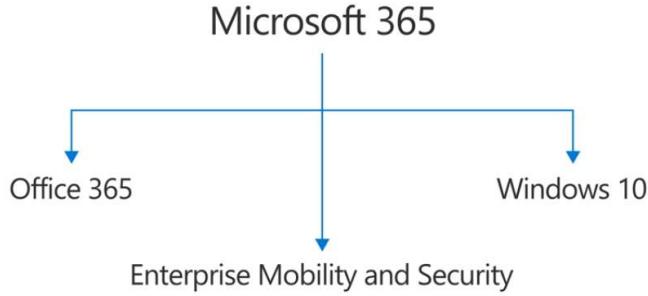


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Microsoft 365 Bundle

M365 is a Bundle of 3 other Bundles

- Office 365
- Enterprise Mobility & Security
- Windows 11 Enterprise



```
graph TD; A[Microsoft 365] --> B[Office 365]; A --> C[Windows 10]; A --> D[Enterprise Mobility and Security]
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Enterprise Mobility & Security Bundle

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

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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

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Microsoft 365 Products & Plans

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

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Add-On Licenses

Teams Services ¹	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					
Audio Conferencing with Select Dial Out	+	N/A	+	+	N/A	+	+	+				\$0	
Extended Dial Out Minutes to US and Canada	+ ²	+	+ ²	+ ²	+	+ ²	+ ²	+ ²				\$4	
Teams Phone ³	+	●	+	+	●	+	+	+				\$8	
Domestic Calling Plan	+ ⁴	+	+ ⁴	+ ⁴	+	+ ⁴	+ ⁴	+ ⁴				\$8 ⁵ /\$12	
Domestic Calling 240 Minute Plan	+ ⁴	+	+ ⁴	+ ⁴	+	+ ⁴	+ ⁴	+ ⁴				\$8	
Domestic Calling 120 Minute Plan	+ ⁴	+	+ ⁴	+ ⁴	+	+ ⁴	+ ⁴	+ ⁴				\$6	
International Calling Plan (includes Domestic Plan)	+ ⁴	+	+ ⁴	+ ⁴	+	+ ⁴	+ ⁴	+ ⁴				\$24	
Teams Phone with Calling Plan ⁶	+	N/A ⁵	+	+	N/A ⁵	N/A	+	+				\$15 ⁷ /\$20	

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Total Overview



USD ERP per user per month

Information Worker Plans

Microsoft 365				Office 365			Enterprise Mobility + Security		Windows 11			Microsoft 365				Frontline Worker Plans					
E1	E3	E5	E5 Security	E1	E3	E5	E5	E5	Pro for reference	E3	E5	F1	F3	F5 Security	F5 Compliance	F5 Sec+Comp	F3				
\$16	\$57	\$10	\$12	\$10	\$23	\$38	\$10.60	\$16.40		\$5	\$10	\$2.25	\$3	\$8	\$8	\$10	\$4				
Requires Microsoft 365 E3 (or Office 365 E3 and Enterprise Mobility + Security E5)				Requires Microsoft 365 F1/F3 (or Office 365 F1 and Enterprise Mobility + Security F3)																	
Meetings, calling, and chat																					
Microsoft Teams																					
Unlimited chat																					
Online meetings																					
Live Events																					
Webinars																					
Screen sharing and custom backgrounds																					
Record meetings																					
Priority notifications																					
Teams Phone ¹																					
Audio Conferencing ²																					

Formerly named Project Spark

Cloud calling and video availability

Available via the no-cost [Audio Conferencing with Select Dial Out supplemental license](#). Includes unlimited toll dial-in, 60 minutes/user/month dial-out to US and Canada phone numbers, and Operator Connect Conferencing.

Social, intranet, and storage

SharePoint Kiosk (2 GB OneDrive storage)	•
SharePoint Plan 1 ³ (1 TB OneDrive storage)	•
SharePoint Plan 2 ⁴ (unlimited OneDrive storage)	•
Yammer Enterprise	•
Microsoft Viva Connections	•

Enterprise : <https://aka.ms/M365EnterprisePlans>
<https://aka.ms/M365EnterprisePlansEEA>

(PDF Download Link = Always Latest)

Business : <https://aka.ms/M365BusinessPlans>
<https://aka.ms/M365SMBPlansEEA>

(PDF Download Link = Always Latest)

Education : <https://aka.ms/EduPlans>

(PDF Download Link = Always Latest)

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Microsoft 365 Feature Matrix

<https://m365maps.com>



Feature Matrix

Office 365 Enterprise	E1	E3	E5	Microsoft 365 Business	Basic	Standard	Premium	Microsoft 365 Frontline	F1	F3	F5 Sec	F5 Comp	F5 Sec+Comp																																																																																																			
Microsoft 365 Enterprise	E3	E5 Sec	E5	Microsoft 365 Education	A1 (Legacy)	A1 for Devices	A3	A5 Sec	E5	E5	E5 Comp	E5 Sec+Comp																																																																																																				
<input checked="" type="checkbox"/> Select All	<input type="checkbox"/> Select None	<input type="checkbox"/> Save Selection	<input type="checkbox"/> Feature Map	<input type="checkbox"/> New	<input type="checkbox"/> Load	<input type="checkbox"/> Save	<input type="checkbox"/> Close	<input type="checkbox"/> Download	<input type="checkbox"/> Export	<input type="checkbox"/> Timeline																																																																																																						
<table border="1"> <thead> <tr> <th>Feature</th> <th>E1</th> <th>E3</th> <th>E5</th> <th>Basic</th> <th>Standard</th> <th>Premium</th> <th>F1</th> <th>F3</th> </tr> </thead> <tbody> <tr> <td>Office 365</td> <td>E1</td> <td>E3</td> <td>E5</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Activity Reports</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Adoption Score</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Alert Policies</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Audit (premium)</td> <td></td> <td></td> <td>✓</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Audit (standard)</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Basic Mobility & Security</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Bookings</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Briefing Email</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Communication Compliance</td> <td></td> <td></td> <td>✓</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>														Feature	E1	E3	E5	Basic	Standard	Premium	F1	F3	Office 365	E1	E3	E5						Activity Reports	✓	✓	✓	✓	✓	✓	✓	✓	Adoption Score	✓	✓	✓	✓	✓	✓	✓	✓	Alert Policies	✓	✓	✓	✓	✓	✓	✓	✓	Audit (premium)			✓						Audit (standard)	✓	✓	✓	✓	✓	✓	✓	✓	Basic Mobility & Security	✓	✓	✓	✓	✓	✓	✓	✓	Bookings	✓	✓	✓	✓	✓	✓	✓	✓	Briefing Email	✓	✓	✓	✓	✓	✓	✓	✓	Communication Compliance			✓					
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Briefing Email	✓	✓	✓	✓	✓	✓	✓	✓																																																																																																								
Communication Compliance			✓																																																																																																													

Features 2

Select / Unselect 1

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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 description¹
- Microsoft 365 Small and Medium-sized Businesses⁴
- 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 Privé 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

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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](#)



[Windows Defender](#)
[Device Guard](#)
[UEFI Secure Boot](#) and the [Trusted Boot 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](#)

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Why Microsoft 365 ?

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

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Zero Trust Security Model

INGRAM CLOUD

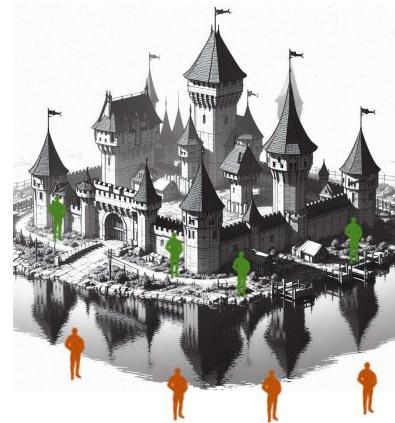
MORE AS A SERVICE

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Castle-and-Moat Security

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



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Zero Trust Security

Instead of assuming everything behind the corporate firewall is safe,

Zero Trust assumes *an open environment where trust must be validated*

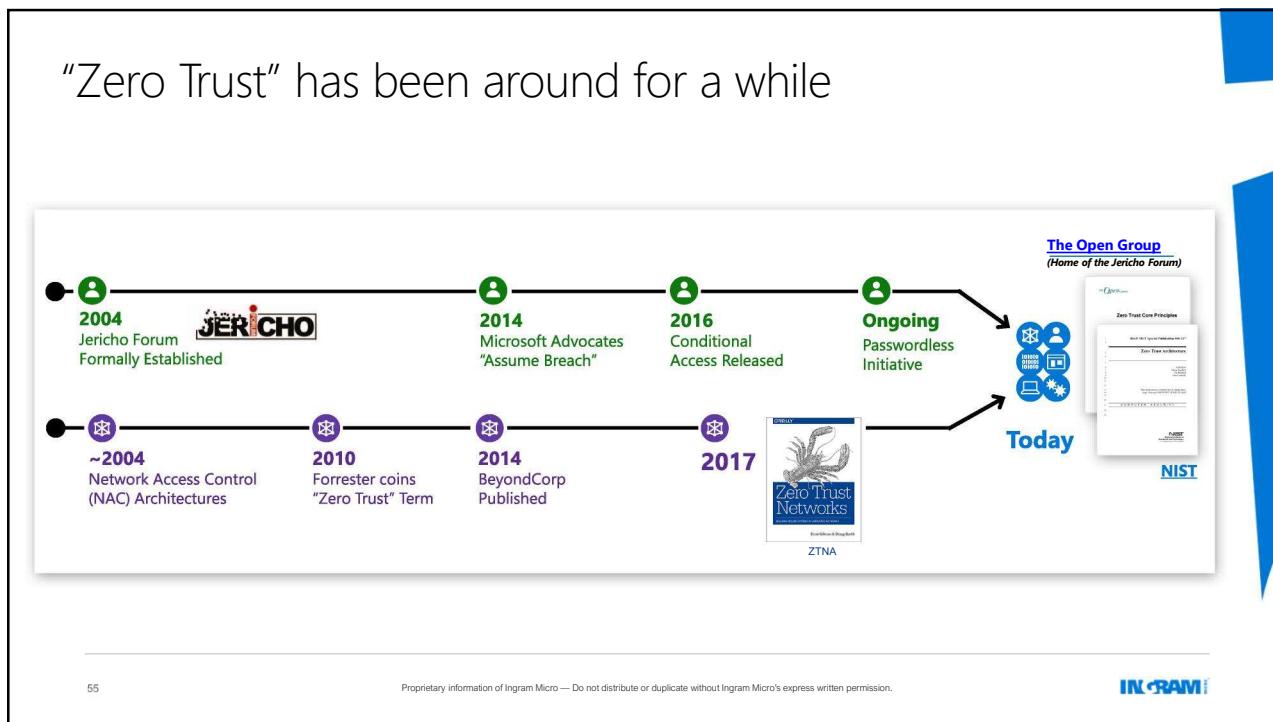
Assume breach – Assume that attackers will succeed (partially or fully) and design accordingly

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

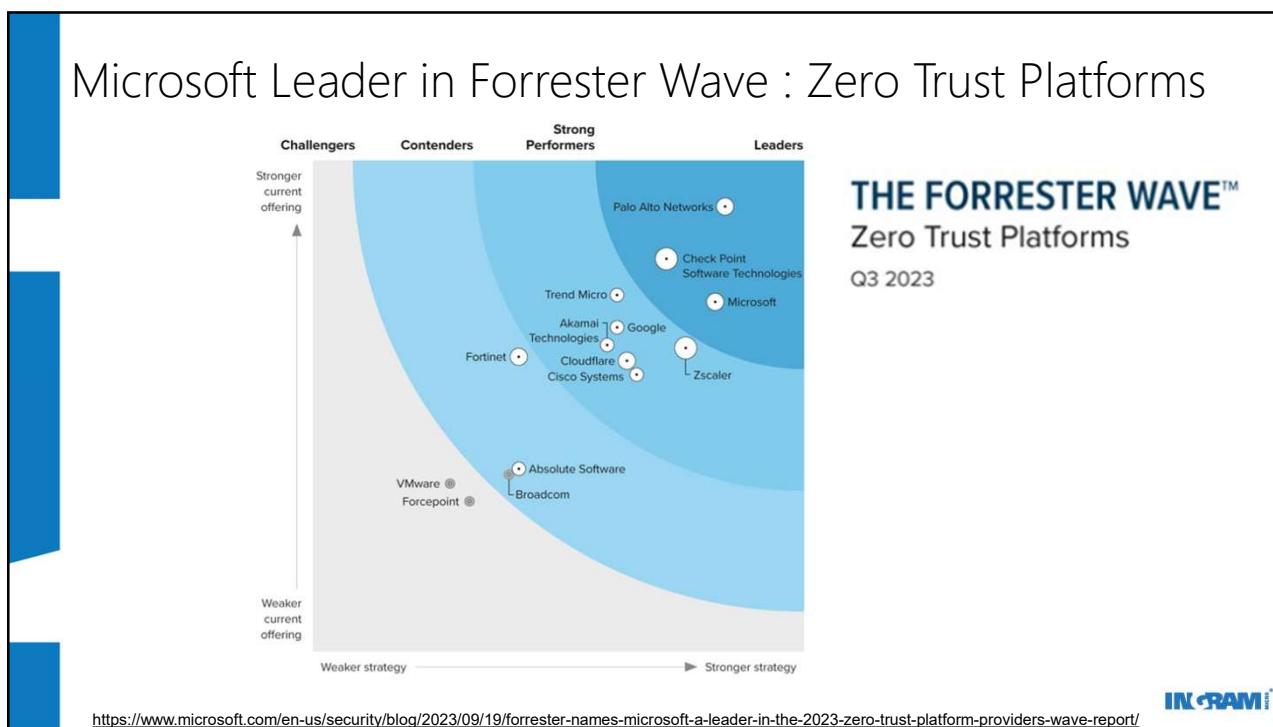
Use least privileged access – to limit the impact of any given compromise



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Zero Trust Components

-  Identities
-  Endpoints
-  Applications
-  Data
-  Infrastructure
-  Network

INGRAM[®] CLOUD More as a Service

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Zero Trust Approach from Microsoft

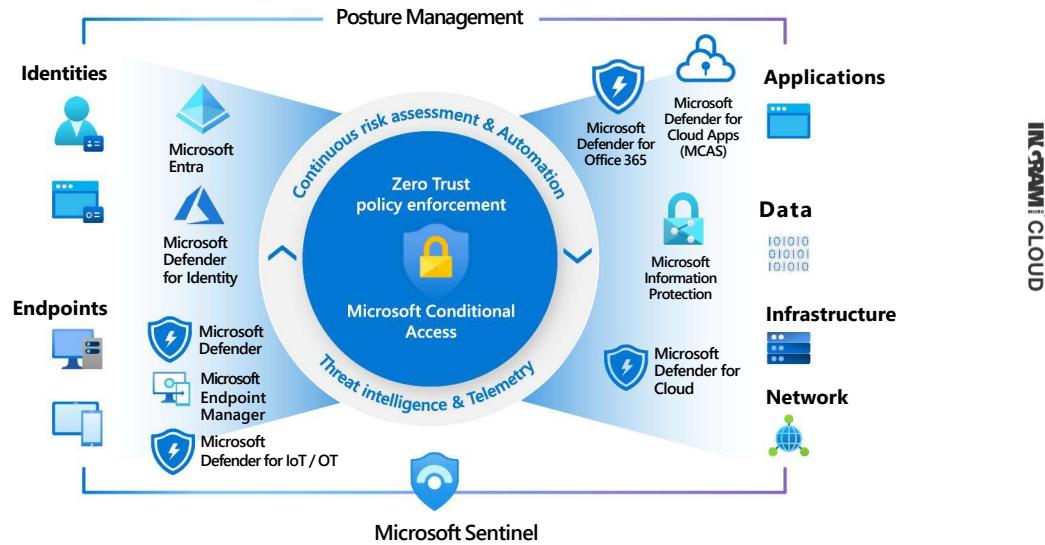


<https://docs.microsoft.com/en-us/security/zero-trust/>

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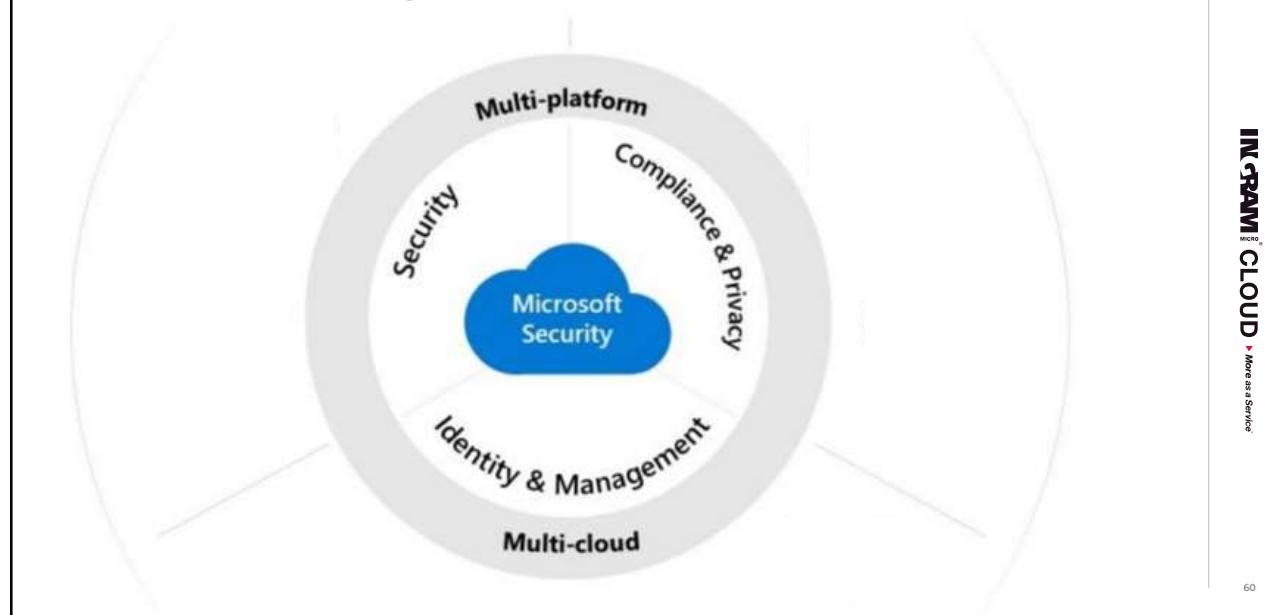
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Microsoft Zero Trust Capabilities

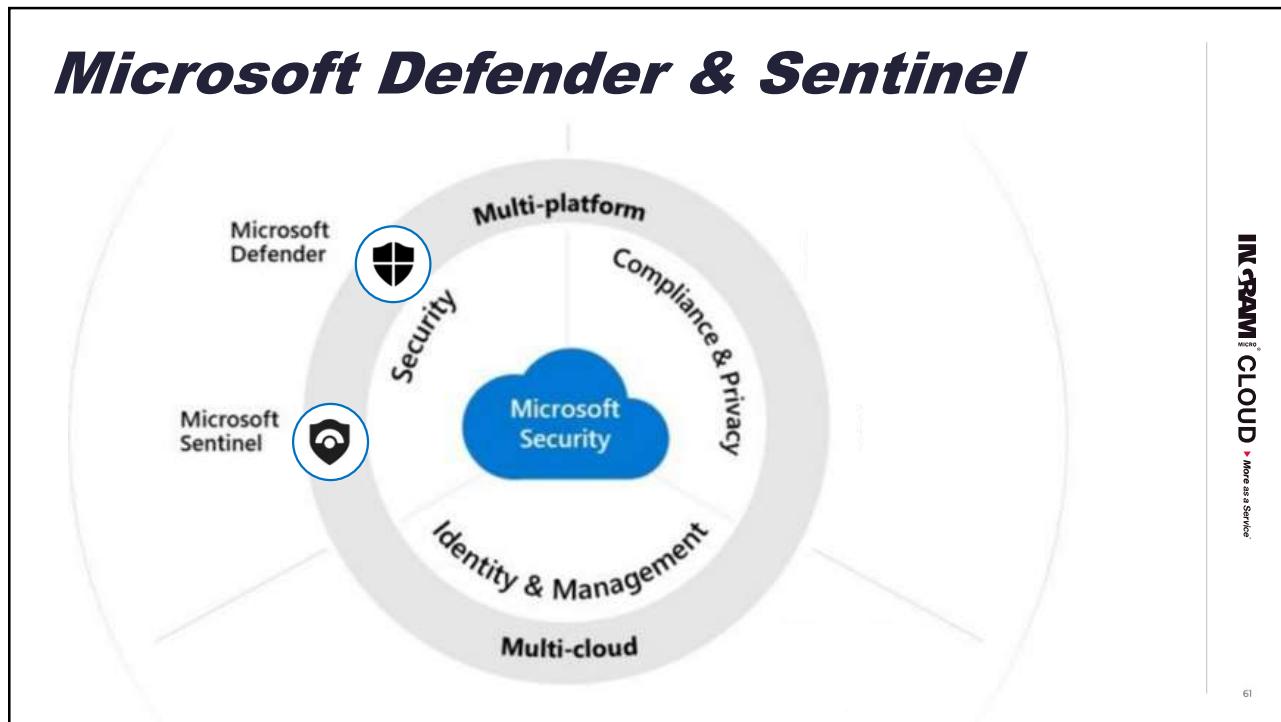


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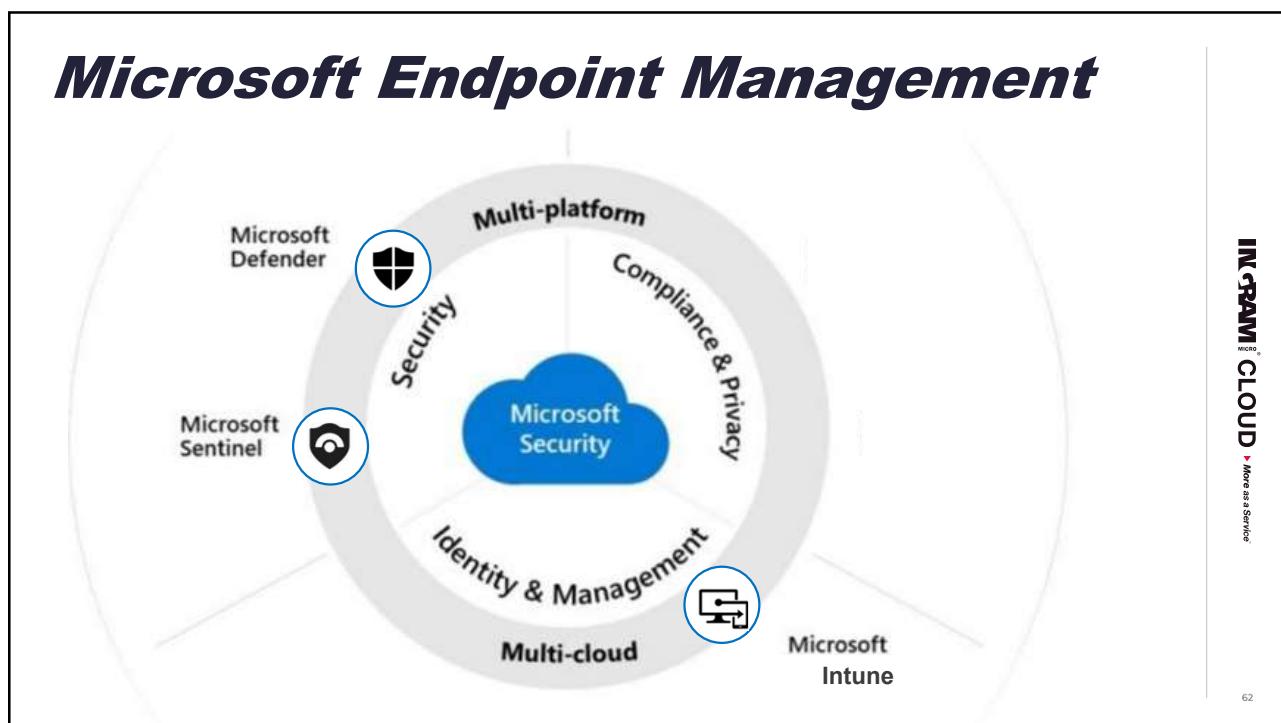
Six Security Product Families



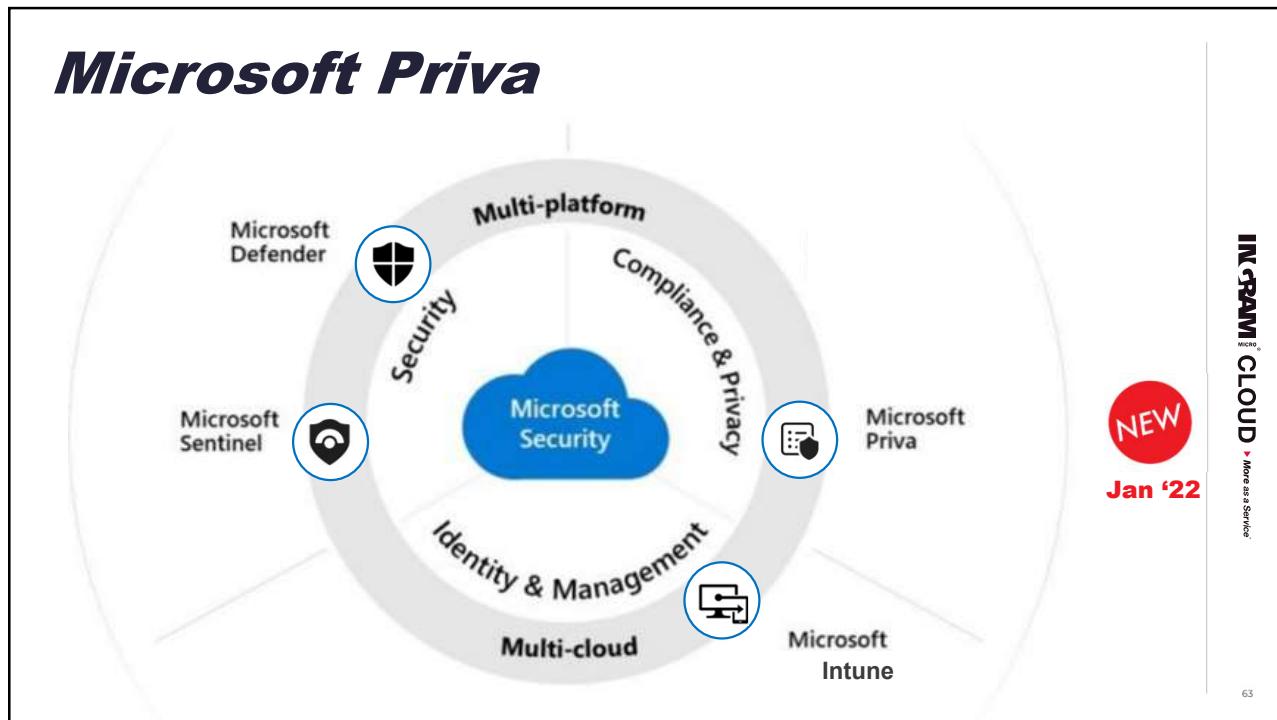
60



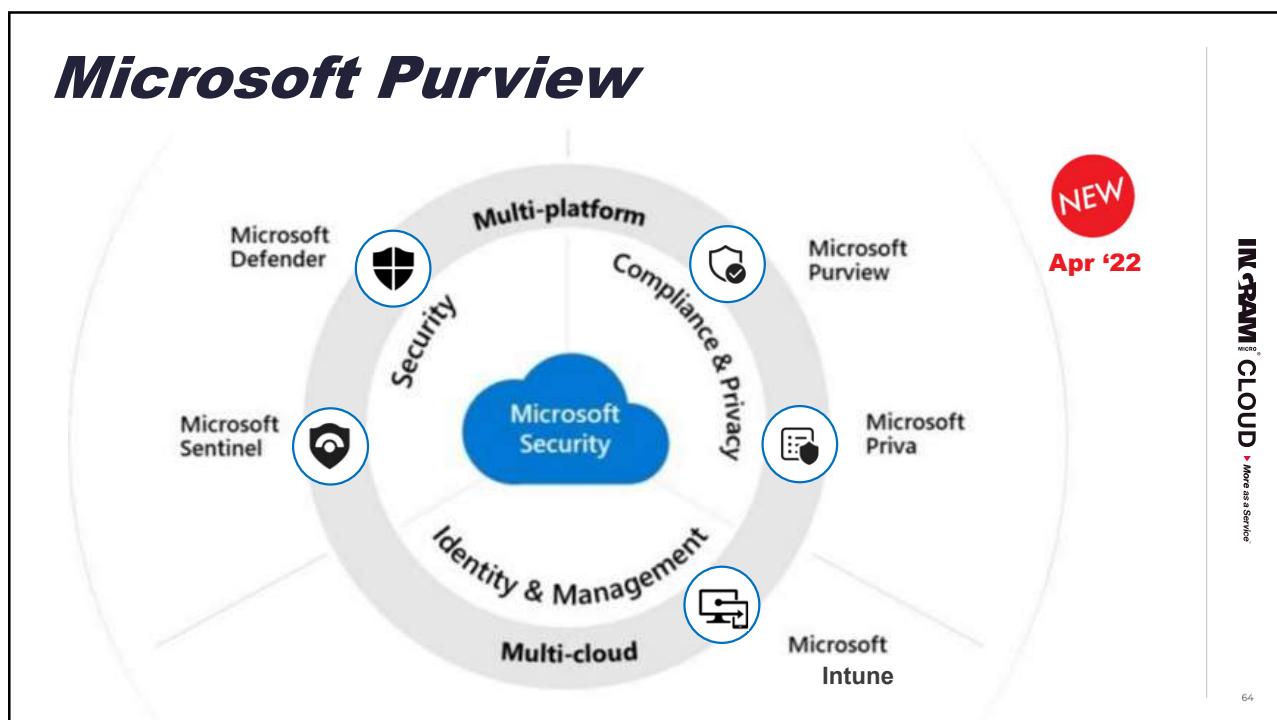
61



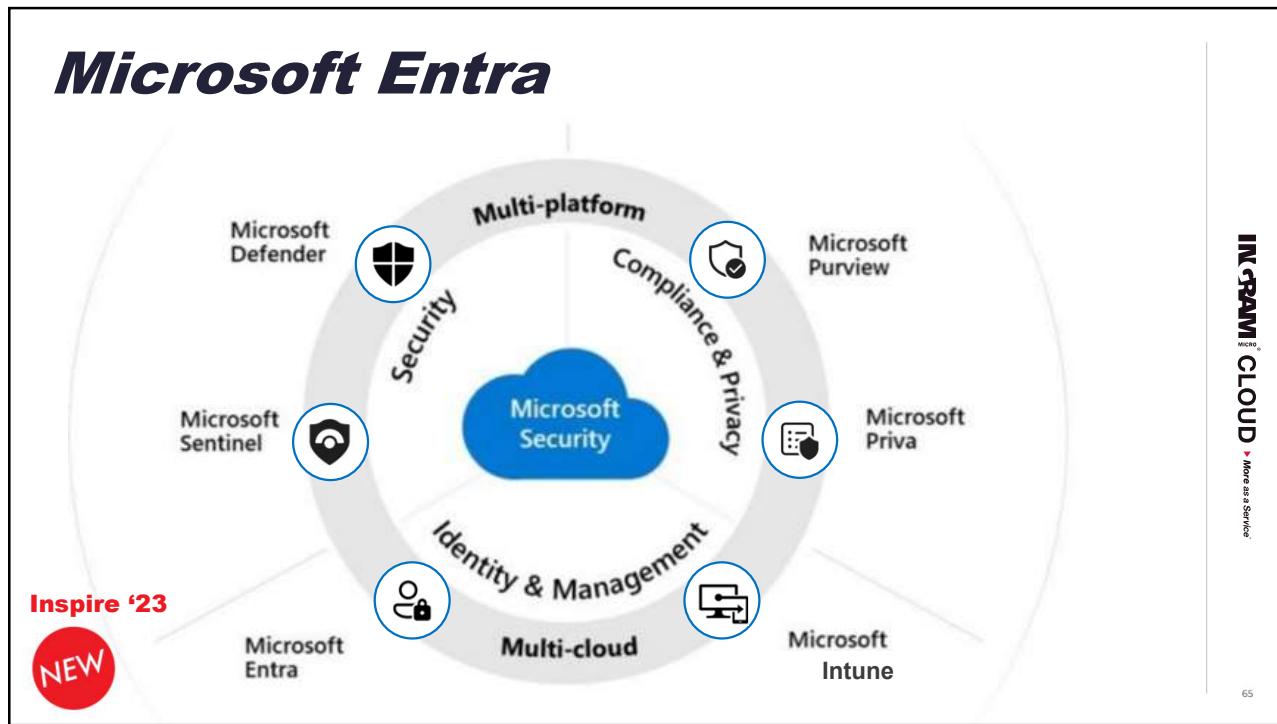
62



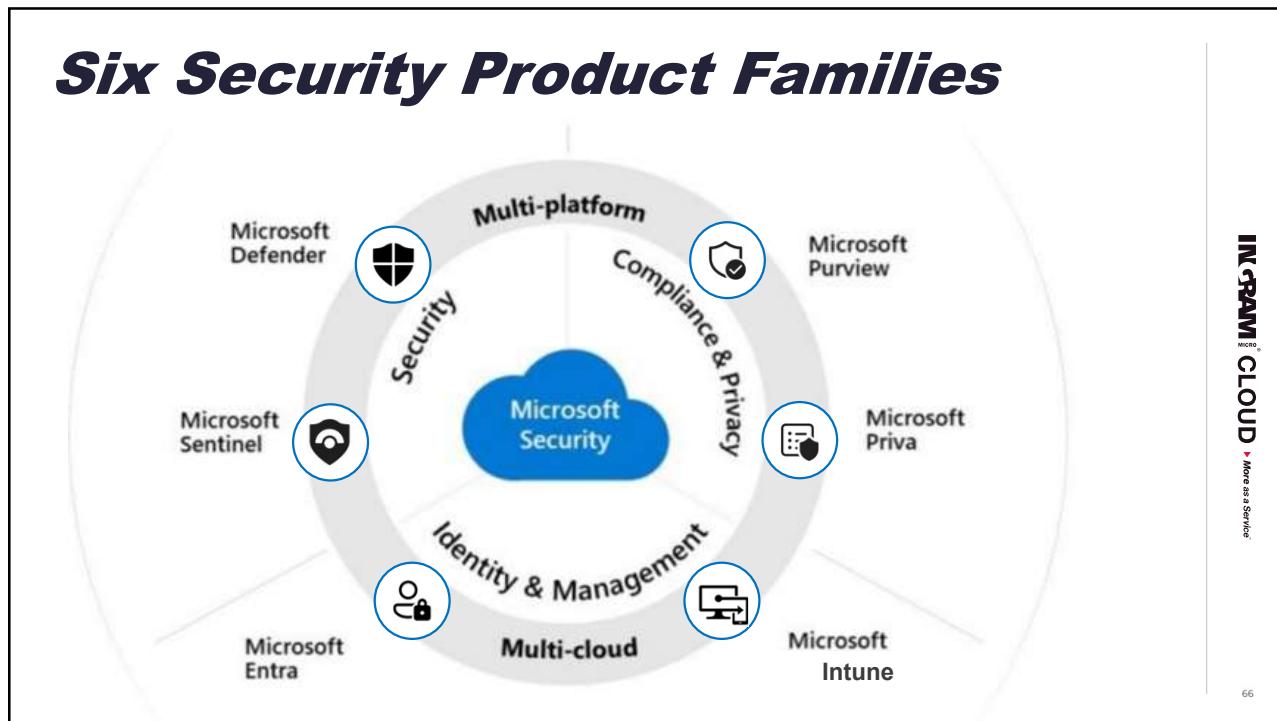
63



64

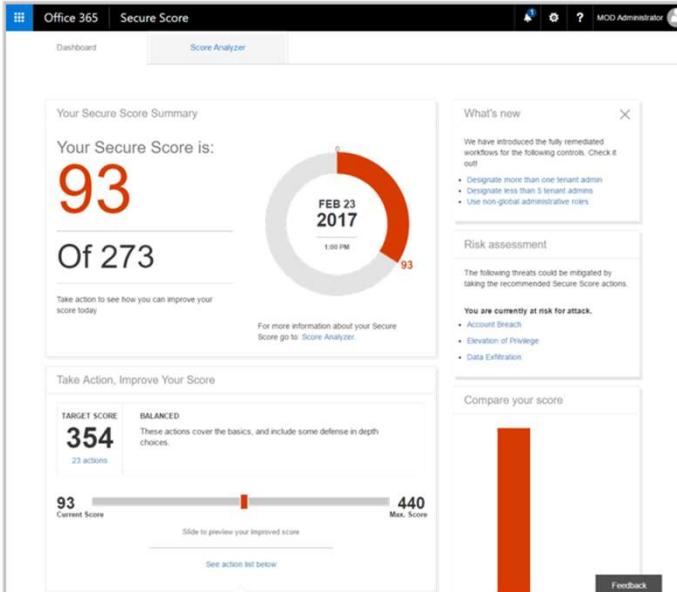


65



66

Security Score & QS Solutions

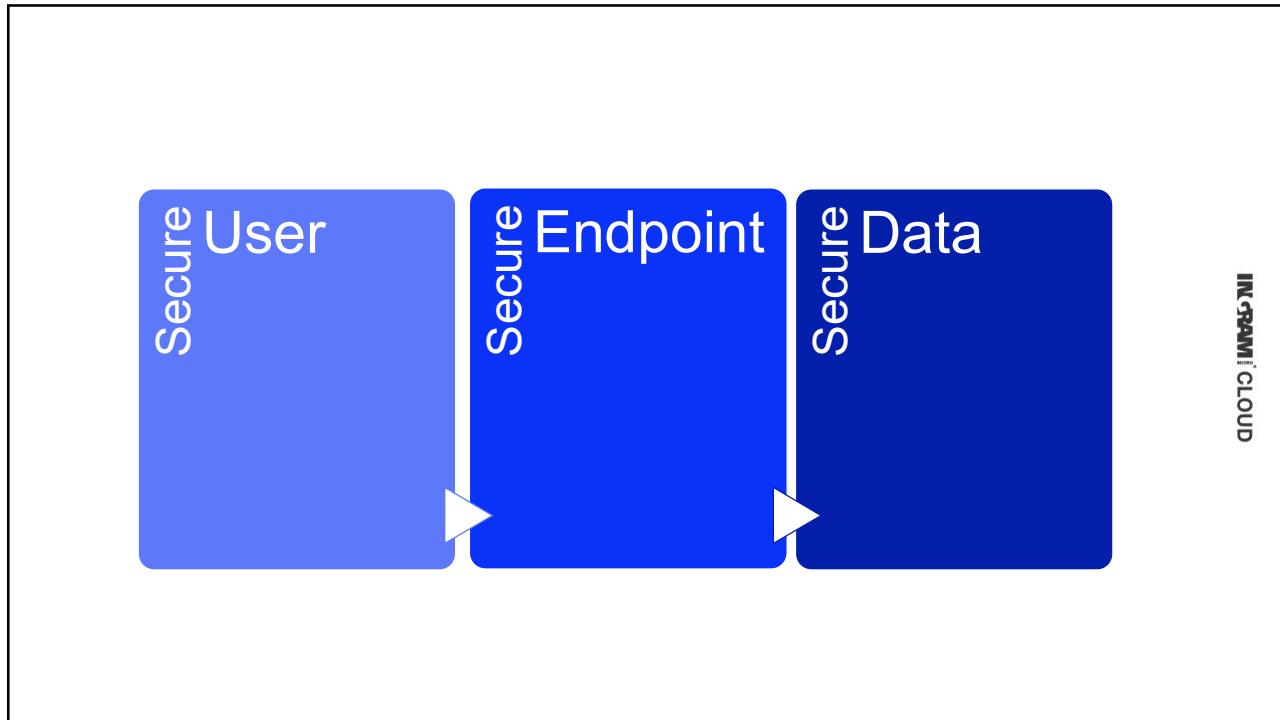


The screenshot shows the Office 365 Secure Score dashboard. The main summary indicates a secure score of 93 out of 273, achieved on Feb 23, 2017, at 1:00 PM. A progress bar shows the current score of 93 against a target score of 354, which is described as 'BALANCED'. The dashboard also displays a 'What's new' section with a note about introduced workflows for remediation, and a 'Risk assessment' section listing threats like Account Breach, Elevation of Privilege, and Data Extrusion. A 'Compare your score' chart shows a red bar representing the current score of 93. A 'Feedback' button is visible at the bottom right.

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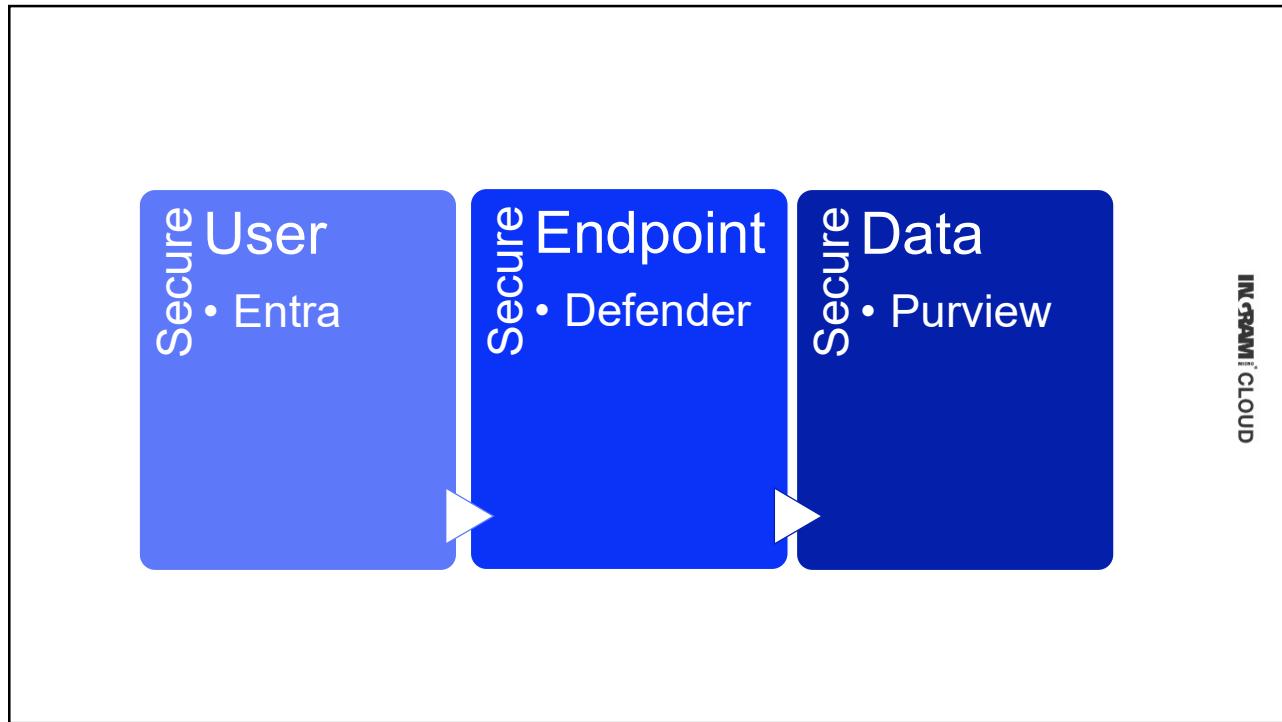
67



INGRAM CLOUD

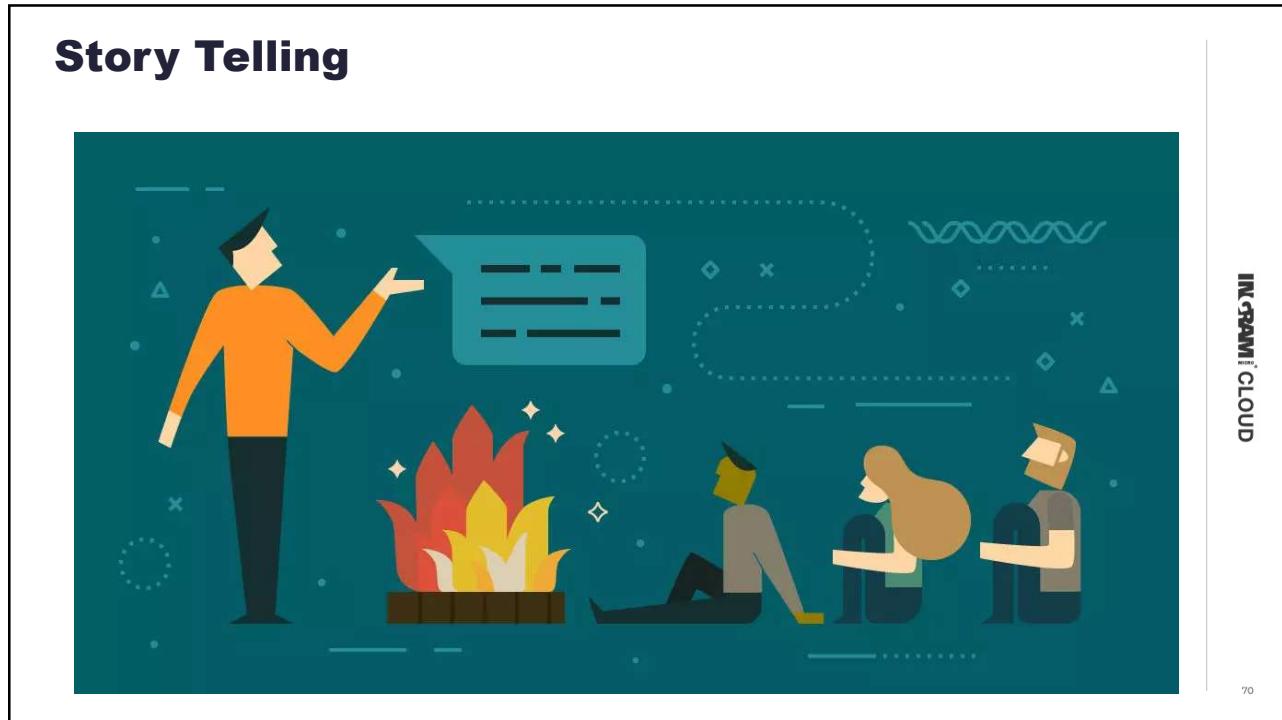
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INGRAM CLOUD



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INGRAM CLOUD

Microsoft Entra

Identity & Access Management

MORE AS A SERVICE

The slide features a dark purple background with white text and graphics. The Microsoft Entra logo is at the top right. The text 'INGRAM CLOUD' is on the left edge. The main title 'Microsoft Entra' is in large white letters, with 'Identity & Access Management' in smaller white text below it. The tagline 'MORE AS A SERVICE' is at the bottom. The bottom edge of the slide has a decorative white curved line pattern.

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Authentication Security



The slide features a white background with a central illustration. A person's hands are shown; one hand is on a laptop keyboard, and the other is holding a smartphone displaying a key icon. Above the hands, various authentication-related icons are floating, including a padlock, a checkmark, a hexagon, a speech bubble with dots, and a user profile. The INGRAM CLOUD logo is on the right edge, and the number '72' is at the bottom right.

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2024
July 11

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

The diagram features a blue background with a white arrow pointing from left to right. On the left, it lists the components of the 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), and 'Microsoft Entra Verified ID (Premium capabilities)' (Identity Verification). On the right, there is a stylized graphic of three interlocking rings in blue, white, and yellow. The 'INGRAMiCLOUD' logo is positioned at the bottom right of the slide.

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Microsoft Entra product family

Establish Zero Trust access controls	Secure access for your employees	Secure access for customers/partners	Secure access in any cloud
Microsoft Entra ID P1	Microsoft Entra Private Access Microsoft Entra Internet Access Microsoft Entra ID Governance Microsoft Entra ID ID Protection Microsoft Entra Verified ID Premium	Microsoft Entra External ID	Microsoft Entra Permissions Management Microsoft Entra Workload ID
 Microsoft Copilot for Security >			

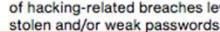
75

Breaches & techniques Used during Breach

 **What tactics do they use?**

62%  of breaches featured hacking.

51%  over half of breaches included malware.

81%  of hacking-related breaches leveraged either stolen and/or weak passwords. 81% 

43%  were social attacks.

14%  Errors were causal events in 14% of breaches. The same proportion involved privilege misuse.

8%  Physical actions were present in 8% of breaches.

 **What else is common?**

66%  of malware was installed via malicious email attachments.

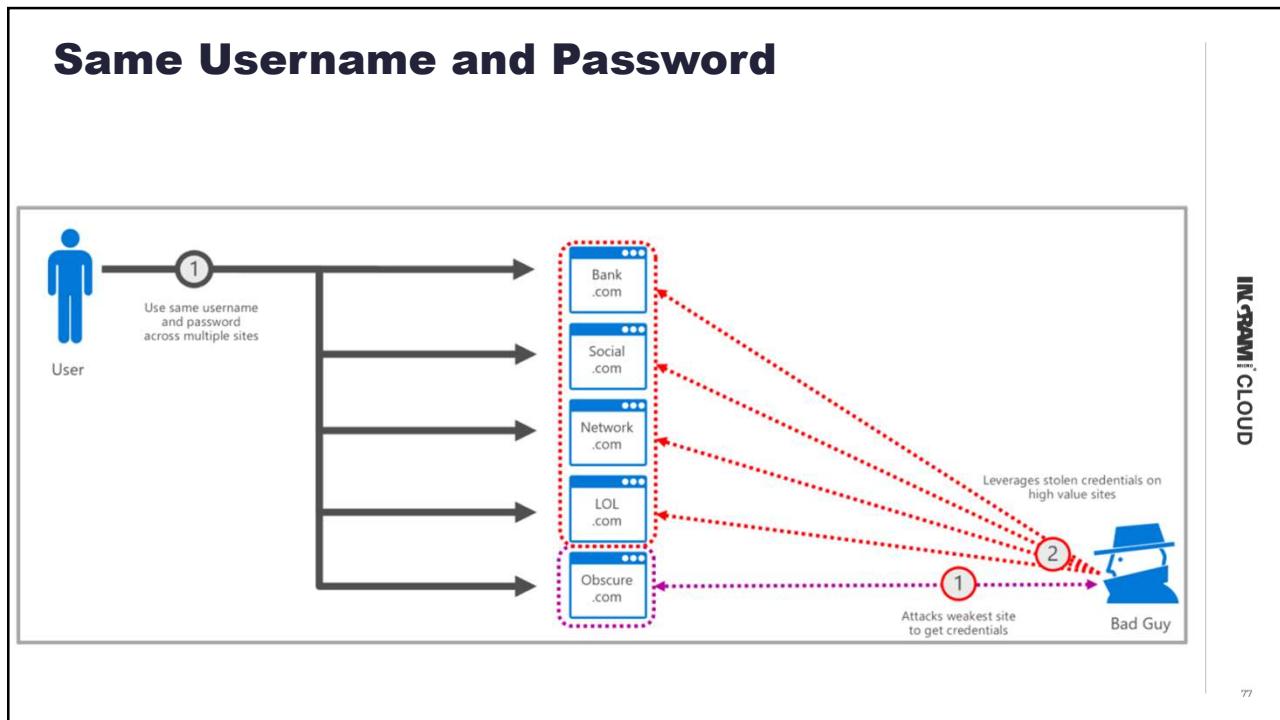
73%  of breaches were financially motivated.

21%  of breaches were related to espionage.

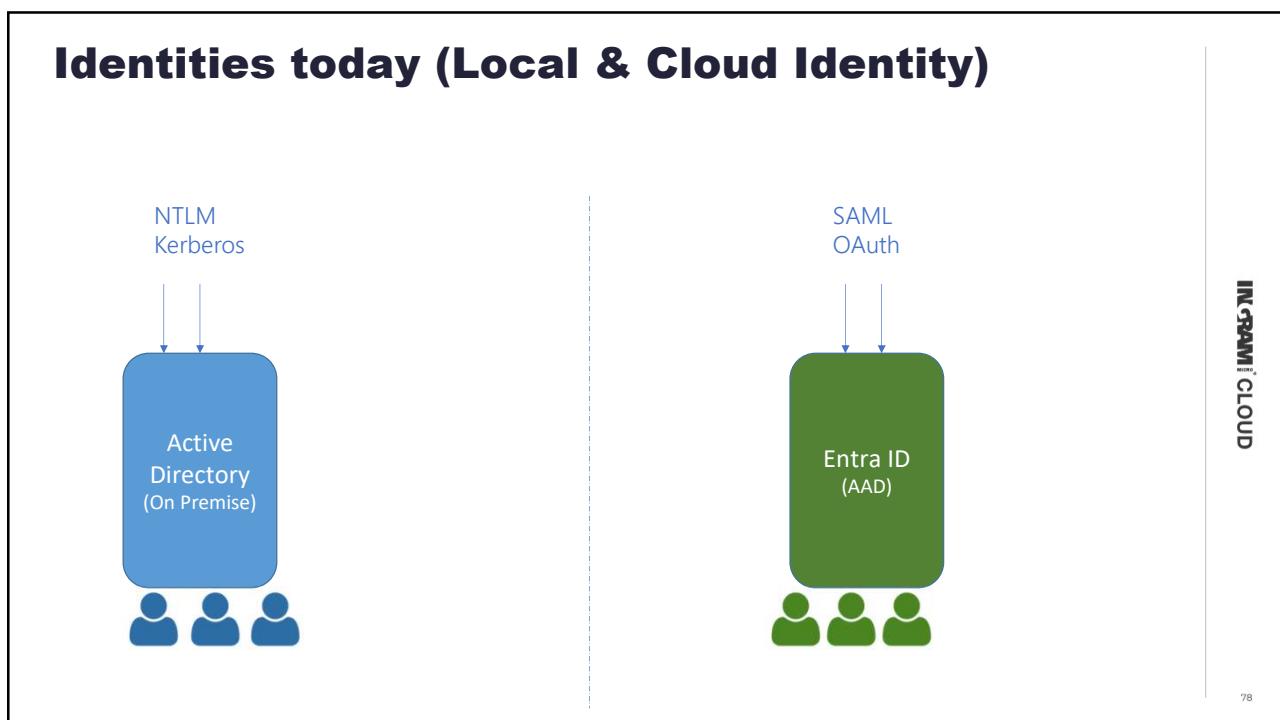
27%  of breaches were discovered by third parties.



76

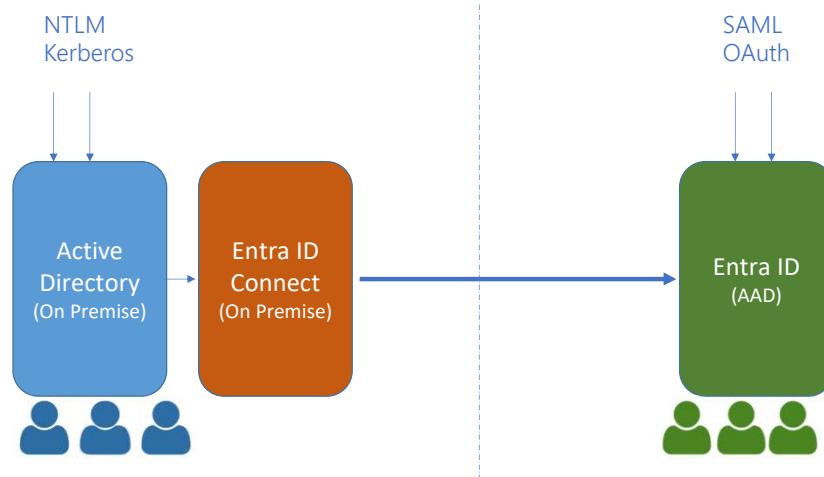


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Connect AD with Entra ID



INGRAM CLOUD

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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)

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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

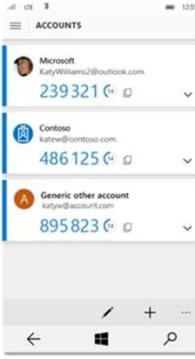




App Store
Get the app



Microsoft





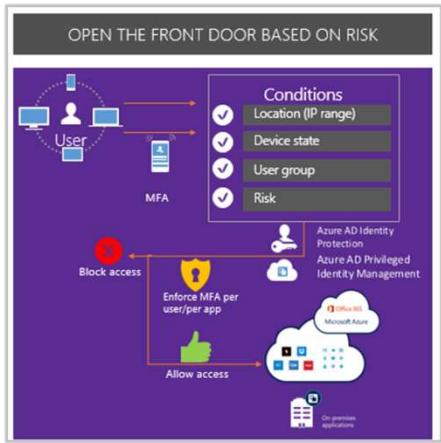
[Microsoft Mobile Phone Authenticator App | Microsoft Security](#)

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Conditional Access

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

OPEN THE FRONT DOOR BASED ON RISK



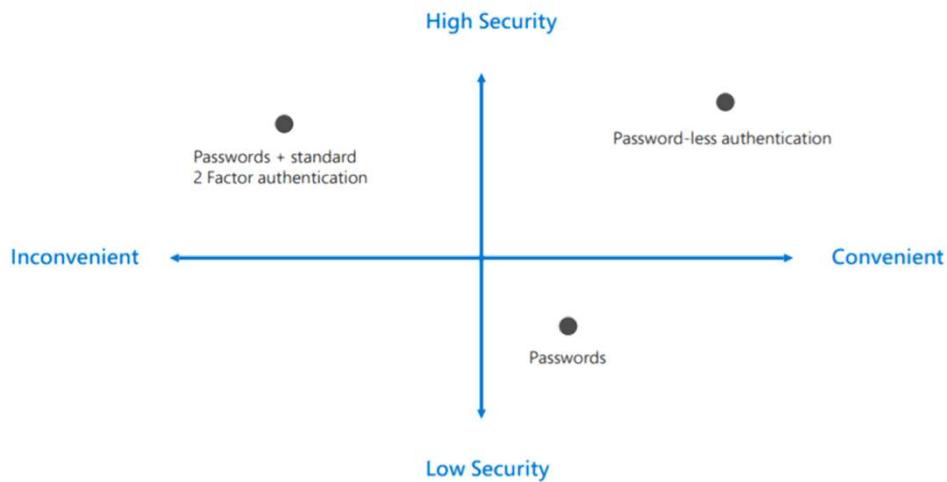
The diagram illustrates the Conditional Access process. It starts with a user and MFA step, followed by a decision point. If conditions (Location, Device state, User group, Risk) are met, access is allowed. If not, a shield icon indicates 'Enforce MFA per user/per app'. The process then branches into 'Block access' (red circle) or 'Allow access' (green thumbs-up icon). Various Microsoft services are shown: Azure AD Identity Protection, Azure AD Privileged Identity Management, Microsoft Azure, and On-premises Applications.

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Password-Less Authentication



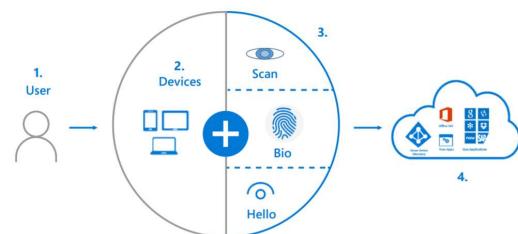
INGRAM CLOUD

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Windows Hello for Business

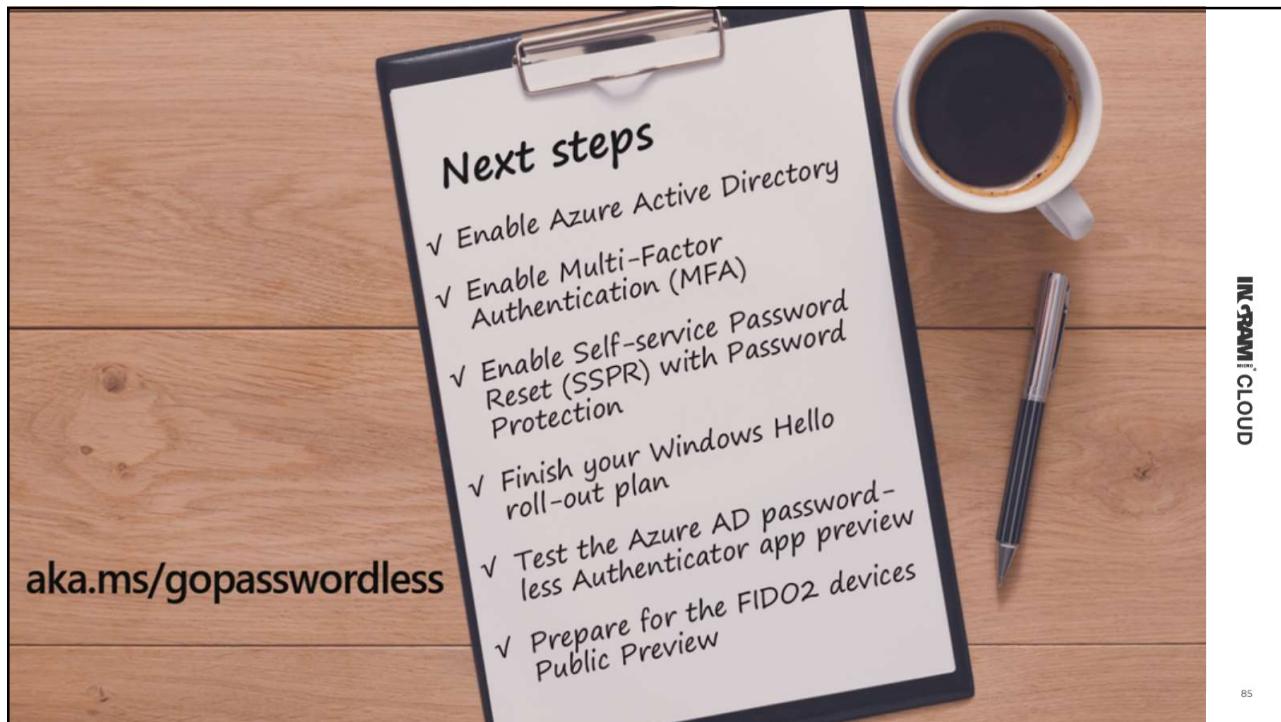
- Biometric Sign-In
 - Facial recognition
 - Fingerprint recognition



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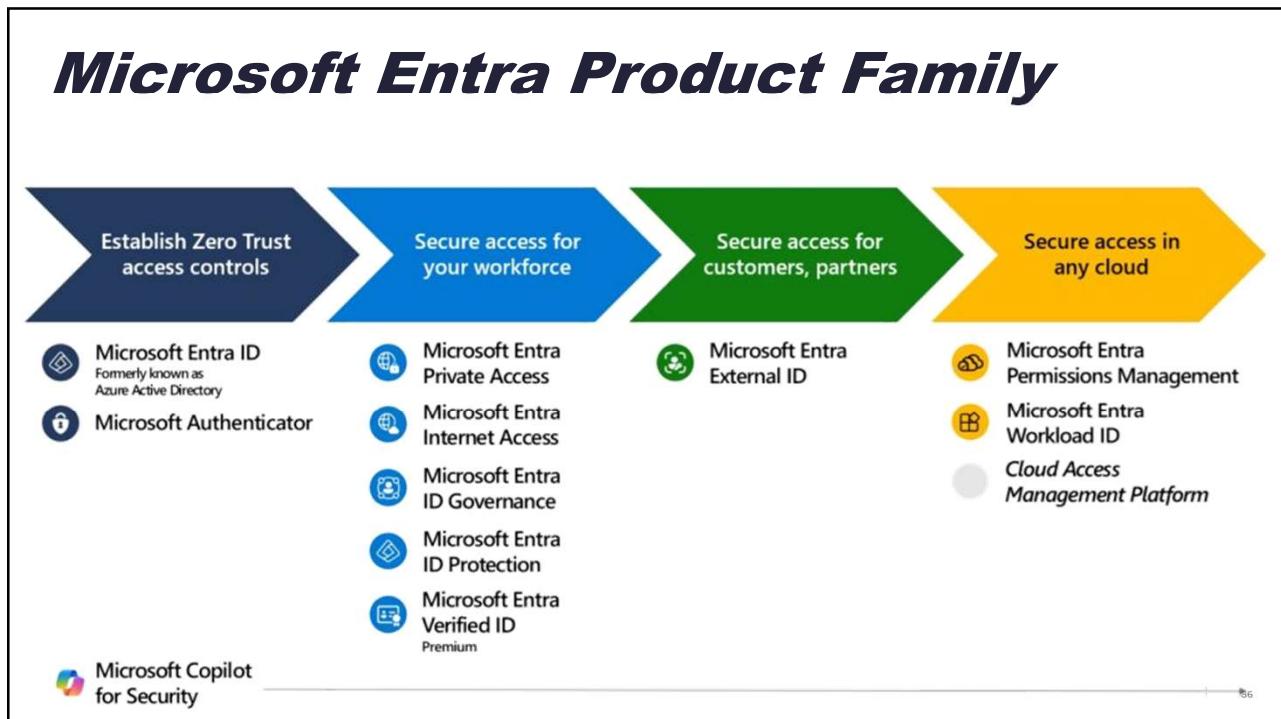
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Feature	Free	Premium P1 M365 E3, F1, BP	Premium P2 M365 E5	Office 365 Apps O365 E1, E3, E5, F3
SSO	10 Apps/User	Unlimited	Unlimited	10 Apps/User
Self Service Password Reset		Yes	Yes	Yes
Application Proxy		Yes	Yes	
Multi Factor Authentication		Yes	Yes	
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*	

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Identity & Access Management Features

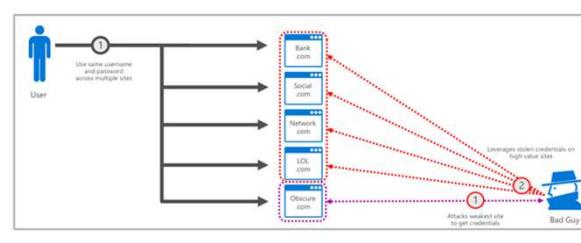
Identity Feature	M365 Business	M365 Enterprise E3	M365 Enterprise E5	Other
Entra ID Plan 1	Yes	Yes	Yes	
Entra ID Plan 2			Yes	
Advanced Security Management			Yes	
Advanced Threat Analytics (ATA)		Yes	Yes	
Windows Hello for Business		Yes	Yes	
Multi Factor Authentication (MFA)	Yes	Yes	Yes	
Microsoft Cloud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

INGRAM CLOUD

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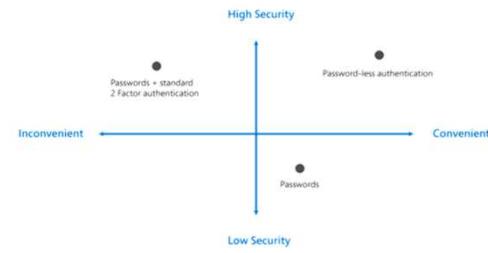
Story Telling & Identities



vs.



Entra ID



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Microsoft Defender
Device & Threat Protection

MORE AS A SERVICE

INGRAM CLOUD

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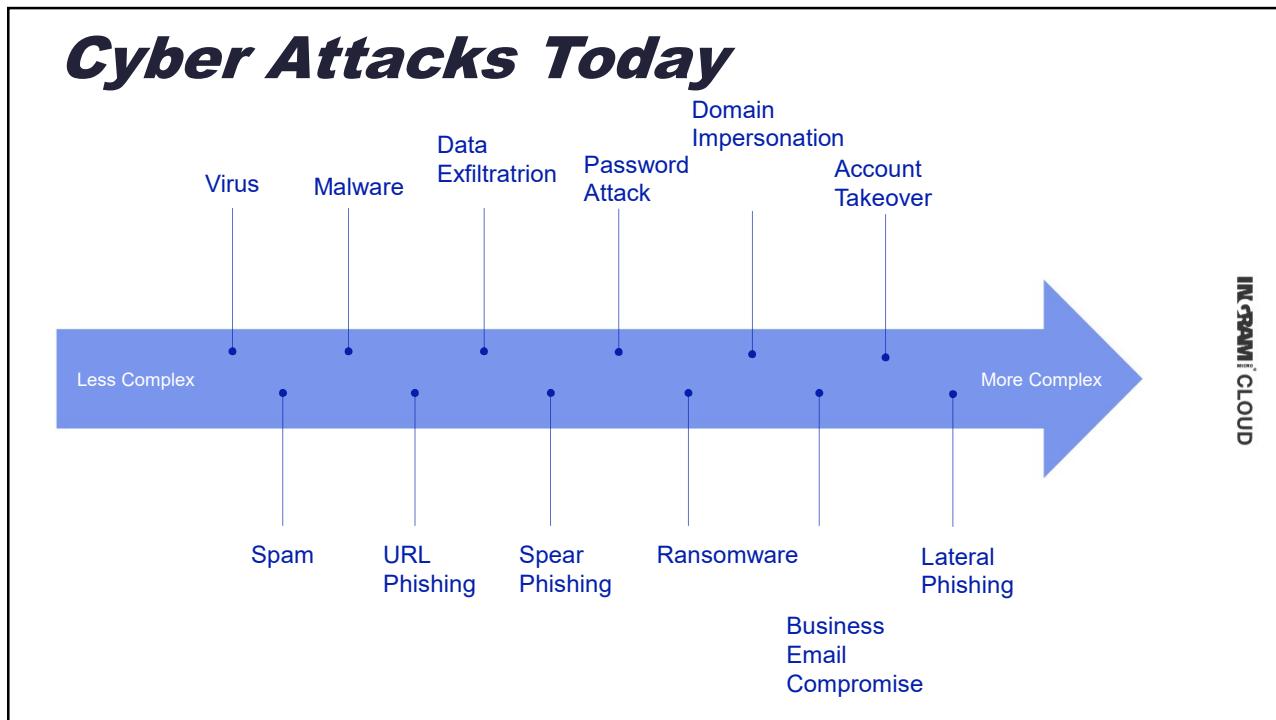
Cyber Attacks some years ago



The diagram illustrates the progression of cyber attacks from less complex to more complex. A large blue arrow points from left to right, labeled "Less Complex" on the left and "More Complex" on the right. Three specific threats are marked with vertical lines pointing to the arrow: "Virus" and "Malware" are positioned above the arrow, while "Spam" is positioned below it, closer to the "Less Complex" end.

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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

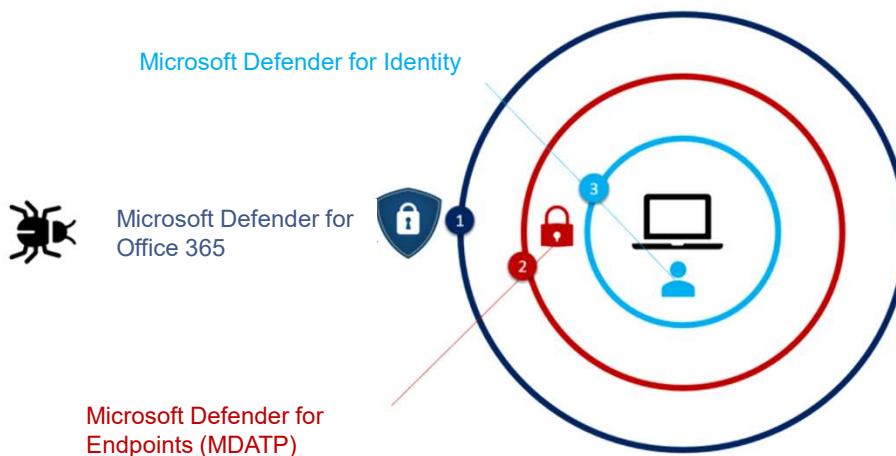
Microsoft Defender for Servers

INGRAM CLOUD

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Multi-Tier Threat Protection

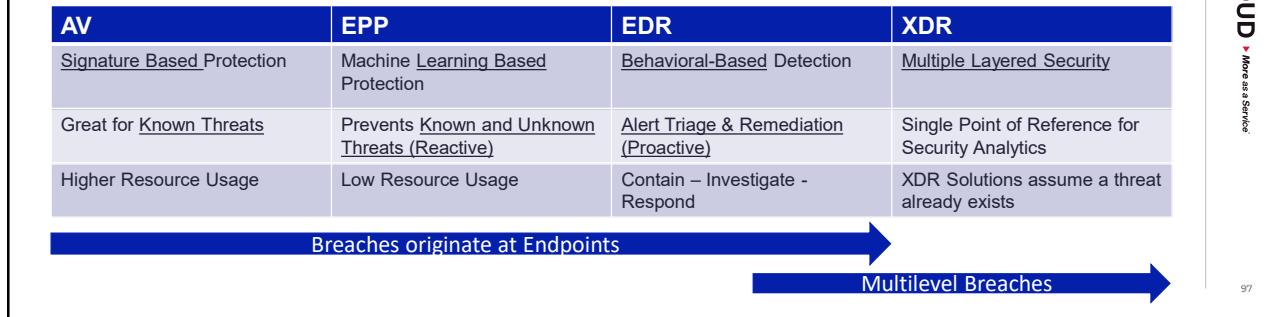


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AV - EPP - EDR - XDR

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

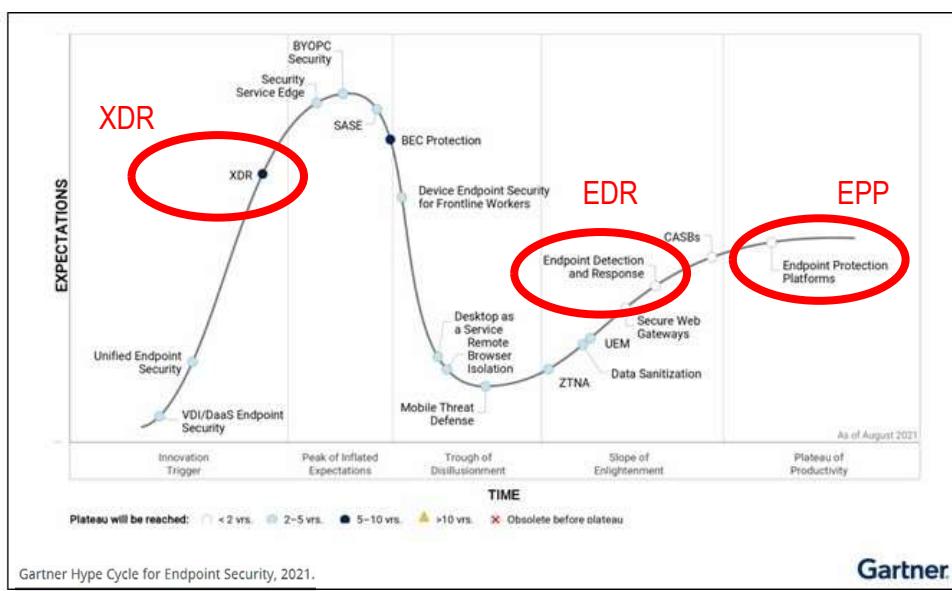


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INGRAM MICRO CLOUD ▶ More as a Service

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Endpoint Security Gartner Hype Cycle



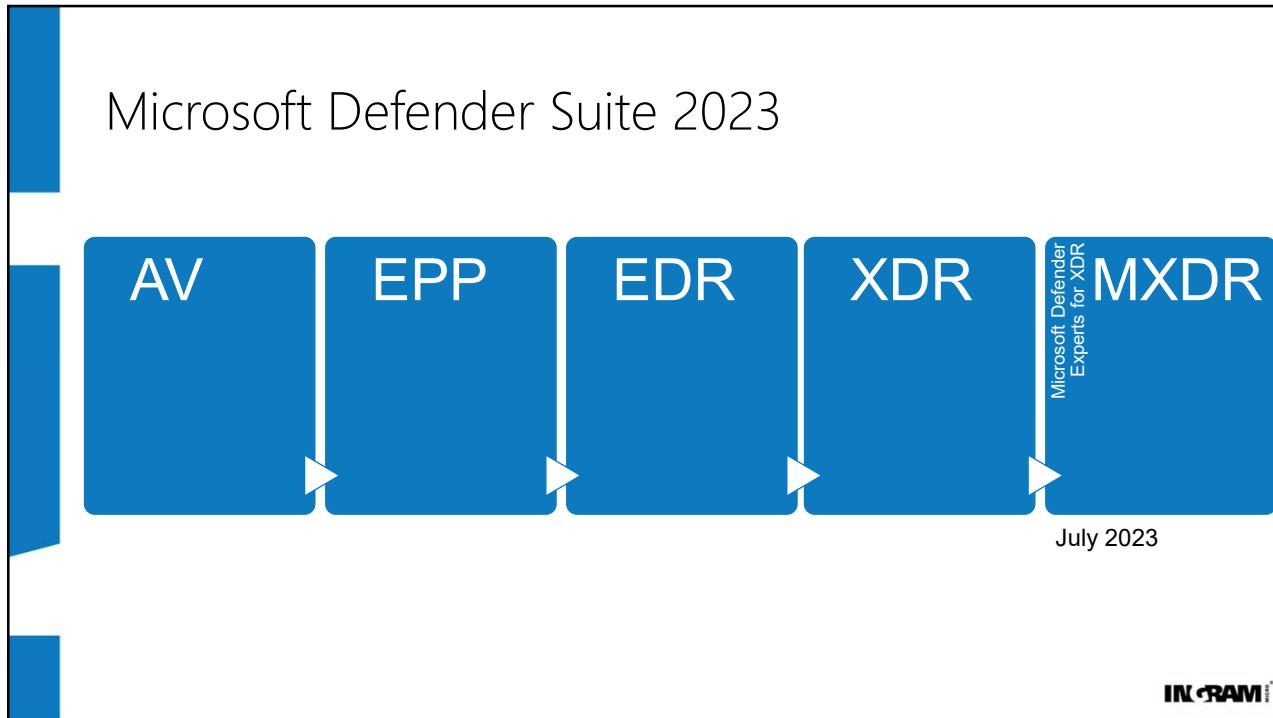
INGRAM MICRO CLOUD ▶ More as a Service

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Microsoft Defender Suite 2023

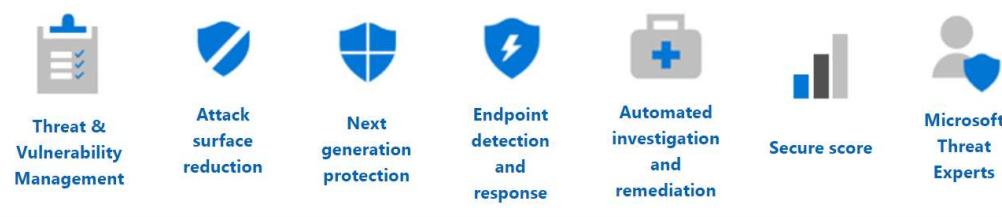


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INGRAM

Microsoft Defender For Endpoint

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

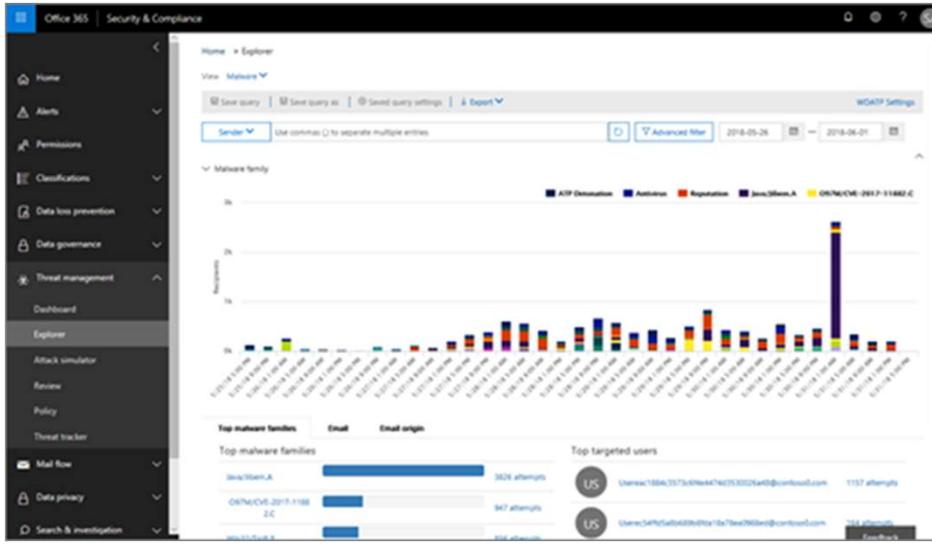


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100

100

Threat Explorer + Real Time Detection



INGRAM CLOUD

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Microsoft Defender SKUs

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	
	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	✓ ²		✓	
Automated Investigation and Response	✓ ²		✓	
Threat Hunting and 6-months data retention			✓	
Threat Analytics	✓ ²		✓	
Cross platform support for Windows, MacOS, iOS, and Android	✓	✓	✓	
Microsoft Threat Experts			✓	
Partner APIs	✓	✓	✓	
Microsoft 365 Lighthouse for viewing security incidents across customers	✓ ³			

INGRAM CLOUD More as a Service

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Microsoft Defender for Business



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	✓ ²		✓
Automated Investigation and Response	✓ ²		✓
Threat Hunting and 6-months data retention			✓
Threat Analytics	✓ ²	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	✓ ³		

¹Limited. ²Optimized for SMB. ³Additional capabilities planned.

INGRAM MICRO CLOUD ▾ More as a Service

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Microsoft Defender for Business



Microsoft Defender for Business



Elevate your security



Simplified Onboarding and Administration

APIs and Integration

*Not all capabilities available at time of preview

INGRAM CLOUD

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Microsoft Intune

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



Intune = MDM + MAM + PC Management

INGRAM CLOUD

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Licensing Overview

INGRAM CLOUD

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			

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Story Telling Microsoft Defender

All-In-One Security



AV – EPP – EDR – XDR

AV	EPP	EDR	XDR
Anti-Virus (AV)	Endpoint Protection Platform (EPP)	Endpoint Detection and Response (EDR)	Extended Detection and Response (XDR)
• Heuristic Threat	• Machine Learning Model	• Endpoint Identity Learn	• Machine Learning Model
• Fileless Threat	• Machine Learning Model	• Endpoint Identity Learn	• Machine Learning Model
• Higher Normal Usage	• Low Normal Usage	• Custom – Abnormal – Required	• Normal Behavior
Breaks signature of Confidence			Normalized Behavior



INGRAM
MICRO CLOUD

Multi-Tier Threat Protection



(Mobile) Device/Application Management



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NIS2 DIRECTIVE

26 September

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

NIS2 directive: how to achieve compliance

INGRAM MICRO

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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>

INGRAM MICRO Microsoft

Hands-On Training

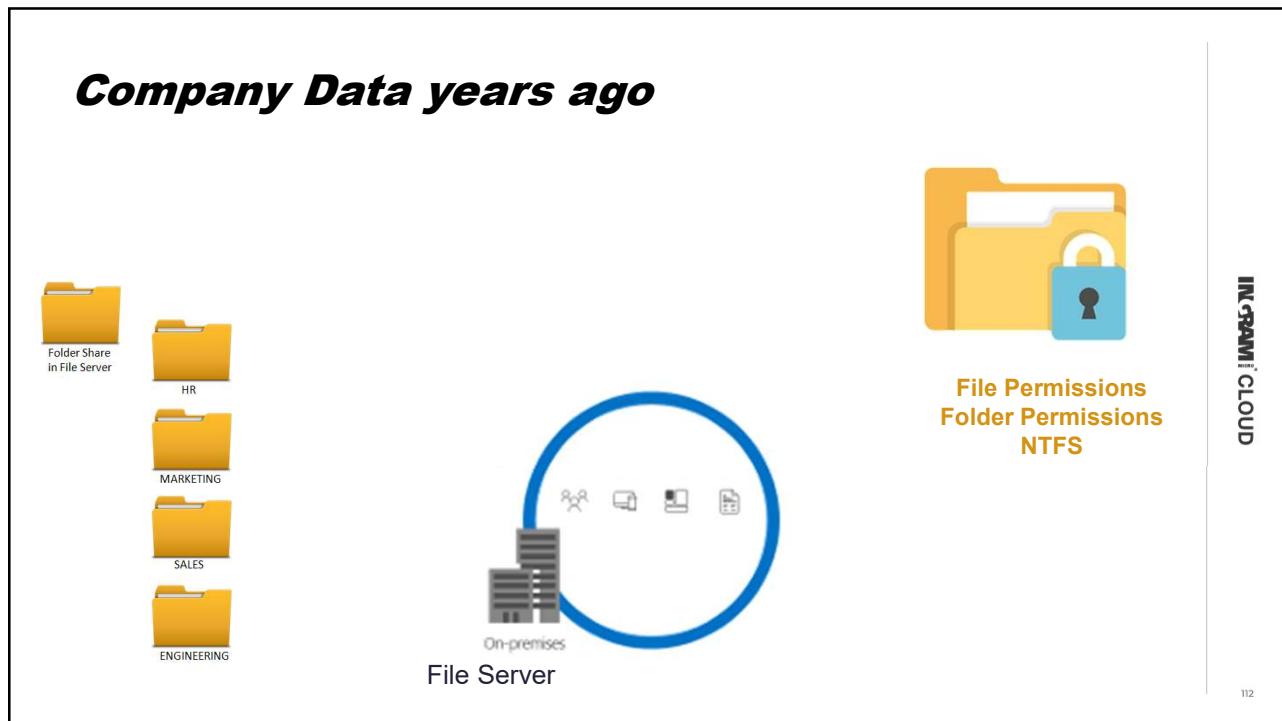
110



Microsoft Purview
Information Protection

MORE AS A SERVICE

111



Company Data years ago

Folder Share in File Server

HR

MARKETING

SALES

ENGINEERING

File Server

On-premises

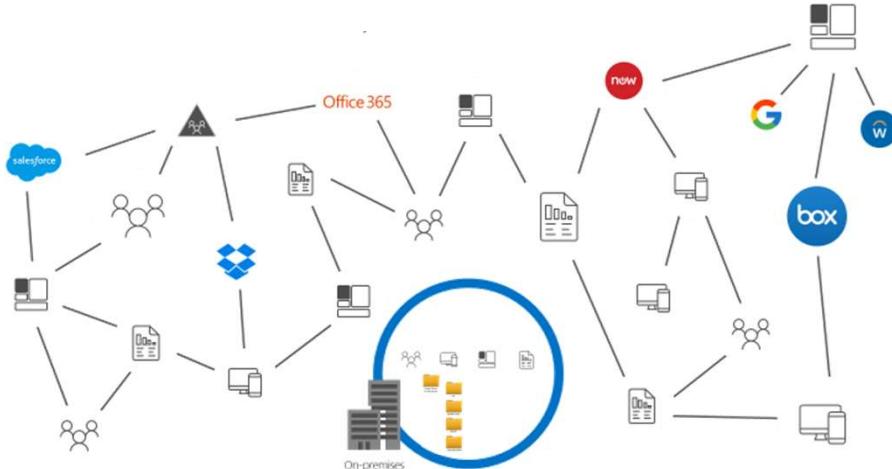
File Permissions
Folder Permissions
NTFS

INGRAM CLOUD

112

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Company Data Distribution Today

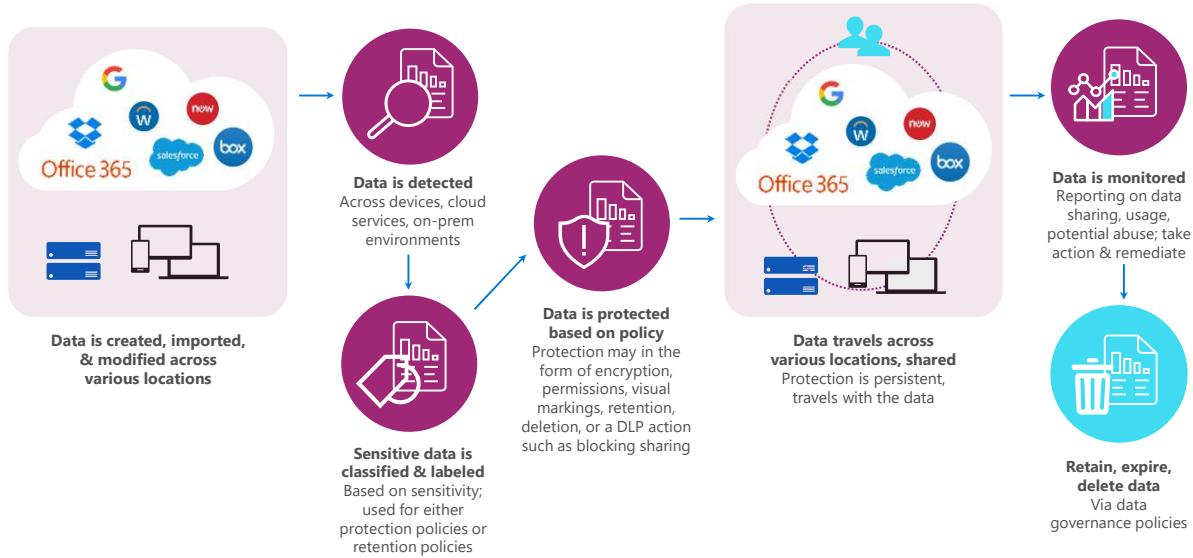


INGRAM CLOUD

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The lifecycle of sensitive data

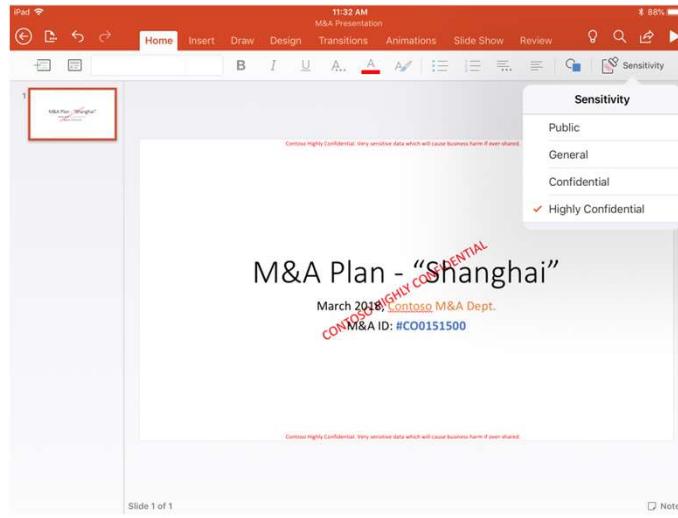


INGRAM CLOUD

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Information Protection Example



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INGRAM CLOUD

Purview Information Protection Packaging

Microsoft 365

	E3	E5	E5 Security ¹	E5 Compliance ²
Information protection				
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 ³		•	•	•
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	•	•		

IPG SKU
Information Protection & Governance SKU

Description	SKU	PFAM	Pool	Buy	1M Subscr	At
M365 ES IP & Govern Sub Per User	1C9-00002	M365 ES IP & Govern	SER		5.57	

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INGRAM CLOUD

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Information Protection & Governance SKU in Business



Supplemental Licenses for Small and Medium-sized Businesses

Microsoft Teams Essentials¹ Microsoft 365 Business

	Basic	Standard	Premium	
Microsoft 365 E5 Info Protection and Governance	N/A	+ ¹	+ ¹	+
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	+ ⁵	+ ⁵	+ ⁵
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	+ ²	+ ²	+ ²
Microsoft Defender for Endpoint Plan 1	N/A	+	+	+
Microsoft Defender for Endpoint Plan 2	N/A	+	+	+
Premium Assessments add-on for Compliance Manager ²	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	+ ⁴	+ ⁴	+

¹Reflects 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 <https://docs.microsoft.com/MicrosoftTeams/get-started-with-teams-essentials>.

²Requires EMS E3 or Azure Information Protection Plan 1 standalone required.

³Requires Microsoft Intune.

⁴Requires Microsoft Purview for Business or Microsoft 365 Business Premium. Maximum quantity/seat cap is 60 licenses per customer.



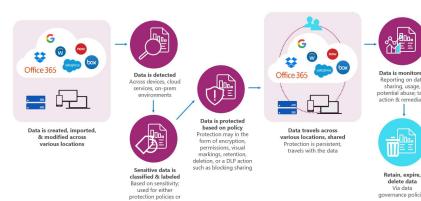
117

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Story Telling Information Management



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



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**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>

Hands-On Training

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Microsoft Priva

Privacy & Compliance

MORE AS A SERVICE

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Microsoft Priva : two Solutions



Privacy Risk Management



Subject Rights Requests

INGRAM CLOUD

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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



INGRAM CLOUD

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Privacy management: Overview

Key insights

Content items with the most personal data

Active policy alerts

Privacy management: Data profile

Top personal data types across your organization

Personal data type instances by region

INGRAM CLOUD

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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



INGRAM CLOUD

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INGRAM CLOUD

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Story Telling Privacy Management

INGRAM CLOUD

DSR / DSAR

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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

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INGRAM CLOUD

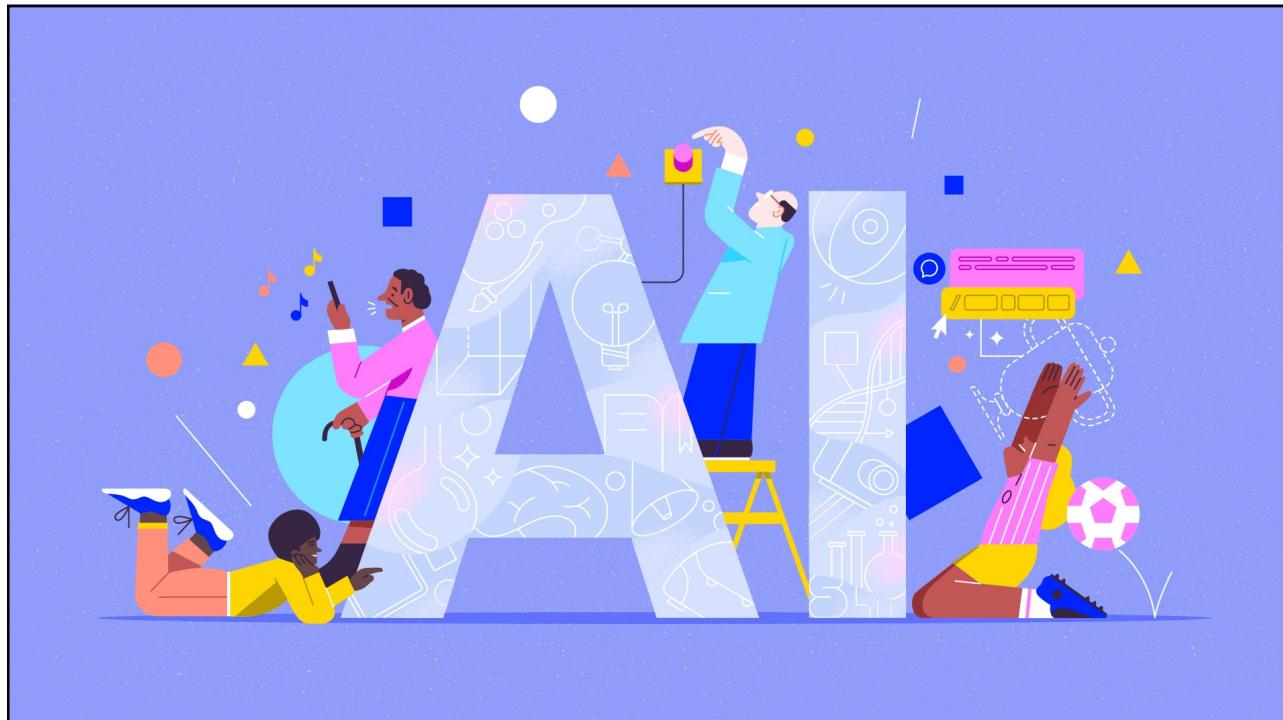
Microsoft 365 Copilot

MORE AS A SERVICE



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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

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."

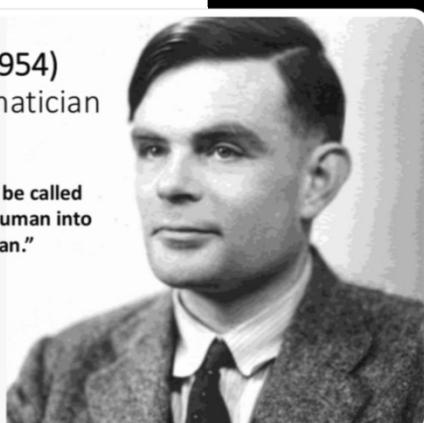
John McCarthy (1927-2011)

132

Artificial Intelligence

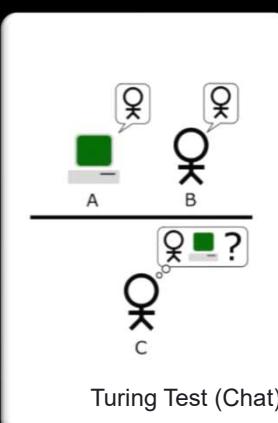
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1950s

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



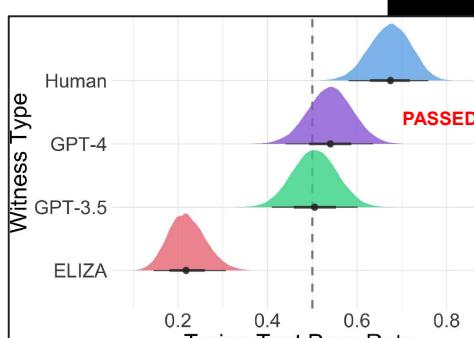
Turing Test (Chat)

133

Artificial Intelligence

1950s

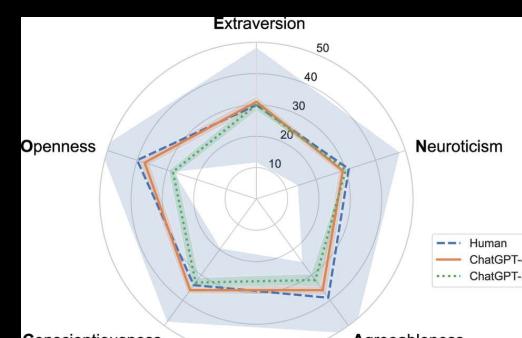
Artificial Intelligence
The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.



Turing Test Pass Rate

Witness Type

Witness Type	Turing Test Pass Rate
Human	~0.65
GPT-4	~0.55
GPT-3.5	~0.45
ELIZA	~0.25



Extraversion
Openness
Conscientiousness
Neuroticism
Agreeableness

Legend: Human (dashed blue line), ChatGPT-4 (solid orange line), ChatGPT-3 (dashed green line)

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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.

Data Set

Labeling

Algorithm

INPUT

MODEL TRAINING

MODEL PREDICTION (INFERENCE)

OUTPUT

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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.

Data Set

Labeling

Algorithm

137

Artificial Intelligence

Machine Learning

1950s

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1959

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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.

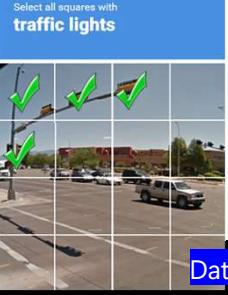
Select all squares with street signs
If there are none, click skip

138

Artificial Intelligence

Machine Learning

Select all squares with **traffic lights**



Data Set

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



Labeling

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



Labeling

1950s

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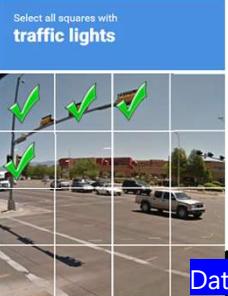
Machine Learning
A subset of AI that enables machines to learn from **existing data** and improve upon that data to make decisions or predictions.

139

Artificial Intelligence

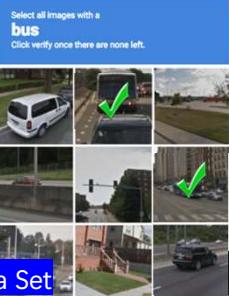
Machine Learning

Select all squares with **traffic lights**

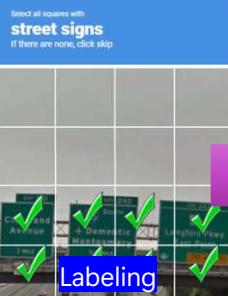


Data Set

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



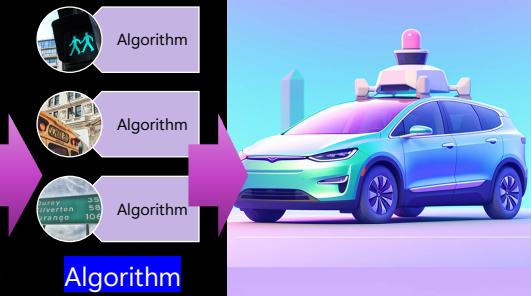
Labeling

1950s

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1959

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



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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.

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Artificial Intelligence

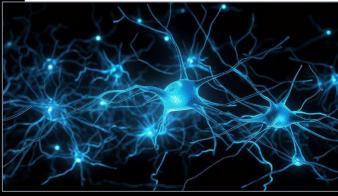
Machine Learning

Deep Learning

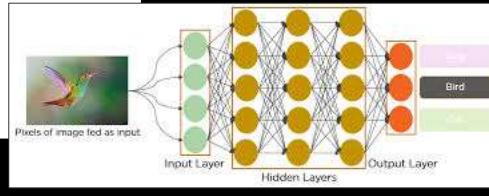
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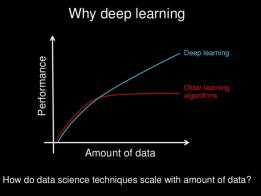


Pixels of image fed as input
Algorithm identifies photo: Bird



Input Layer
Hidden Layers
Output Layer

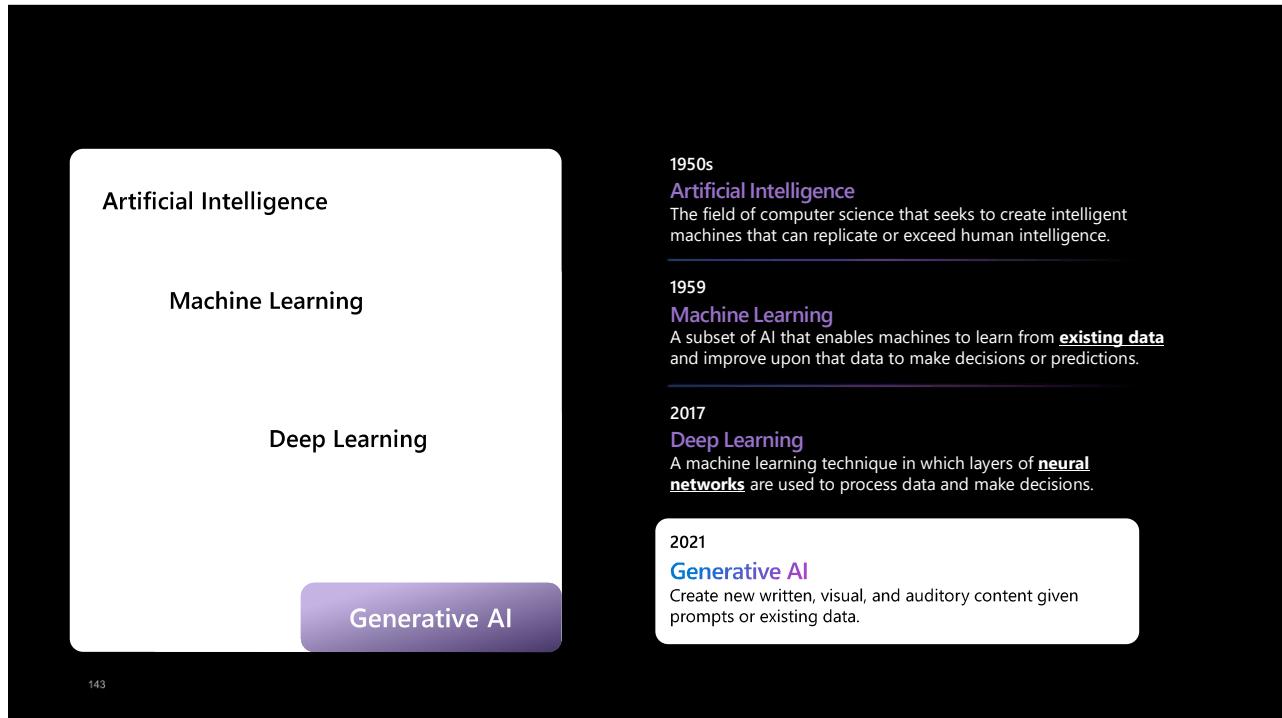
Why deep learning



Performance

Amount of data

How do data science techniques scale with amount of data?



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Generative AI

AI Generates new content

Text

Code

Pictures

Video

Copilot

Can you provide an example of a Python function that calculates the sum of two numbers?

```
python
def add_numbers(a, b):
    sum = a + b
    return sum
```

Certainly! Here's an example of a Python function that calculates the sum of two numbers:

```
python
def add_numbers(a, b):
    sum = a + b
    return sum
```

This function takes two arguments, "a" and "b", and calculates their sum by adding them together. The function then returns the value of "sum" as the output of the function. To use this function, you can simply call it and pass in the two numbers you want to add as arguments, like this:

```
result = add_numbers(3, 5)
print(result)
```

This would output "8", since "3 + 5 = 8".

Cocreator

Choose a style: **Cartoon**

Explore variations

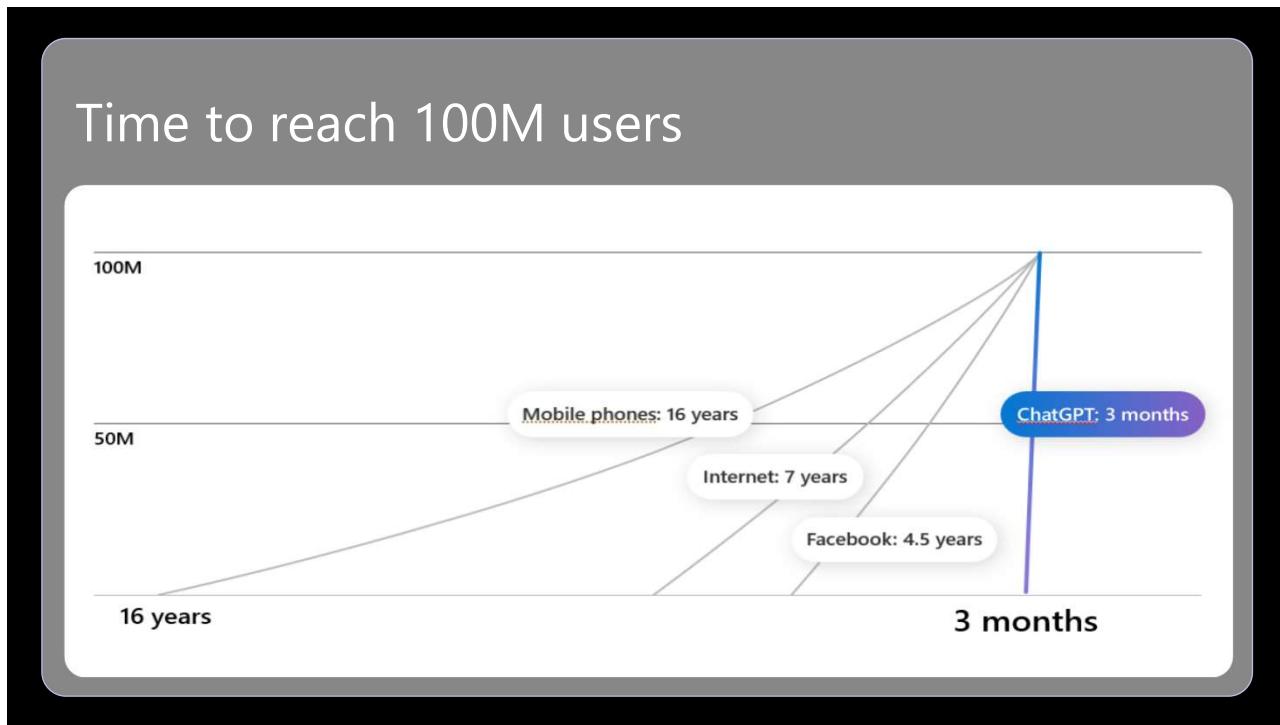
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Large Language Models (LLMs)



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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>

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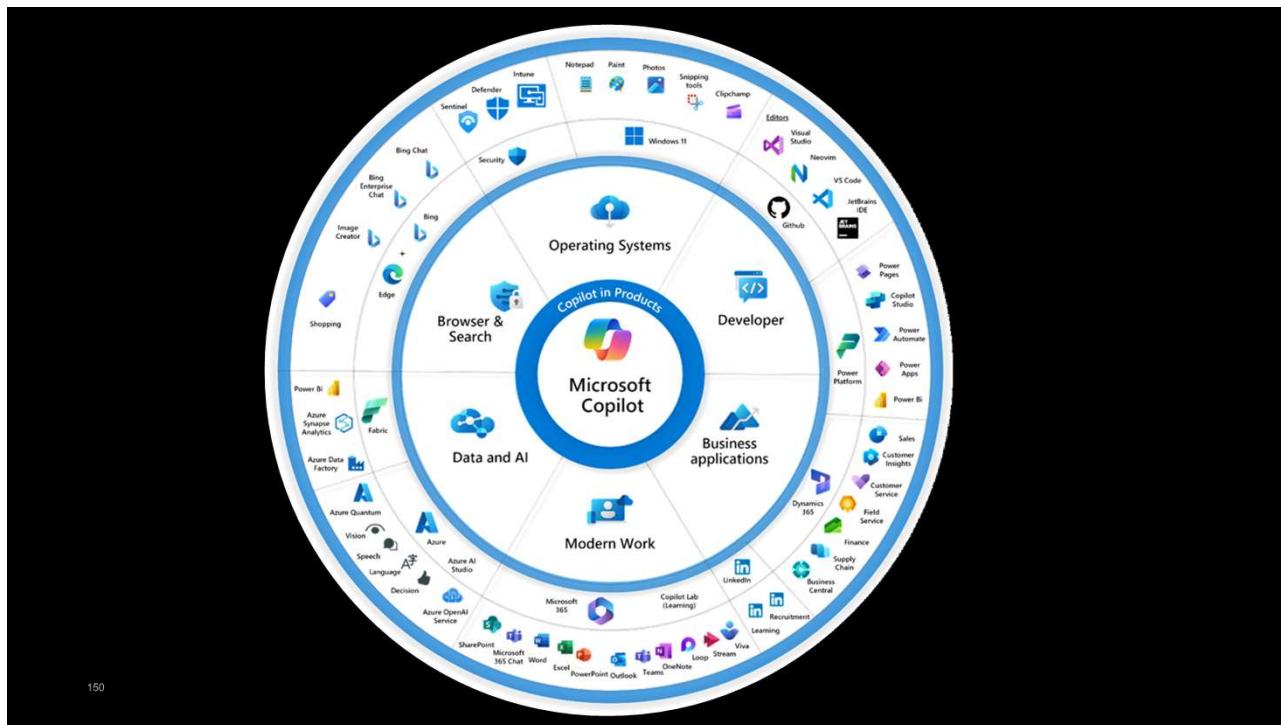
Microsoft and OpenAI's partnership



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149

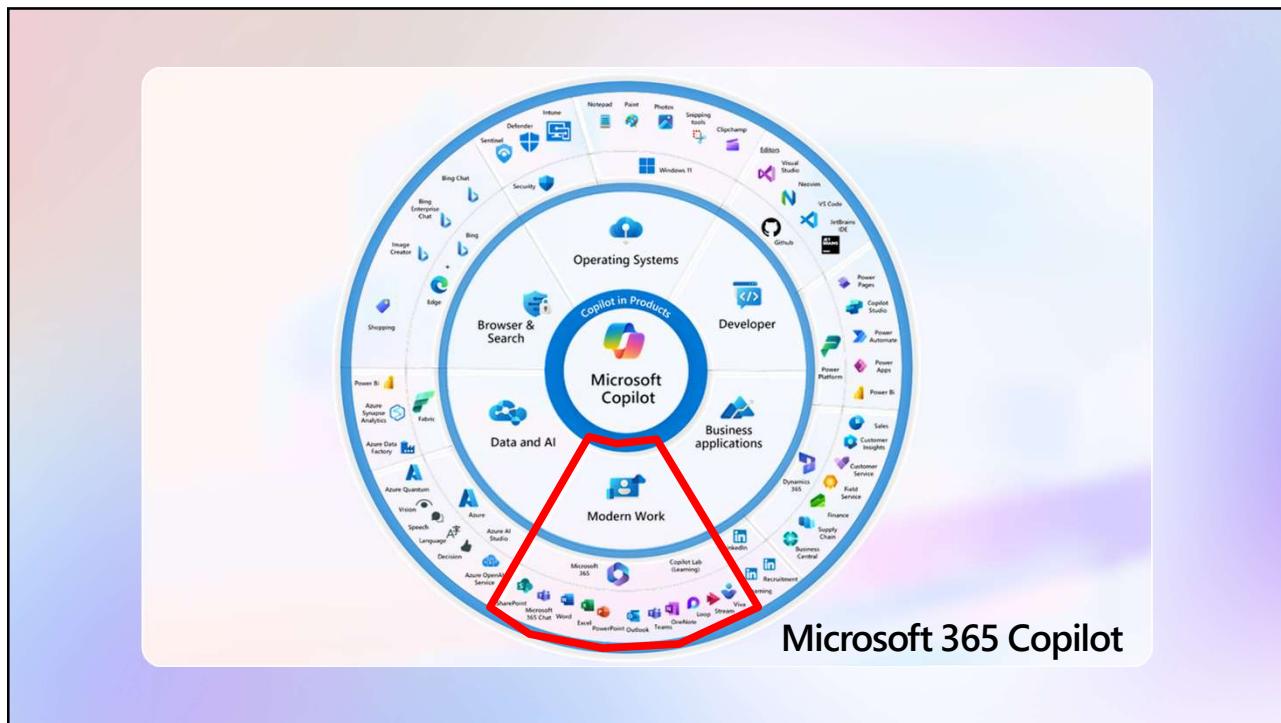


150

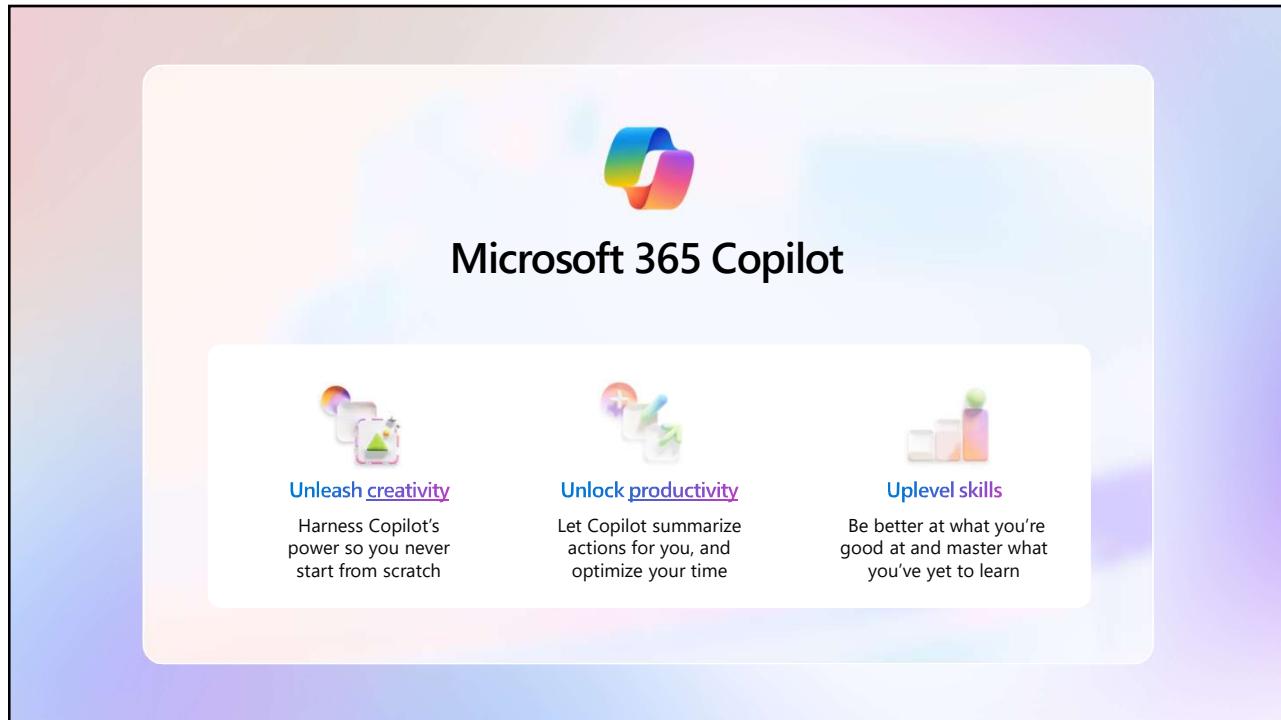


The advertisement features a blue-toned background with a robotic hand pointing towards a network of glowing white dots representing a digital connection. A vertical blue bar on the left contains the Ingram Micro logo. The main text on the right reads: "Promote Creativity with Microsoft 365 Copilot". A small line of fine print at the bottom states: "Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission."

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Review email inbox to find customer inquiries and supplier updates

Copilot in Outlook

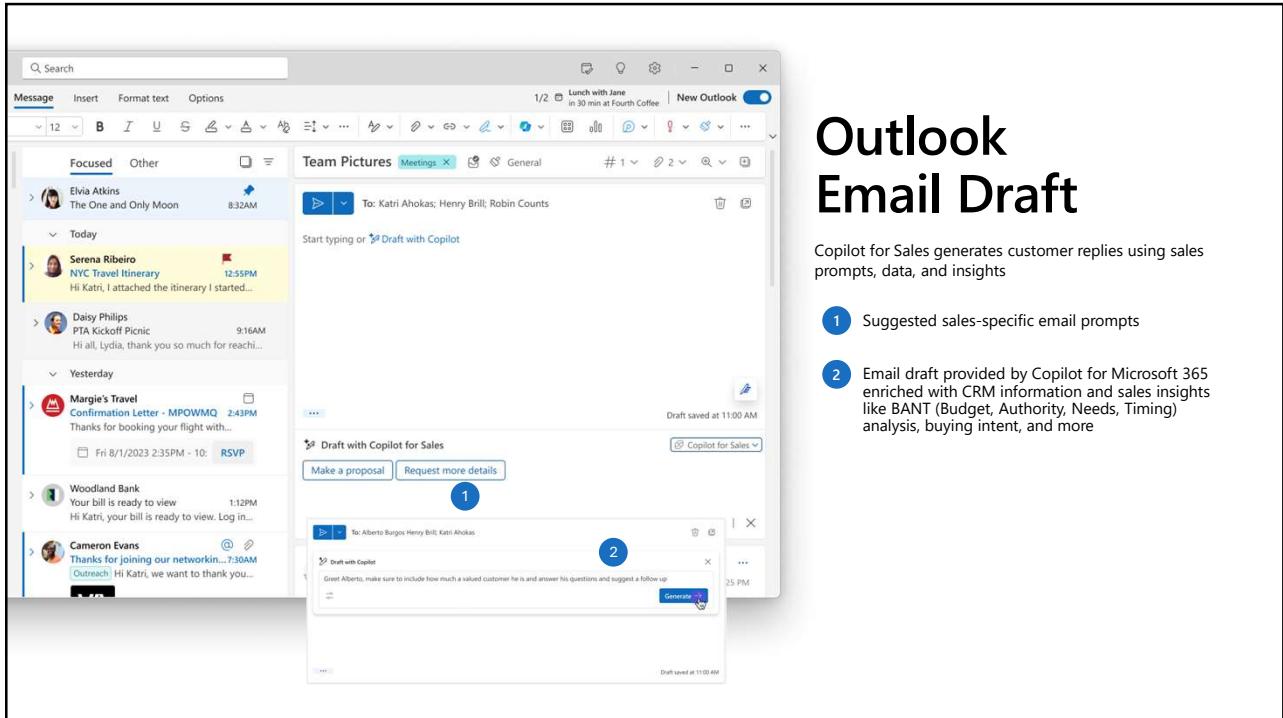
Copilot works alongside to manage the daily inbox.

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.

 The screenshot shows the Microsoft Outlook interface. On the left, the navigation pane includes 'New Mail', 'Favorites', 'Inbox' (selected), 'Drafts', 'Sent Items', 'Deleted Items', 'Link Email', 'Archive', 'Conversation History', and 'Add account'. The main pane displays an 'Inbox' with several emails from contacts like Maya Robinson, Hayden Cole, and Shai Shemesh. A 'Catch up with Copilot' window is open, showing a summary of the inbox items. To the right, a 'Quick question about Van Arnsel deck' window is open, showing a conversation between Elizabeth Eriksson and Lily Koenig. The interface is light-colored with blue and purple accents.

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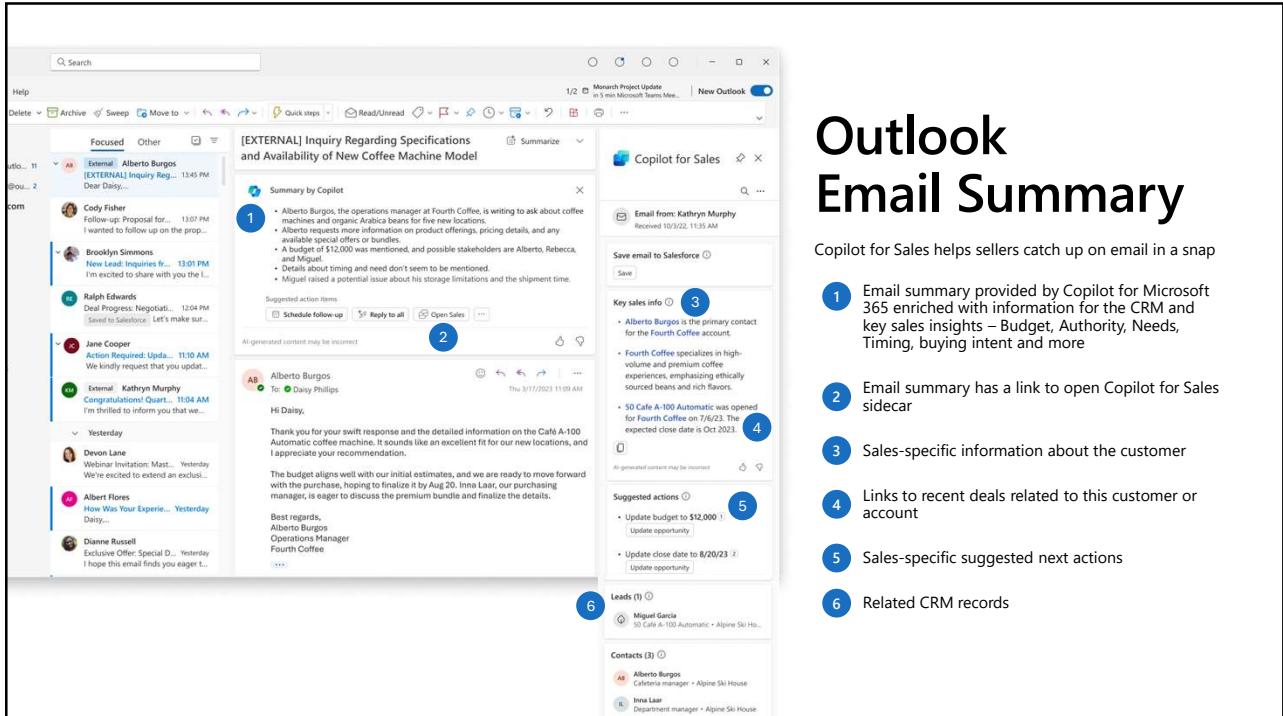


Outlook Email Draft

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

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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

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Intelligent recap in Copilot in Teams

The diagram illustrates the features of Intelligent recap and Copilot in Teams, organized into two main sections: **Intelligent recap** (top) and **Copilot in Teams** (bottom).

Intelligent recap:

- Built-in and automated**
- Standardized**
- Video, speaker, and chapter markers**
- Available after meeting only**

Copilot in Teams:

- On-demand**
- Based on unique prompts**
- Conversational interaction, with citations.**
- Available real-time (during and after meeting)**

Meeting Summary: Use **built-in meeting summaries** and **ask any question** about the meeting

*Intelligent recap is also available in Teams Premium

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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

Copilot in Word interface: A Microsoft Word document titled "Document1" is open. A Copilot sidebar is visible on the right, showing a "Create content with Copilot" interface with options like "A job description for...", "10 ideas for...", "A press release for...", and "A project proposal about...". A text input field says "Describe what you'd like to create, and Copilot will generate a draft".

158

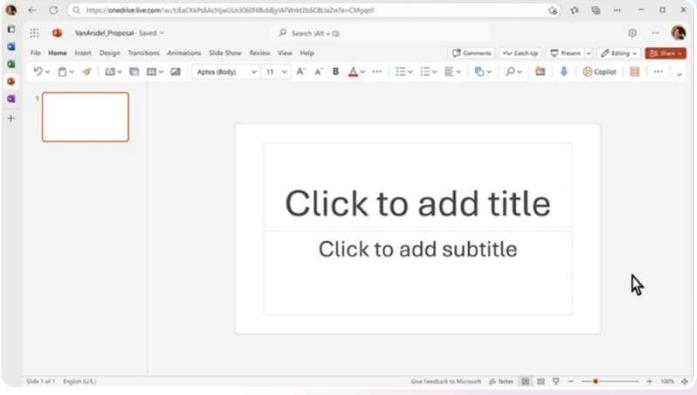
Copilot for Microsoft 365 example

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



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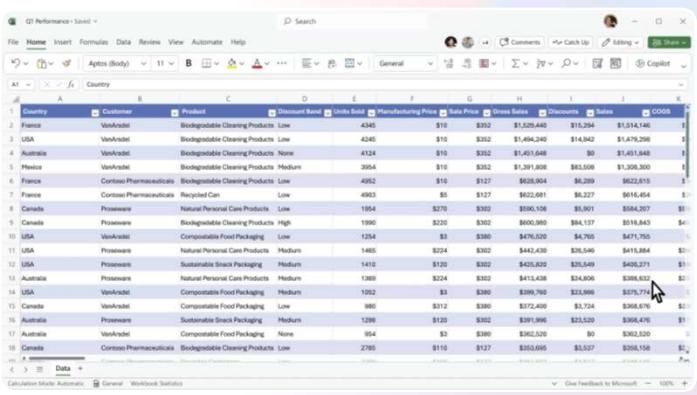
Provide comparison on online vs in-person sales

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



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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

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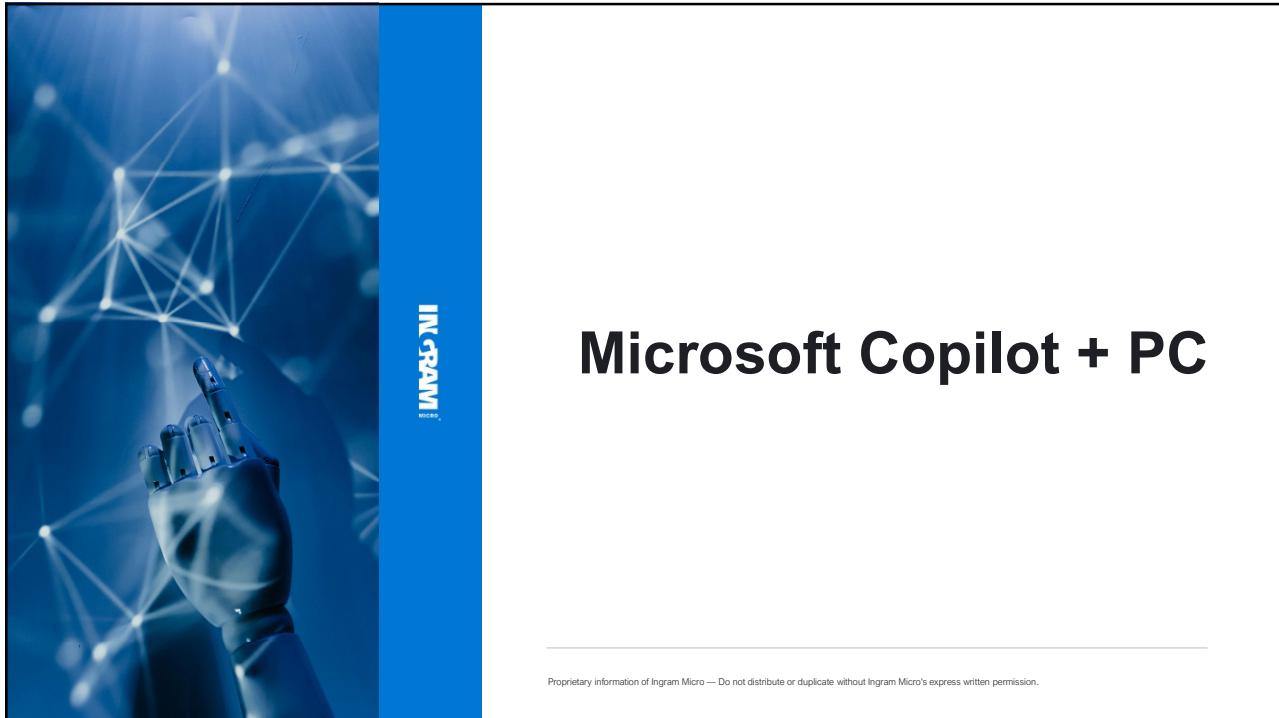
Teams In Meeting

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

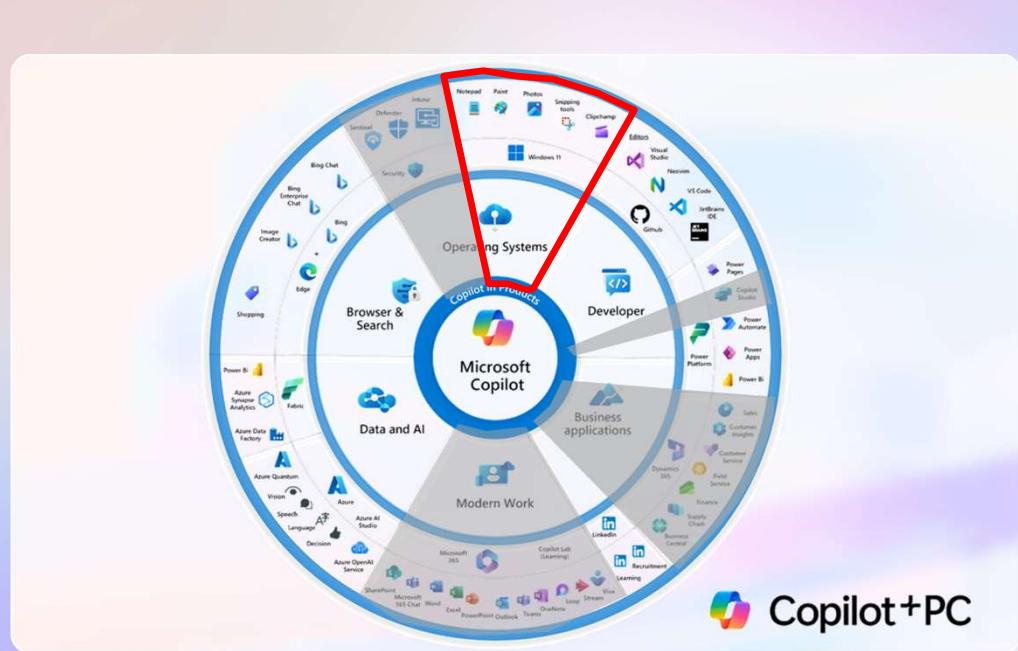
1 Opportunity Summary
Opportunity summary surfaces previous action items, notes and other related CRM information

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

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Small Language Models (SLMs)

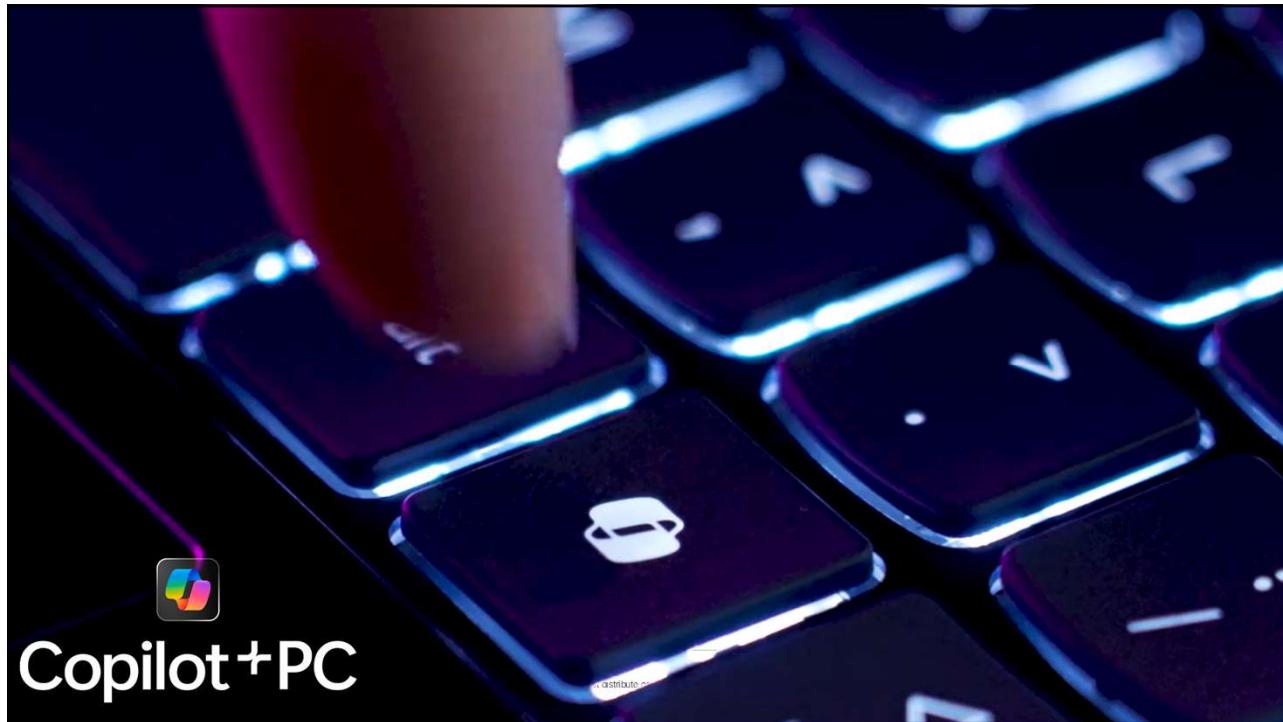
The diagram illustrates the components of Small Language Models (SLMs). It features a central circular icon filled with various icons related to AI and machine learning, with the letters "SLM" prominently displayed in the center. To the left is an image of a laptop labeled "Edge Devices". To the right are two server racks labeled "Phi-2" and "Orca-2". Below the central icon is the text "Retrieval-Augmented Generation (RAG)".

Edge Devices

Phi-2
Orca-2

Retrieval-Augmented Generation (RAG)

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Copilot+ PC exclusive Windows 11 AI Features



Cocreator

Create images in Paint through two inputs: drawing and text prompt to cocreate with your device.



Image Creator

Generate a series of customized images from descriptive text prompts.



Live Captions

Instantly translate any live or pre-recorded video in any app or video platform from 44 languages into English.



Windows Studio Effects

New Windows Studio Effects features:
Creative filters
Portrait light

Including improvements across:
Eye contact: teleprompter
Portrait blur
Voice focus
Access in Quick settings



Recall (preview)

Find things you've seen on your device by using semantic search with a few descriptive clues you remember.

Scroll timeline to find previous snapshots and use screenray helps you discover and do your next step.

You remain in control of your data. Pause, delete, or change your privacy settings at any time.

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Cocreator

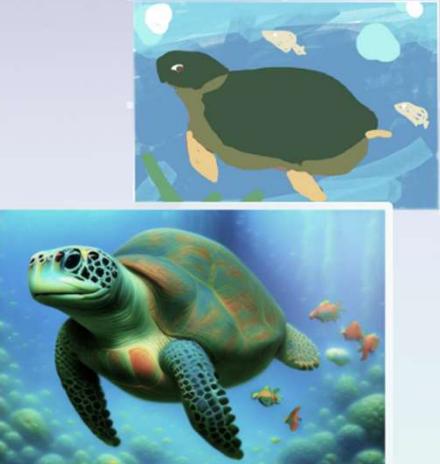
What's new?
With real-time generative AI, you can sketch with your mouse or touchscreen and simultaneously use text prompts to create AI-generated images. Now with Ink Anywhere, you can also use your pen and touchscreen to hand-write your prompts anywhere on the screen where you can type, and it will convert it to text! 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.

¹Optimized for English text prompts



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Image Creator and Restyle Image

What's new?
Image Creator: Transform text prompts¹ 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 prompts¹. 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.

¹Optimized for English text prompts

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Portuguese
French
Polish

Spanish
to English
German
Turkish
Russian

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 most¹.

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.

¹Currently supports translation for video and audio subtitles into English from 40+ languages. See aka.ms/copilotpluspc.

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Windows Studio Effects

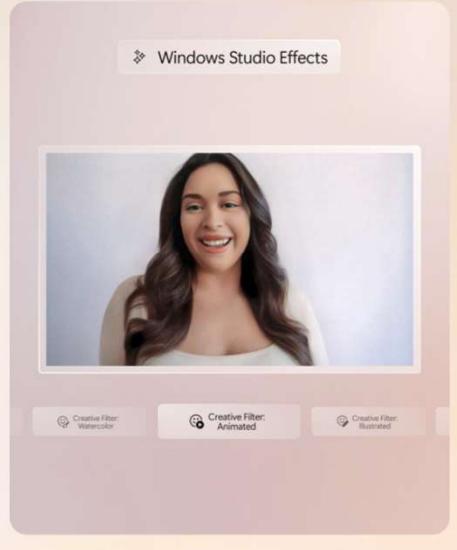
What's new?
Copilot+ PCs come with new and enhanced experiences for audio and video effects, including:

- 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.

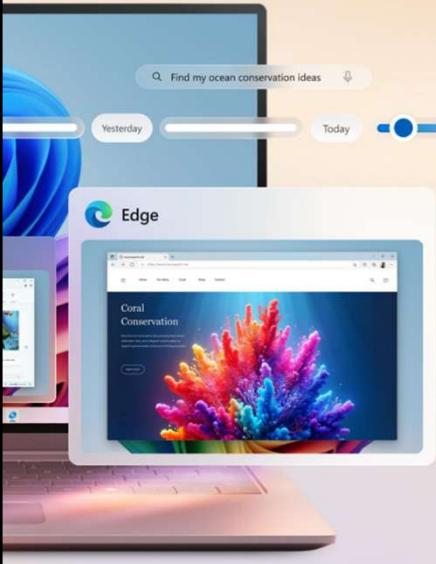
Why use it?
No need for extra lights, expensive lenses, or sound-proof rooms. Built to automatically improve lighting and cancels noises during video calls—perfect for when presentation matters.

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.



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Yesterday
Today
Now

Edge
Word

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 more¹. 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.

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

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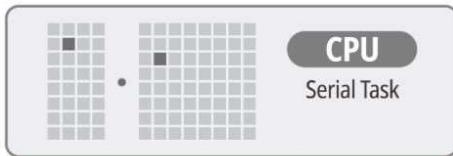
Copilot+PC

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What do you need for a Copilot+PC ?

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INGRAM



Central Processing Unit

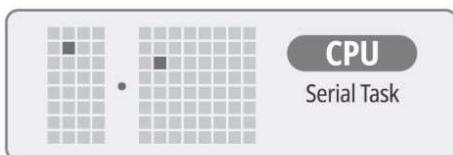
Clock Speed / Cores / Flops (Floating Point Operations per Second)

175

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INGRAM

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Central Processing Unit

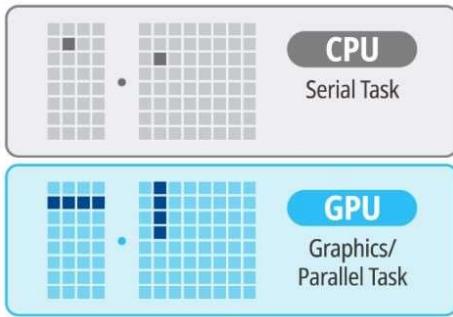
Clock Speed / Cores / Flops (Floating Point Operations per Second)
Intel / AMD

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INGRAM

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Central Processing Unit

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

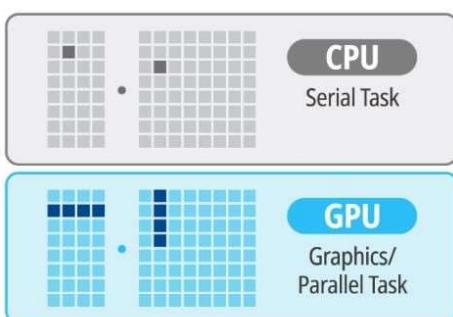
Graphical Processing Unit

/ Cores / Clock Speed / Flops / Video RAM

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Central Processing Unit

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

Graphical Processing Unit

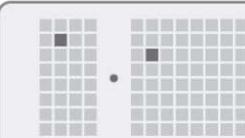
/ Cores / Clock Speed / Flops / Video RAM

Nvidia / AMD / Intel

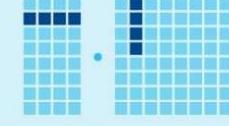
178

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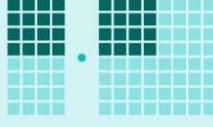
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CPU
Serial Task



GPU
Graphics/
Parallel Task



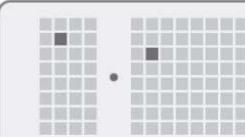
NPU
Recognition/
Parallel Task

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

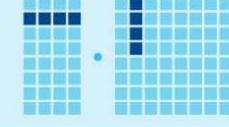
Graphical Processing Unit
Cores / Clock Speed / Flops / Video RAM

Neural Processing Unit
TOPS (Tera Operations Per Second) / TOPS/Watt

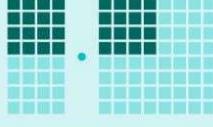
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INGRAM



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

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INGRAM

40+ TOPs

The NPU

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 lightning 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.



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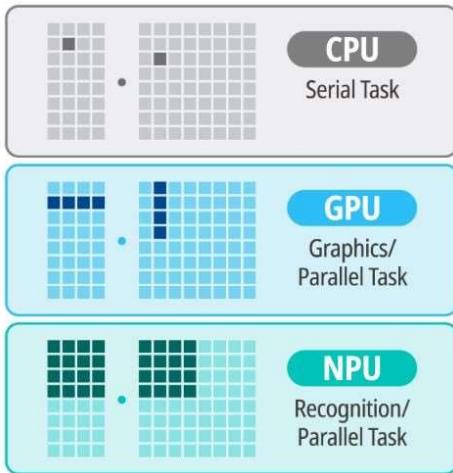


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Snapdragon X Elite



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



Qualcomm Oryon CPU

Qualcomm Adreno GPU

Qualcomm Hexagon NPU

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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	XIE-84-100	12	42 MB	3.8 GHz	4.2 GHz	4.6	45	LPDDR5x	8448 MT/s
Snapdragon X Elite	XIE-80-100	12	42 MB	3.4 GHz	4.0 GHz	3.8	45	LPDDR5x	8448 MT/s
Snapdragon X Elite	XIE-78-100	12	42 MB	3.4 GHz	None	3.8	45	LPDDR5x	8448 MT/s
Snapdragon X Plus	XIP-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](#)



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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

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I need more information ...

Ingram Micro Belux
 Training Calendar 2024 – Q2

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

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

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