

CLOUD
CHAMPION

November 21, 2023

INGRAM MICRO
iCLOUD

Modern Work Journey

Microsoft 365 Security Story Telling

Diego Lens
Cloud Solutions Strategist
Ingram Micro Cloud

MORE AS A SERVICE

!! COURSE WILL START AT 09h15 !!!

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November 21, 2023

INGRAM MICRO
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Microsoft 365 Security Story Telling

Diego Lens
Cloud Solutions Strategist
Ingram Micro Cloud

MORE AS A SERVICE

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Diego Lens

- 20 Years working in Distribution
- Cloud Enablement
- Technical Trainings
- Microsoft Azure
- Microsoft 365
- Azure Virtual Desktop

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• linkedin.com/in/diegolens 



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Growth Solutions

INGRAM CLOUD
More as a Service



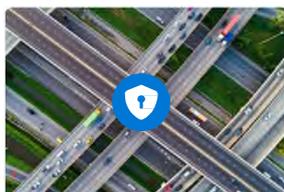
Modern Cloud Platforms

Transform Into the New Norm

Go boldly into the future with innovative infrastructure and platform solutions built for driving profitability and growth through key app modernization, data & insights, and cloud strategies.

App Modernization
DevOps, Containers, Microservices
+ Infrastructure

Data & Insights
DB (PaaS), Analytics, Warehousing, AI/ML
+ Infrastructure



Seamless Security

Build your Business with True Peace of Mind

Move forward towards a bright business future with total asset and data protection including seamless sign-on, endpoint security, identity security, and complete security operations management.

Endpoint
Malware Exposure, MDR/XDR, Server Security

Identity
Authentication, Identity & Access Management

Security operations
Vulnerability Mng, Tier 2 SOC Analytics, SIEM



Connected Workplace

Together We Achieve More

Work together, work smarter and stay productive, from anywhere with our comprehensive suite of collaboration apps, digital experiences, and virtual desktops, designed to help you do more.

Collaboration Apps
Productivity Suits, conferencing

Virtual Desktops
Remote Work, Desktop Virtualization, OS

Employee Experience
Workflow insights, resources, learning



Business Performance

Work at the Speed of Modern Business

Build a fine-tuned business engine to power your performance with our tailor-made technological approach to equip your teams with CRM, ERP software, and imaginative workforce automation.

CRM
Customer Relationship Management

ERP
Enterprise Resource Planning

Workforce Automation
No-Flow Cods, Power Automate

<http://bit.ly/ingramcloud>

<https://ingram.cloudchampion.nl>

<https://ingram.cloudchampion.be>

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Modern Cloud Platforms

Transform Into the New Norm

Go boldly into the future with innovative infrastructure and platform solutions built for driving profitability and growth through key app modernization, data & insights, and cloud strategies.

App Modernization

DevOps, Containers, Microservices, Infrastructure

Data & Insights

BI (PowerBI), Analytics, Warehousing, AI/ML, Infrastructure

16.8 %

App Modernization market to grow by 2025 CAGR

20.7 %

Public Cloud Spending growth in 2023

40%

Firms with a Cloud-Native-First strategy in 2023

Modern Cloud Platforms



Microsoft Azure Story Telling

Microsoft Azure provides a wide range of cloud services designed to help you solve today's challenges and create the future.

[SUBSCRIBE HERE](#)



Microsoft Azure Assessment & Migration

We will discuss how to prepare for a Full Datacenter Migration: Moving All On-Premises Resources to the Cloud (IaaS & SaaS).



Microsoft Azure Fundamentals

Microsoft Azure is a Public Cloud environment that can save companies realistic expense levels of having to purchase, manage, and maintain on-premises hardware and application infrastructure.

[SUBSCRIBE HERE](#)



Azure Lighthouse & Azure Cost Management

Learn how Azure Lighthouse and Azure Cost Management will help you with the service maintenance.

[SUBSCRIBE HERE](#)



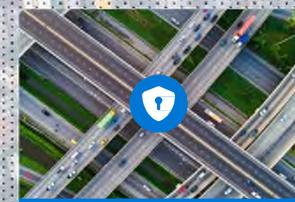
Azure Fraud Prevention

An AI partner in this cloud environment can help you detect and prevent fraud in your customer's digital interactions, so you can protect your business from digital fraud.

[SUBSCRIBE HERE](#)

IN-CRAMI CLOUD

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Seamless Security

Build your Business with True Peace of Mind

Move forward towards a bright business future with total asset and data protection including seamless sign-on, endpoint security, identity security, and complete security operations management.

Endpoint

Modern Endpoint, MDR/MDR, Server Security

Identity

Authentication, Identity & Access Management

Security operations

Vulnerability Mgt, Tier 2 SOC, Analytics, SIEM

\$129B

Cybersecurity Public Cloud Services Spend by 2025 Globally

+50%

organizations will be using MDR by 2025.

60%

security deployments are in the Public Cloud

Seamless Security



Microsoft 365 Security Story Telling

Microsoft 365 provides a wide range of cloud services designed to help you solve today's challenges and create the future.

[SUBSCRIBE HERE](#)



Microsoft 365 Defender for Business

Microsoft 365 Defender for Business is a cloud-based security solution that helps you protect your business from digital threats.

[SUBSCRIBE HERE](#)



Microsoft Entra

Microsoft Entra is a cloud-based identity and access management solution that helps you protect your business from digital threats.

[SUBSCRIBE HERE](#)



Microsoft Intune

Microsoft Intune is a cloud-based mobile device management solution that helps you protect your business from digital threats.

[SUBSCRIBE HERE](#)



Microsoft 365 Defender Suite

Microsoft 365 Defender is a cloud-based security solution that helps you protect your business from digital threats.

[SUBSCRIBE HERE](#)



Microsoft Purview Information Protection

Microsoft Purview Information Protection is a cloud-based data protection solution that helps you protect your business from digital threats.

[SUBSCRIBE HERE](#)

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Connected Workplace

Together We Achieve More

Work together, work smarter and stay productive, from anywhere with our comprehensive suite of collaboration apps, digital experiences, and virtual desktops, designed to help you do more.

- Collaboration Apps**
Productivity suite, conferencing
- Virtual Desktops**
Remote Work, Desktop Virtualization, OS
- Employee Experience**
Workflow Insights, resources, learning

+21%
Virtual Desktop market CAGR growth by 2030

+50%
Team collaboration software growth by 2030.

57%
Reason for digital investments: Employee Experience

Connected Workplace





EX + CX = TX

Employee Experience + Customer Experience = Total Experience

IN-CRAMI CLOUD

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Business Performance

Work at the Speed of Modern Business

Build a fine-tuned business engine to power your performance with our tailor-made technological approach to equip your teams with CRM, ERP software, and imaginative workforce automation.

- CRM**
Customer Relationship Management
- ERP**
Enterprise Resource Planning
- Workforce Automation**
No/low Code, Power Automate

Business Performance

We want to help modernize and transform your business. With a focus on facilitating your team's needs, we are taking a tailor-made technological approach to personalize what strategies work best for you.

CRM:
CRM technology directly aligns with our growth mindset – at the end of the day, the goal of CRM is to foster and sustain existing and future customer relationships. Through this technology, you can generate multichannel marketing campaigns, nurture sales-ready leads and align sales and marketing with planning and tracking tools that integrate with existing apps and services.

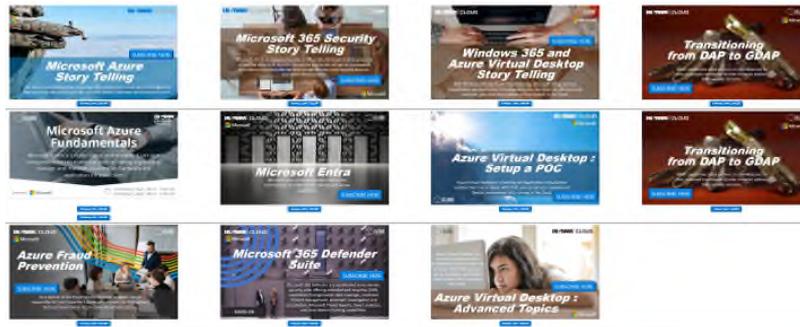
ERP:
In the evolving digital landscape, it is imperative to stay up to date with the latest technologies to move forward. An ERP software suite can help manage day-to-day business processes that push beyond just financial data – discover how you can accelerate your business, grow your customer base and increase your profit margins with ERP.

Workflow Automation:
Workflow Automation is your go-to resource for building custom apps that connect to your existing data and systems, without the need for code. Through low-code platforms, you can build solutions that support workflow automation, AI, secure data access, seamless data analysis and visualization capabilities

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Ingram Micro Cloud Enablement 2023



Enablement
<http://bit.ly/ingramcloud>

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

Newsletter
<http://bit.ly/imc-email>

INGRAM i CLOUD More as a Service

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**MORE
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 MORE**

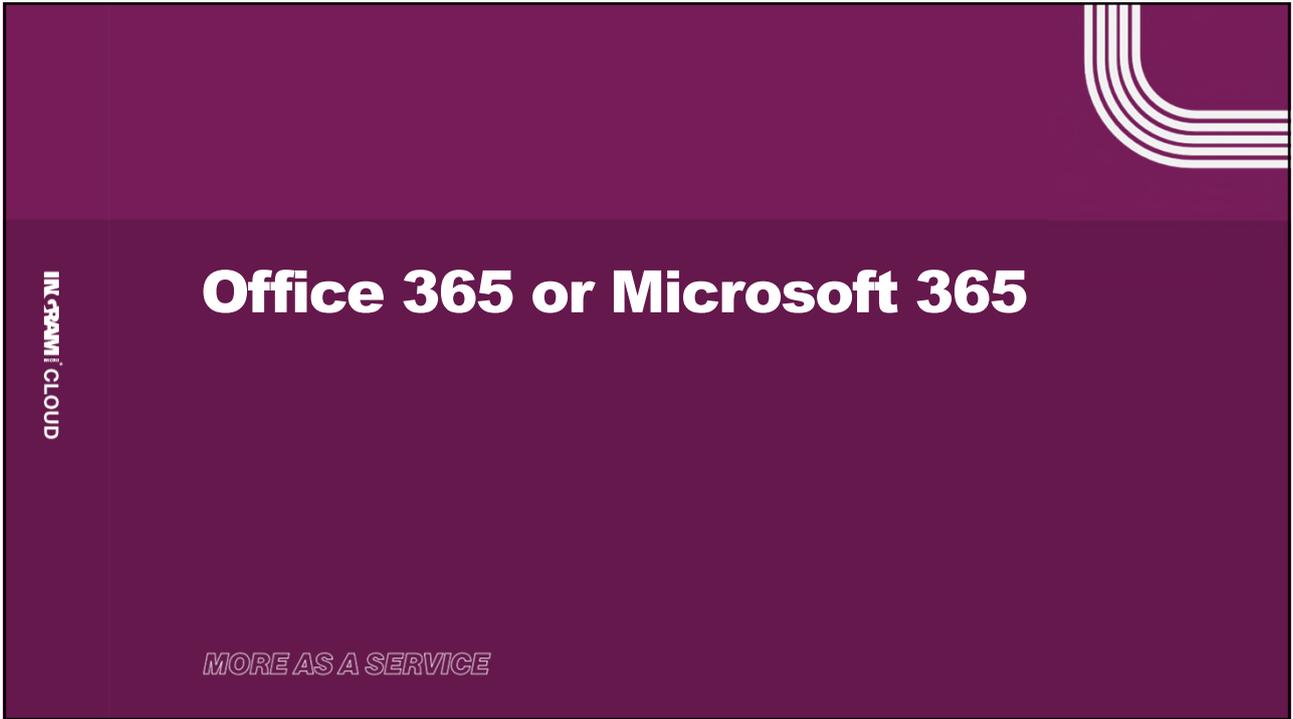
AGENDA

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

INGRAM i CLOUD

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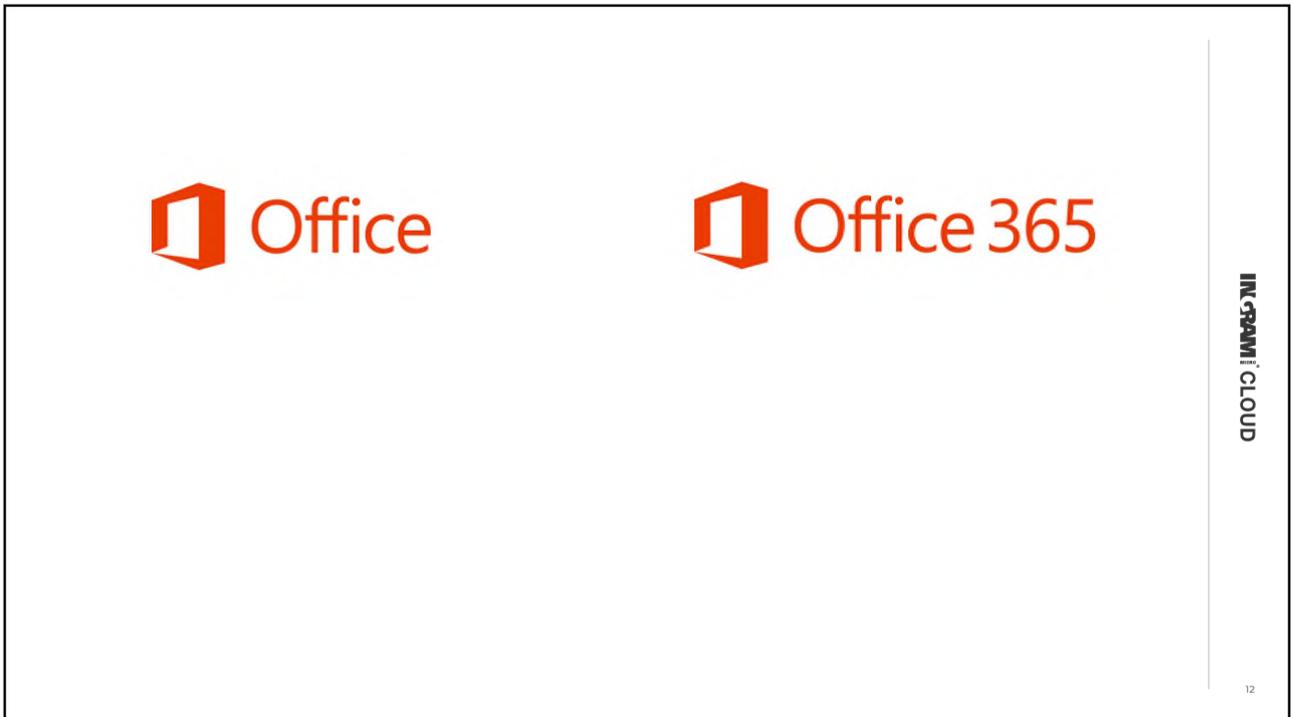
Office 365 or Microsoft 365

MORE AS A SERVICE

IN GRAMI CLOUD

The slide features a dark purple background. In the top right corner, there are several white curved lines. The text 'Office 365 or Microsoft 365' is centered in a large, bold, white font. Below it, the phrase 'MORE AS A SERVICE' is written in a smaller, italicized, white font. On the left side, the text 'IN GRAMI CLOUD' is written vertically in a white font.

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Office Office 365

IN GRAMI CLOUD

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The slide has a white background. On the left, the Microsoft Office logo (a red 3D cube) is followed by the word 'Office' in a red font. On the right, the same logo is followed by 'Office 365' in a red font. On the right side of the slide, the text 'IN GRAMI CLOUD' is written vertically in a black font. At the bottom right corner, the number '12' is written in a small black font.

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 Office	 Office 365
Perpetual	Subscription

INGRAM | CLOUD

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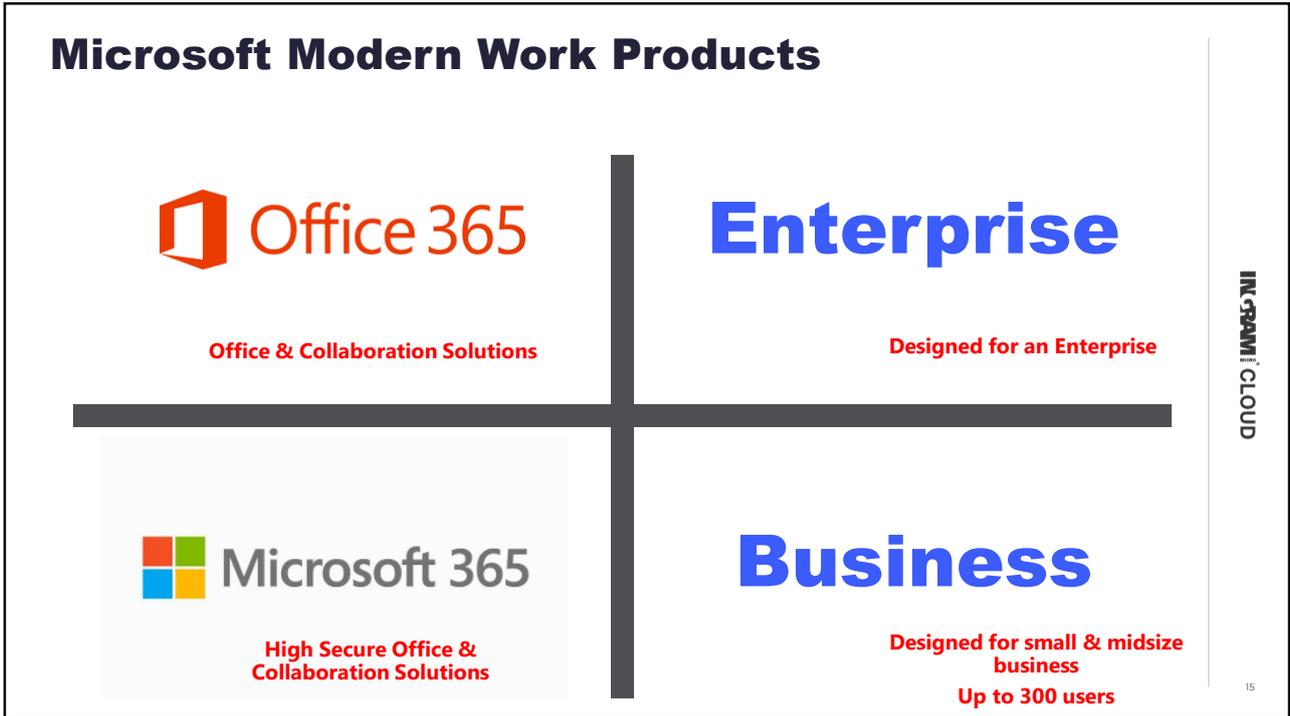
13

 Office	 Office 365
Perpetual	Subscription
Office 2019 Office 2021	

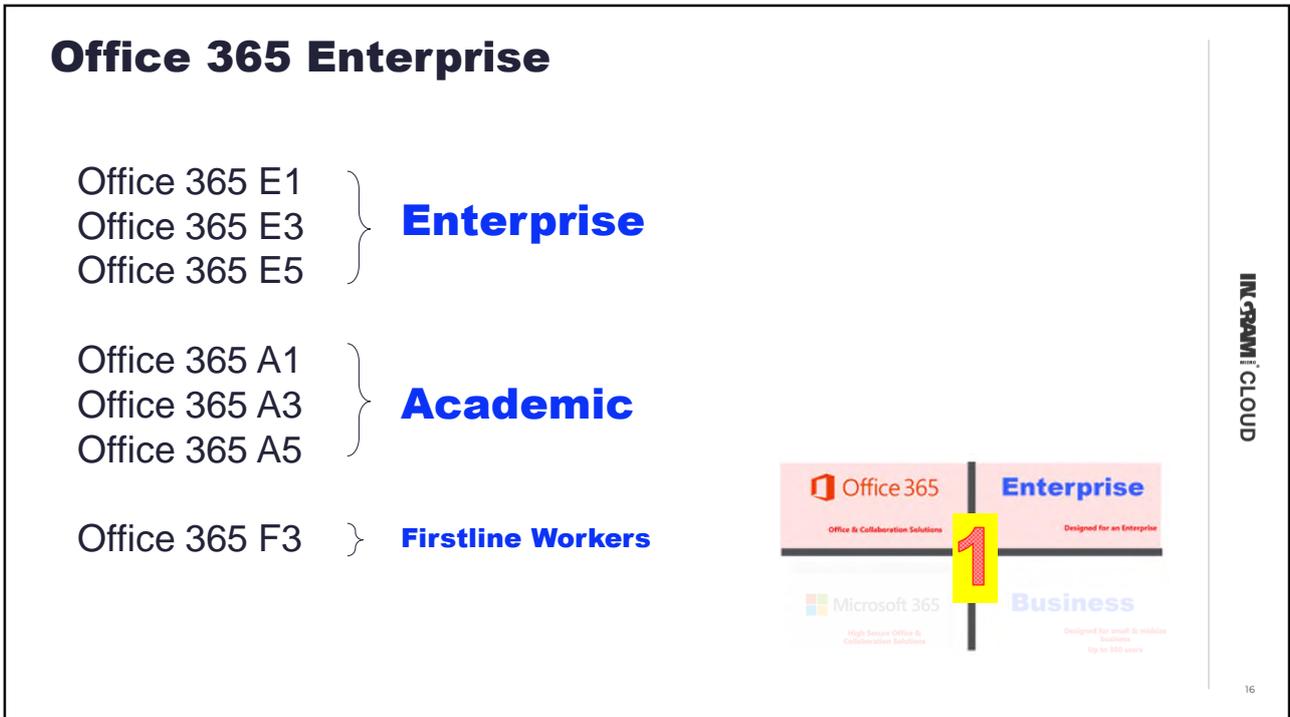
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Office 365 for business

Products renamed in 2019

Office 365 Business Essentials
Cloud Services → **Microsoft 365 Business Basic**
Cloud Services

Office 365 Business Premium
Cloud Services and Desktop Apps → **Microsoft 365 Business Standard**
Cloud Services and Desktop Apps

Office 365 Business
Desktop Apps → **Microsoft 365 Apps for business**
Desktop Apps

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Microsoft 365 Enterprise

- Microsoft 365 E3 } **Enterprise**
- Microsoft 365 E5 }
- Microsoft 365 A3 } **Education (Academic)**
- Microsoft 365 A5 }
- Microsoft 365 F1 } **Firstline Workers**
- Microsoft 365 F3 }

Office 365 Enterprise
Office & Collaboration Solutions → **Microsoft 365 Enterprise**
High Secure Office & Collaboration Solutions

Office 365 Business
Office & Collaboration Solutions → **Microsoft 365 Business**
High Secure Office & Collaboration Solutions

INGRAM i CLOUD

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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	

Microsoft 365 Business

Microsoft 365 Business Premium

(pdf) <https://bit.ly/imc-m365>

The screenshot shows a comparison table for Microsoft 365 subscription suites. It includes columns for 'Microsoft 365 Essentials', 'Microsoft 365 Business Basic', 'Microsoft 365 Business Standard', and 'Microsoft 365 Business Premium'. The table lists various features such as Office 365 apps, Exchange Online, SharePoint Online, and Microsoft Teams, with checkmarks indicating which features are included in each plan.



Microsoft NCE Subscriptions

INGRAMM CLOUD

MORE AS A SERVICE

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Subscription Period (Duration)

- Seat-Based Cloud offering

Monthly Subscription

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

Annual Subscription

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

coming soon

36 Month Subscription

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

INGRAMM CLOUD - More as a Service

22

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Subscription Payment

coming soon

Monthly Subscription

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

Monthly Payment

Annual Subscription

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

Monthly Payment

Yearly Payment

36 Month Subscription

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

Monthly Payment

Yearly Payment

Ordering Subscriptions (payment/period)

coming soon

Monthly Subscription

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

Monthly Payment

Monthly / Monthly

Annual Subscription

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

Monthly Payment

Monthly / Yearly

Yearly Payment

Yearly / Yearly

36 Month Subscription

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

Monthly Payment

Yearly Payment

Cloud Marketplace Example

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

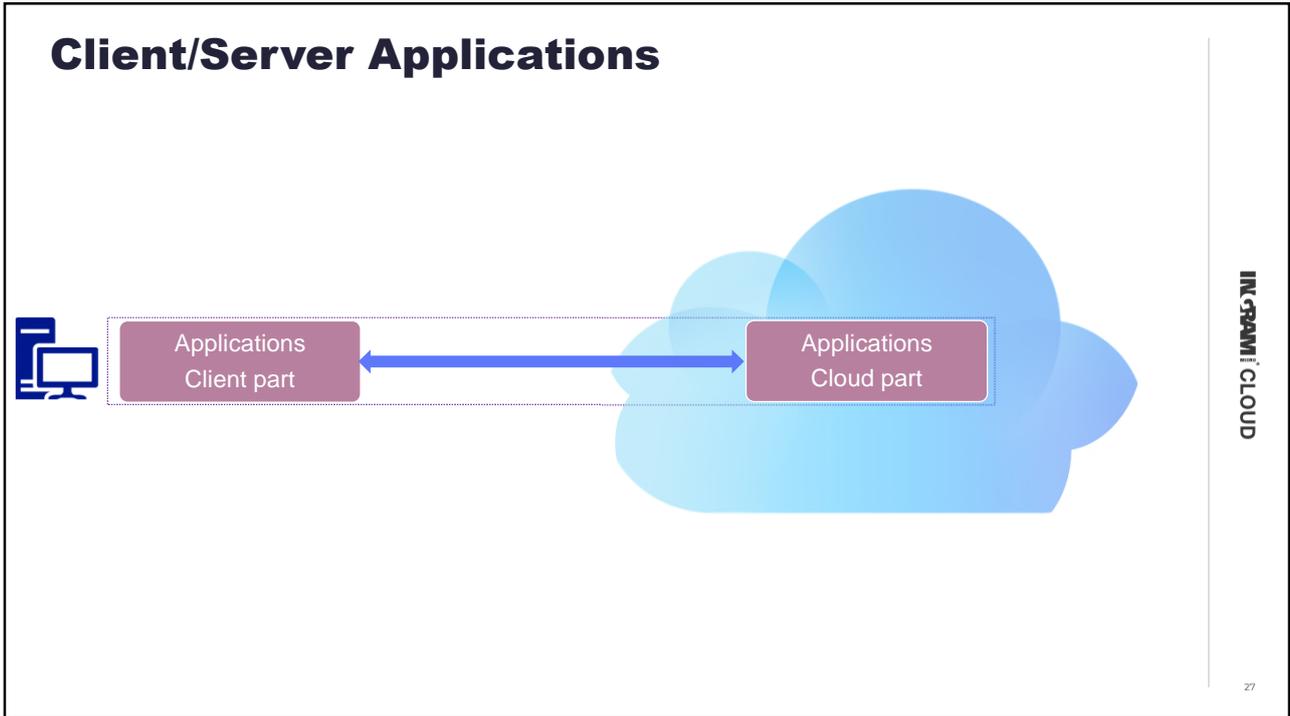
IN GRAMI CLOUD Microsoft More as a Service

25

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A dark purple banner with a white decorative graphic in the top right corner consisting of several parallel curved lines. On the left side, the text 'IN GRAMI CLOUD' is written vertically. In the center, the text 'Office 365' is displayed in a large, bold, white font. At the bottom center, the text 'MORE AS A SERVICE' is written in a smaller, white, all-caps font.

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Office 365 Services + Clients

<ul style="list-style-type: none"> ▪ Exchange Online ▪ Sharepoint Online ▪ Teams Services (Oct 1, 2023) ▪ OneDrive for Business 	<p>Outlook Web Browser Teams Client OneDrive App</p>
<p>Exchange OneDrive SharePoint Teams</p>	<p>Outlook Word Excel PowerPoint OneNote</p> <p>Teams Access (PC only)</p>

INGRAM i CLOUD

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Office 365 Client / Server solutions

		Client Part				
		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	•			•	•
	Commercial use rights for Office mobile apps and Office for the web	•			•	•
Email & Calendar	Exchange		• ³	•	•	•
Social & Intranet	SharePoint, Yammer		• ⁵	•	•	•
Meetings, Voice & Collaboration	Teams		•	•	•	•
	Phone System, Audio Conferencing					•
Files & Content	OneDrive	1 TB	2 GB	5+ TB ⁶	5+ TB ⁶	5+ TB ⁶
	Stream, Sway for Microsoft 365		• ⁸	•	•	•
Device Management	Mobile Device Management for Microsoft 365 ⁹	•	•	•	•	•
Business Apps	Forms ⁷	•	•	•	•	•
	Bookings, Planner, To-Do		•	•	•	•
	Content Search, manual sensitivity and retention labels ¹⁰ , Basic Audit		•	•	•	•
Security & Compliance	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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Office 365 Enterprise Client / Server solutions

		Before April 21, 2020 Product was called Office 365 ProPlus				
		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	•			•	•
	Commercial use rights for Office mobile apps and Office for the web	•			•	•
Email & Calendar	Exchange		• ³	•	•	•
Social & Intranet	SharePoint, Yammer		• ⁵	•	•	•
Meetings, Voice & Collaboration	Teams		•	•	•	•
	Phone System, Audio Conferencing					•
Files & Content	OneDrive	1 TB	2 GB	5+ TB ⁶	5+ TB ⁶	5+ TB ⁶
	Stream, Sway for Microsoft 365		• ⁸	•	•	•
Device Management	Mobile Device Management for Microsoft 365 ⁹	•	•	•	•	•
Business Apps	Forms ⁷	•	•	•	•	•
	Bookings, Planner, To-Do		•	•	•	•
	Content Search, manual sensitivity and retention labels ¹⁰ , Basic Audit		•	•	•	•
Security & Compliance	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		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 Commercial use rights for Office mobile apps and Office for the web	•	•	•
Email & Calendar	Exchange Plan 1 (50 GB mailbox)	•	•	•
Social & Intranet	SharePoint, Yammer	•	•	•
Meetings, Calling & Collaboration	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 ⁵ , 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 ⁶ , 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)

- 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



INGRAM | CLOUD

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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

INTEGRAMI CLOUD

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Teams in European Economic Area (EEA)

INTEGRAMI CLOUD

MORE AS A SERVICE

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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 so without impact
- <https://aka.ms/TeamsinEUPartnerPage>



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

INCRAMI CLOUD

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Microsoft 365

INCRAMI CLOUD

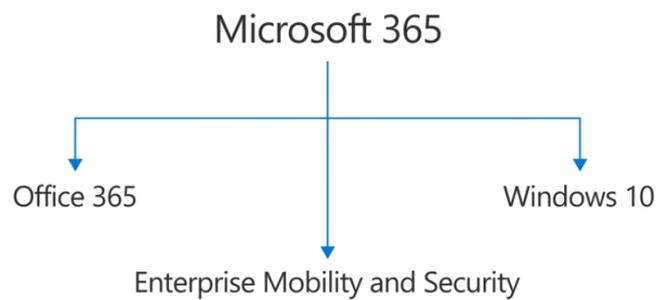
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Microsoft 365 Bundle

M365 is a Bundle of 3 other Bundles

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



Enterprise Mobility & Security Bundle

- Bundles five products
 - Azure Active Directory Premium
 - Microsoft Endpoint Manager : Intune
 - Information Protection Premium
 - Microsoft Cloud App Security
 - Advanced Threat Analytics

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

Microsoft 365 Products & Plans

		Microsoft 365 Business Premium	Microsoft 365 E3	Microsoft 365 E5
Azure Active Directory Premium	Azure Active Directory Premium P1	•	•	
	Azure Active Directory Premium 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	•		•
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 Information Protection Premium P1	•	•	
	Microsoft 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

Add-On Licenses

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

	Information Worker Plans					Frontline Worker Plans			USD ERP per user per month
	Microsoft 365		Office 365			Microsoft 365		Office 365	
	E3	E5	E1	E3	E5	F1	F3	F3	
Teams Services¹									
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 ⁵ /\$20

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Total Overview

Microsoft

	Information Worker Plans					Frontline Worker Plans													
	Microsoft 365		Office 365			Enterprise Mobility + Security		Windows 11		Microsoft 365			Office 365						
	E3	E5	E1 Security	E1 Compliance	E1	E3	E5	E3	E5	Pro (for reference)	Enterprise E3	Enterprise E5	F1	F3	E5 Security ¹	E5 Compliance ²	E5 Sec+Comp ³	F3	
	\$36	\$57	\$12	\$12	\$10	\$23	\$38	\$10.60	\$16.40		\$5	\$10	\$2.25	\$8	\$8	\$8	\$13	\$4	
USD ERP per user per month																			
Meetings, calling, and chat	Requires Microsoft 365 E3 or Office 365 E3 and Enterprise Mobility + Security E3.																		
Microsoft Teams	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Unlimited chat	•	•			•	•	•						•	•					•
Online meetings	•	•			•	•	•						•	•					•
Live Events	•	•			•	•	•												•
Webinars	•	•			•	•	•												•
Screen sharing and custom backgrounds	•	•			•	•	•						•	•					•
Record meetings	•	•			•	•	•						•	•					•
Priority notifications	•	•			•	•	•						•	•					•
Teams Phone ¹	•	•			•	•	•						•	•					•
Audio Conferencing ²	• ³	• ⁴			• ³	• ³	• ⁴						• ³	• ³					• ³
Social, intranet, and storage	Requires Microsoft 365 E3 or Office 365 E3 and Enterprise Mobility + Security E3.																		
SharePoint Kiosk (2 GB OneDrive storage)					•	•	•						• ¹	• ¹					
SharePoint Plan 1 ¹ (1 TB OneDrive storage)					•	•	•												
SharePoint Plan 2 ¹ (unlimited OneDrive storage)	•	•			•	•	•												•
Yammer Enterprise	•	•			•	•	•												•
Microsoft Viva Connections	•	•			•	•	•												•

¹ Formerly named Phone System.
² Check capacity and regional availability.
³ 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.
⁴ Includes unlimited toll dial-in, 60 minutes/user/month dial-out to US, CA, Australia, and Operator Connect Conferencing.

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<https://go.microsoft.com/fwlink/?linkid=2139145> (Download Link)

Service Descriptions

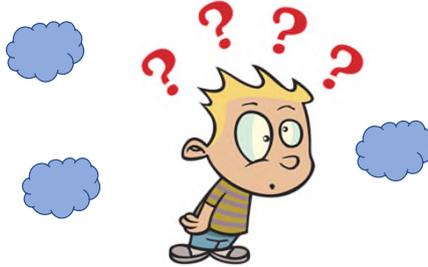
- What feature is exactly included in which Bundle ?
- Find the answer in the Service Descriptions
- <https://docs.microsoft.com/en-us/office365/servicedescriptions/exchange-online-service-description/exchange-online-service-description?redirectedfrom=MSDN>
- <https://docs.microsoft.com/en-us/office365/servicedescriptions/office-365-platform-service-description/office-365-platform-service-description>
- <https://docs.microsoft.com/en-us/office365/servicedescriptions/office-365-service-descriptions-technet-library>
- <https://docs.microsoft.com/en-us/office365/servicedescriptions/microsoft-365-service-descriptions/microsoft-365-tenantlevel-services-licensing-guidance/microsoft-365-security-compliance-licensing-guidance#information-protection>

Zero Trust Security Model

MORE AS A SERVICE

Microsoft 365 Solutions Included

- [Microsoft Cloud App Security](#)
- [Microsoft Azure Information Protection](#)
- [Office 365 Data Loss Prevention](#)
- [Office 365 Customer Lockbox](#)
- [Windows Information Protection](#)
- [SQL Server](#)
- [SQL Server/Azure SQL DB Transparent Data Encryption](#)
- [Azure Storage Service Encryption](#)
- [Office 365 Advanced Threat Protection](#)
- [Advanced eDiscovery](#)
- [Office 365 Advanced Data Governance](#)
- [Azure Key Vault](#)
- [Microsoft Azure Active Directory](#)
- [Microsoft Azure Active Directory](#)
- [Advanced Security Management](#)
- [Microsoft Advanced Threat Analytics](#)
- [Windows Hello for Business](#)
- [Credential Guard](#)
- [Multi-Factor Authentication for Office 365](#)



MICROSOFT 365

- [Microsoft Azure Security Center](#)
- [Azure Advisor](#)
- [Microsoft Azure](#)
- [Windows Server 2016](#)
- [Windows Server 2016 Security Guide](#)
- [SQL Server Database Threat Protection](#)

- [Windows Defender](#)
- [Device Guard](#)
- [UEFI Secure Boot and the Trusted Root Process](#)
- [Enterprise Mobility + Security](#)
- [Mobile Device Management for Office 365](#)
- [Intune](#)
- [Windows Defender Advanced Threat Protection](#)
- [Office 365 Threat Intelligence](#)
- [Microsoft Intelligent Security Graph](#)
- [Microsoft Azure Security Center](#)
- [Azure Network Watcher](#)
- [Operations Management Suite](#)
- [Office 365 Secure Score](#)
- [Office 365 Threat Intelligence](#)
- [Microsoft Cloud App Security](#)

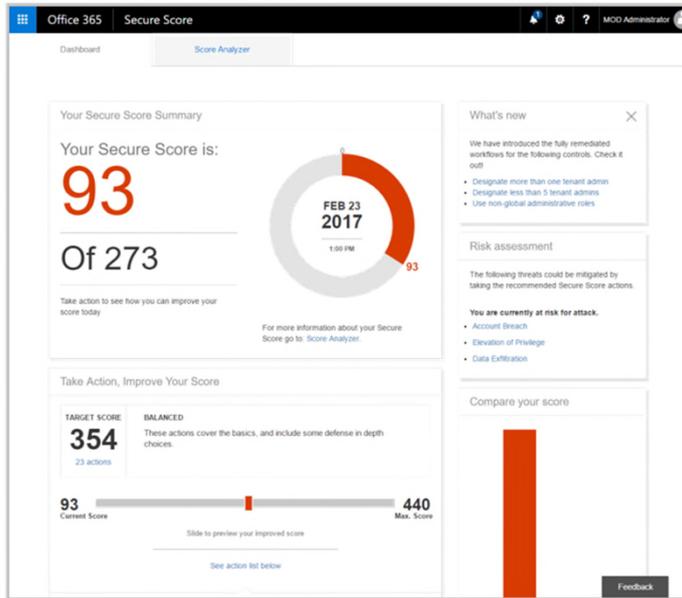
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Why Microsoft 365 ?

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

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Security Score & QS Solutions



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Zero Trust Security Model



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

50

Principles of Zero Trust

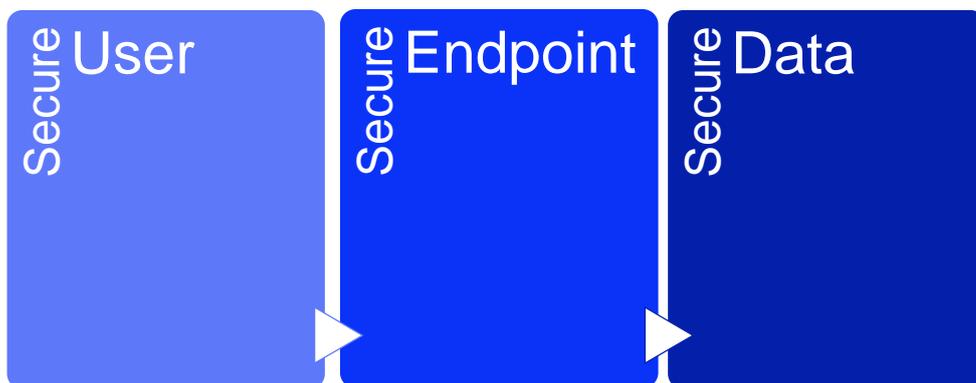
Instead of assuming everything behind the corporate firewall is safe, Zero Trust assumes *an open environment where trust must be validated*

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

51



52

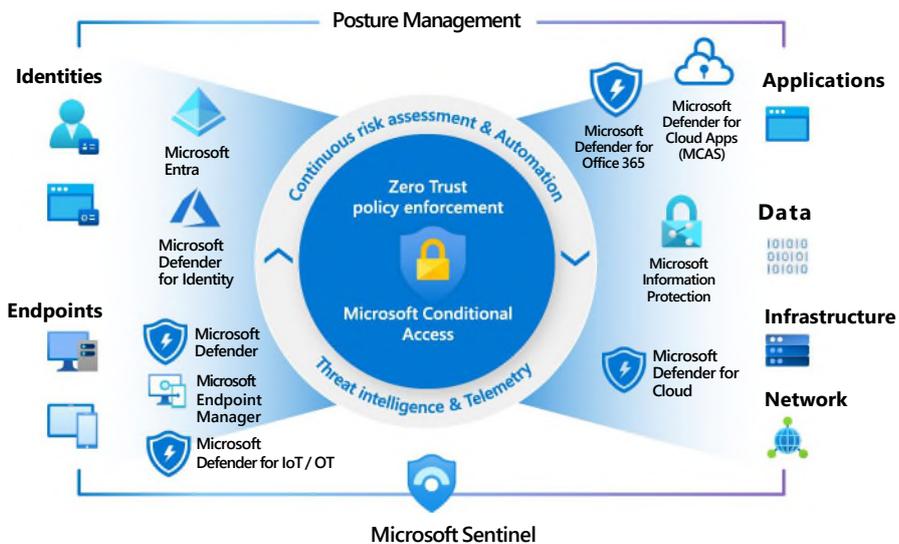
Zero Trust Components

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

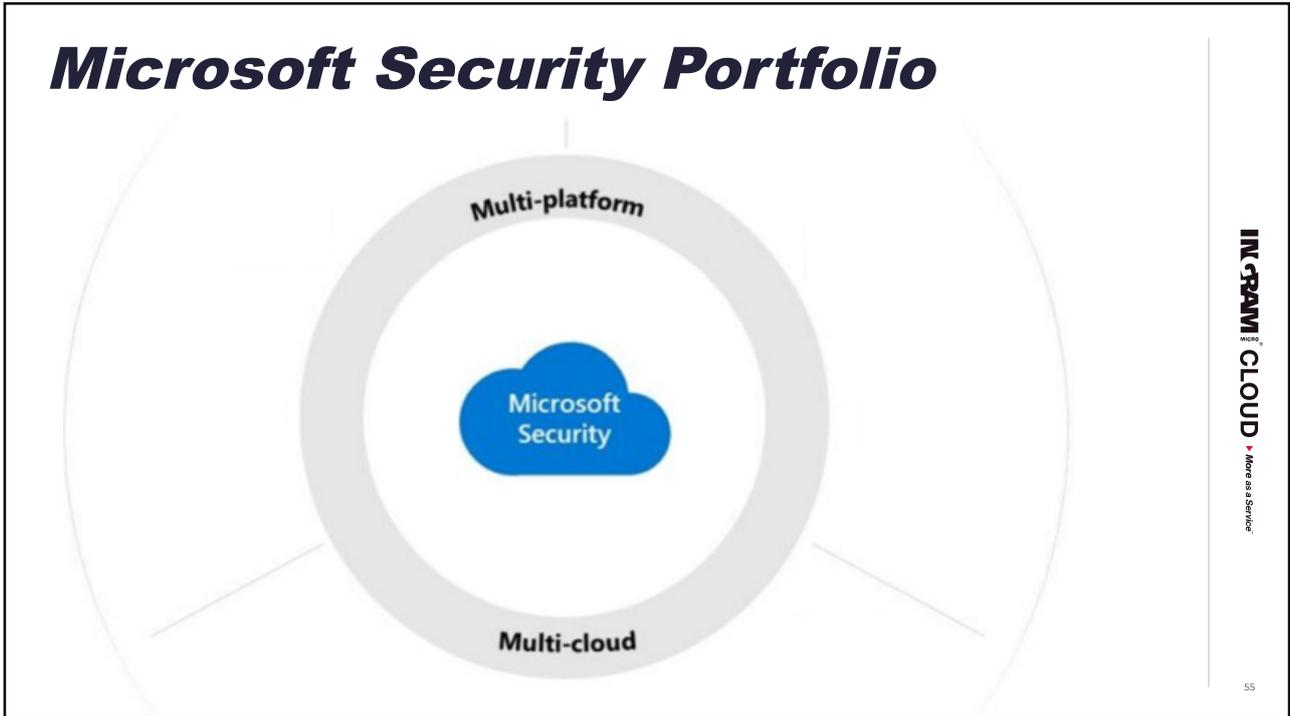
IN GRAMI CLOUD Microsoft **CLOUD** More as a Service

53

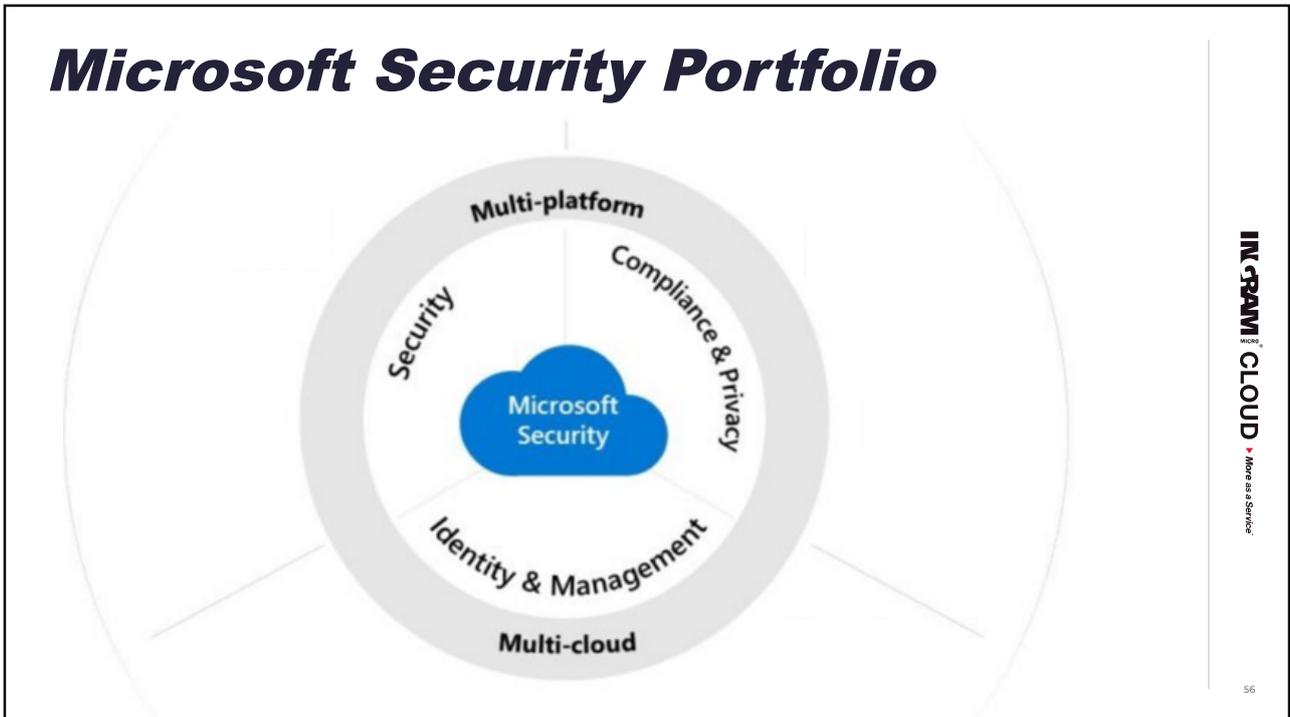
Microsoft Zero Trust Capabilities



54

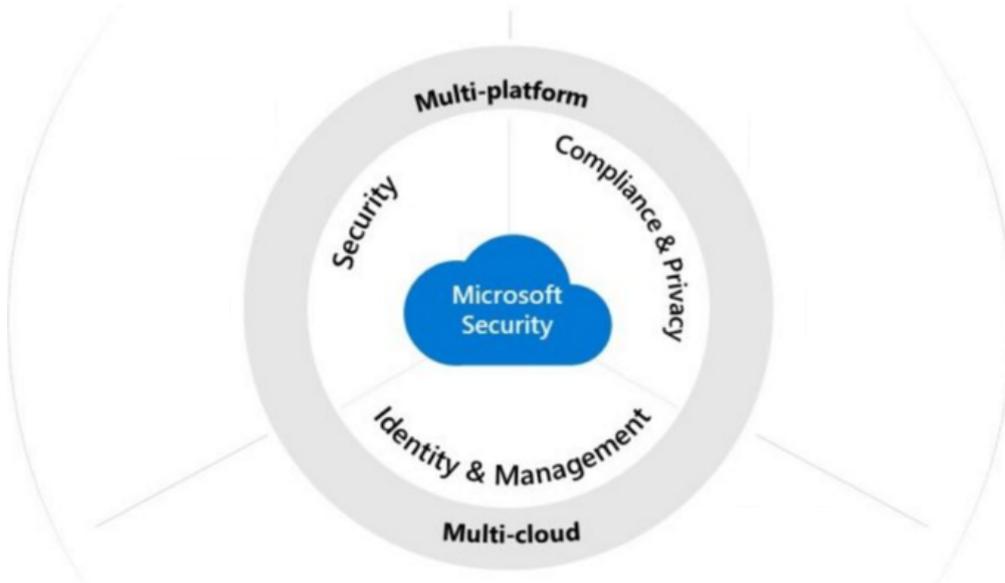


55



56

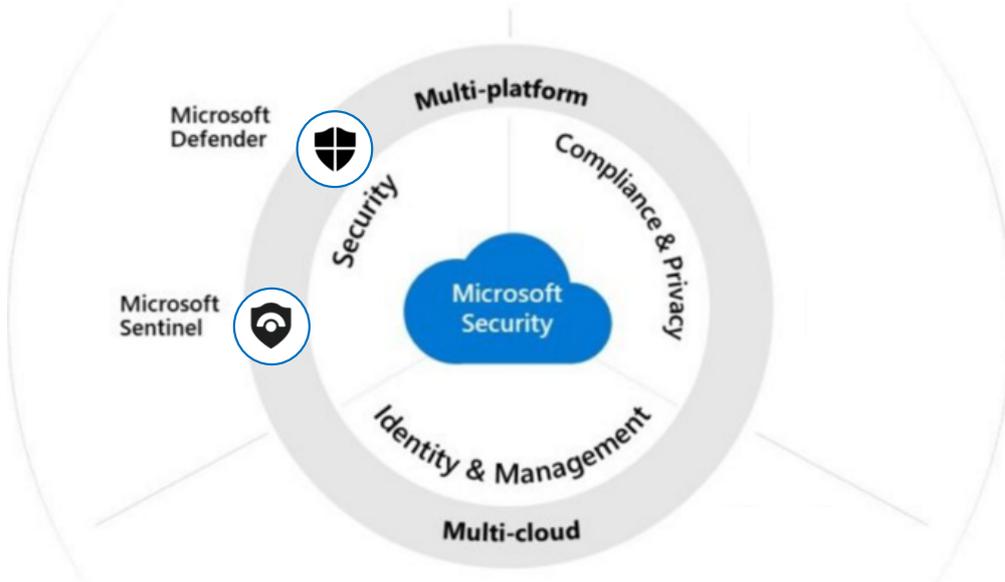
Six Security Product Families



IN GRAMI CLOUD Move as a Service

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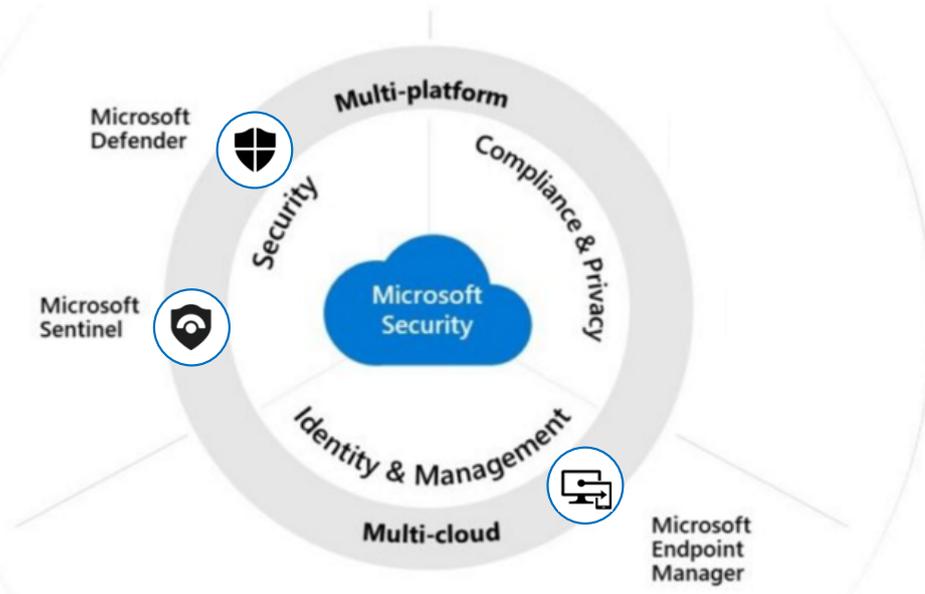
Microsoft Defender & Sentinel



IN GRAMI CLOUD Move as a Service

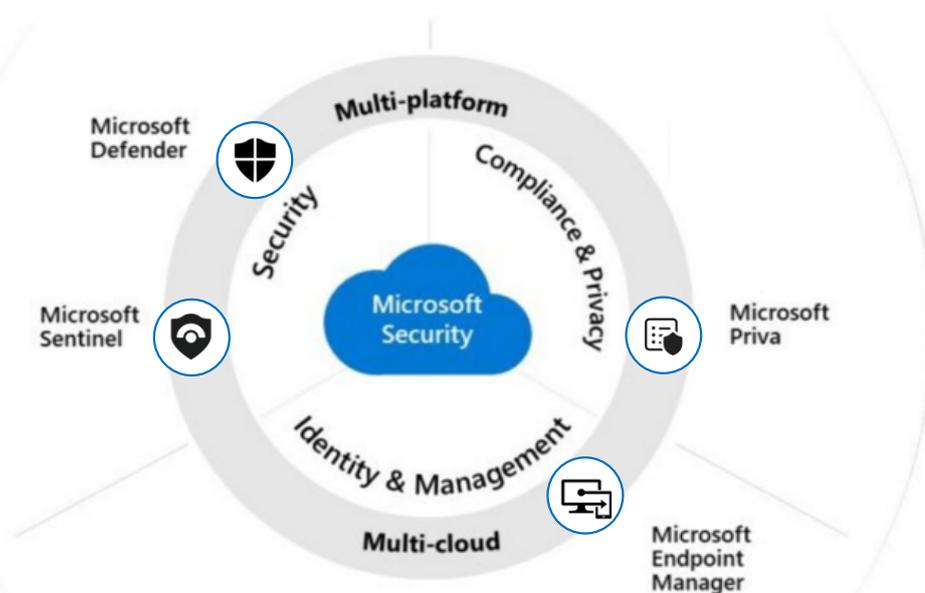
58

Microsoft Endpoint Manager



IN GRAMI CLOUD Move as a Service

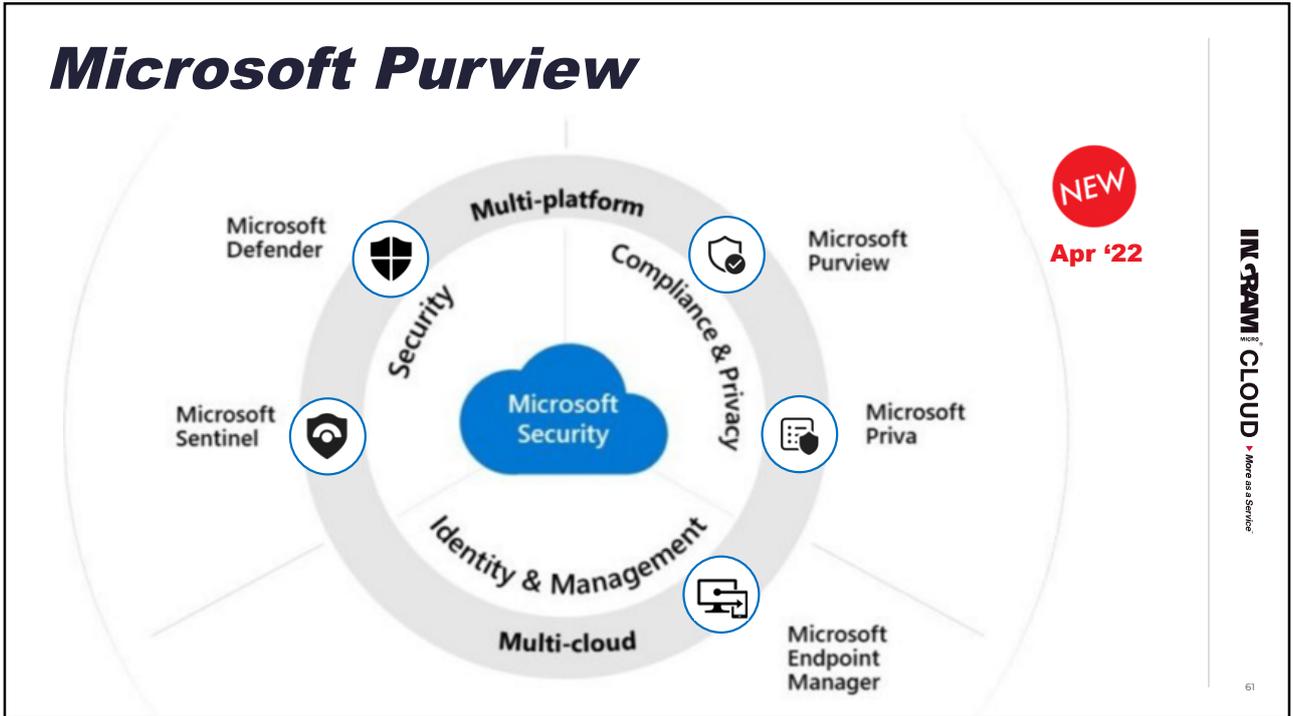
Microsoft Priva



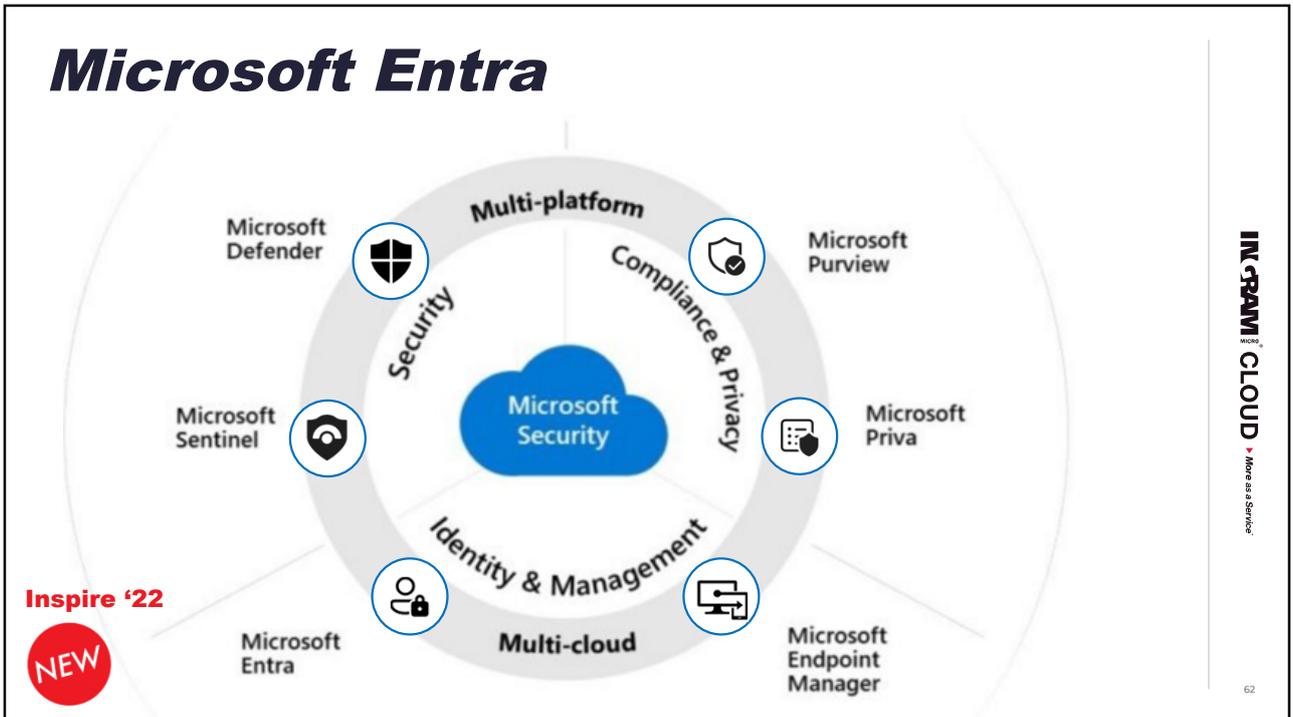
NEW

Jan '22

IN GRAMI CLOUD Move as a Service

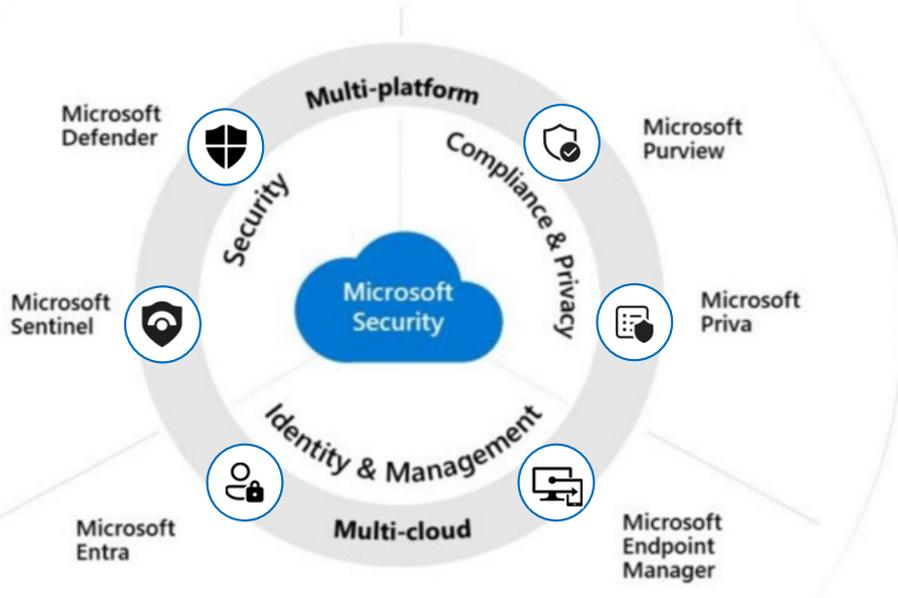


61



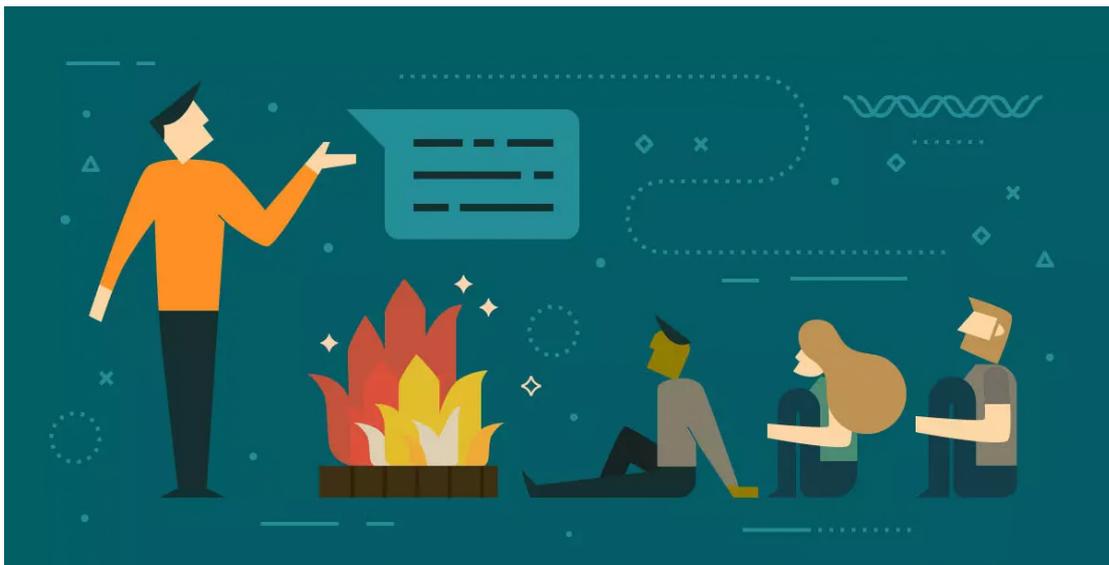
62

Six Security Product Families



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Story Telling



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IN GRAMI CLOUD

Microsoft Entra

Identity & Access Management

MORE AS A SERVICE

This slide features a dark purple background with a white decorative graphic in the top right corner. The text is centered and uses a clean, sans-serif font.

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Authentication Security



IN GRAMI CLOUD *More as a Service*

66

The slide features a white background with a large, stylized illustration of a person's hands using a laptop and a smartphone. The illustration includes various security-related icons such as a padlock, a shield, a checkmark, and a person's profile. The text is positioned at the top left and bottom right of the slide.

66

Microsoft Entra Product Family

Microsoft Entra
Secure access for a connected world

- Azure Active Directory**
Protect your users, apps, workloads, and devices.
- Permissions Management**
Unify permissions management for any identity in any cloud.
- Verified ID**
Enable more secure interactions while respecting privacy with an industry-leading global platform.

INGRAM
i
CLOUD
More as a Service

67

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Breaches & techniques Used during Breach

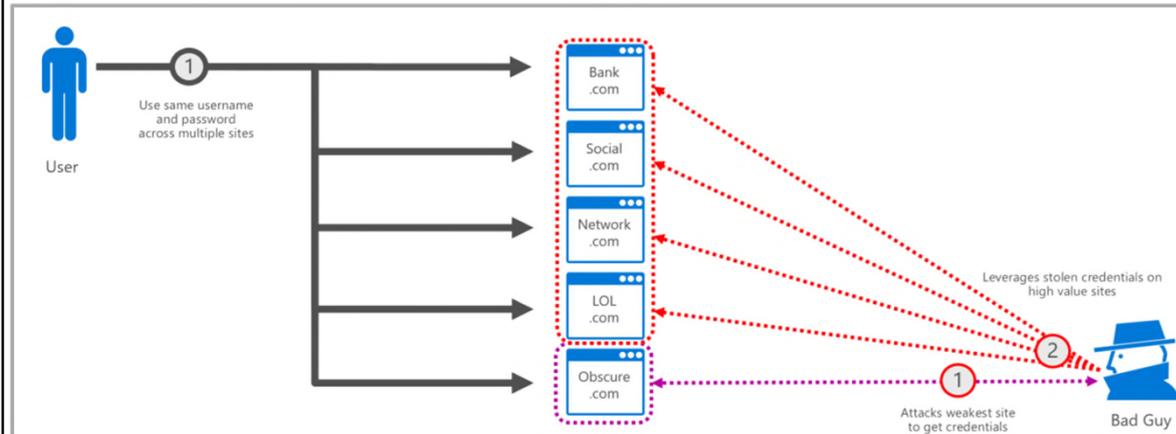


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CLOUD

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Same Username and Password



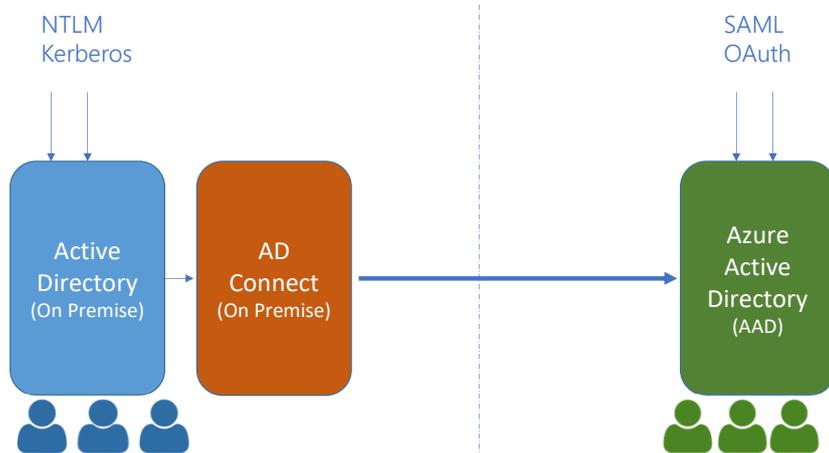
69

Identities today (Local & Cloud Identity)



70

Connect AD with AAD



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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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INGRAM CLOUD
Microsoft

MFA – Multi-factor Authentication

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

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

Get the app on your phone

Scan the QR code with your Android or iOS mobile device.



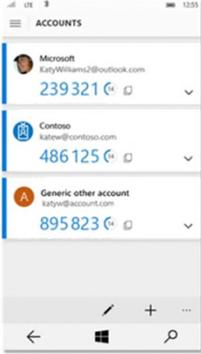
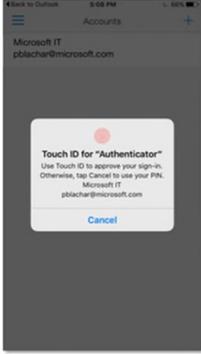
Google Play

Get the app



App Store

Get the app

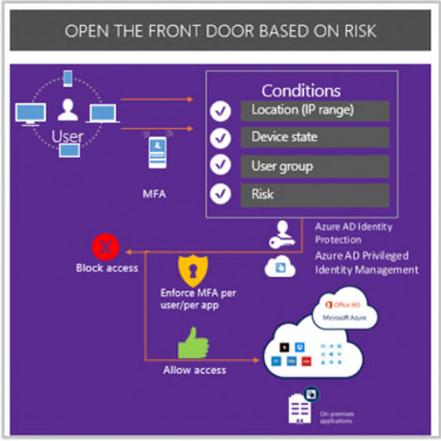

[Microsoft Mobile Phone Authenticator App](#) | [Microsoft Security](#)

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Conditional Access

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

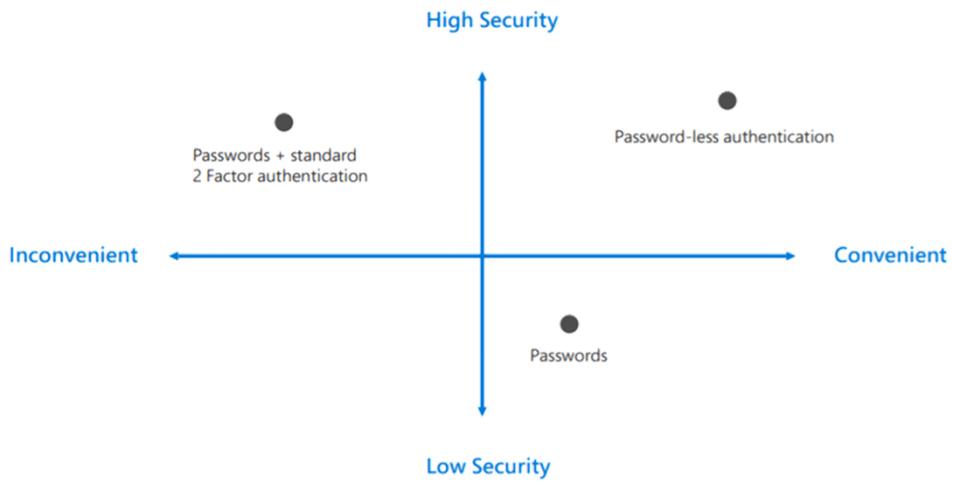


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74

74

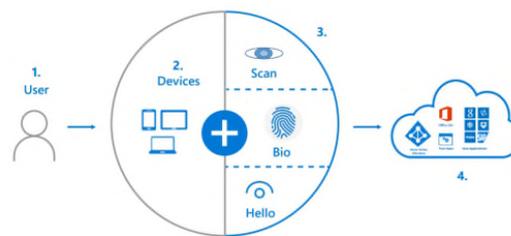
Password-Less Authentication



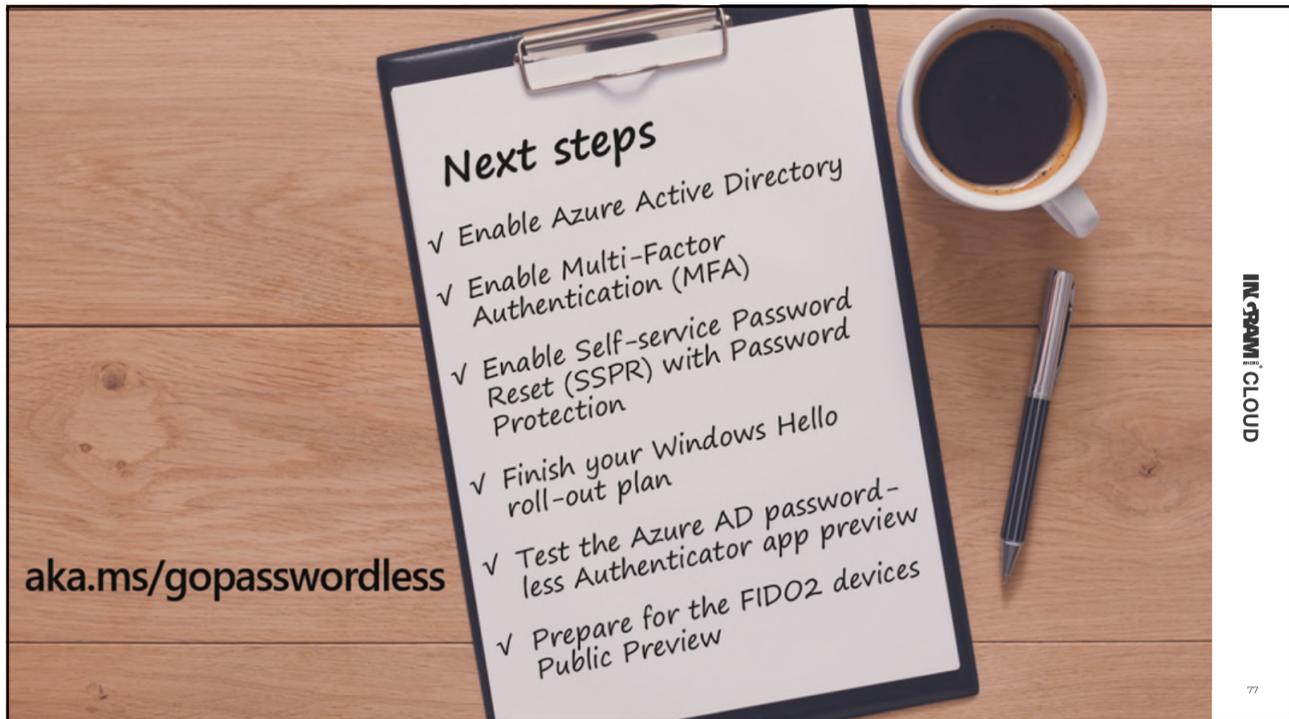
75

Windows Hello for Business

- Biometric Sign-In
 - Facial recognition
 - Fingerprint recognition



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Entra ID (Azure Active Directory)

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

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Azure AD is becoming Microsoft Entra ID

Azure AD Free	Microsoft Entra ID Free
Azure AD Premium P1 Also included in Microsoft 365 E3	Microsoft Entra ID P1 Also included in Microsoft 365 E3
Azure AD Premium P2 Also included in Microsoft 365 E5	Microsoft Entra ID P2 Also included in Microsoft 365 E5
Azure AD External Identities	Microsoft Entra External ID

INTEGRATED CLOUD

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Microsoft Entra Permissions Management NEW

- Azure Active Directory**
Protect your users, apps, workloads, and devices.
- Permissions Management**
Unify permissions management for any identity in any cloud.
- Verified ID**
Enable more secure interactions while respecting privacy with an industry-leading global platform.

INTEGRATED CLOUD - Move as a Service

80

80

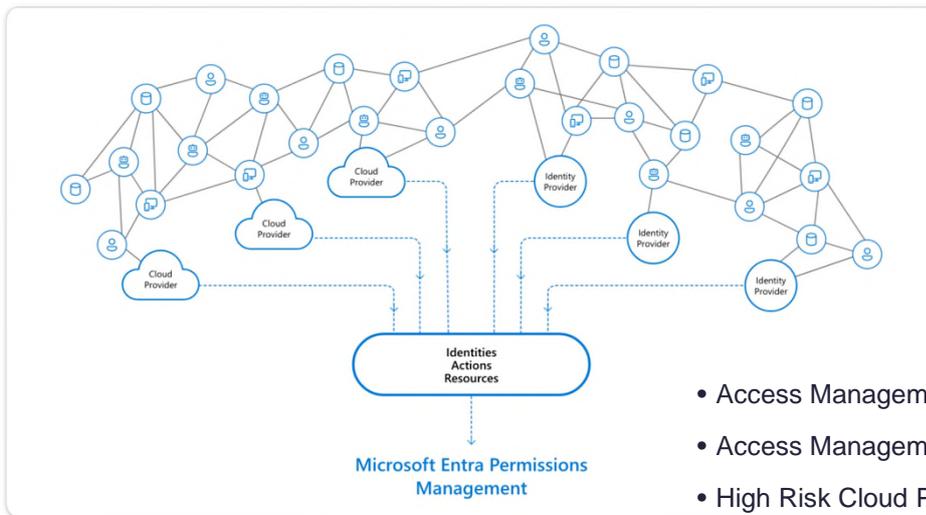
Microsoft Entra Permissions Management

- Acquisition from a company called CloudKnox (July 2021)
- Is a CIEM Solution
- Monitor + right-size Permissions across multi-cloud infrastructures
 - Microsoft Azure
 - Amazon Web Services (AWS)
 - Google Cloud Platform (GCP)



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Microsoft Entra Permissions Management



- Access Management Solution
- Access Management Permissions
- High Risk Cloud Permissions

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Microsoft Entra Permissions Management



IN GRAM CLOUD Move as a Service

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Getting Started with Permissions Management

- Landingspage
 - <https://docs.microsoft.com/en-us/azure/active-directory/cloud-infrastructure-entitlement-management/>
- Get a Free Trial on your Tenant today
 - <http://aka.ms/TryPermissionsManagement>
- Manage your Permissions
 - <https://entra.microsoft.com>

Microsoft Entra
Permissions
Management



IN GRAM CLOUD Move as a Service

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Microsoft Entra Verified ID

NEW

Microsoft Entra
Secure access for a connected world

- Azure Active Directory**
Protect your users, apps, workloads, and devices.
- Permissions Management**
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- Verified ID**
Enable more secure interactions while respecting privacy with an industry-leading global platform.

IN GRAM CLOUD Move as a Service

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Microsoft Entra Verified ID

- Is a **Decentralized Identity Solution (DID)** (like ItsMe)
- A Digital Identity WE OWN (not company owned)
- **Self-owned** identity with complete control over all identity data
- Secure interactions while respecting privacy

<https://go.microsoft.com/fwlink/p/?LinkID=2202153&clid=0x409&culture=en-us&country=US>

IN GRAM CLOUD Move as a Service

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Identity & Access Management Features

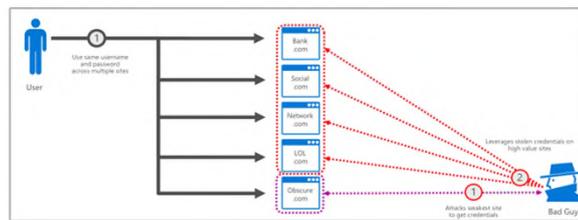
Identity Feature	M365 Business	M365 Enterprise E3	M365 Enterprise E5	Other
Azure Active Directory Plan 1	Yes	Yes	Yes	
Azure Active Directory Plan 2			Yes	
Advanced Security Management			Yes	
Advanced Treath Analytics (ATA)		Yes	Yes	
Windows Hello for Business		Yes	Yes	
Multi Factor Authentication (MFA)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

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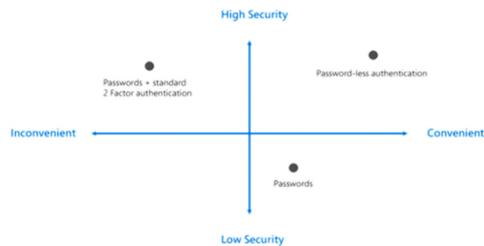
87

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Story Telling & Identities



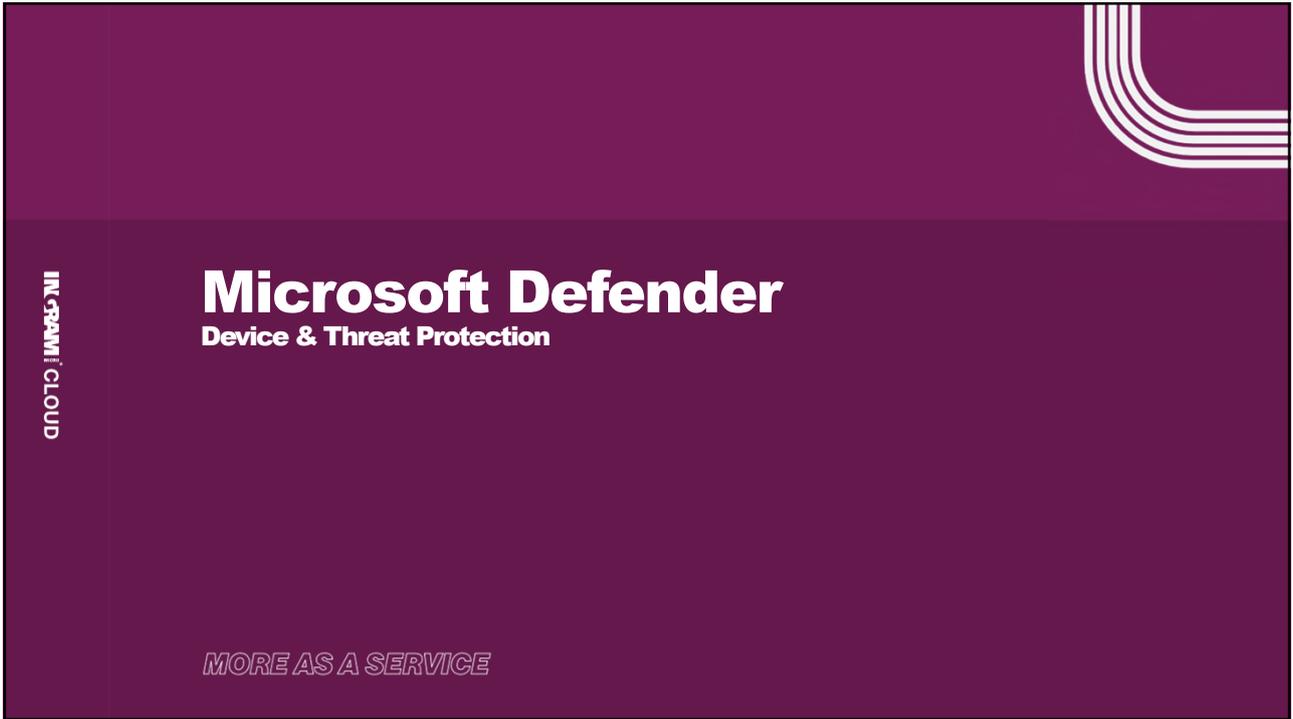
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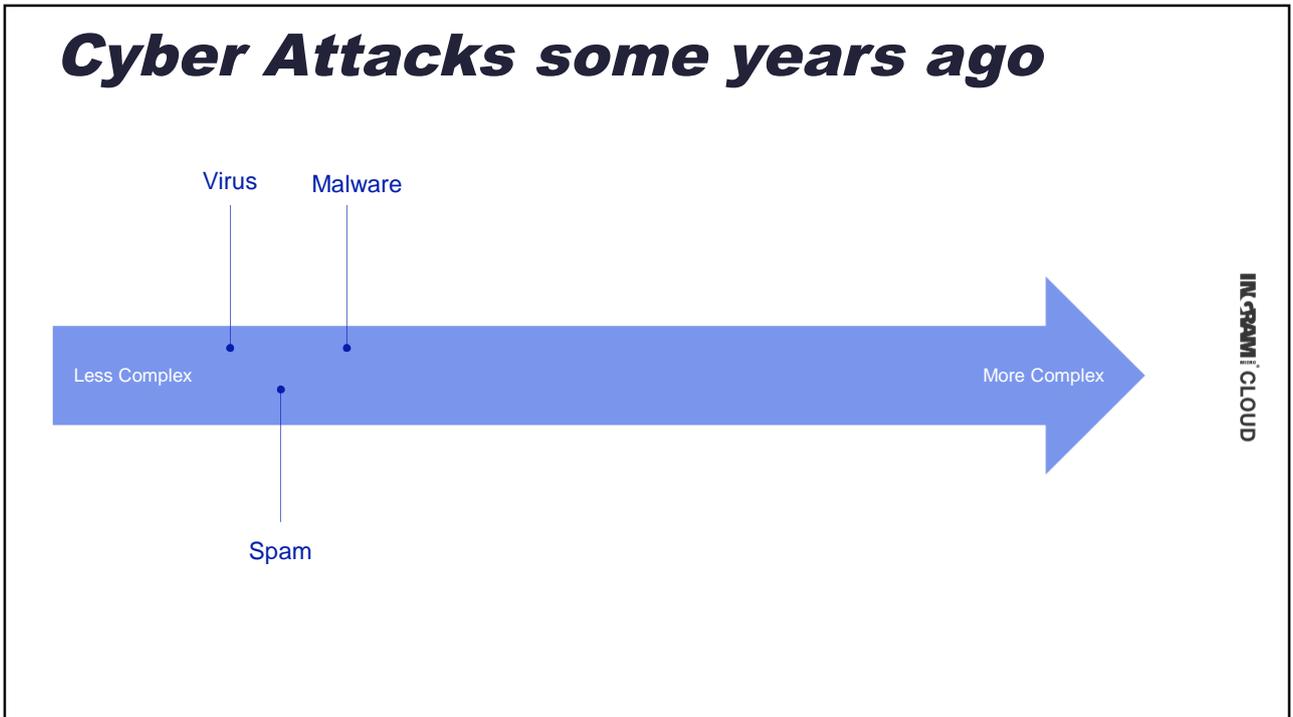
Microsoft Defender
Device & Threat Protection

IN GRAMI CLOUD

MORE AS A SERVICE

The slide features a dark purple background with a white decorative graphic in the top right corner consisting of several parallel curved lines. The text is in white, with the main title in a large, bold font.

89



Cyber Attacks some years ago

Virus Malware

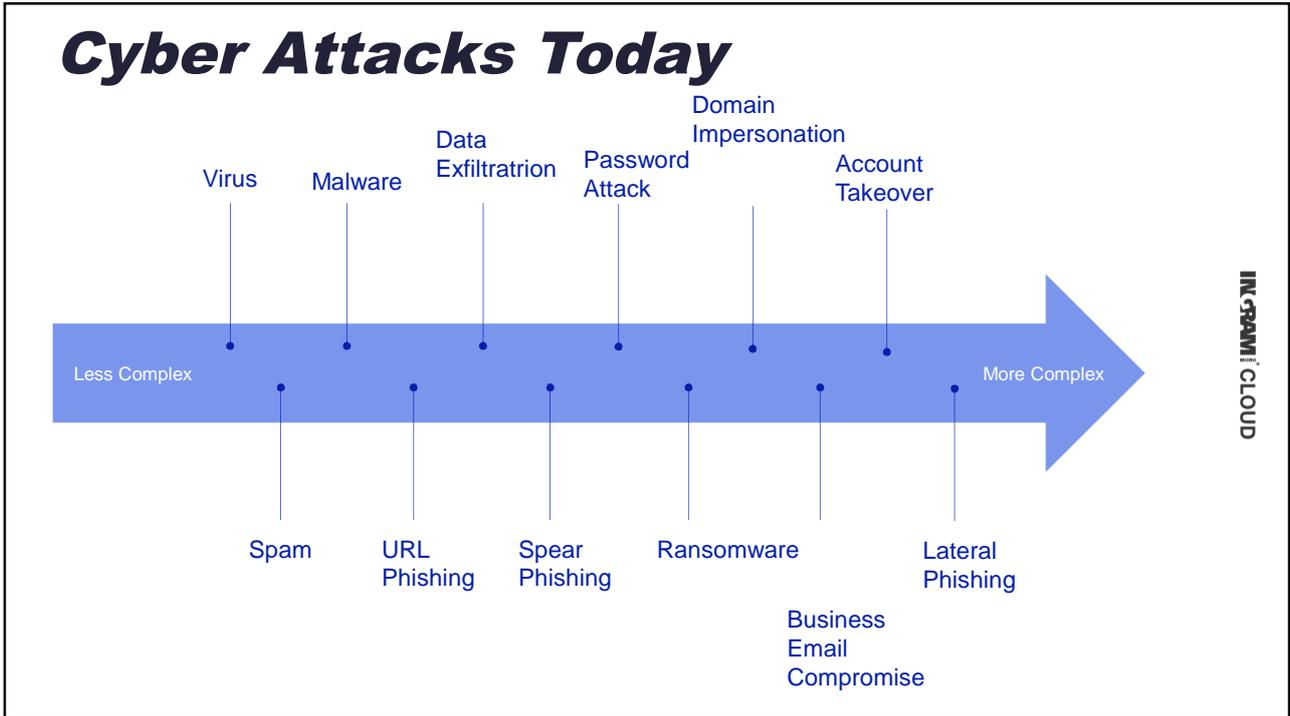
Less Complex More Complex

Spam

IN GRAMI CLOUD

The diagram shows a large blue arrow pointing from left to right. The left side of the arrow is labeled 'Less Complex' and the right side is labeled 'More Complex'. Three labels are connected to the arrow by thin vertical lines: 'Virus' and 'Malware' are connected to the left side, and 'Spam' is connected to the middle of the arrow. The IN GRAMI CLOUD logo is on the right side.

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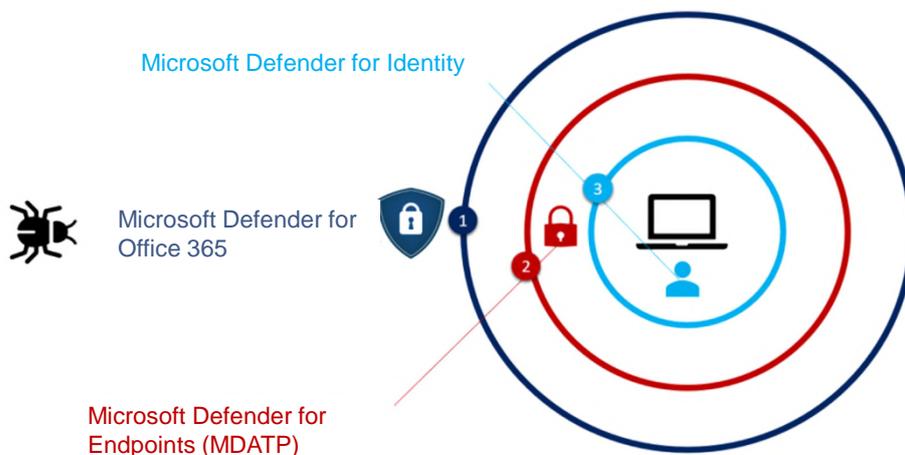
92

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

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Multi-Tier Threat Protection



AV – EPP – EDR - XDR

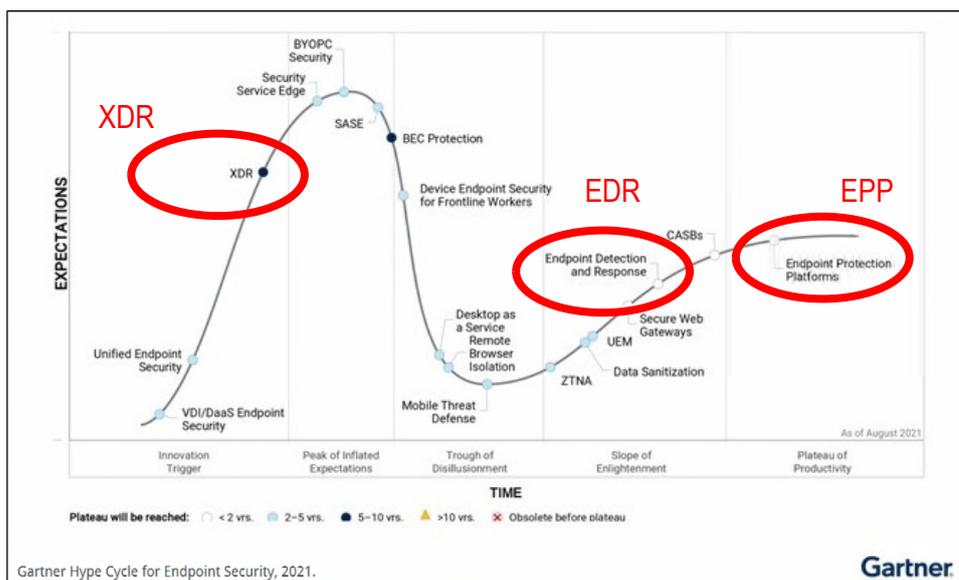
- Anti Virus (AV)
- Endpoint Protection Platform (EPP)
- Endpoint Detection and Response (EDR)
- Extended Detection and Response (XDR)

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



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Endpoint Security Gartner Hype Cycle



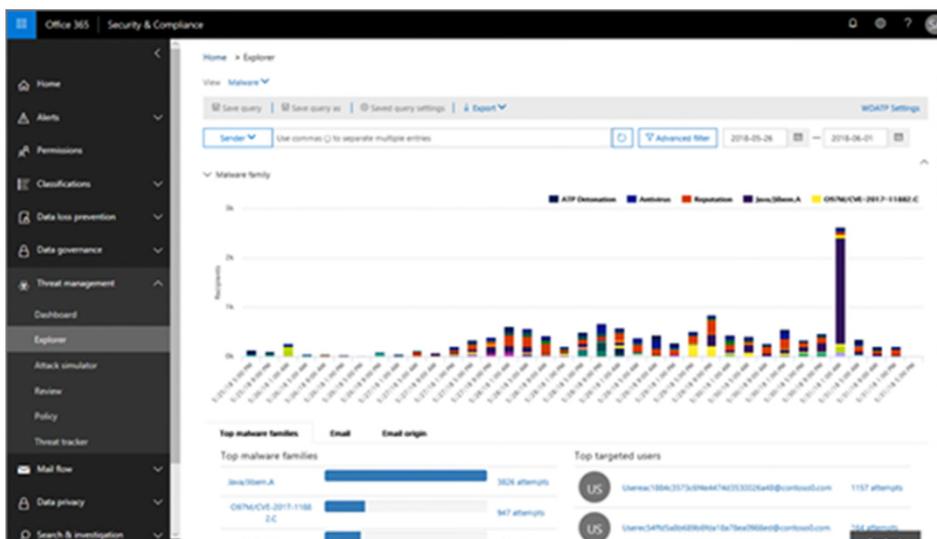
96

Microsoft Defender For Endpoint

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



Threat Explorer + Real Time Detection



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
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		✓
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

INTEGRATED CLOUD - Move as a Service

Microsoft Defender for Business



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

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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

INTEGRATED CLOUD - Move as a Service

Microsoft Defender for Business NEW

Microsoft Defender for Business

Elevate your security

Threat & Vulnerability Management

Attack Surface Reduction

Next Generation Protection

Endpoint Detection & Response

Auto Investigation & Remediation

Simplified Onboarding and Administration

APIs and Integration

*Not all capabilities available at time of preview

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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

In a complex device landscape, you need choices.

Microsoft Intune gives you the flexibility and control to secure your data on any device—even those you don't manage.

Company-Managed

Employee-Managed

3rd-Party-Managed

Secure your data on **any** device with Intune

Mobile Device Management (MDM)

- Enroll devices for management
- Provision settings, apps, profiles
- Report & monitor device compliance
- Remove corporate data from devices

Conditional Access: Restrict access to managed or compliant devices

Mobile Application Management (MAM)

- Publish mobile apps to users
- Configure and update apps
- Report app inventory & usage
- Secure & remove corporate data within mobile apps

Conditional Access: Restrict which apps can be used to access critical data

Intune = MDM + MAM + PC Management

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Licensing Overview

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

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Story Telling Microsoft Defender

All-In-One Security



AV - EPP - EDR - XDR

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

EDR	EPP	EDR	AV
Endpoint Protection	Exploit Protection	Endpoint Detection & Response	Antivirus (AV)
Secure to Assess Threats	Exploit Protection	Alerts, Triage & Investigation	Endpoint Security (ES)
Higher Detection Stage	Endpoint Protection	Endpoint Protection	Endpoint Protection
	Endpoint Protection	Endpoint Protection	Endpoint Protection



Multi-Tier Threat Protection



(Mobile) Device/Application Management



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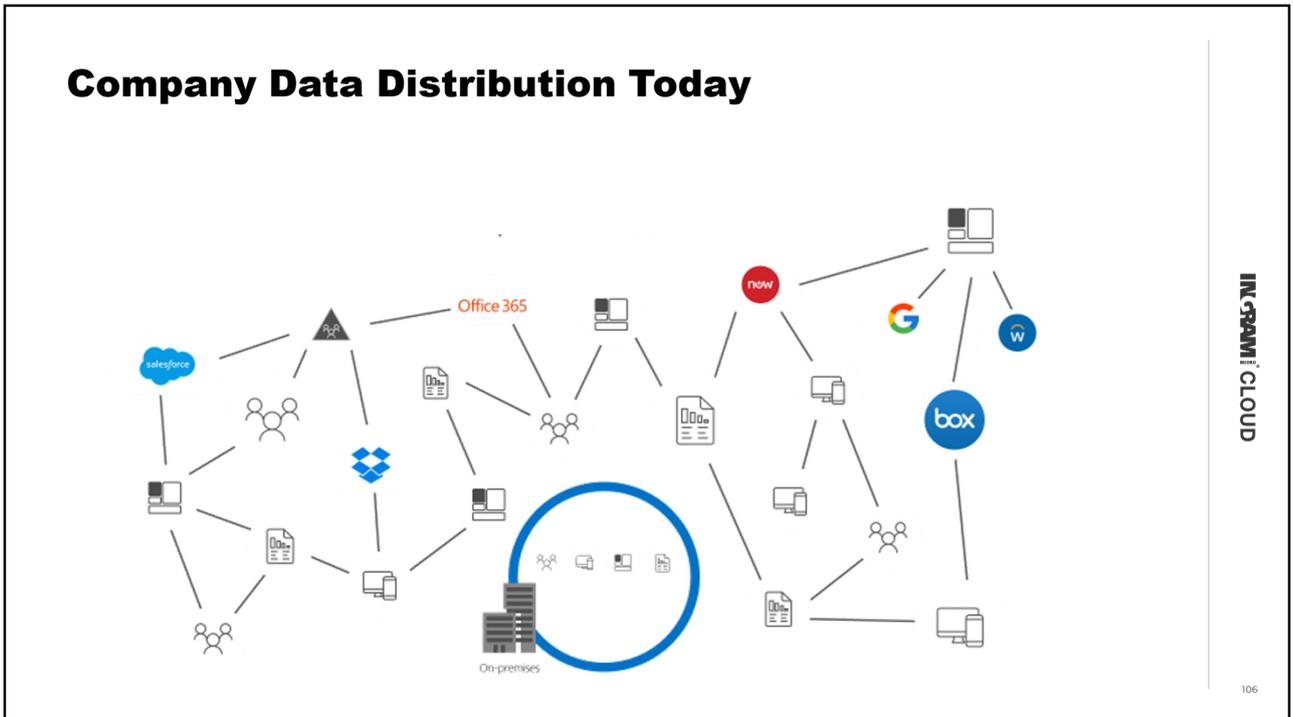
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Microsoft Purview
Information Protection

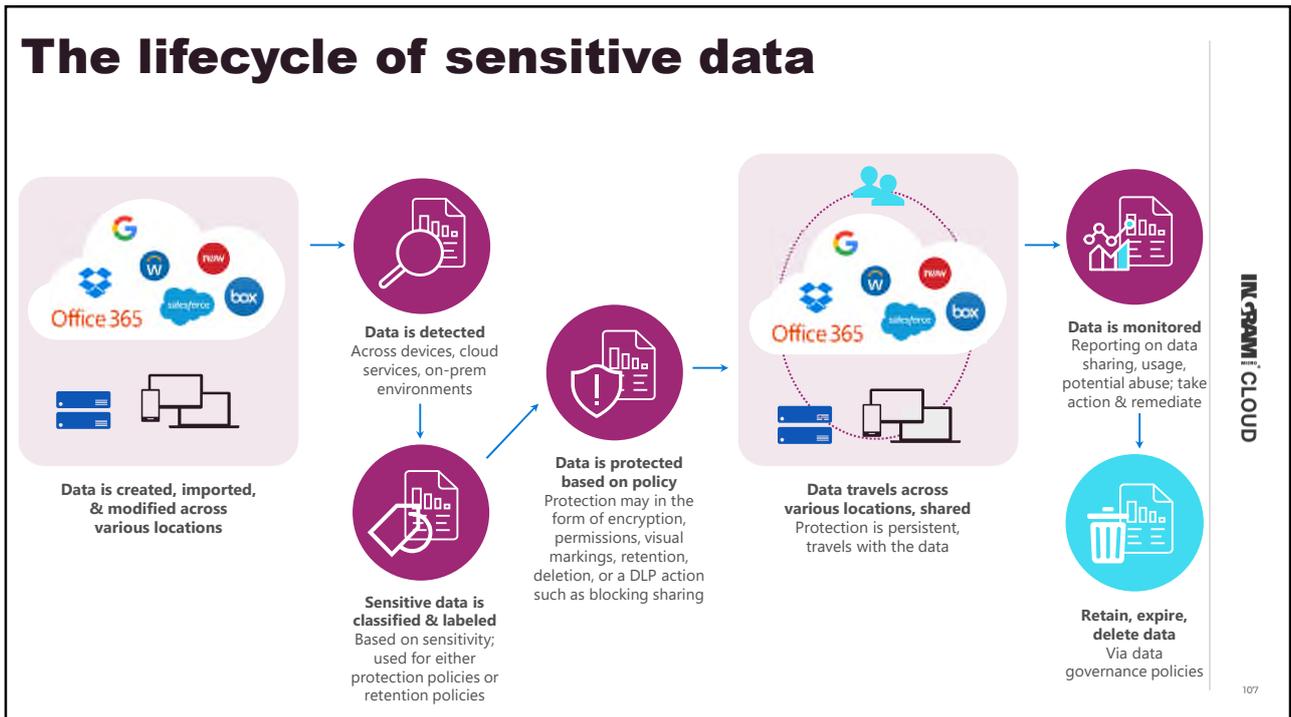
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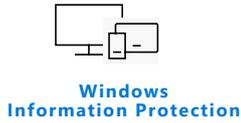


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Information Protection Solutions



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What

Preserve or remediate emails & documents

Protect files and documents

Classify & Protect emails & documents

Where

Office 365 Apps & Services

Windows Clients & Devices

Office Clients, 3rd party Apps & Services, On Premises

How

Office 365 Security Console

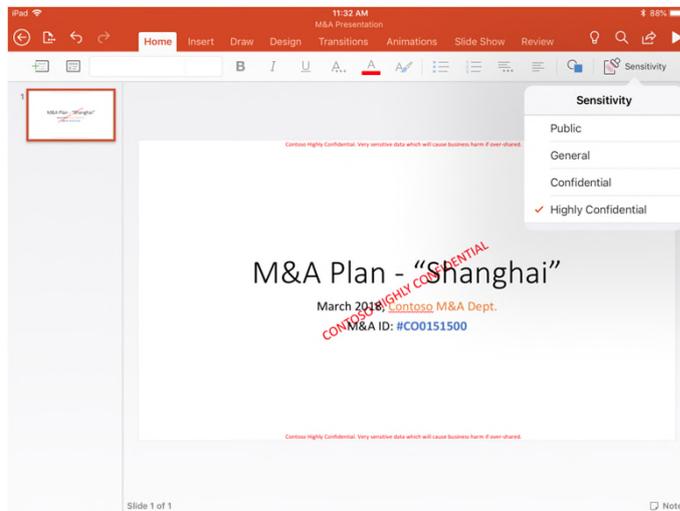
Intune Portal

AIP Portal

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Information Protection Example



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Data Loss Prevention (DLP)

- Rules
 - Protect your Data
- Conditions
 - When ?
- Actions
 - How ?
- Locations
 - Exchange Online
 - OneDrive
 - SharePoint
 - Teams



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Information Protection Packaging

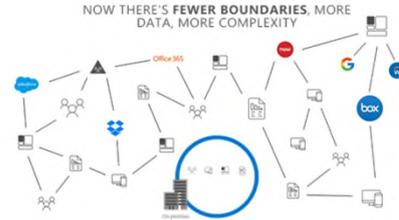
Information Protection Feature	M365 Business Premium	M365 Enterprise E3	M365 Enterprise E5	Other
Windows Information Protection	Yes	Yes	Yes	
RMS, DLP	Yes	Yes	Yes	
Azure Information Protection P1	Yes	Yes	Yes	
Azure Information Protection P2			Yes	
Microsoft Intune	Yes	Yes	Yes	
Microsoft Cloud App Security			Yes	
AIP for Office 365	Option	Yes	Yes	
Automatic Labeling			Yes	

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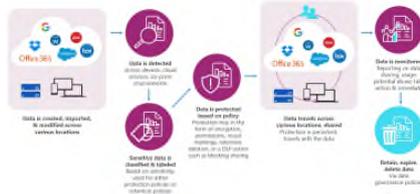
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Story Telling Information Management



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



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Microsoft Privacy & Compliance

Microsoft Privacy & Compliance

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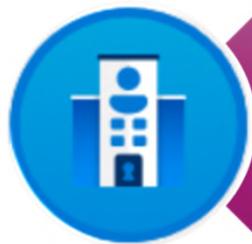
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Microsoft Priva : two Solutions



Privacy Risk Management



Subject Rights Requests

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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



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Privacy management: Overview

- Items with personal data: 189 new items (Last 7 days)
- Policy matches: 652 privacy risks (Last 7 days)
- Subject rights requests: 12 new requests (Last 7 days)
- Subject rights requests: 4 overdue requests

Key insights

- Content items with the most personal data: 8 Personal data types, 72 Content items, 4 Data subjects
- Active policy alerts: Updated 5 days ago, Active alerts over time (7 days)

Privacy management: Data profile

Personal data type instances detected in Microsoft 365 locations

Location	Personal data types	Last updated
SharePoint	65	Oct 13, 2023 3:00 PM
Teams	76	Oct 13, 2023 3:00 PM
Exchange	29	Oct 13, 2023 3:00 PM
OneDrive	43	Oct 13, 2023 3:00 PM

Top personal data types across your organization

- All Full Names
- All Medical Terms And Conditions
- Diseases
- U.S. Social Security Number (SSN)

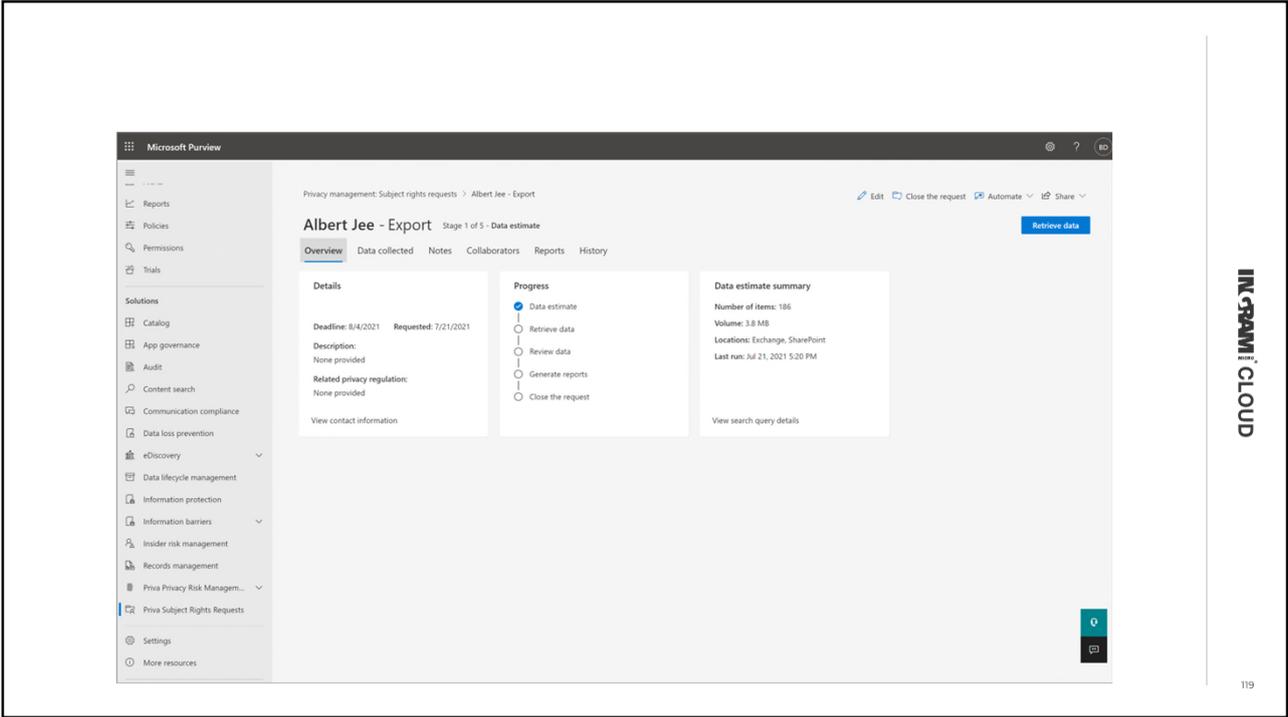
Personal data type instances by region

Subject Rights 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





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Story Telling Privacy Management

GDPR

REQUEST FOR INFORMATION
Data Subject Request

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	

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Bundles & Add-On's

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Microsoft 365 Business Premium

Microsoft 365 Business	€14.66 / User	-  0 +
Office 365 Extra File Storage	€0.14 / GB	-  0 +
Office 365 Advanced Threat Protection (Plan 1)	€1.47 / User	-  0 +
Exchange Online Archiving for Exchange Online	€2.20 / User	-  0 +
Office 365 Advanced Threat Protection (Plan 2)	€3.66 / User	-  0 +
Microsoft Stream Plan 2 for Office 365 Add-On	€1.47 / User	-  0 +
Audio Conferencing	€3.37 / User	-  0 +
Microsoft Stream Storage Add-On (500 GB)	€73.33 / User	-  0 +

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Microsoft 365 E3

Microsoft 365 E3	€25.64 / User	-  0 +
Office 365 Extra File Storage	€0.14 / GB	-  0 +
Office 365 Advanced Threat Protection (Plan 1)	€1.47 / User	-  0 +
Office 365 Advanced Compliance	€5.87 / User	-  0 +
Phone System	€5.87 / User	-  0 +
Skype for Business Plus CAL	€1.47 / User	-  0 +
Office 365 Advanced Threat Protection (Plan 2)	€3.66 / User	-  0 +
Microsoft Stream Plan 2 for Office 365 Add-On	€1.47 / User	-  0 +
Audio Conferencing	€3.37 / User	-  0 +
Microsoft Stream Storage Add-On (500 GB)	€73.33 / User	-  0 +
Business Apps (free)	€0.00 / User	-  0 +
Identity and Threat Protection	€8.80 / User	-  0 +
Information Protection and Compliance	€7.34 / User	-  0 +

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Microsoft 365 E5

Microsoft 365 E5	€47.57 / User	-  0 +
Office 365 Extra File Storage	€0.14 / GB	-  0 +
Microsoft Stream Plan 2 for Office 365 Add-On	€1.47 / User	-  0 +
Domestic and International Calling Plan	€20.24 / User	-  0 +
Domestic Calling Plan	€10.12 / User	-  0 +
Microsoft Stream Storage Add-On (500 GB)	€73.33 / User	-  0 +
Business Apps (free)	€0.00 / User	-  0 +
Domestic Calling Plan (120 min)	€5.06 / User	-  0 +
Advanced eDiscovery Storage	€73.33 / User	-  0 +

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Wrap-Up

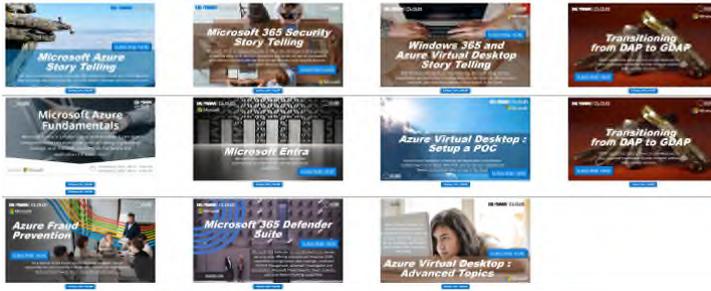
- Office 365 or Microsoft 365
- Microsoft Subscriptions
- Office 365
- Microsoft 365
- Identity & Access Management (Entra)
- Device & Threat Protection (Defender)
 - Microsoft Defender for Endpoint
 - Microsoft Endpoint Manager : Intune
- Information Protection (Purview)
- Privacy & Compliance (Priva)

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I need more information ...



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