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45%

of ANZ businesses report disruption as the biggest cost of identity fraud

ASD Cyber Threat Report 2024

Scenario 3: Identity Protection
M365 Business Premium + Microsoft Entra ID P2 Add On

Add Microsoft Entra ID P2 to M365 Business Premium to help customers strengthen their identity management with advanced risk-based conditional access, seamless authentication and comprehensive governance to secure user access.

SMB Challenges

Managing Excessive Permissions:
Small businesses often face challenges in ensuring users only have the access they need, which can lead to security risks and compliance gaps.

Securing Privileged Accounts:
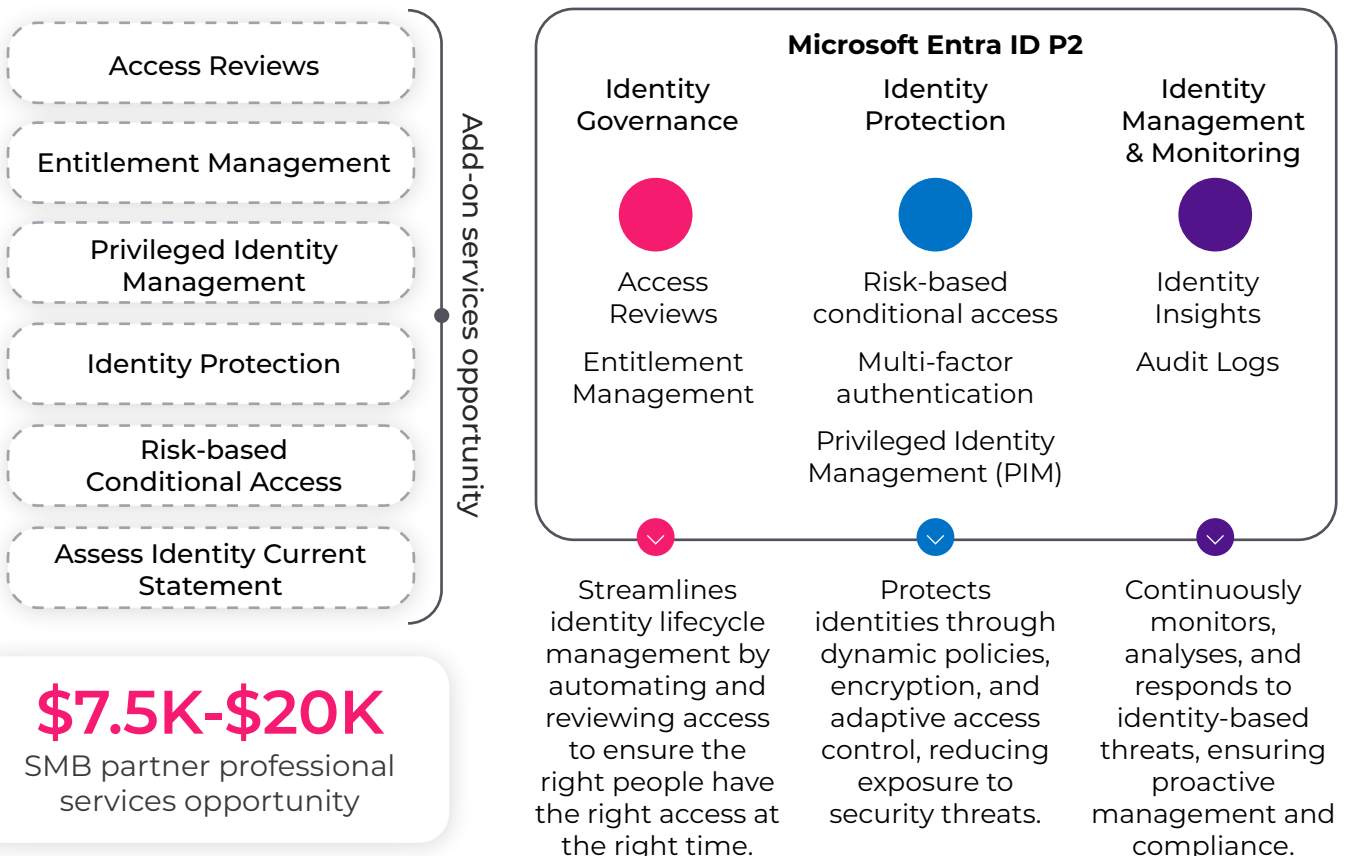Privileged accounts pose a significant risk if misused or compromised, especially when access is always enabled.

Addressing Identity-Based Threats:
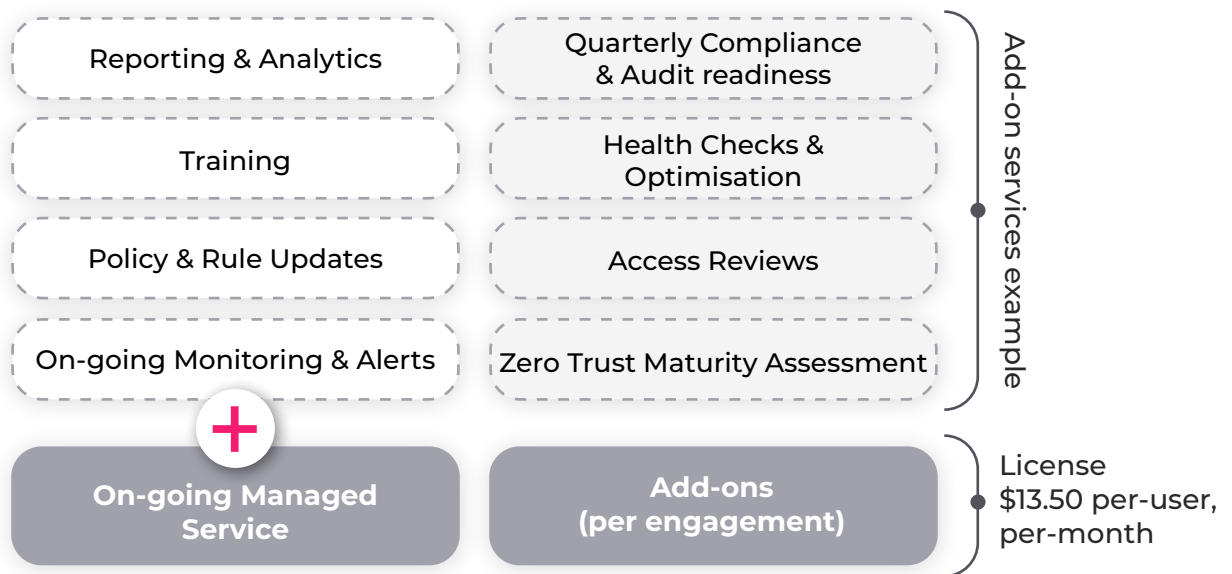Detecting and responding to identity-related risks can be challenging with limited resources.

Transformative Actions for IT Partners/ MSPs

✔ **Access Management Solutions:** Use access reviews and entitlement management to automate permissions, ensuring users only have necessary access. Regularly audit and revoke unnecessary permissions.

✔ **Secure Privileged Accounts:** Leverage privileged identity management (PIM) for just-in-time access, minimising misuse by limiting persistent privileged access.

✔ **Addressing Identity-based threats:** Implement risk-based conditional access and MFA to secure identities and respond to suspicious activity without overburdening small business resources.

Partner Opportunity with Microsoft Entra ID Plan 2

Add-on services opportunity

- Access Reviews
- Entitlement Management
- Privileged Identity Management
- Identity Protection
- Risk-based Conditional Access
- Assess Identity Current Statement

$7.5K-$20K
SMB partner professional services opportunity

Microsoft Entra ID P2

Identity Governance

Access Reviews

Entitlement Management

Streamlines identity lifecycle management by automating and reviewing access to ensure the right people have the right access at the right time.

Identity Protection

Risk-based conditional access

Multi-factor authentication

Privileged Identity Management (PIM)

Protects identities through dynamic policies, encryption, and adaptive access control, reducing exposure to security threats.

Identity Management & Monitoring

Identity Insights

Audit Logs

Continuously monitors, analyses, and responds to identity-based threats, ensuring proactive management and compliance.

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Example of partner-managed services for Microsoft Entra ID P2: Secure user identities, manage access permissions, conduct regular access reviews, implement just-in-time privileged access and enforce conditional access policies.

Reporting & Analytics	Quarterly Compliance & Audit readiness
Training	Health Checks & Optimisation
Policy & Rule Updates	Access Reviews
On-going Monitoring & Alerts	Zero Trust Maturity Assessment

Add-on services example

+

On-going Managed Service

Add-ons (per engagement)

License $13.50 per-user, per-month

Main Resource

› Access the full sales toolkit, including a customer-ready brochure and pitch deck here.

Other Resources

› Get started with Microsoft 365 Lighthouse

$98M

lost to email compromise and identity theft in 2021-2022

ACSC – Annual Cyber Threat Report 2022

Supercharge your security offering

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