

Presenting the NEW Self-Serve Security Assessment

SMB & SMC-Scale WE Partners

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Securing SMB customers



"No one is interested in my data".
Well, the SMB customer is – and ransomware prevents them from accessing their data.



"The Internet is a dangerous place" FUD is not enough to convince SMBs to invest



Prove them with data for their existing environments where they have gaps.

Security is top of mind for every business

Employees are working from more locations than ever. Are you confident that your data is safe?



+300%

Ransomware attacks in the past year, with more than 50% targeted at small businesses 1

1 in 4 Nearly one in four small or medium businesses state that they had a security breach in the last year ²

70%

Over 70% think cyber threats are becoming more of a business risk ²

\$108K average cost of a SMB data breach ³



- Homeland Security Secretary Alejandro Mayorkas, 06 May 2021 ABC report
- Microsoft commissioned research, April 2022, US SMBs 1-300 employees
- Kaspersky Global Corporate IT Security Risks Survey, 2019



SMB & Scale SA Agenda

- I. Strategy for Solution Assessments
- II. What's a Solution Assessment & Solution Assessment Desk
- III. Partner Value within the SA process
- IV. SMB & Scale SA Desk Offering
- V. Criteria for nomination & Nomination Form
- VI. Self-Serve Security Assessment
- VII. Wrap-up and closure



Continuity – KEY for success!





Simplicity



Impact



Scale



What is a Solution Assessment?

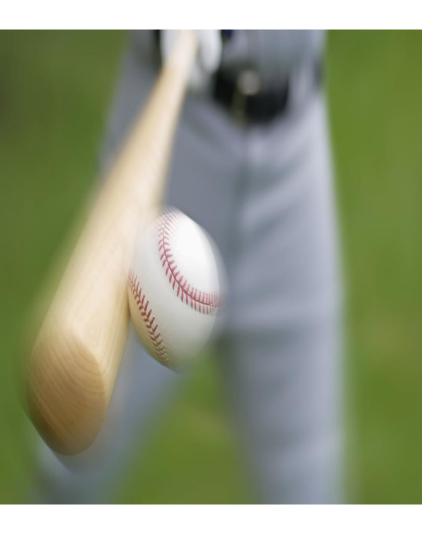
We provide customers with an in depth understanding of the **opportunities** available in their environments to improve **productivity**, **reduce cost** and **optimize** investments.

Our assessments provide insights for datadriven recommendations to help customers determine actionable steps for digital transformations, cloud migrations and process improvement.





Partner Value





Reduce time to market ready to present final project proposal



Allows you to focus on **Partner core business**



Demonstrates **deep partnership** with Microsoft



Assessment data gathering and deliverables built by the ADesk



Partner involved in every step and leads the final project

III. SMB & Scale Solution Assessment Portfolio FY23 | Overview 🖃



Solution Area	Apps + Infra; Data and Al		Security, Compliance, and Identity		Modern Workplace	Business Applications	
Portfolio Seller Selected	Infrastructure and database migration	App and database modernization	Data and Al	Cloud Security		Modern Workplace	Business Applications
	Data and Infra Migration Infrastructure migration Apps, Data & Infra to laaS/VMs	Application and Database Modernization Application Remediation or Refactoring	Analytics Assessment Transforming data- analytics Maturity Model	Cloud Security Assessment Analysis of an organization's security posture, evaluating vulnerabilities, identity, and compliance risks with remediation recommendations	Data Protection & Governance Assessment assessment focused on Data Governance providing data map of customer sensitive information and current governance maturity. delivering high level business case for improving governance and compliance maturity	Modern Workplace Assessment Provide customers with an in-depth scan of deployed hardware and productivity software while evaluating security and compliance positions	Business Applications Provides established customers with a fast, data-driven analysis, and business case recommendation to move to Dynamics 365

Delivery Model: SMB & Scale 100% thru the Assessment Desk



Assessment delivery | Wrap-up

Microsoft

1. Executive Summary: A high-level summary of project background and scope, data discovery.

2. Summary of Current Environment

- Data Collection info
- PowerBl
- "Solution Assessment as a service" Final Outcome
- Partner Comments

Partner

Business case: Deliver a compelling business case aligned to the customer's initial objective, evaluating the benefit, cost, and risks of the proposed solution

4. Recommended Next Steps

- Provide a customized **Migration Plan** that addresses scope, time, and cost, including
- recommendations for a base architecture and landing zone foundation.



Self Service Security Assessments for Demand Generation





About QS solutions and CSAT

QS solutions

Independent Software Vendor developing Security, Governance, and Migration tools.

Strong technology partner with deep knowledge of, and experience with the Microsoft Cloud.

Facts:

- 70 Employees
- Over 500+ Partners Worldwide
- Offices in The Netherlands, Germany, and Vietnam

CSAT

QS solutions' Cloud Migration & Security Platform widely used by Microsoft and partners.

Cross solution sales based on deep insight into the client's cybersecurity risk.

Facts:

Performed over 5000 assessments Proven ROI in all customer segments

A Selection of our Global Partners

































Concerning state of cyber-security investment decision-making



Perceptions

- Overestimate attack success
- Underestimate consequences



Decisions

- Lacking management insights into the organization's cybersecurity position
- 56% take reactive (costly) approach to security



Outcomes

- 60% of SMBs out of business six months after a breach
- 25% probability large company breach. 10% face multi-million loss

Cybersecurity Assessments with CSAT

Provide a **holistic view of the cybersecurity position** together with fact-based recommendations based on an internationally recognized cybersecurity framework.

CSAT collects and analyzes data from the **hybrid IT environment** in a short period of time to provides **data-driven recommendations** and insights like:

- Company score based on CIS controls v8
- Migration plans to improve cybersecurity based on the Zero Trust Architecture
- Urgent Action Items and Quick Wins
- Risk-based action plan with improvement actions
- Total Cost of Ownership for Security and other relevant topics



CSAT Assessment types

	CSAT ASSESSMENT TYPES		
	CSAT Cloud Security Solution Assessments (FullScan)	CSAT QuickScan Assessment	CSAT Self Service Assessment
TARGET GROUP	Enterprise, Corporate and Top SMB (300+ employees)	SMB (Up-to 300 employees)	SMB, Corporate-scale, Corporate
PURPOSE OF THE ASSESSMENT	 Comprehensive cybersecurity assessment Align Business and IT management Help to decide on new security initiatives based on facts Deployment and implementation plan Based on the CIS controls IG 1-3 	1. Do a quick check on the cybersecurity hygiene 2. Propose improvement actions based on actual data 3. Quick report and few customizations 4. Based on the CIS controls IG1	1. Lead Generation for full-service assessments. 2. Show customers they need a more detailed assessment to identify all cybersecurity risks. 3. Based on a limited number of controls of the Zero Trust Architecture 4. Limited datasets and concise report. Allow for first improvement actions while sparking interest for a full assessment
OUTCOMES OF THE ASSESSMENT	Upsell to Microsoft 365 E3+E5 and Sentinel, Azure migrations and increase of Azure Consumed revenue by adding Azure Security	Upsell to Microsoft 365 Business Premium, Azure migrations and increase of Azure Consumed Revenue by adding Azure Security	Positioning of Microsoft's Security solutions in M365 and Azure. Customer will be interested in a comprehensive assessment
SCAN SOURCES IN SCOPE	Comprehensive Automated Endpoint Scan including Linux machines and network devices Local Active Directory Email DNS check Microsoft 365 environment Comprehensive scan of the Azure tenant SharePoint on-premises Google Workspace and AWS included Checked against the full CIS18 controls	Basic Automated Endpoint Scan Local Active Directory Email DNS check Microsoft 365 environment Limited datasets from the Azure tenant Checked against CIS IG1 (basic security hygiene controls)	 Manual Endpoint Scan of Windows OS Local Active Directory Email DNS check Limited datasets of Microsoft 365 environment Limited datasets from the Azure tenant Questionnaire on basic security controls – no official framework

Microsoft.com landing page



Solution Assessments Self-Service Assessment Our process Your future

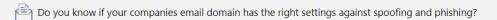
Solution Assessments / Self-Service Assessment

How much do you know about your cybersecurity posture?

Gain actionable insights with a point-in-time Cybersecurity Self-Service Assessment.

Increase your knowledge around vulnerabilities to cyber-attacks and potential business risks, as well as understand your organization's threat landscape to improve threat surface management—all based on real data from your Microsoft account and IT infrastructure.





A Is your main administration account protected with Multifactor Authentication and a separate identity?

The data-driven self-assessment will provide answers to these and other questions and provide insights to your actual Cloud Security position.

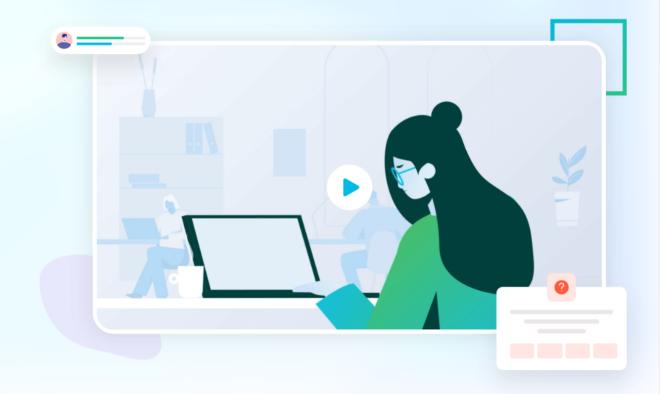
Take the Cybersecurity Self-Service Assessment now



Improve Your Cybersecurity Based On Facts

Assess your organization's current cybersecurity status in just two hours using this free Cybersecurity Self-Service Assessment and receive prioritized recommendations to take the right remedial actions. It is the indispensable first step in protecting your organization from cyber-attacks in a targeted and efficient way.

Start Your Assessment >



Why a Cybersecurity Self-Service Assessment?

It is key for organizations to become cyber resilient



Why Self-Services Assessment?

It is key for organizations to become cyber resilient



You must be able to survive cyber-attacks



Keep critical processes and activities up and running

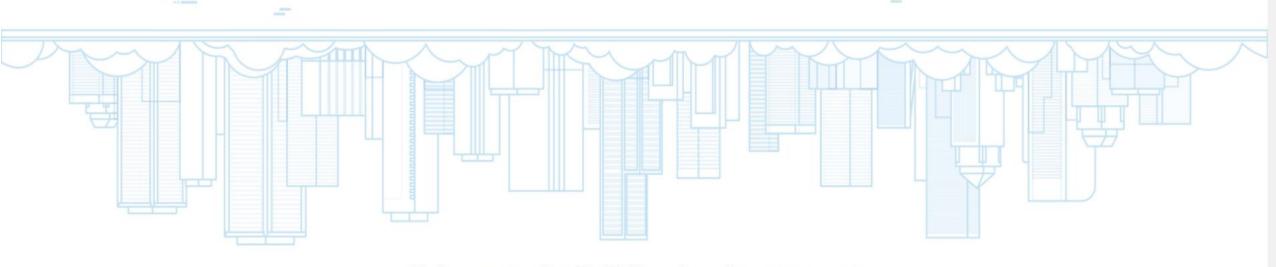


Embrace new technologies

The continuously changing threats also require great agility.

A thoughtful, strategic approach based on sophisticated processes, so you can continue protecting critical activities, remain alert and react quickly and resiliently to incidents. All this without affecting a productivity of the organization. To reach this goal you need a cloud native security solution.





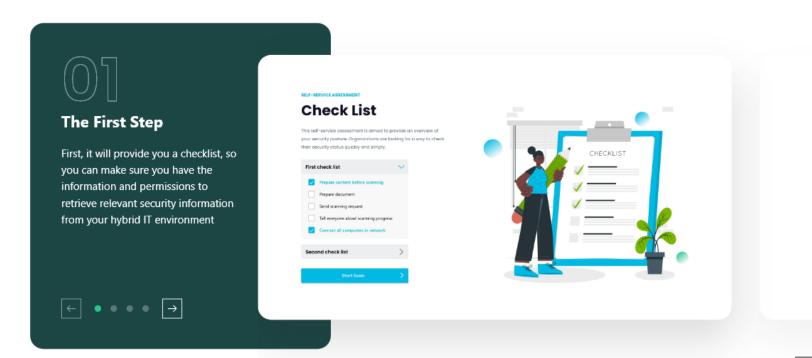
Cybersecurity Self-Service Assessment

This Cybersecurity Self-Service Assessment is offered to you by Microsoft free of charge to help you understand what your cybersecurity maturity is today. It is a simple and quick exercise providing you with valuable insights and recommendations. To complete the assessment, we would need around two hours of your time. It is a great starting point to work towards cyber resilience.



What is included?

The Self-Service Assessment will guide you through a simple process.



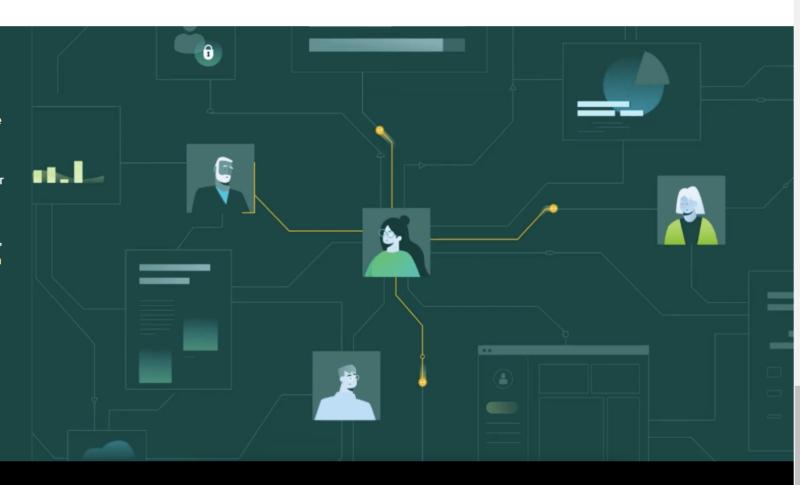


What about my data?

Firstly, your data is only used for the purpose of providing you with actionable insights to improve your cybersecurity position. The collected information is not shared with any third-parties and will be deleted based on our data retention policies. All information collected in the assessment is stored in your dedicated On-Demand SQL Service instance in a tenant dedicated to managing these assessments. In the analysis stage, your data undergoes a stepped process that covers: the extraction of derived data and data cleanup, enrichment of your data, analysis of your data, followed by shuffling your data to your own dedicated On-Demand SQL Database. If you want more information, visit our FAQ.

Start Your Assessment

Do you want to know more? Read more in our FAQ



FAQ

About



Good afternoon! How can we assist?

Type a topic or question here to search in our FAQ





Cybersecurity Self-Service Assessment

FAQs

You will find an extensive list of frequently asked questions below. You can search for specific topics using the search box above or select one of the topics below to discover more.

SELECT A TOPIC BELOW

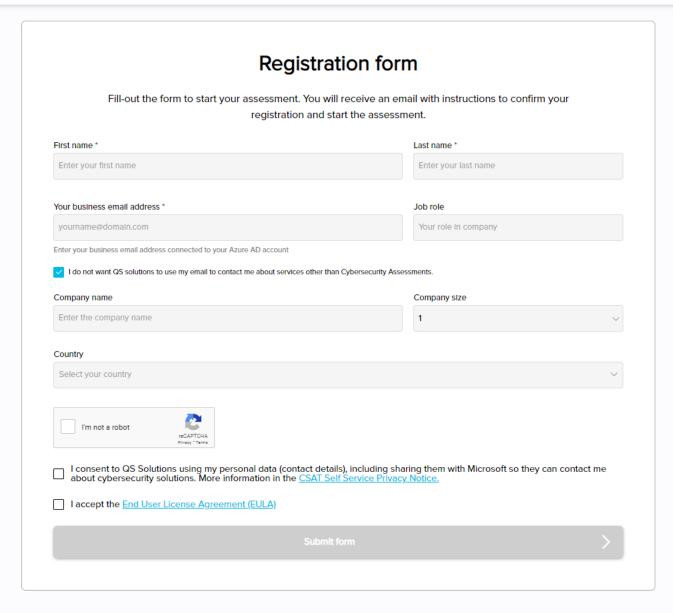
What is the Self-Service Assessment?

Data handling and Privacy

Email DNS scan methodology

What is the Self-Service Assessment?

What is Self-Service Assessment?	\vee
What is the output of this Self-Service Assessment?	\vee
Is this an official Cybersecurity Audit?	\vee
Is the Self-Service Assessment relevant to me?	\vee
Does any type/size of customer fit Self-Service Assessment?	\vee





Welcome to the Self-Service Assessment | Confirm your account



Noreply < Noreply@selfserviceassessment.com>









Di 19-7-2022 09:49

Dear Tom,

Aan: Tom Brand

Thank you for registering for the Self-Service Assessment to receive prioritized recommendations to help improve your organization's cybersecurity status. It is the indispensable first step in protecting your organization from cyber-attacks in a targeted and efficient way.

Confirm your account

To start the assessment, click the url below to confirm your account. The Self - Service Assessment will guide you through a simple process to provide you with fact - based prioritized advice to help you improve your cybersecurity position.

Click to confirm

What about my data?

This Self - Service Assessment is designed in a way that we do not need to store any privacy sensitive data from your organization. Want to know more about data storage?

You will find detailed information in the FAQ

Enjoy the Self - Service Assessment and we wish you good luck taking the remedial actions.

Kind regards,

OS solutions' Self - Service Assessment team



FAC

About

SELF-SERVICE ASSESSMENT

Welcome

You made the first step and succeeded to logon to the Self-service Assessment portal. Nothing will hold you now to start your assessment. We want you to be informed at the maximum level. We know how confidence work in the security world. If you need more information, please check our FAQ.

You are really close too the start of the assessment. The last step to take is to check the prerequisites to execute the scan on your environment.

Start Checklist $\,\rightarrow\,$





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FAQ

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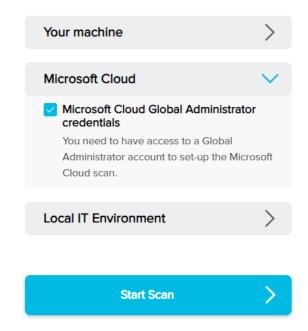
WH Wilfred Horden

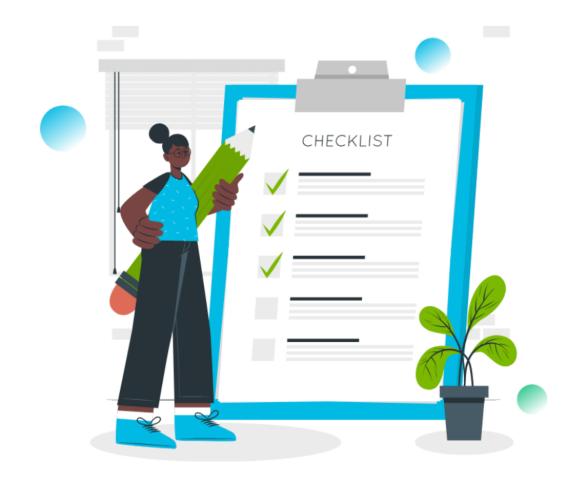
Check List Scans Progress Questionnaire Result

CYBERSECURITY SELF-SERVICE ASSESSMENT

Check List

Looking for a way to check your security status quickly and simply? Get an overview of your security posture with Cybersecurity Self-Service Assessment!







Check List

Scans

Progress >

Questionnaire

>

Results

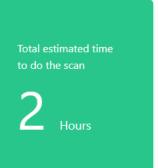
SELF-SERVICE ASSESSMENT

Scan Start

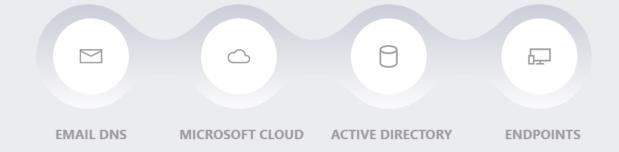
This scan will be conducted by you on 4 sources. These sources will need several configuration steps. Per source we will introduce these steps to you and we will guide you through them.

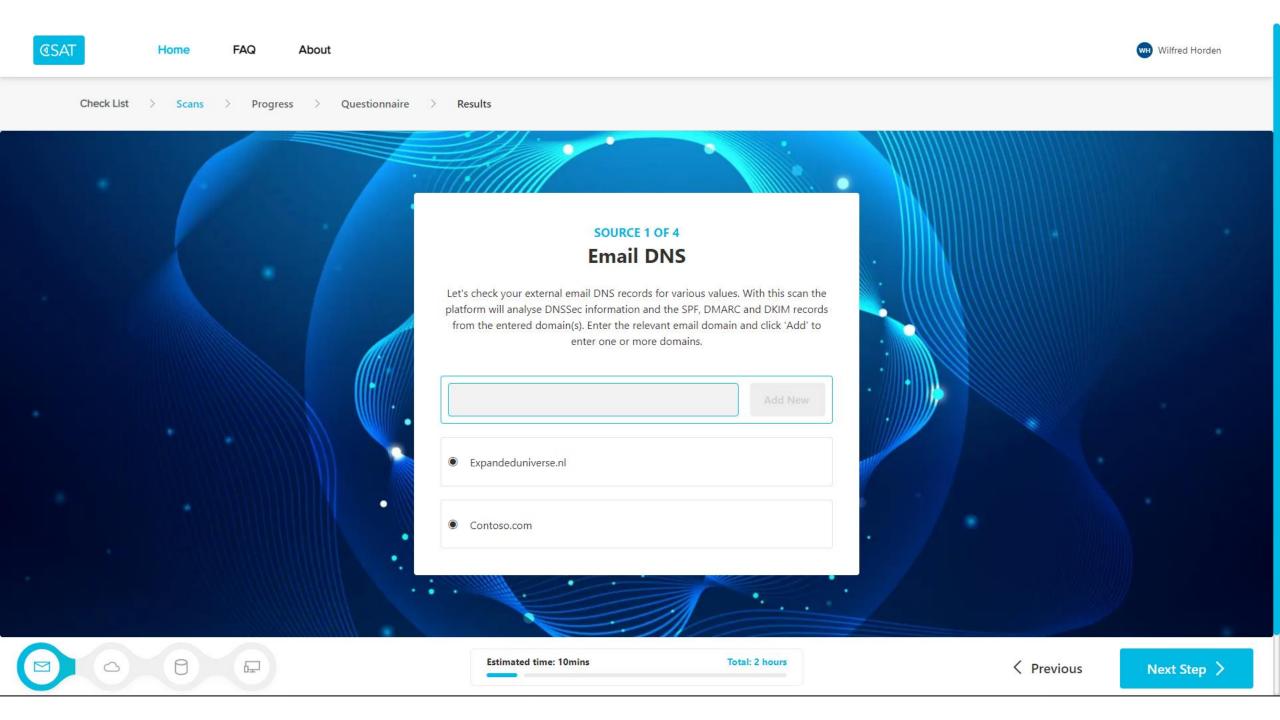
If you want more detailed information of the scan process, just click <u>here</u>





Email DNS	5 min
Microsoft Cloud	20 min
Active Directory	15 min
Endpoints	60 min
Generating report	10 min



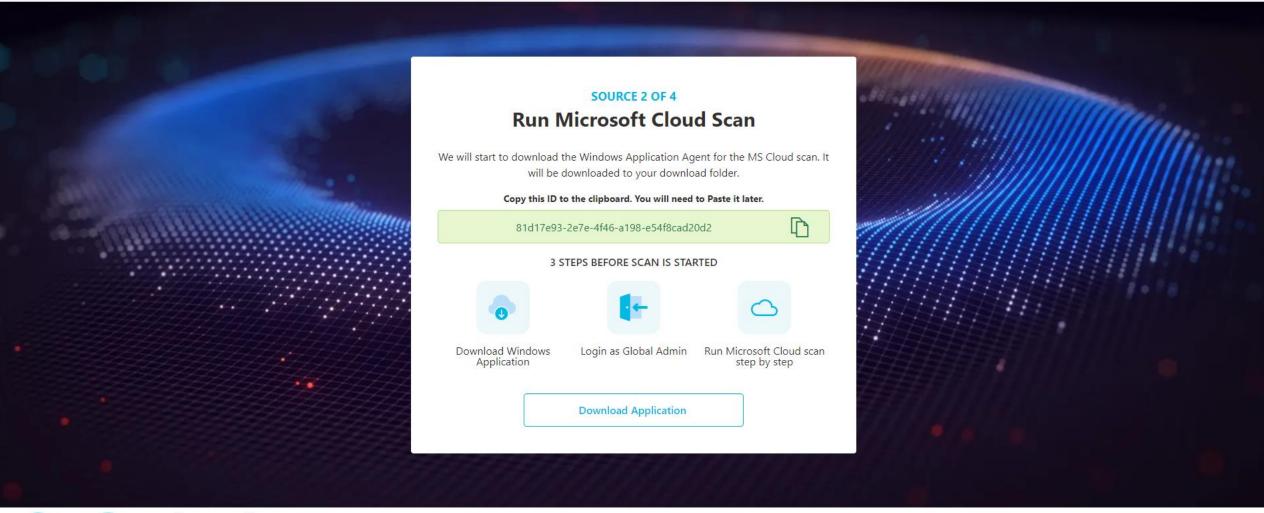




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Check List Progress Questionnaire Results







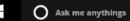






















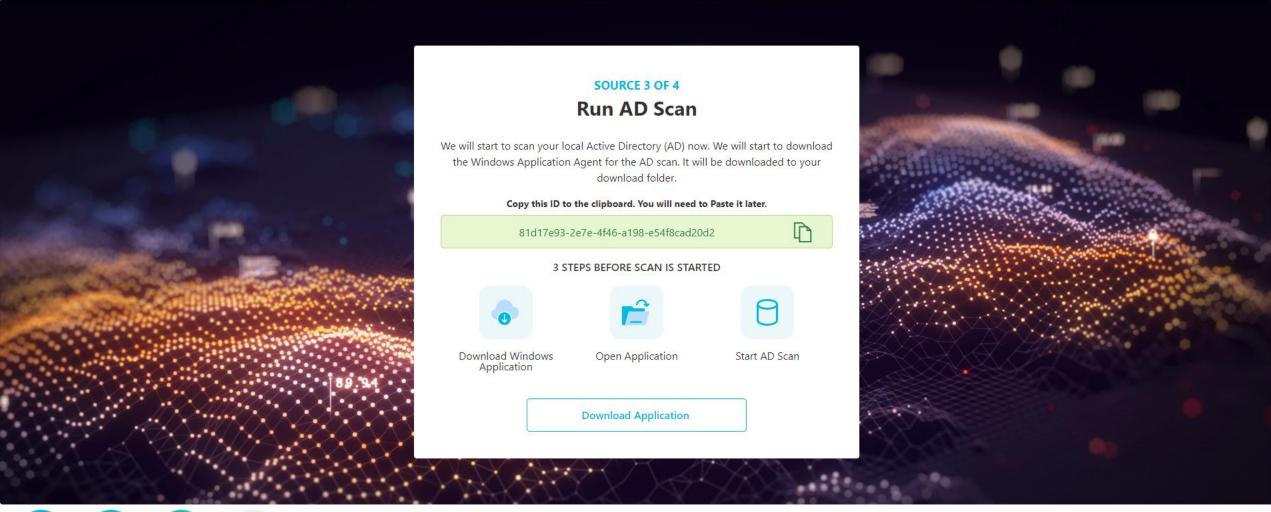




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Check List Progress Questionnaire Results



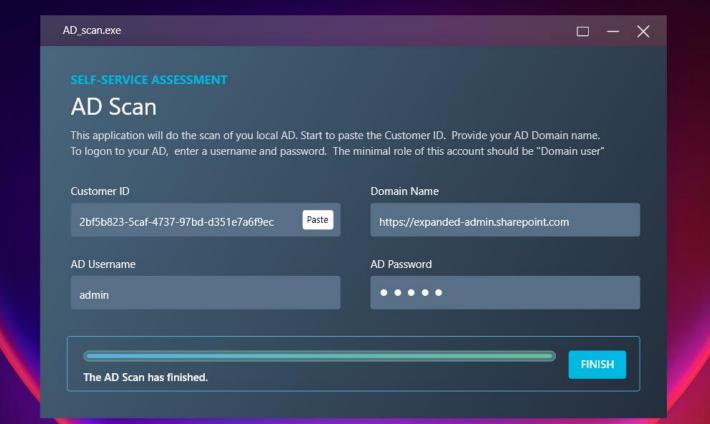


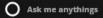










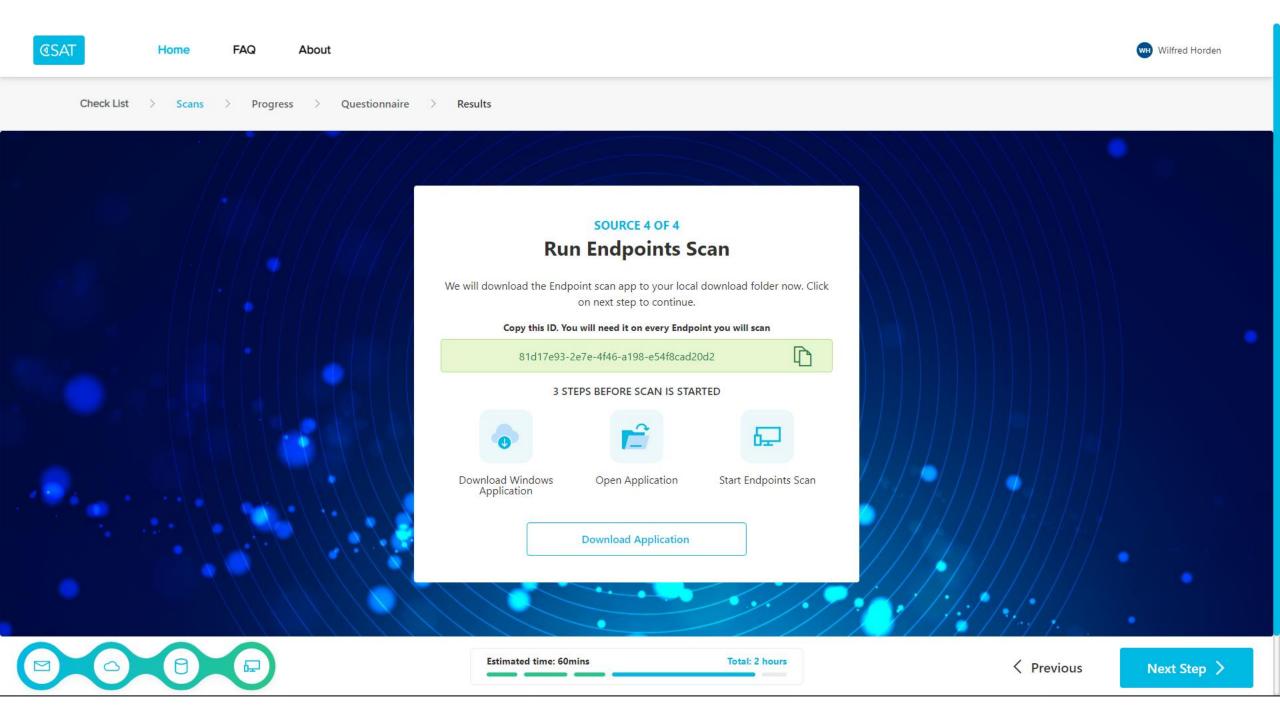


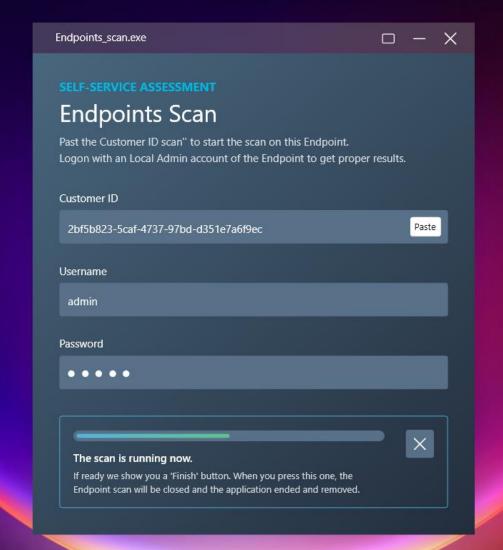


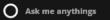




















FAQ

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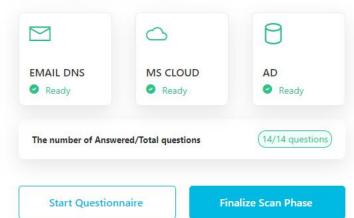
Assessment Overview

This screen will show you the progress of the scans. At the end, all should have the status 'ready'. The endpoint scan will be shown per endpoint.

While you are waiting, please use the 'Start Questionnaire' button to answer the assessment questions. You can switch between 'Progress' and 'Questionnaire' using the top navigation.

If all scans are ready and green, you can proceed by clicking 'Finalize Scan Phase'. Click 'Next step' to goto the Results.

DATA COLLECTION STATUS



List Overview Endpoint Scanned

DESKTOP-52AGAHUV	Ready
DESKTOP-83VA2VSA	Ready
DESKTOP-AHSUV21	Error
DESKTOP-AV25AVAW	Error
DESKTOP-AYVA24AS	Ready
DESKTOP-GHBV7UL	Ready
DESKTOP-YSAVY24A	Ready
SERVER-Domain01	Ready
SERVER-Management	Ready



Estimated time: 10mins Total: 2 hours



Next Step >



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SELF-SERVICE ASSESSMENT

Questionnaire

This part of the Self-service Assessment the questionnaire. The goal of both type of questionnaires is to collect additional information about the company's environment. The questionnaire questions are a series of multiple-choice questions. For each question there are four options to choose from. To answer a question, you select the answer which applies to your situation and click on next to continue to the next question.

There are the topics



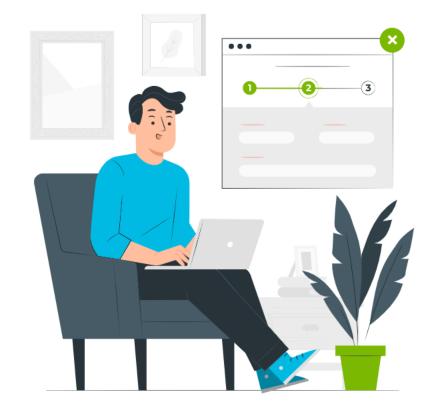


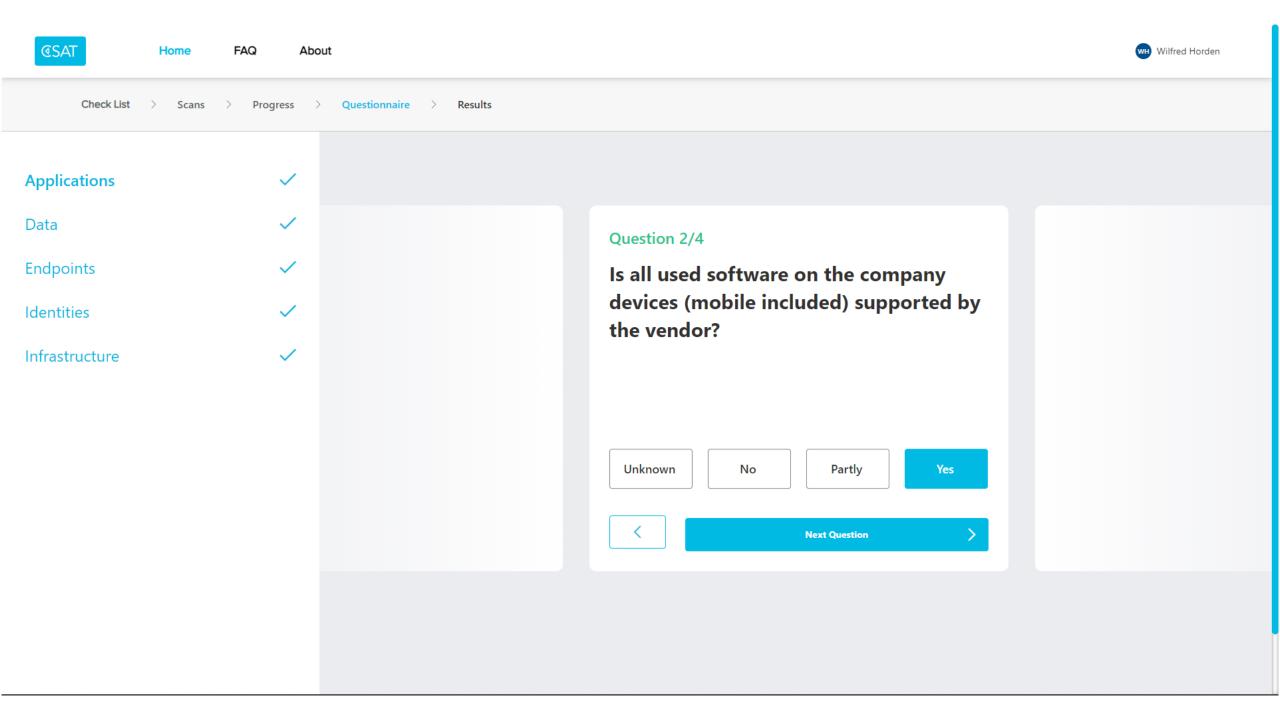














FAQ

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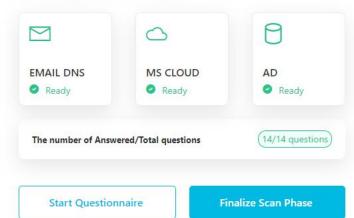
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DESKTOP-GHBV7UL	Ready
DESKTOP-YSAVY24A	Ready
SERVER-Domain01	Ready
SERVER-Management	Ready



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Next Step >

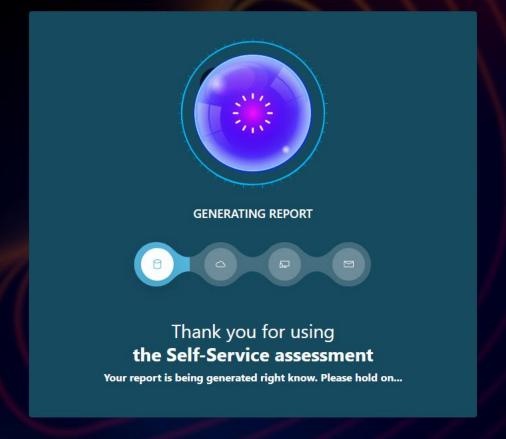


FAQ

About









FAQ

About



Thank You For Using **The Self-Service Assessment**

Your tailormade action



Summary Report

Download

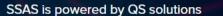


Essential Report

Download







Automated reporting

Microsoft and Azure Secure Score

The Microsoft Secure Score looks at multiple items within the Microsoft 365 and Azure environments. The score is based on the type of services being used in Microsoft 365 and compares them to a baseline established by Microsoft. The score shows in what level you are aligned with the best security practices. In the Self Service Essential assessment report you will find the recommendations to improve the scores.

Microsoft Secure Score

The retrieved Microsoft Secure Score is as follows:



Microsoft Defender for Cloud Secure Score

The retrieved Azure Secure Score is as follows:



Assessment score

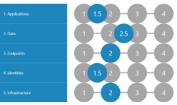
The overall assessment score is calculated based on the self-service assessment data collected in the assessment. The company score is shown below.



The score can be broken down into five topics. These topics are:

- · Applications are the programs installed on your machines
- Data are for example e-mails and documents that are saved within the company
- . Endpoints are for example the laptops, mobile phones and servers
- Identities are accounts that either people or workloads are using
- . Infrastructure are all the services necessary to operate and manage IT services

The score for the individual topics from the self service assessment are shown below $% \left\{ \left\{ 1\right\} \right\} =\left\{ 1\right\} =\left\{ 1\right\}$



The scores you see above are based on the following principle.



Urgent actions

The following urgent action items apply to enhance your position.

Urgent	
Topic	Advice
1. Applications	Implement a process to check if the used software is supported and how long the support period is.
1. Applications	See if there are currently tools available is the current licenses that can help you to block unauthorized/unwanted software. If there is no solution available in the current licenses select a product that help with this.
2. Data	Determine the regulatory requirements your company need to comply with. Implement a basic data management policy.
3. Endpoints	Start a project to apply a baseline to the company devices. Implement a process that the secure baseline should apply to all devices.
3. Endpoints	Determine if the host-based firewall are enabled and used on the company end-user devices.
4. Identities	Implement a process that administrative permissions are only assigned to dedicated administrator accounts.
5. Infrastructure	Define and implement a policy on the use of e-mail clients and browsers. Gain insights in the usage.

Automated reporting

1. Applications



The following action items apply to enhance your position with regards to the Zero Trust defense areas. The number mentioned in the topic column correlates to the respective control.

Urgent						
Topic	Question	Answer	Advice	Advised Products	ZTA Zone	
1. Applications	Is all used software on the company devices (mobile included) supported by the vendor?	Unknown	Implement a process to check if the used software is supported and how long the support period is.		2, 3, 5	
1. Applications	Can you block unauthorized software on all the company devices (mobile included)?	Unknown	See if there are currently tools available is the current licenses that can help you to block unauthorized/unwanted software. If there is no solution available in the current licenses select a product that help with this.	AppLocker; Microsoft Endpoint Manager; Microsoft Defender for Cloud Apps	5	

High					
Topic	Question	Answer	Advice	Advised Products	ZTA Zone
1. Applications	Do you have an inventory of all the used software in the company?	No	Implement a process to inventory the software used by the company, both on-premises and cloud applications.	Software Asset Management [SAM] tooling; Microsoft Defender for Cloud Apps; Defender for	2, 3, 5

Installed Applications

Flag	Application Name	Version	First Installation date	Publisher	rendpoints	Threat
(B)	Microsoft GameInput	10.1.22621.1011	06/13/2022	Microsoft Corporation	1	▲ Suspicious
P	TeamViewer	15.31.5		TeamViewer	1	▲ Suspicious
(P)	7-Zip (e64)	21.07		Igor Pavlov	1	① Probably Normal
P	7-Zip (x64)	19.00		Igor Pavlov	2	① Probably Normal
(P)	Audacity	2.4.1	03/31/2022	Audacity Team	1	① Normal

Conclusions and Recommendations

Applications

Various versions of applications have been found. It is recommended to always use the latest versions of available software from the vendor, update these applications to the latest version. Currently almost all software updates contain changes to enhance the security of the software. It is also recommended to have a procedure how to update the company deployed software and ensure the procedure is updated at least every six months.

On behalf of Microsoft thank you for taking this Self-Service Assessment and success with improving you Cyber Security Posture by following up our recommendations. They can reach out to you for advise and help in the next steps in your journey to become Secure.

Below you some useful links to information on the Security Solutions that have been advised in our Essentials report.

Information for organizations up to 300 employees.

Microsoft 365 Business Premium | Microsoft 365

Cloud Computing for Medium and Small Businesses | Microsoft Azure

Information for larger organizations.

Business Security Solutions | Microsoft Security

Microsoft follow-up

Next steps

Congratulations, you just finished the self-serve assessment and have taken the first step into ensuring you're fully protected.

Your summary report includes the first set of actions that you should take to improve your security posture. They are based on industry controls, architectures, and best practices.

To get a full view of potential business risks and understand your organization's threat landscape to improve threat surface management, contact your IT partner or contact one of the trusted CSAT partners of QS Solutions in your region . Please email us: info@qssolutions.nl

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