

### Scenario 5: All-in-one Enterprise Security, Information Protection & Governance Upgrade from M365 E3 to M365 E5

Upgrade customers from M365 E3 to M365 E5 to elevate their security with unified threat detection and response (XDR), compliance capabilities and advanced data management tools for a resilient and compliant business environment.

# Drive growth and security for your customers with M365 E5

#### SMB Challenges

**Growing Cybersecurity Threats:** Expanding attack surface increases vulnerability to ransomware, insider threats and data breaches.

**Fragmented Compliance Tools:** Customers struggle to manage compliance across hybrid environments with disconnected solutions.

**Inconsistent Access Control:** Securing access to critical data and applications while ensuring compliance is complex without centralised, automated solutions.

#### Transformative Actions for IT Partners/ MSPs

- ✓ Unified Protection Across Identities & Endpoints: Implement Microsoft Defender and Azure AD Premium P2 to provide comprehensive, proactive security across your customers' environments.
- Automated Compliance & Risk Management: Utilise Microsoft Purview Compliance Manager and Insider Risk Management to streamline compliance processes, reduce manual effort and mitigate insider risks.
- Advanced Access Governance: Leverage riskbased conditional access and policies to ensure seamless, secure access management for your customers, driving both security and compliance improvements.

d-on services portunity								
eDiscovery & Audit Insider Risk								
Management Information	Privileged Identity Management	Monitor & Report		Monitor Session Activities	Proactive Threat Hunting	Monitor & Report	Automate Remediation Actions	Audit Logging
Protection efender for Endpoint P2	Entitlement Management	Automatic Threat Remediation		DLP Policies	Attack Surface Reduction Rules	Automatic Labelling	Risk Detection & Alerts	Search Queries
efender for Cloud Apps	Access Reviews	Advanced Anti-phishing	Behavioural Analytics	Activity Policies	Automated Threat Remediation	DLP Policies	Risk Indicators	Legal Holds
Defender for Identity	Risk-based Conditional Access	Safe Links & Safe Attachments	Identity Protection Alerts	Enable Cloud Discovery	Enable EDR	Sensitivity Labels	Insider Risk Policies	Set Up eDiscovery Cases
Defender for Office P2	Microsoft Entra ID P2	Microsoft Defender for Office P2	Microsoft Defender for Identity	Microsoft Defender for Cloud Apps	Microsoft Defender for Endpoint P2	M365 E5 Information Protection	M365 E5 Insider Risk Management	M365 E5 eDiscove & Audit

\$22K - \$100K

Partner professional services opportunity

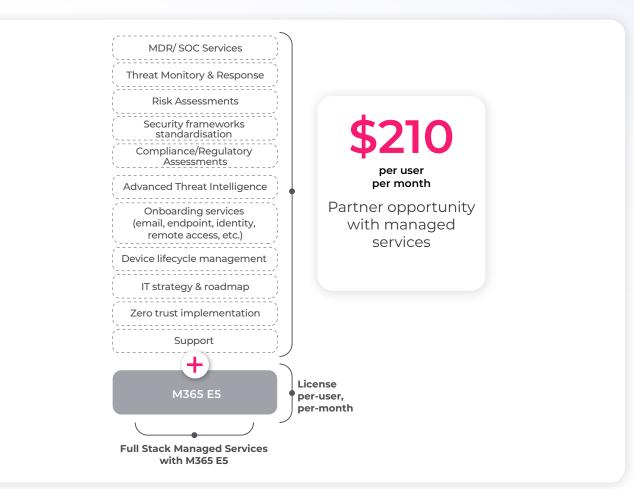


of Chief Information Officers (CIOs) in ANZ expect cybersecurity to receive the most significant increase in technology investment by 2025

Gartner



Upgrade to M365 E5 for advanced security and compliance. Use the Defender Suite for threat protection, Information Protection for data security and Insider Risk Management to reduce internal threats. Protect identities with Defender for Identity, enable eDiscovery for legal needs and ensure compliance with Audit.



## **Main Resource**

Access the full sales toolkit, including a customer-ready brochure and pitch deck <u>here</u>.

#### **Other Resources**

- Security Managed Services Partner Kit
- Set started with Microsoft 365 Lighthouse

# \$62,800

Average cost to a medium business of cyber crime

ACSC – Annual Cyber Threat Report 2022



### your security offering

Dicker Data's local team of specialist people, practices and programs are here to help you serve your customers and capitalise on the surging demand for security services.

Learn more and contact us at www.dickerdata.com.au/microsoft