

# Microsoft 365 Threat Protection Workshop

**OLIVE + GOOSE** 

Date



# Agenda:

- 1. Introduction & overview
- 2. Funding & nomination flow
- 3. Workshop modules
- 4. Workshop delivery phases
- 5. Resources

### Introducing the Microsoft 365 Threat Protection Workshop

An executive deep dive into security strategy, tailored to your customers' organization.

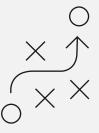


# **Microsoft 365 Threat Protection Workshop overview**

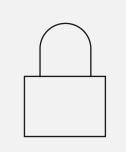
Designed as a three-day engagement, the **Threat Protection Workshop** enables partners to build intent for sales and deployment of advanced Microsoft Security workloads. The workshop uses a specialized Threat Check SKU for identifying real-time threats in a customer environment and will help define clear next steps and the best ways to mitigate risks.

<b>Customers</b> Senior BDMs – CISO, CSO, CIO, etc. and TDMs – IT Security, IT Operations	Workshop	Partner Participants Consultants, Solution Architects, Dev and Design Leads	
<b>Discover</b> Customer Assessment • Threat Check Analysis	<ul> <li>Envision</li> <li>Microsoft Value Showcase</li> <li>Customer Conversations</li> <li>Enriched Security Demos</li> </ul>	<ul> <li>Plan</li> <li>Next Steps Discussion</li> <li>Existing workload deployment</li> <li>Purchase of new SKUs</li> <li>Business value</li> <li>Production Pilots</li> </ul>	

### What is expected during workshop delivery

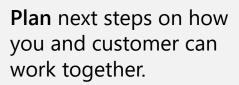








Focus on learning about customer's priorities, initiatives and key influences on your security strategy. **Discover** threats to customer's environment across email, identity, and data. **Present** Microsoft's approach to security with an immersive experience.



# Why deliver the Microsoft 365 Threat Protection Workshop



#### **Customer benefits**

Customized: exclusively focused on their specific security needs.

Real data: threat analysis based on customer's environment.

Solution oriented: mitigation solutions & actionable next steps.



#### **Partner benefits**

Use Microsoft funding to acquire new customers.

Position yourself as the trusted advisor for security strategy.

Opportunity to pitch deployment and managed services with Microsoft recommended outcomes.



# Microsoft 365 Threat Protection Workshop modules



# **Threat Protection Workshop brings modular flexibility**

#### **Threat Protection Workshop**



Day 1 – Microsoft 365 Threat Check



Day 2 - Optional Modules Demonstrating Microsoft 365 Security



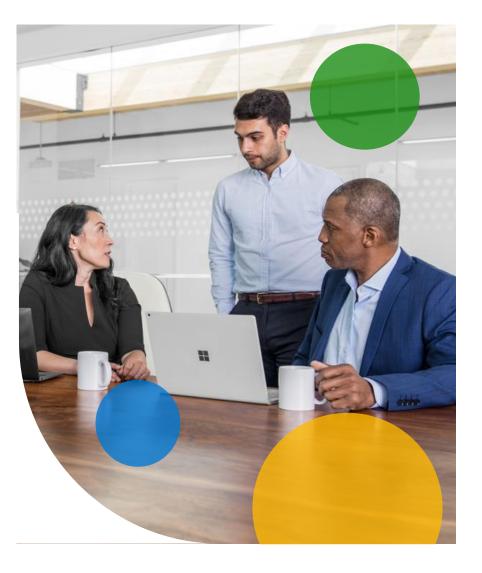
Day 3 - Security Conversations



Day 4 – Demo Microsoft 365 Security Products for Customer



Day 5 - Recommendations and Next Steps



# Microsoft 365 Threat Check module



# Endpoint Protection optional module



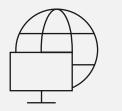
### What we'll do during the Endpoint Protection optional module





Analyze your requirements and priorities for an endpoint detection and response solution

Define scope & deploy Microsoft Defender for Endpoint in your production environment, onboarding up to 100 Windows 10 devices



**Discover** threats to the included Windows 10 devices and demonstrate how to investigate and respond to threats



Discover existing endpoint weaknesses and what can be done to harden the endpoint surface area



Recommend next steps on how to proceed with a production implementation of Microsoft Defender for Endpoint Hybrid Identity Protection optional module



### What we'll do during the Hybrid Identity Protection optional module





Analyze your Active Directory structure and existing solutions that secure it.

Define scope & deploy Microsoft Defender for Identity in your production environment, setting up sensors on agreed Active Directory servers.



**Discover** threats to the Active Directory and demonstrate how to investigate and respond to them.



Discover existing weaknesses and what can be done to harden the Active Directory surface area.



Recommend next steps on how to proceed with a production implementation of Microsoft Defender for Identity. Microsoft 365 Threat Protection Workshop delivery phases



# **Threat Protection Workshop phases and activities**

#### Pre-engagement Call

#### - 1-2 hours \*

- Introductions
- Engagement walk-through
- Expectations
- What's next

#### Threat Protection Workshop questionnaire

- Fill in and return the questionnaire
- Other pre-engagement preparations

Preengagement

#### Microsoft Defender for Endpoint Overview – 1 hour [optional]

• Microsoft Defender for Endpoint overview presentation

#### Microsoft Defender for Identity Overview – 1 hour [optional]

 Microsoft Defender for Identity overview presentation

Readiness

[optional]

#### Kick-Off Meeting – 1 hour

- Engagement walk-through
- Engagement tools
- Expectations
- What's next

#### **Define Scope** – 1-4 hours \*

• Define and document deployment scope

#### Change Management [if required]

 Customer to go through their change management process and obtain approval for configuration changes as per defined scope

#### ◆ Configuration – 1-10 hours \*

- Setup trial licenses
- Configure engagement tools
  - Threat Check
  - Endpoint Protection module
  - Hybrid Identity Protection module

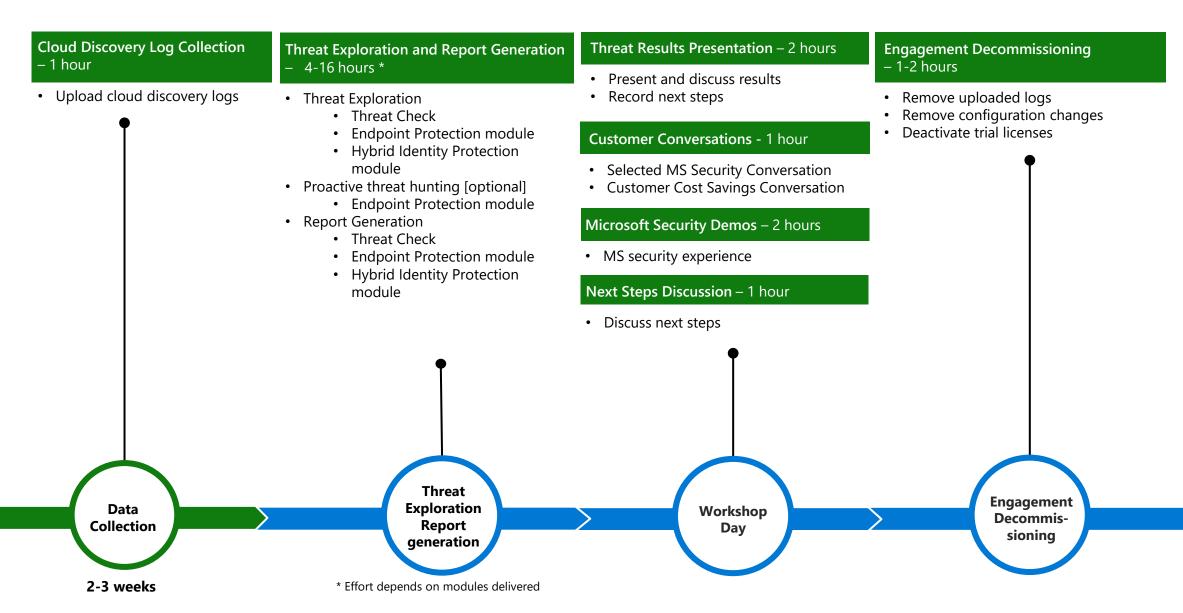
#### Hybrid Identity Protection – Complete Sensor Deployment

 Customer to complete deployment of Microsoft Defender for Identity sensors on their own after initial set deployed together with the partner

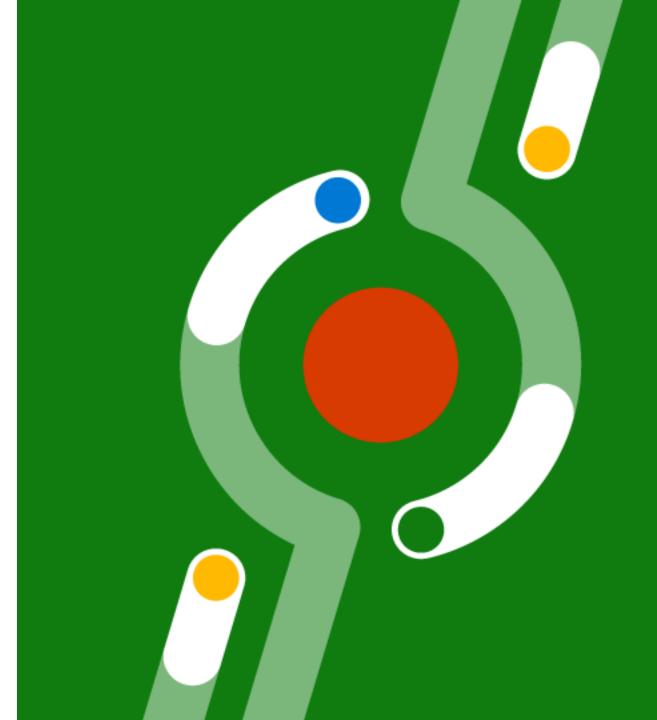
Engagement Setup

#### \* Effort depends on modules delivered

# **Threat Protection Workshop phases and activities**



# **Data Collection**



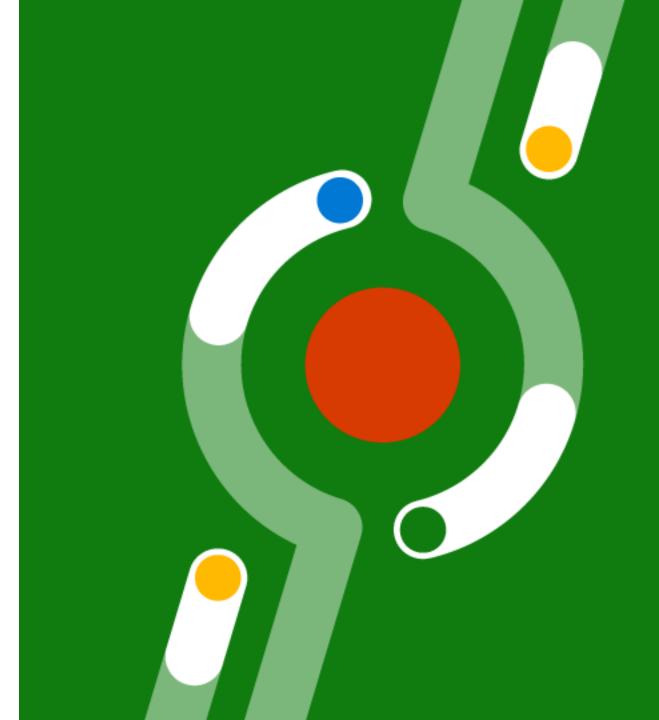
# **Data Collection**

>> Threats to identity, email and data detected by the engagement tools.

> Upload of Cloud Discovery logs (towards the end).



# Threat Results Presentation

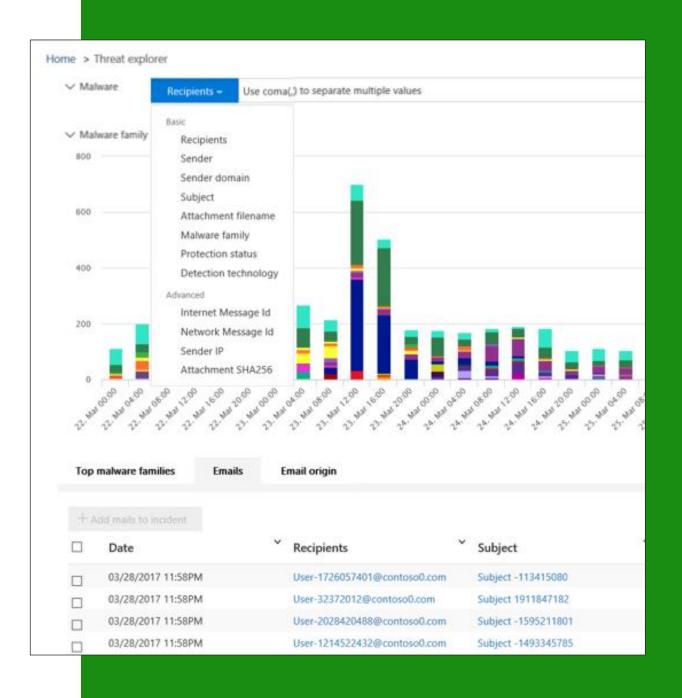


# **Threat Check findings**

Gain visibility into threats to your cloud environment obtained through Microsoft 365 security products.

>>

Get recommendations from Olive + Goose experts on how to mitigate or avoid cyberattacks.



# Customer Cost Savings optional module



### **Cost Savings Conversations**

**Objective**: Focus on how Microsoft 365 Security can help your customers reduce costs, while showcasing the value they realize with our integrated approach to security.

**Assets**: *Streamline and strengthen* presentation deck & *Cost Savings & Business Value* calculation worksheet.



Streamline and strengthen your security

### Reduce costs

	Business Value Calculatic	
File Home Insert Draw Page Layout	Formulas Data	
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A	В	
1 Security	20000	
2	seat	
3 Vendor license cost consolidation	\$4,300,000	
4 IT administration & deployment savings	\$6,096,000	
5 Reduce total cost of risk	\$2,189,000	
6 T&E cost displacement	\$(	
7 Save on automation and process improvements	\$11,960,000	
8 Potential cost savings per year	\$24,545,000	
9 Capex to Opex Cash Flow	\$0	
10		
11		
12	20000	

Consolidating to a single vendor can cost much less than choosing different vendors for multiple capabilities. Microsoft 365 includes many of the capabilities for which you are currently paying other vendors.

Streamline and strengthen your security



### Assets to support the customer conversation deck

#### Pre-engagement call

 Discuss the cost savings deliverables



An executive deep dive into security trategy, tailored to your customers'



Explain what the customer will gain by the module

#### **Customer questionnaire**

 Gather customer values for calculation worksheet

**Cost Savings & Business Value Estimations** 

Please provide information on cost dependencies		
Question	Answer	Comment
Cloud access security broker license costs	\$ per license	
Email protection license costs	\$ per license	
Endpoint protection platform license costs	\$ per license	
Endpoint detection and response license costs	\$ per license	

Collects customer data in advance to update calculation worksheet

#### **Calculation worksheet update**

 Customer values for calculation worksheet

	А		В		
14	Vendor license cost consolidation				
	License costs that can be avoided/retired				
15	(all costs per user per month unless	noted)			
16	Number of users		20,000		
17	Cloud access security broker	\$	6		
18	Email protection	\$	5		
19	Endpoint protection platform	\$	7		
20	Endpoint detection and response	\$	7		
21	Identity governance and protection	\$	5		
22	minus E5 Compliance	\$	12		
23	Potential Annual savings	\$	4,300,000		

Allows customization of conversation decks to align to customer scenario

Can be used to adjust cost savings presentation if customer is comfortable providing info in questionnaire, or can be completed in real-time during the Workshop Day

### **Deliver Workshop Cost Savings conversation**

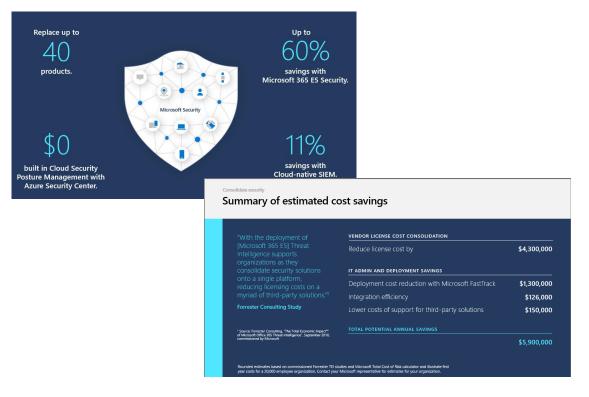
#### **Conversation Deck**

- Offers cost savings calculation explanation.
- Allows for easy customization before presentations.

administration effort because M		ent .		
If adventure of		Sprod binh sore windows /v	m VC (Calculation is based on Forester III) of ES.p. 41. addressessions, "III Busines, "III of Microsoft 365 15 - Oct	
ff an	Consolidating to a single-sendor can lost much less	than chocking different		
A Almos that can be moved?	vendors for multiple capabilities. Microsoft 365 indus			
readed*	capabilities for which you are currently pasing other	vendors.		
8. Annual cost per administratio				
IT adminy savings	Vendor license cost consolidat	ion .		
17 de	License costs that can be avoided/vet/red (all costs per user per month unless noted)			
A Deployment costs - planning	Number of users	30.000	# of users	
and ongoing support	Advanced BI (license icolts per user per manth)	\$ 40	This is the average publicly available cost for alternative solutions. Source is the Value Calculator	
	Meetings and Calling	\$ 15	This is the average publicly available cost for alternative solutions. Source is the Value Calculator	
8. Depringment scats - stephoge	Compliance	\$ 33	This is the average publicly available cost for alternative solutions. Source is the Value Casulator	
<ol> <li>Deproyment costs - deproper services</li> </ol>	Security	1 3	This is the average publicly available cost for alternative solutions. Source is the Value Casulator	
	minus ES Step Up from E3	\$ 25	Price for E5 million	
	Potential Annual savings	\$ 21,120,000	Total	
C. Deployment costs per user	"Organizations experience total cost of swhership			
D. Resturtion in deployment of				
HL on-premiors upgrade	The expectation is that every customer should be abl	le to reduce	8	
E. Savings with chiud deployme	administration effort because Microsoft will now be n	exponsible for		
<ol> <li>Severge and doubt deployee</li> <li>upgrade liter user!</li> </ol>	maintaining the handware and software. This helps IT	transition to higher-	IT Advanted Deplectment	
	value activities and boost morale.	Sector sector of	Access Forester TB extension how VC (Calculation is tasked on Forester TB of E5 p. 41) https://v2prost.dob.com.windews.ret/vc-escurest/TEStudes/TB of Microsoft 365 E5 - Oct 2014.pdf	
	IT administration and deployment	anvings.		
	IT admin cost savings		Refer to Lable 2 (lime K2) in 11 Admin and Depoyment Word document. For more information, refer to 781 of 55 report, pages 33–41. (https://vc2prod.blob.com/undoesunet/vc- more.com/785/million/TRI of More 1945 1947 1947 1947 1947 1948 1948 1948 1948 1948	
-	A Admine that can be moved to other activities/hot 7 heeded?			
	<ol> <li>Annual cost per administratori</li> </ol>	1 143,000	Source Value Calculator for estimated cost of IT resource	

Explains how the calculations in the deck have been done incl. references for having strong customer conversations.

#### **Calculations Workbook**



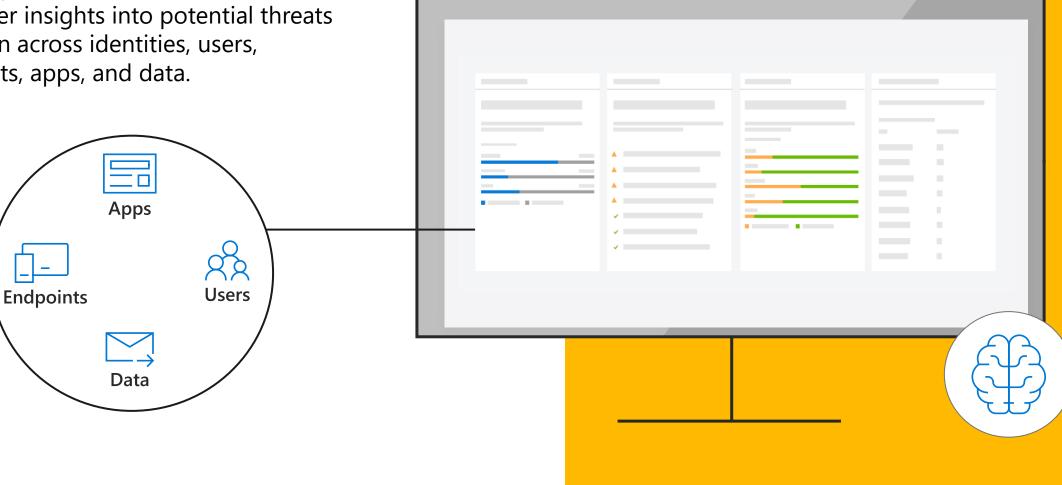
You can customize the calculations in the conversation deck, offering a starting point to explain to customers how we can help them with Cost Saving & Business Value.

# **Microsoft Security Demos**



### **Microsoft Security Demos**

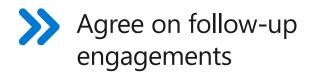
**Objective**: Demonstrate how Microsoft security products can enable customers to get better insights into potential threats that span across identities, users, endpoints, apps, and data.



### **Next Steps Discussion**

Technical-level next steps, such as quick deployments

Strategic-level next steps





### Engagement Decommissioning (Optional)

#### Remove uploaded logs

Remove configuration changes





### Resources



#### Resources

- Threat Protection workshop partner webpage: <u>https://aka.ms/ThreatProtectionWorkshop</u>
- Delivery resource & guides: <u>https://aka.ms/ThreatProtectionWorkshop/Resources</u>
- Threat Protection Workshop FAQ: <a href="https://aka.ms/ThreatProtectionWorkshop/FAQ">https://aka.ms/ThreatProtectionWorkshop/FAQ</a>
- Security & Identity Partner webpage: <u>https://aka.ms/Security-Identity-Partners</u>



Join the Microsoft Security, Compliance & Identity Yammer Group



# Thank you. OLIVE + GOOSE

