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Scenario 6: All-in-one Enterprise Security

M365 Business Premium + M365 E5 Security Mini Bundle (Advanced Threat Detection & Response)

Add M365 E5 Security to M365 Business Premium to enhance security with extended threat detection and response (XDR), advanced threat analytics, and proactive defence against evolving cyber threats.

88%

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

Gartner

Fortify ANZ Businesses with M365 E5 Security: Built on a Trusted M365 Business Premium Foundation

Enterprise Security Challenges

Complex Security Threats: Expanding attack surfaces expose enterprises to rising risks from ransomware, insider threats and phishing.

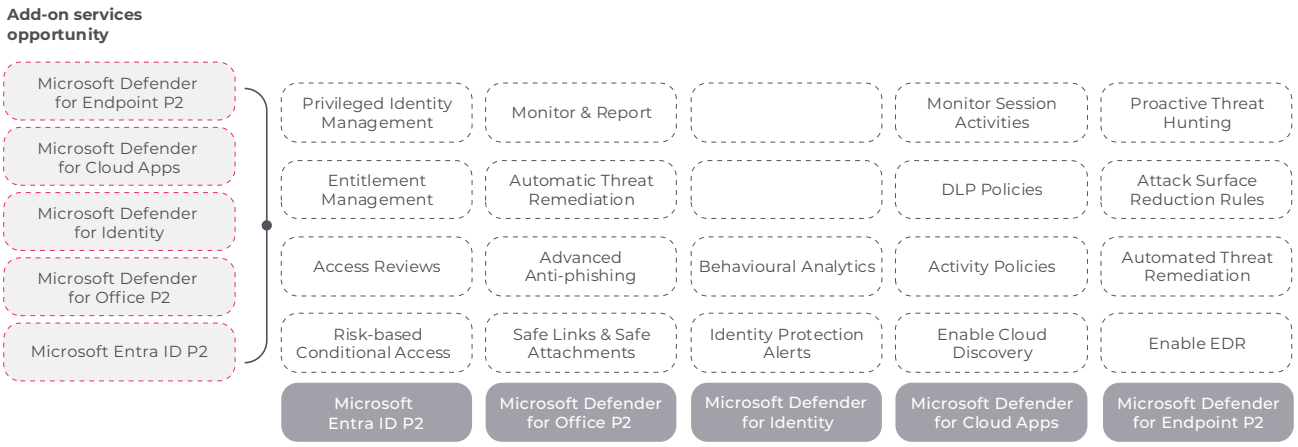
Insufficient Threat Detection and Response: Many organisations lack advanced capabilities to detect and respond to threats in real time, leading to extended breach resolution timelines.

Non-Compliant Devices & Access Risks: Enforcing consistent security policies across hybrid and multi-device environments remains a significant challenge, increasing compliance gaps and potential breaches.

Transformative Actions for IT Partners/ MSPs

- ✔ **Advanced Threat Hunting:** Utilise Microsoft Defender for proactive threat hunting across endpoints and services. Detect, investigate and respond to threats, uncover anomalies and identify risks to defend against emerging threats.
- ✔ **Level up Your Security:** With M365 E5, you get additional security capabilities, like Microsoft Defender, Microsoft Entra ID P2, and Microsoft Information Protection, providing comprehensive threat management and stronger data security.
- ✔ **Streamline Compliance and Governance:** Implement robust access controls and effortlessly comply with regulatory standards.

Partner Opportunity with M365 Business Premium + M365 E5 Security



$16K - $50K

Partner professional services opportunity

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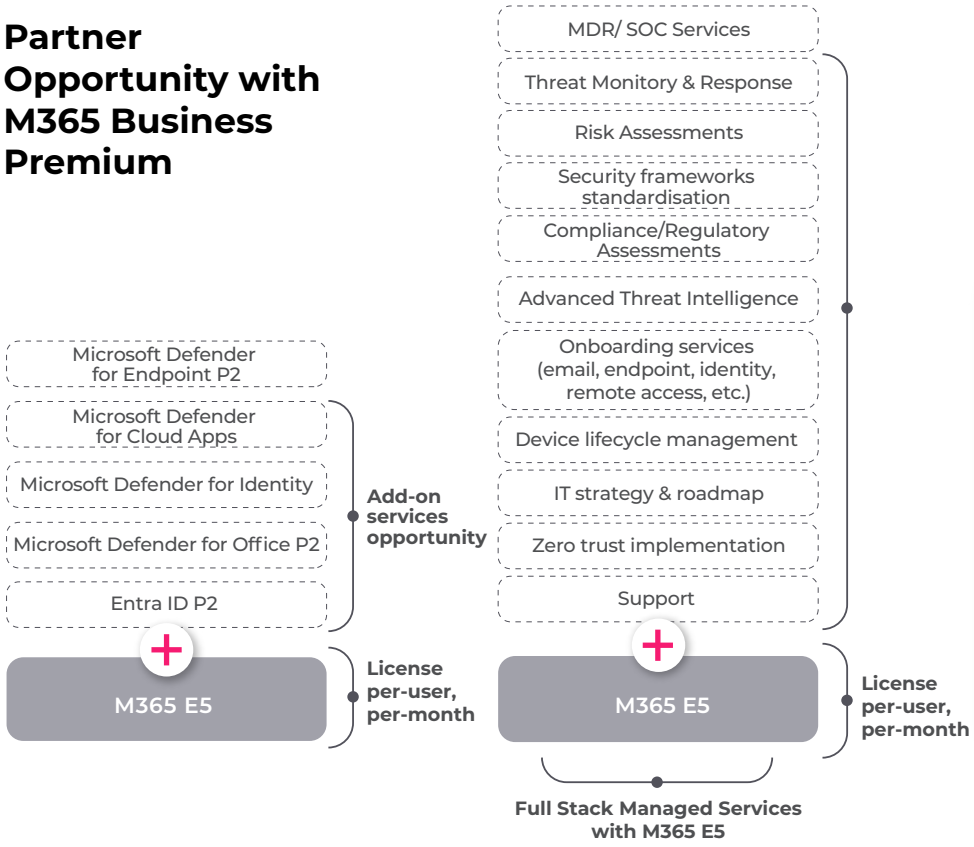
Example of partner-managed services for M365 E5 Security add-on to M365 Business Premium: Enhance user identity protection, manage advanced access controls, conduct regular access reviews, implement just-in-time privileged access and enforce dynamic conditional access policies.

Partner Opportunity with M365 Business Premium



$210

per user per month

Partner opportunity with managed services

Main Resource

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

Other Resources

- Security Managed Services Partner Kit
- Microsoft Defender for Identity customer deck
- Microsoft Defender for Office 365 customer deck
- Microsoft Defender for Cloud Apps customer deck
- Microsoft Defender for Endpoint product pitch deck

$62,800

Average cost to a medium business of cyber crime

ACSC – Annual Cyber Threat Report 2022

Supercharge

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**