



CONQUEST



Microsoft

Conquest is an integrated cyber resiliency company that has a close strategic relationship with Microsoft. We enable XDR and Azure Sentinel through our automation and proprietary approach that drives adoption and active usage of all Microsoft security tools to enable compliant, mature, and effective outcomes for our mutual clients. We are a Microsoft Gold partner, FastTrack Ready Partner, on the approved ECIF list, member of the Microsoft Information Security Association (MISA), and Microsoft’s CMMC Accelerator program. We have worked very closely with the Microsoft’s Aerospace and Defense Team, as well as with other teams across the Microsoft ecosystem.

Conquest removes the complexity and simplifies the end-user experience through M365 Security and our Strategic Cyber Operations ("SCyOps") platform. Our approach includes configuring the customer's environment to fully integrate the latest detection and response solutions into applicable governance to detect malicious activities, and other breach indicators. Through Microsoft's Security Stack, Conquest configures all new attack vectors and protocols. In turn, we can detect potential incidents in the customer's technology ecosystem.

Our SCyOps solution is intended to be an executive decision-making platform, that sits on top of the Microsoft security stack and enables contextualized data to the senior leadership. Our approach builds directly onto the Microsoft 365 and Azure security sales plays to:

- Build zero trust foundations
- Modernize security and defend against threats
Secure Azure, hybrid and multi cloud
- Protect and Govern sensitive data
- Manage and investigate risks

CAPABILITIES

- Microsoft program expertise. Conquest leverages pre-sales programs and workshops through PIE to showcase the value of Microsoft technology such as the Defender products, Azure Sentinel, Teams, Microsoft Endpoint Manager, and the overall M365 E5 stack.
- Microsoft cloud expertise. Our experiences ranges across Microsoft 365 and Azure clouds with advanced experience in the Government Community Cloud and Government Community Cloud High for Defense Industrial Base customers.
- Discovery & Assessment proprietary pre-sales engagement. Conquest’s partner-centric engagement helps customers evaluate where they are at and where they are going in regards to their cybersecurity program. 75% of Conquest Cyber Discovery & Assessment pre-sales engagements lead to an M365 E5 upsell.
- Help customers evaluate the necessary requirements to meet the requirements for CMMC, HIPAA and other regulatory frameworks.



ARMED Powered by Conquest is a unique solution to the company representing Conquest Cyber's intellectual property- that is designed specifically to work with, and add significant additional layers of detection, isolation, remediation, and process design, for Microsoft Security solutions.

ARMED adds to Microsoft 365 E5 and Azure Sentinel. It allows an organization to protect its assets from a variety of cyber attacks and get full visibility and control of their cybersecurity program.

Conquest and Microsoft have several co-sell wins together around Government Community Cloud High (GCCH) greenfield builds and migrations our joint Defense Industrial Base Customers. Some co-sell wins include:

- AECOM
- Amentum (*acquired DynCorp International and in the process of acquiring PAE*)
- Jacobs Engineering
- Conviva (Humana)
- Consolidated Aerospace Manufacturing (CAM, a Stanley Black & Decker subsidiary)
- State of Florida
- Federal Retirement Thrift Investment Board



HOW MICROSOFT SECURITY CONSOLIDATION OPPORTUNITY DRIVES SAVINGS

Steering away from the typical multi-vendor securing licensing landscape has proven to be more efficient and cost effective. Consolidating 40 products with Microsoft Security delivers cost- saving opportunities from a licensing perspective. When adding up typical costs per user for various security products like email protection, or identity and access management, it runs around \$30 per user. These average dollar costs are based upon published prices across the disparate security solutions based on typical use.

With Microsoft Security, you are able to not only consolidate capabilities, but also get the cost efficiency of working with one provider and can represent a 60% savings compared to a multi-vendor arrangement.



MICROSOFT 365 E5 SECURITY IN ADDITION TO ARMED CAN REPLACE UP TO 26 OTHER SECURITY VENDORS



info@conquestcyber.com
703-236-9011
conquestcyber.com



Member of
Microsoft Intelligent
Security Association

Gold
Microsoft Partner
U.S.-Managed Microsoft
Gold Competency Partner
for 12-plus years

