

Capture the Cloud Webinar Series

October 18, 2018

Selling Microsoft 365 through Security
& Compliance



Agenda for today



SYNNEX 4-1-1 Updates

Brent Ayers – *Microsoft Cloud Account Manager, SYNNEX*

10 min.



Security & Compliance with M365

Woody Walton – *Sr. Partner Technology Strategist, Microsoft*

45 min.



Q&A

5 min.

SYNNEX Microsoft Capture the Cloud 4-1-1



- SYNNEX Exclusive Reseller Offers & Promotions
- New Reseller MCA Acceptance Requirements
- Office 365 Government GCC Exclusive

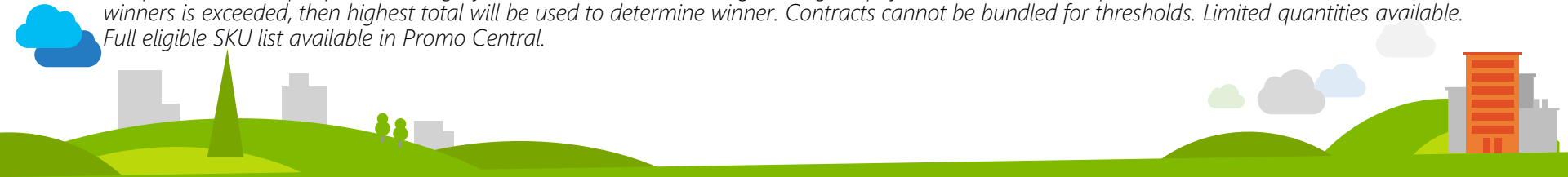
Brent Ayers
Microsoft Cloud Account Manager, SYNNEX
BrentA@synnex.com

Microsoft O365 & Azure Throwdown

From October 1 – December 31, 2018, earn an array of fantastic prizes ranging from training credits to devices to an all-day onsite training/networking event when you sell O365 & Azure! For each prize level, there is 1 winner for Azure and 1 winner for O365, not to mention an additional “Kicker” category so everyone has a chance to cash in.

- **3rd Place Winners (2)** – Global Knowledge Training Credits
 - Company who has 3rd best growth of their O365 & Azure business from October 1st invoice – December 1st invoice
- **2nd Place Winners (2)** – Surface Pros – 2 devices to ea. winner
 - Company who has 2nd best growth of their O365 & Azure business from October 1st invoice – December 1st invoice
- **1st Place Winners (2)** – One on One Training and Social Event
 - Company who has best growth of their O365 & Azure business from October 1st invoice – December 1st invoice
- **Kicker Prize (6)** – Surface Go
 - Sell 20K in MRR in O365 by December 1st invoice with SYNNEX (Limit 3 winners, 1 device ea.)
 - Sell 15K in MRR in Azure by December 1st invoice with SYNNEX (Limit 3 winners, 1 device ea.)

Ts&Cs: Maximum total value of \$32,000 in prizes. Each threshold will have 2 winners – 1 for Azure sales and 1 for O365 sales. Partners are limited to 1 prize threshold per product category and will be awarded the highest eligible payout threshold for the promotion. For Kicker Prize, if limit of winners is exceeded, then highest total will be used to determine winner. Contracts cannot be bundled for thresholds. Limited quantities available. Full eligible SKU list available in Promo Central.



Impacting all CSP partners:

Reseller MCA Acceptance Requirements

We are committed to helping our customers and partners stay compliant. As a partner in Microsoft's [Cloud Solution Provider \(CSP\) program](#), you are responsible for reviewing the terms & conditions with customers, including the acceptable use of Microsoft products and services.

To support this requirement, we have enabled new functionality for CSP partners to confirm that their customers have accepted the Microsoft Cloud Agreement terms. As of August 7, 2018, there are two new options to confirm customer acceptance:

1. Partners can use the Partner Dashboard to confirm customer acceptance.
2. Partners can use the Partner Center API to programmatically confirm customer acceptance.

Make sure you're prepared to meet this requirement **before Nov. 7, 2018!**

Questions? Email MSFTCSP@synnex.com to connect with our team.

Impacting all CSP partners: Reseller MCA Acceptance Requirements

Key timeline and resources:

- From August 7, 2018, new dashboard capabilities and the Partner Center API are available to assist with this confirmation process.
- **Starting November 7, 2018**, partners will be required to provide confirmation of customer acceptance for all CSP customer orders. This will be a requirement; partners will not be able to make new purchases or edits to a subscription for new or existing customers until the partner confirms acceptance from the customer.

Next steps:

- Review the above resources
- Start implementing the required process
- Be prepared to meet this requirement before November 7, 2018
- If you have questions, please refer to the [FAQ](#)

For more information, please refer to the following resources:

- [Frequently Asked Questions](#)
- [Confirm customer acceptance of Microsoft Cloud agreement](#)
- [Get confirmation of customer acceptance of Microsoft Cloud agreement](#)
- [Get agreement metadata for Microsoft Cloud Agreement](#)
- [Agreement](#)
- [Agreement Metadata](#)
- [Instructions for confirming acceptance through the Partner Dashboard](#)
- [Partner Resource Deck](#)

Sell Office 365 Government GCC

The best choice for government organizations with advanced IT requirements that want the flexibility to move to the cloud at their own pace.

Be productive anywhere

Provide users with the Office applications they know, optimized for their devices, so they can work their best wherever they are.

Simplify collaboration

Multiple options for team collaboration with online meetings and chat

Safeguard your data

Your data is segregated from commercial data, it is stored within the US, and access is restricted to screened Microsoft personnel.



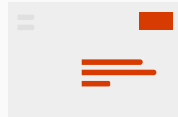
Office 365 Government GCC

The most complete, secure cloud productivity service



Authoring

Word
Excel
PowerPoint



Mail and Calendar

Outlook
Skype for Business
Exchange



Sites and Content

OneDrive
SharePoint
Microsoft Teams*



Analytics

Power BI
MyAnalytics
Delve



Security and Compliance

Advanced Threat Protection
Threat Intelligence
Advanced Compliance

* Rollout began 7/17, available for all eligible customers by 9/1/2018

Get the resources you need

Learn how to get started selling the [Microsoft Cloud for US Government](#) for CSP

Access information on the [partner opportunity in US Government](#) on the Microsoft 365 for partners site



Microsoft 365

Through Compliance and Security.

Woody Walton
Sr. Partner Technology Strategist
Microsoft Corporation
woodyw@Microsoft.com



Microsoft 365

A complete, intelligent, secure solution to empower employees



Unlocks
creativity



Built for
teamwork



Integrated
for simplicity



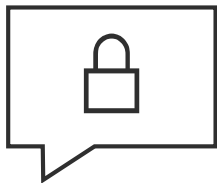
Intelligent
security

Why should
Microsoft 365
matter to me?

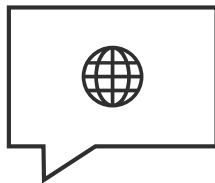


Microsoft 365 Partner Opportunity

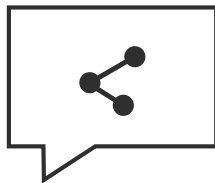
Engage your customers in strategic conversations



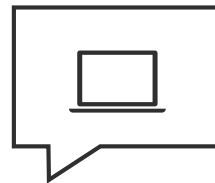
Advanced
security



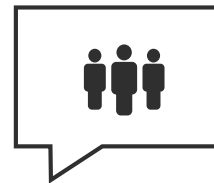
GDPR



Collaboration and
Cloud Voice



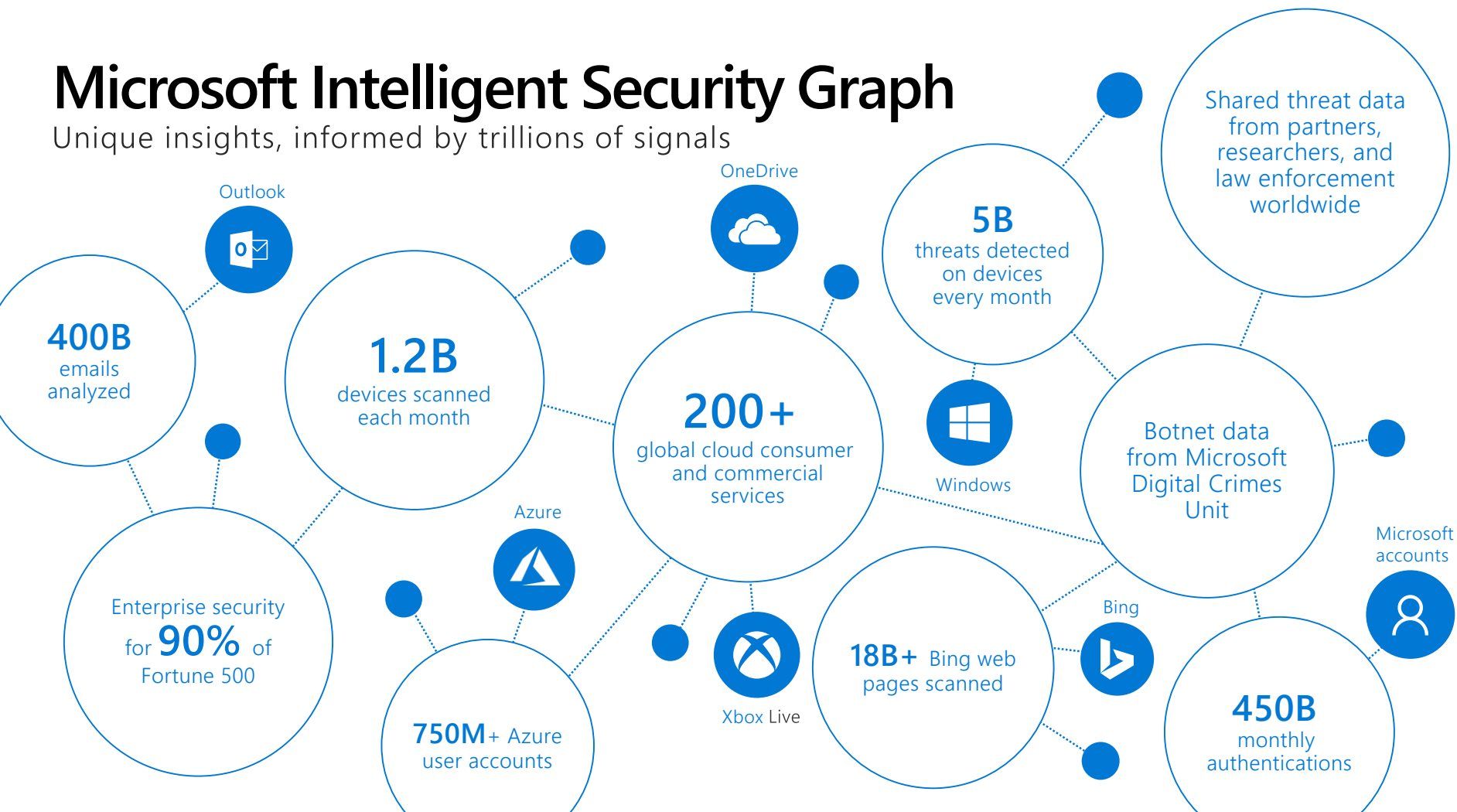
Microsoft 365
powered device



Firstline
workers

Microsoft Intelligent Security Graph

Unique insights, informed by trillions of signals





Real life data breaches

Jason's Deli

January 11, 2018

[As many as 2 million payment cards were stolen and sold on the dark web.](#)

FedEx

February 15, 2018

[Personal information was found on an insecure cloud storage server.](#)

Under Armour

March 29, 2018

[An unauthorized party acquired data from 150 million cloud app users](#)

Saks Fifth Avenue

April 1, 2018

[Hackers stole 5 million credit and debit cards and sold them on the dark web.](#)



Grow with Managed Services

Modernize your
customer's
environment, leading
with security

- **Accelerate cloud migration** by using Microsoft security solutions such as EM+S, Office 365, and Windows 10 Enterprise.
- **Expand your business by modernizing customer desktops** and keeping them up to date on Windows 10 and Office 365 ProPlus.
- **Seize compelling events such as GDPR** and solve emerging cybersecurity threats.

The Partner Opportunity

with Microsoft 365 Enterprise

Revenue

nearly **\$1,500**/user

50% more vs offering
only Office 365

Margin

\$700/user

How do I choose the right plan for my SMB customer?

Microsoft 365 Business | Up to 300 Users

Office 365 Business Premium

+ Device Management & Security features

- Built in security capabilities to help guard against external threats like phishing attacks, unsafe attachments and malicious links
- Data protection across devices and apps to prevent sensitive information from intentionally or unintentionally leaking outside your business
- Easy Management of Windows 10 Pro PCs, so everyone in your business gets benefit of having the latest security updates and feature innovations

Office 365 Business Premium

Best-in-class productivity and collaboration tools
Specialized Tools to help growing businesses

Microsoft 365 Enterprise | Unlimited Users

Office 365 Enterprise

+ Advanced Device & Threat Management

- Intelligent security capabilities to protect, defend and react against external threats through identity & access management, advanced threat management and shadow IT tracking
- Automatic Classification & Labeling
- Advanced Data Governance and Compliance Tools
- Analytics and Dashboards
- Windows Enterprise management features: Device Guard, Credential Guard, App Locker, Enterprise Data Protection

Office 365 Enterprise

~~E3/E5~~ Provides CAL rights for Exchange, SharePoint & Skype for Business
Advanced Compliance Tools
Enterprise Voice & PSTN conferencing

Additional add-on services (e.g. Project, Visio, Dynamics 365, Office 365 premium add-ons, EMS, etc.)

Microsoft 365 Licensing

Indicates sold as Standalone
 Indicates not sold Standalone

	M365 Business \$20.00	M365 Firstline \$10.00	M365 E3 \$32.00	M365 E5 \$57.00
Office 365	Office 365 Business Premium \$12.50	Office 365 F1 \$4.00	Office 365 E3 \$20.00	Office 365 E5 \$35.00
Windows	Windows Pro	Windows 10 Enterprise E3 (Local only)³	Windows 10 Enterprise E3 per user (Including VDA rights) \$6.00	Windows 10 Enterprise E5 per user (Including VDA rights) \$11.00
Enterprise Mobility & Security	EMS SMB¹	EMS E3²	EMS E3 \$9.00	EMS E5 \$15.00

1. EMS SMB includes limited Intune (no MAM for LOB apps, no full wipe data protection) and limited AAD Premium features (no self service group management, no Cloud App discovery, no Connect Health)

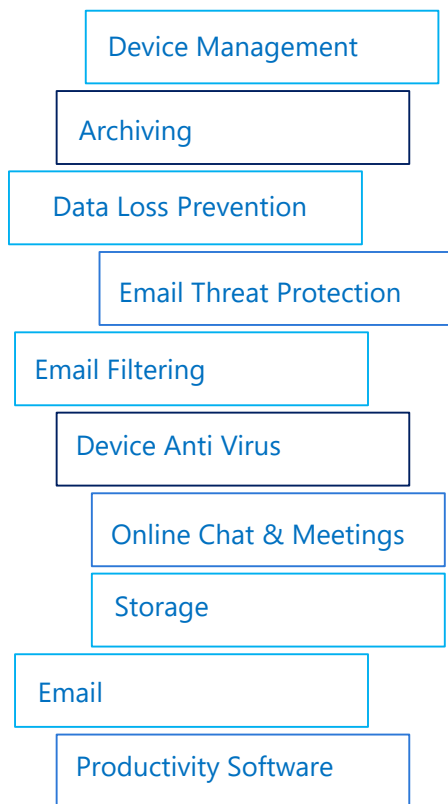
2. EMS E3 in M365 F1 includes AAD Premium P1, Intune, ATA, SCCM rights, and Windows Server CAL (or EMS E3 minus AIPP1, System Center Endpoint Protection, Microsoft Identity Management CAL or Windows Server RMS CAL)

3. Windows 10 Enterprise included in F1 is the full Windows 10 Enterprise E3 edition does not include virtualization rights, downgrade rights and other version/edition rights

Detailed comparison of plans

	Features (new in blue)	Office 365 BP	Microsoft 365 Business	Microsoft 365 E3	Microsoft 365 E5
	Estimated retail price per user per month \$USD (with annual commitment)	\$12.50	\$20	\$32	\$57
	Maximum number of users	300	300	unlimited	unlimited
Office Apps	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	Business	Business	ProPlus	ProPlus
Email & Calendar	Outlook, Exchange Online	50GB	50GB	unlimited	unlimited
Chat-based Workspace, Meetings	Microsoft Teams, Skype For Business	●	●	●	●
File Storage	OneDrive for Business	1 TB	1 TB	unlimited	unlimited
Social, Video, Sites	Yammer, SharePoint Online, Planner	●	●	●	●
	Stream			●	●
Business Apps	Scheduling Apps – Booking, StaffHub	●	●	●	●
	Business Apps – Outlook Customer Manager, MileIQ ¹ Business center ² , Listings ² , Connections ² , Invoicing ²	●	●		
Threat Protection	Microsoft Advanced Threat Analytics, Device Guard, Credential Guard, App Locker, Enterprise Data Protection,			●	●
	Office 365 Advanced Threat Protection		●		●
	Windows Defender Advanced Threat Protection				●
	Office 365 Threat Intelligence				●
Identity & Access Management	Azure Active Directory - SSPR Cloud Identities, MFA, SSO > 10 Apps		●	●	●
	Azure Active Directory - Conditional Access, SSPR Hybrid Identities, Cloud App Discovery, AAD Connect Health			●	●
	Credential Guard and Direct Access			●	●
	Azure Active Directory Plan 2				●
Device & App Management	Microsoft Intune , Windows AutoPilot		●	●	●
	Microsoft Desktop Optimization Package, VDA			●	●
Information Protection	Unlimited Exchange Archiving³ , Office 365 Data Loss Prevention[*] , Azure Information Protection Plan 1		●	●	●
	Azure Information Protection Plan 2, Microsoft Cloud App Security, O365 Cloud App Security				●
On-Prem CAL Rights	ECAL Suite (Exchange, SharePoint, Skype, Windows, SCCM, Win. Rights Management)			●	●
Compliance	Litigation Hold , eDiscovery , Compliance Manager , Data Subject Requests		●	●	●
	Advanced eDiscovery, Customer Lockbox, Advanced Data Governance				●
Analytics	Power BI Pro , MyAnalytics				●

Microsoft 365 Business: One subscription for Productivity + Security + Device Management



3rd party products
(bought separately, expensive, & hard to integrate)

\$20 PER USER/MONTH



Microsoft 365
(comprehensive and integrated)

Microsoft 365 security suite advantages



Holistic security capabilities that can reduce the number of vendors you manage



Individual components are purpose-built to integrate, which decreases TCO



Because security is built-in, deployment and on-going management is simplified



Security tools are fed by trillions of signals to provide insights across the global Microsoft ecosystem



Security capabilities extend beyond Microsoft to secure 3rd party platforms, apps and services



Standard integration capabilities connect to your other security tools (3rd party or homegrown)



Intelligent, adaptive security gives users more freedom in how they work, from anywhere on any device

Security capabilities only available in Microsoft 365 Enterprise E5



Recognize users and devices and dynamically change what level of access is allowed and how users authenticate based on parameters such as location, device risk, user risk or document confidentiality level



Control access to sensitive data, even when its shared outside of your organization or accessed via a 3rd party application



Discover shadow IT so it can be secured and managed, reducing your exposure to data leakage through inappropriate sharing and unsecured storage

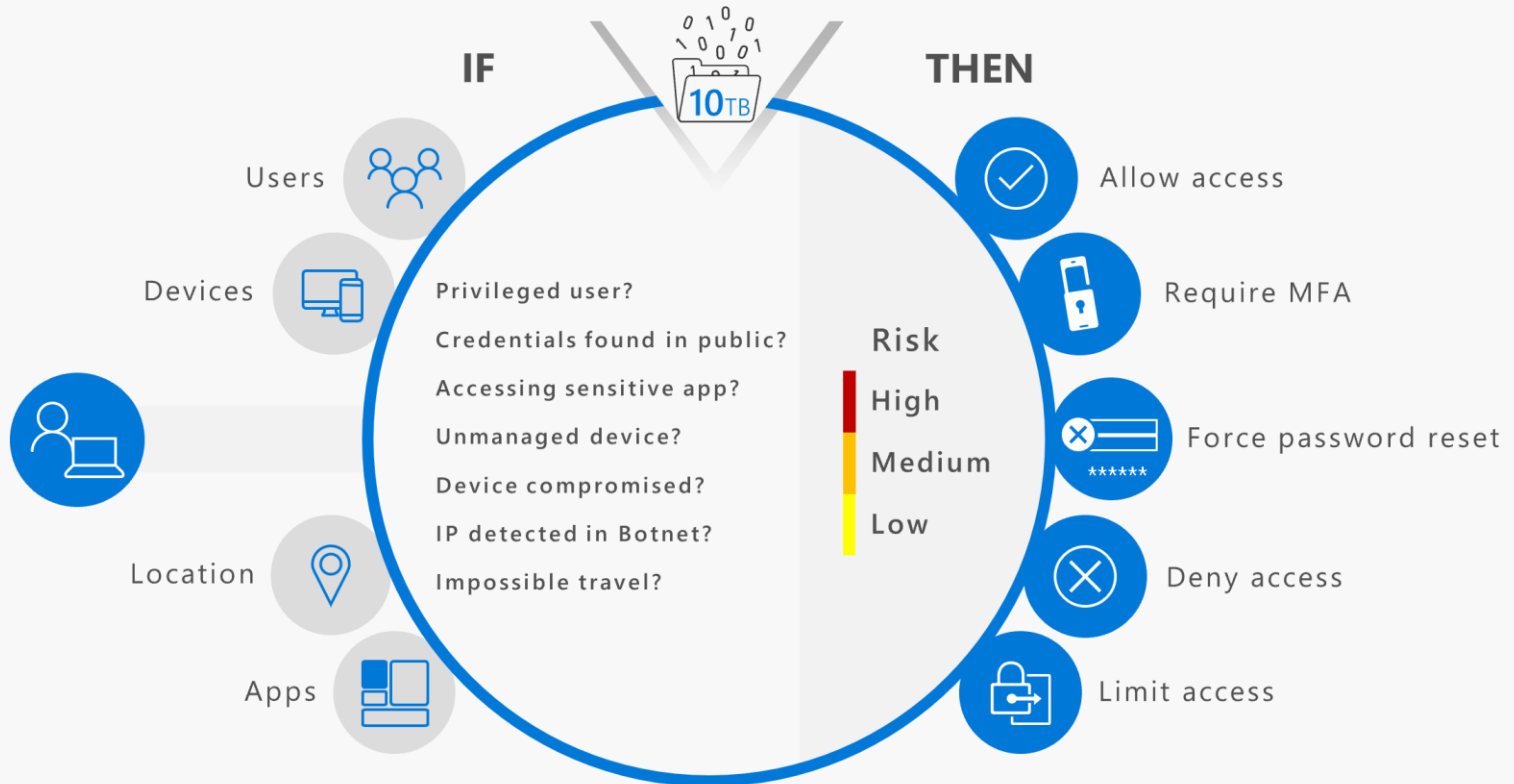


Security automation detects potential threats and correlates alerts to identify a specific attack vector, investigates and remediates threats, reauthenticates high-risk users, and takes action to limit access to data



Because users log in with a single user ID to any application from any device from any location, you have the context to detect and investigate suspicious activities

Protect at the front door with Conditional Access





Securing Microsoft Teams from unsafe links in chats and unsafe uploads

Office 365 ATP Extends into Teams to support Safe attachments and
Links!.

 This website has been classified as malicious.

malware.wicar.org

We recommend that you close this web page and not continue to this website. [Learn more about Malware](#)

 Close this page.

Urgent: Sign-Up Sheet for Weekend Event



Patti Fernandez

10:12 AM

To You

Hi Megan,

Can you please fill out [this form](#), and ask others to do the same to register for this weekend's event? I need this done ASAP

Thank you!

Patti Fernandez
President

Reply



This website has been classified as malicious.

malware.wicar.org

We recommend that you close this web page and not continue to this website. [Learn more about Malware](#)

X Close this page.



SalesQuote.docx

Edit



Start conversation

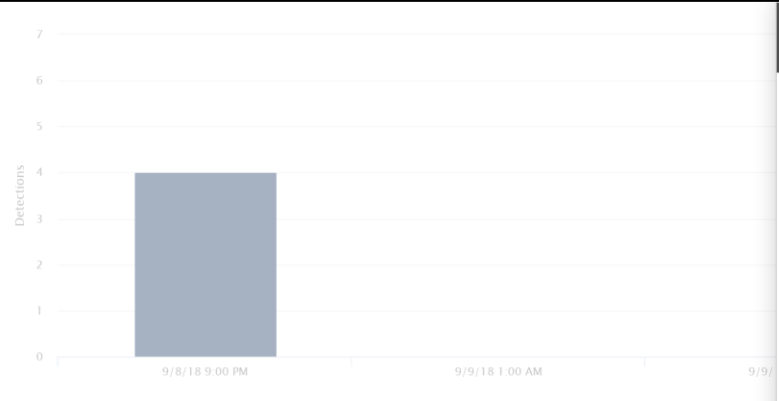
Close



SalesQuote.docx

To protect your PC and other files, we've removed Open, Share, and other commands. Contact your admin for options or [learn more](#).

- Home
- Alerts
- Permissions
- Classifications
- Data loss prevention
- Data governance
- Threat management
- Dashboard
- Explorer
- Attack simulator
- Review
- Policy
- Threat tracker
- App permissions
- Mail flow
- Data privacy



Document

Date	Attachment filename	Workload	Detection type
9/9/18 9:16 PM	ContractFinal.docx	Teams	ATP Detonation
9/9/18 9:16 PM	ContractFinal.docx	Teams	ATP Detonation
9/9/18 9:16 PM	Q2Estimates.xlsx	Teams	ATP Detonation
9/9/18 9:16 PM	Q2Estimates.xlsx	Teams	ATP Detonation
9/9/18 9:15 PM	Design.pptx	Teams	ATP Detonation

10 item(s) loaded.

ContractFinal.docx

- Summary
- Details
- Advanced Analysis**
- Recent activity
- Email list

<https://m365x505060.sharepoint.com/sites/CustomerSalesTeam/Shared Documents/General/ContractFinal.docx>

Observed behavior

The sample matches an internal test sample. The link is detected as Good by Machine Learning algorithm. This sample is a variant of a known process injector family. The sample potentially uses a known sandbox evasion technique to check the number of CPUs

Analysis details

Time Analyzed: 9/9/2018 2:16:12 PM
 Analysis took: 1 minute, 7 seconds
 Filename: https://m365x505060.sharepoint.com/sites/CustomerSalesTeam/Shared Documents/General/ContractFinal.docx
 Operating systems: Microsoft Windows
 Applications: Microsoft Word

Done

Feedback



Managing the Microsoft Teams App on Mobile Devices

Managing just the Teams app using Intune MAM, instead of the whole device using MDM to require a passcode, prevent cut/copy/paste and prevent save as.



Calculator



Podcasts



Extras



Comp Portal



Connect



Files



OneDrive



Outlook



Authenticator



Teams



Microsoft Teams



Welcome to Microsoft Teams!
A happier place for teams to
work together.

Sign in



Sign in using your work, school, or
Microsoft account.



Sign in

[Get help with signing in](#)

q w e r t y u i o p

a s d f g h j k l

 z x c v b n m 

123



space

@

.

Go

[Cancel](#)

meganb@soseman.org

Enter password

●●●●●●●●

[Forgot my password](#)[Sign in with another account](#)[Sign in](#)

Welcome to Soseman.org, a division of Contoso! Please sign in using your email address. Note: Based on your location and device, you may be prompted for Two-Step Verification. Please



Your organization is now protecting its data in this app. You need to restart the app to continue.

OK

Notify me

Not now



Calculator



Podcasts



Extras



Comp Portal



Connect



Files



OneDrive



Outlook



Authenticator



Teams





To access your
organization's data with this
app, set a PIN.





Confirm your PIN.





○ ○ ○ ○

1	2 ABC	3 DEF
4 GHI	5 JKL	6 MNO
7 PQRS	8 TUV	9 WXYZ
	0	⌫



Teams



- ▼  Business Development 
 - Knowledge Share >
 - Opportunities >
 - Pipeline >
- ▼  X1050 Launch Team 
 - General >
 - Design >
 - Digital Assets Web >
 - Go to Market Plan >
 - Legal and Compliance >
 - Web and Social Trends >



< Reply

You Feb 9, 6:59 PM ...

Isaiah Langer, way to go on the mockups!

1 reply from Isaiah

You Feb 9, 6:59 PM ...
Check out the marketing collateral timelines in the attached, thanks!



< Reply

New conversation



X1050 MARKETING COLLATERAL TIMELINES

This is a working reference document for use by the project team. Please add or reply to comments where you have changes, queries, or action items. Not necessary to use track changes.

Note: Please don't update local copies of this document. Remember, we can all work in the document at the same time when it's posted to SharePoint, so there's no reason to have to work in additional copies.

PROJECT SCOPE

Develop packaging design and content for our product launch that reaches customers effectively in both physical and virtual storefronts.

Scope will include one core package design with minor modifications only for the three product versions. Final packaging must include the following considerations:





X1050 MARKETING COLLATERAL TIMELINES

This is a working reference document for use by the project team. Please add or reply to comments where you have changes, queries, or action items. Not necessary to use track changes.

[Note:](#) Please don't update local copies



More



More

Cancel



X1050 MARKETING COLLATERAL TIMELINES

This is a working reference document for use by the project team. Please add or reply to comments where you have changes, queries, or action items. Not necessary to use track changes.

Note: Please don't update local copies

Activities

Done

Cancel



there's no reason to have to work in additional copies.

PROJECT SCOPE

Develop packaging design and content for our product launch that reaches customers effectively in both physical and virtual storefronts.

Scope will include one core package design with minor modifications only for the three product versions. Final packaging must include the following considerations:



Copy

Select All

Look Up

Share...

MILESTONES

Completed	Milestone	Target Start Date	Target Completion Date
<input type="checkbox"/>	Budget planning	11/7	12/5
<input type="checkbox"/>	Research phase 1	11/14	12/9
<input type="checkbox"/>	Content/design concept development	12/15	2/6
<input type="checkbox"/>	Research phase 2	1/3	1/18
<input type="checkbox"/>	Content/design creation	1/25	FINAL 3/2
<input type="checkbox"/>	Market testing	3/12	3/21
<input type="checkbox"/>	Finalize design and content	3/26	4/3
<input type="checkbox"/>	Release to manufacturing		4/3

GOALS

We know that we're not known as being exactly cutting edge when it comes to our product packaging. But this release **will** to be different. This is a game-changing product and so it needs to be game-changing from the moment it gets into the customer's hands and even before that. This starts with our packaging.

Our primary goal for package design in this release is to not just showcase a product but **connect with our**





Calculator



Podcasts



Extras



TV



Connect



Teams



Files



Notes



Outlook



Select Select All Paste

|

⌘ Aa ✓ ⊕ Ⓐ ✕

l The I'm

Q W E R T Y U I O P

A S D F G H J K L

⬆ Z X C V B N M ✕

123 😊 🗣 space return

 Notes

Done

Your organization's data cannot be
pasted here.



Aa



l

The

I'm

q w e r t y u i o p

a s d f g h j k l

 z x c v b n m 

123



space

return



Preventing data leakage from Microsoft Teams

Automatically encrypt files downloaded and prevent cut/copy/paste
using Windows Information Protection with Microsoft Teams



- Activity
- Chat
- Teams
- Meetings
- Files
- ...
- Store
- Feedback

- Favorites
- Business Development ...
 - General
 - Knowledge Share
 - Opportunities
 - Pipeline
 - X1050 Launch Team ...
 - General
 - Design
 - Digital Assets Web
 - Go to Market Plan
 - Legal and Compliance
 - Web and Social Trends
 - Mark 8 Project Team ...
 - General
 - Engineering
 - Manufacturing
 - Marketing
 - Research and Development
 - HR ...
- Join or create a team

Mark 8 Project Team > Research and Development ☆ ...

This team has guests

Public

- Conversations Files Planner Power BI +



Research and Develop...



- New Upload Get link Add cloud storage Open in SharePoint

✓	Type	Name	Modified	Modified by	Size	
	Folder	Mark 8 Images	2/7/18	Provisioning User		...
	Folder	Backup	2/7/18	Provisioning User		...
	Folder	Assets	2/7/18	Provisioning User		...
	Word	Mark 8 - FAQ.docx	5/21/18	Megan Bowen	1.30 MB	...
	PowerPoint	Introducing the Contoso Mark 8 3D.pptx	5/21/18	Megan Bowen	19.81 MB	...
	Excel	Mark 8 Parts and Spec List.xlsx	5/21/18	SharePoint App	37.04 KB	...
	PowerPoint	Building the Contoso Mark 8.pptx	5/21/18	SharePoint App	831.66 KB	...
	PowerPoint	Introducing the Mark 8.pptx	5/21/18	SharePoint App	18.79 MB	...
	PowerPoint	Mark 8 Pilot Program.pptx	5/21/18	SharePoint App	1.28 MB	...
	Excel	Mark 8 Controller specs.xlsx	5/21/18	SharePoint App	30.49 KB	...
	Excel	Mark 8 Performance chart.xlsx	5/21/18	SharePoint App	28.45 KB	...
	Word	Manufacturing and delivery plan.docx	5/21/18	Megan Bowen	21.54 KB	...



App managed by m365x505060.onmicrosoft.com



and Development  

Public 



cloud storage  Open in SharePoint



Microsoft Teams

Search or type a command

Activity

Chat

Teams

Meetings

Files

Join or create a team

Get app

Store

Feedback

This website is managed by m365x505060.onmicrosoft.com

Mark 8 Project Team > Research and Development

Conversations Files Planner Power BI +

Research and Develop...

New Upload Get link Add cloud storage Open in SharePoint

Type	Name	Modified	Modified by	Size
Folder	Mark 8 Images	2/7/18	Provisioning User	
Folder	Backup	2/7/18	Provisioning User	
Folder	Assets	2/7/18	Provisioning User	
Word Document	Mark 8 - FAQ.docx	5/21/18	Megan Bowen	1.30 MB
PowerPoint	Introducing the Contoso Mark 8 3D.pptx	5/21/18	Megan Bowen	19.81 MB
Excel	Mark 8 Parts and Spec List.xlsx	5/21/18	SharePoint App	37.04 KB
PowerPoint	Building the Contoso Mark 8.pptx	5/21/18	SharePoint App	831.66 KB
PowerPoint	Introducing the Mark 8.pptx	5/21/18	SharePoint App	18.79 MB
PowerPoint	Mark 8 Pilot Program.pptx	5/21/18	SharePoint App	1.28 MB
Excel	Mark 8 Controller specs.xlsx	5/21/18	SharePoint App	30.49 KB
Excel	Mark 8 Performance chart.xlsx	5/21/18	SharePoint App	28.45 KB

- Activity
- Chat
- Teams
- Meetings
- Files
- ...
- Store
- Feedback

- Favorites
- Business Development ...
 - General
 - Knowledge Share
 - Opportunities
 - Pipeline
 - X1050 Launch Team ...
 - General
 - Design
 - Digital Assets Web
 - Go to Market Plan
 - Legal and Compliance
 - Web and Social Trends
 - Mark 8 Project Team ...
 - General
 - Engineering
 - Manufacturing
 - Marketing
 - Research and Development
 - HR ...

Mark 8 Project Team > Research and Development Public

This team has guests

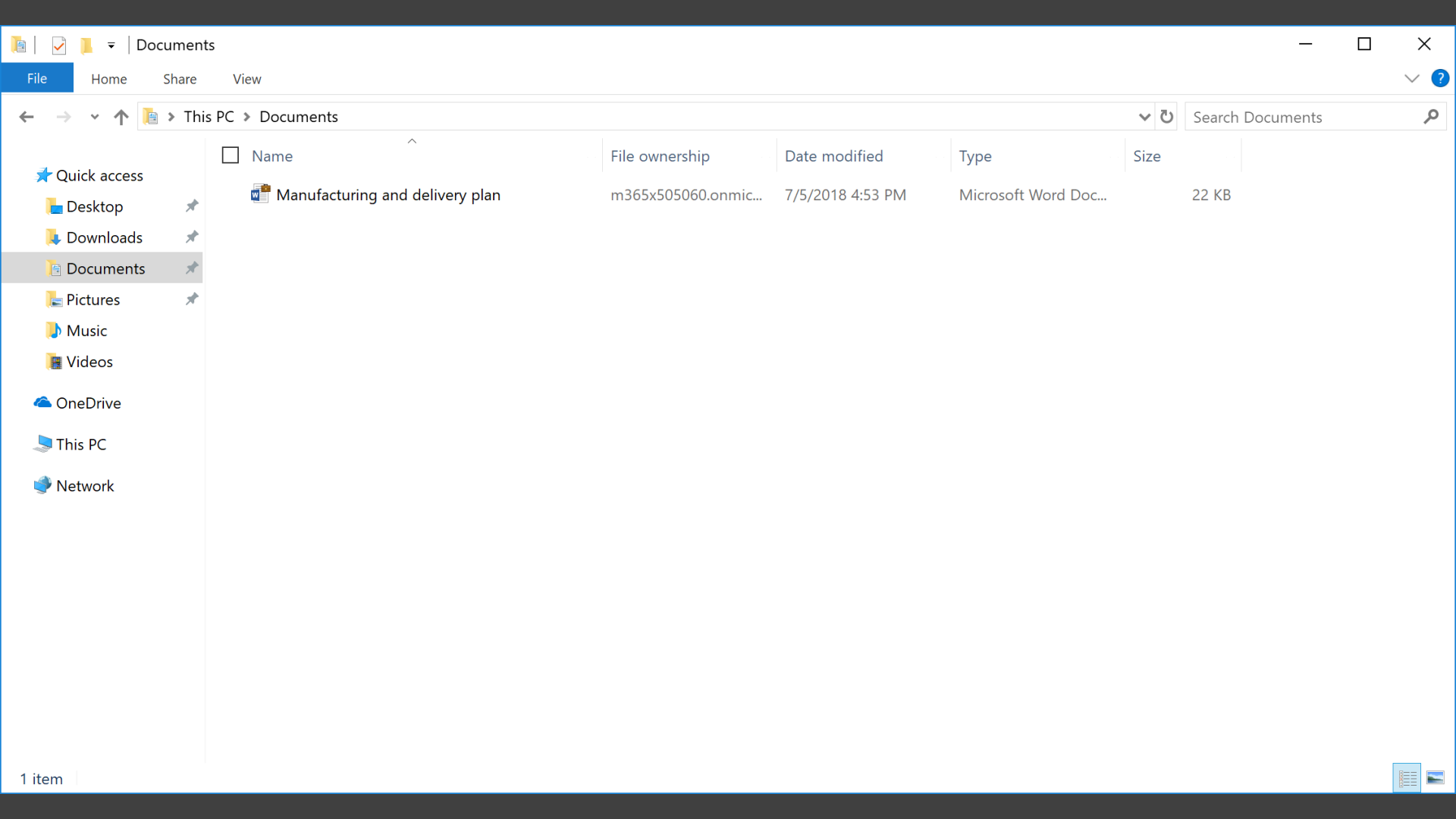
Conversations Files Planner Power BI +

Research and Develop...

Open Get link Make this a tab Download Delete ...

✓	Type	Name	Modified	Modified by	Size	
	XLSX	Mark 8 Controller specs.xlsx	5/21/18	SharePoint App	30.49 KB	...
	XLSX	Mark 8 Performance chart.xlsx	5/21/18	SharePoint App	28.45 KB	...
✓	DOCX	Manufacturing and delivery plan.docx	5/21/18	Megan Bowen	21.54 KB	...
	DOCX	Contoso Quadcopter Camera Proposal.docx	5/21/18	Megan Bowen		
	DOCX	Word Editor.docx	5/21/18	Megan Bowen		
	IMG	markBitsawesome.png	2/9/18	Megan Bowen		
	PPTX	R and D Presentation.pptx	2/9/18	Megan Bowen		
	PPTX	Marketing Deck v1.pptx	2/9/18	Megan Bowen		
	XLSX	Engine Perf.xlsx	2/9/18	Megan Bowen		
	DOCX	CR -227 Camera briefing.docx	2/9/18	Megan Bowen		
	IMG	aerialshot.jpg	2/9/18	Megan Bowen		
	DOCX	Adventure Works Copter Camera Overview....	2/9/18	Megan Bowen	31.91 KB	...

- Edit in Teams
- Open in Word Online
- Open in Word
- Open in SharePoint
- Move
- Copy
- Download
- Delete
- Rename
- Get link
- Make this a tab



Documents

File Home Share View

This PC > Documents

Search Documents

- Quick access
- Desktop
- Downloads
- Documents
- Pictures
- Music
- Videos
- OneDrive
- This PC
- Network

<input type="checkbox"/> Name	File ownership	Date modified	Type	Size
Manufacturing and delivery plan	m365x505060.onmic...	7/5/2018 4:53 PM	Microsoft Word Doc...	22 KB

1 item

are

View

This PC > Documents



Name



Fi



Manufacturing and delivery plan

m



PowerPoint ribbon tabs: Slides, Tables, Images, Illustrations, Add-ins, Links, Comments, Text, Symbols, Media.

PowerPoint ribbon groups: New Slide, Table, Pictures, Online Pictures, Screenshot, Photo Album, Shapes, Icons, 3D Models, SmartArt, Chart, Store, My Add-ins, Zoom, Link, Action, Comment, Text Box, Header & Footer, WordArt, Equation, Symbol, Video, Audio, Screen Recording.

Windows File Explorer window: Documents

Address bar: > This PC > Documents

Name	File ownership	Date modified	Type	Size
Manufacturing and delivery plan	m365x505060.onmicrosoft.com	7/5/2018 4:53 PM	Microsoft Word Doc...	22 KB


Context menu options: Open, Edit, New, Print, Scan with Windows Defender..., Share, Open with..., Give access to, Restore previous versions, Send to, Cut, Copy, Create shortcut, Delete, Rename, File ownership, Properties.

File ownership details: Personal, Work (m365x505060.onmicrosoft.com)

Status bar: 1 item, 1 item selected, 21.0 KB



Microsoft Word

 Word cannot open the document: user does not have access privileges (C:\...\Manufacturing and delivery pla...)

Show Help >>

OK



- Activity
 - Chat
 - Teams
 - Meetings
 - Files
 - ...
 - Store
 - Feedback
- Favorites
- Business Development
 - General
 - Knowledge Share
 - Opportunities
 - Pipeline
 - X1050 Launch Team
 - General
 - Design
 - Digital Assets Web
 - Go to Market Plan
 - Legal and Compliance
 - Web and Social Trends
 - Mark 8 Project Team
 - General
 - Engineering
 - Manufacturing
 - Marketing
 - Research and Development
 - HR
- Join or create a team

Mark 8 Project Team > Research and Development

This team has guests

Conversations Files Planner Power BI +

See less

Reply

Megan Bowen 2/9 7:09 PM
 Just confirmed that the prototype outdoor test went perfectly. We can expect to begin production sometime in Q2.

5

Lynne Robbins 2/9 7:09 PM
 That is fantastic news! 😊

Lee Gu 2/9 7:09 PM
 I was at the test and am amazed at how well the Mark 8 did. Especially the camera.

Enrico Cattaneo 2/9 7:09 PM



Adele Vance 2/9 7:09 PM
 Let's hope it is as popular as I know it will be.

Start a new conversation. Type @ to mention someone.

📎 📎 😊 📄 📺 📺 ...



Mark 8 Project Team > Research and Development

This team has guests

Conversations Files Planner Power BI +

See less

← Reply



Megan Bowen 2/9 7:09 PM

5

Just confirmed that the prototype outdoor test went perfectly. We can expect to begin production sometime in Q2.

Copy Ctrl+C

▼ Collapse all



Lynne Robbins 2/9 7:09 PM

That is fantastic news! 😊



Lee Gu 2/9 7:09 PM

I was at the test and am amazed at how well the Mark 8 did. Especially the camera.



Enrico Cattaneo 2/9 7:09 PM





Mail

COMPOSE

Inbox

Starred

Sent Mail

Drafts (1)

More labels

Megan

Internal Delivery & Roadmap!

leak@droneroadmaps.com

Internal Delivery & Roadmap!

Hi, I thought you might be interested in this roadmap from my company on our latest product that is yet to be announced, see below!

Sans Serif | Font size | Bold | Italic | Underline | Text color | Background color | Bulleted list | Numbered list | Indented list | Quote | Link

Send | Attach | Insert | Link | Emoji

Settings

- May 31
- May 25
- May 15

Activity: 17 hours ago [Details](#)



in:draft



Mail

COMPOSE

- Inbox
- Starred
- Sent Mail
- Drafts (2)
- More labels
- Megan

Internal Delivery & Roadmap!

leak@droneroadmaps.com

Internal Delivery & Roadmap!

Hi, I thought you might be interested in this roadmap from my company on our latest product, see below!

Can't use work content here

Your organization doesn't allow you to use work content here.

[Learn more](#)

OK

Sans Serif | Font size | Bold | Italic | Underline | Text color | Background color | Bulleted list | Numbered list | Indented list | Quote | Link

Send | Attach | Insert | Link | Emoji | Delete



in:draft



Mail

COMPOSE

- Inbox
- Starred
- Sent Mail
- Drafts (2)
- More labels
- Megan

Internal Delivery & Roadmap!

leak@droneroadmaps.com

Internal Delivery & Roadmap!

Hi, I thought you might be interested in this roadmap from my company on our latest product, see below!

Use work content here?

Your organization may track the action. Are you sure you want to continue?

[Learn more](#)

Yes No

Sans Serif | T | B | I | U | A | List icons | Link icon

Send | Attach | Insert | Link | Emoji | Delete



Demo:

WIP on the backend in Azure
– looking at policies



Demo:

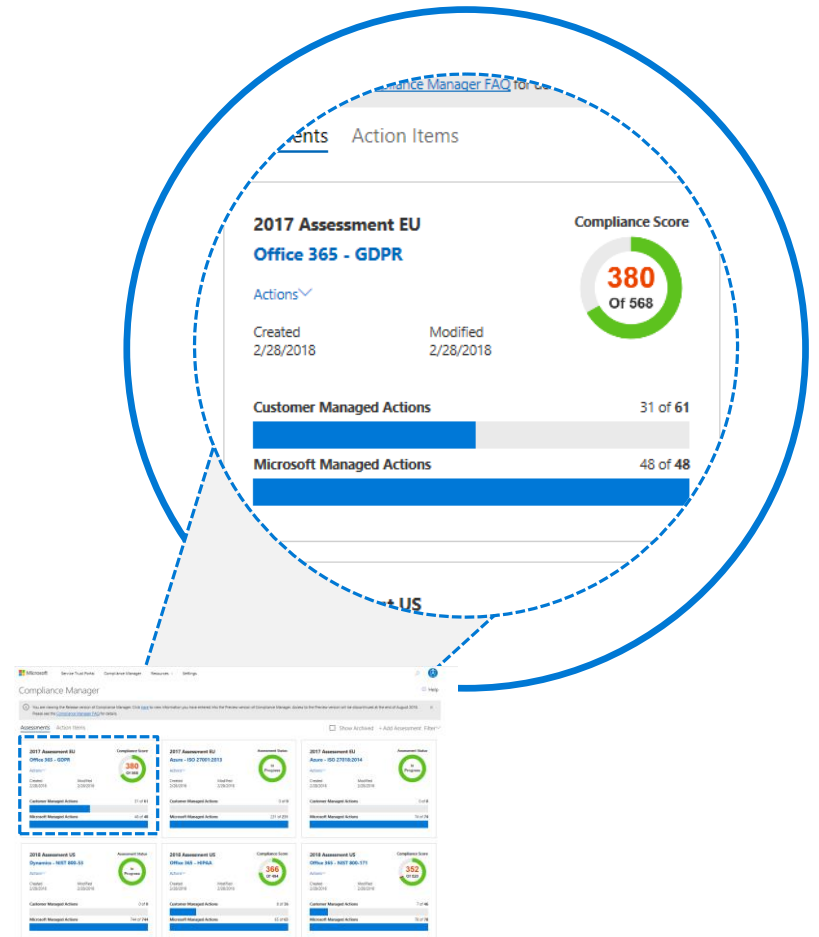
Audit activity in cloud storage
(3rd party and Office 365)
using:

Cloud App Security
Azure Active Directory

Compliance Manager

Manage your compliance in one place

- ✓ View your compliance posture against evolving regulations in real-time
- ✓ Take recommended actions to improve your data protection capabilities
- ✓ Conduct pre-audits to prepare for external audits



Compliance Manager is a dashboard that provides a summary of your data protection and compliance stature and recommendations to improve data protection and compliance. This is a recommendation, it is up to you to evaluate its effectiveness in your regulatory environment prior to implementation. Recommendations from Compliance Manager should not be interpreted as a guarantee of compliance.



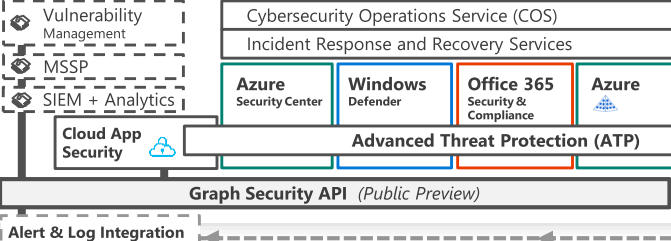
Demo: Compliance Manager

Showing you and your customer precisely what is need to ensure
compliance



Demo:
Secure Score

Security Operations Center (SOC)



Cybersecurity Reference Architecture

May 2018 – <https://aka.ms/MCRA> | [Video Recording](#) | [Strategies](#)

This is interactive!

1. Present Slide
2. Hover for Description
3. Click for more information

Roadmaps and Guidance

1. [Securing Privileged Access](#)
2. [Office 365 Security](#)
3. [Rapid Cyberattacks \(Wannacrypt/Petya\)](#)

Software as a Service

Office 365

- Secure Score
- Customer Lockbox



Dynamics 365

Information Protection

Identity & Access

Azure Active Directory

Conditional Access – Identity Perimeter Management

Cloud App Security

Azure Information Protection (AIP)

- Discover
- Classify
- Protect
- Monitor

Hold Your Own Key (HYOK)

AIP Scanner



Office 365

- Data Loss Protection
- Data Governance
- Discovery

Azure SQL Threat Detection

SQL Encryption & Data Masking

Azure SQL Info Protection (Preview)

Endpoint DLP

Azure AD Identity Protection

- Leaked cred protection
- Behavioral Analytics

Azure AD PIM

Multi-Factor Authentication

Azure AD B2B

Azure AD B2C

Hello for Business

MIM PAM

Azure ATP

Active Directory

ESAE Admin Forest

Clients

Unmanaged & Mobile Devices



Intune MDM/MAM

Managed Clients



System Center Configuration Manager

Windows Defender ATP



Secure Score

Threat Analytics

Windows 10 Enterprise Security

- Network protection
- App control
- Credential protection
- Isolation
- Exploit protection
- Antivirus
- Reputation analysis
- Behavior monitoring
- Full Disk Encryption
- Attack surface reduction

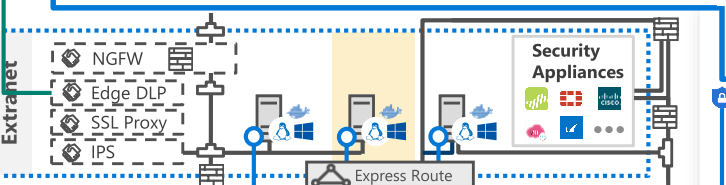
S Mode

On Premises Datacenter(s)

3rd party

Microsoft

Azure Security Center – Cross Platform Visibility, Protection, and Threat Detection



IoT and Operational Technology

Windows 10 IoT

Azure Sphere

IoT Security Maturity Model

OT Security Architecture

Included with Azure (VMs/etc.) Premium Security Feature

Security Development Lifecycle (SDL)

Compliance Manager

Trust Center

Intelligent Security Graph



Microsoft Teams Security and Compliance focused resources



Teams Documentation

- All Compliance features in a nutshell
- Content Added based on request from IT Pro audience

<https://aka.ms/TeamsSecurityandCompliance>



Office 365 SCC documentation

- Each Information Protection Feature in detail
- Teams specific sections
- Examples and Samples

<https://aka.ms/SCCOverview>



Ignite Recordings

- Learn by watching videos and demos
- [Ignite 2017](#)
- Ignite 2018 placeholder

<https://channel9.msdn.com>

Microsoft Teams Resource Cheat Sheet



Office 365 Roadmap

- All public feature delivery dates
- Filter by product

<https://aka.ms/O365Roadmap>



Microsoft Technical Community

- Product forums and blogs

<https://aka.ms/TeamsCommunity>



Success with Teams Practical Guidance

- Learn how to plan, deliver, adopt and manage Microsoft

<https://aka.ms/SuccessWithTeams>



Coffee in the Cloud on YouTube

- Short how-to videos for IT Pro's and Champions

<https://aka.ms/CoffeeintheCloud>

*Use this slide with your Customers

- O365 Champion's Corner
- Diversity & Inclusion Forum

- Includes Skype for Business to Teams transition guidance

Q&A



Please complete this short partner feedback survey

SYNNEX & Microsoft appreciate your Capture the Cloud participation. Please check out the **skype meeting chat window** for the link to a **short survey** to help us prioritize continued additions to the CTC program.

[Click here](#)



Thank you!



Appendix





Capture the Cloud Program

Capture the Cloud is a SYNNEX exclusive program, designed to educate and support partners as they deepen their understanding of Microsoft cloud services and accelerate their cloud practices.

aka.ms/SYNNEXCTC



Live and on-demand
product webinars >



Business transformation
workshops >



Marketing development
packages >

Program Qualifications, Benefits, and Rewards for each CTC partner level; determined based on CSP sales + customer activations

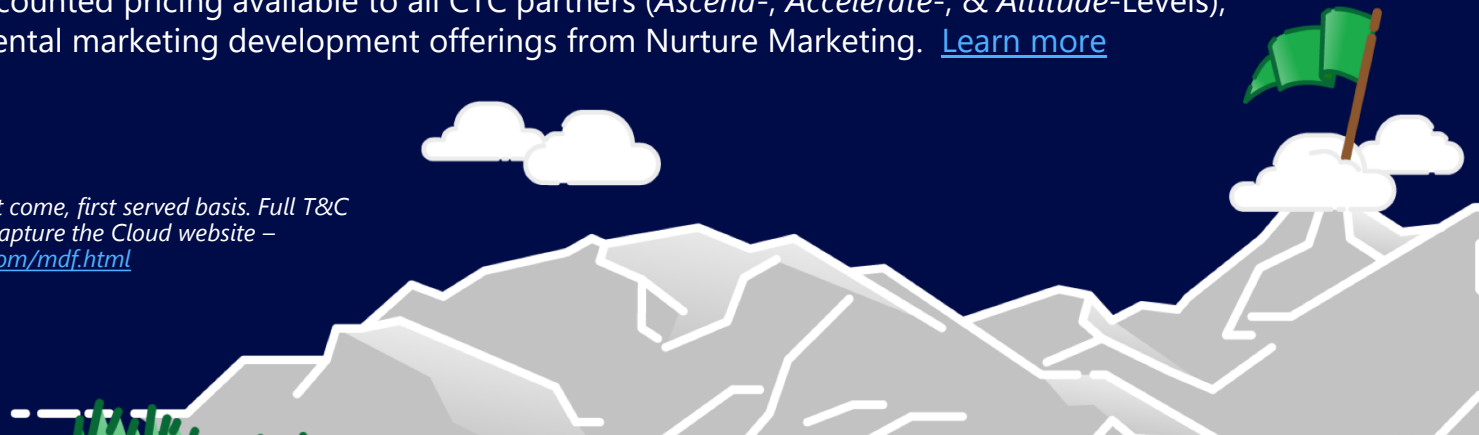
<u>Ascend</u> Level (Stage-1)	<u>Accelerate</u> Level (Stage-2)	<u>Altitude</u> Level (Stage-3)
CTC Qualifications:		
Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series	Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series	Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series
Minimum of 1-3 CSP customers activated in past 12-months	Minimum of 4-24 CSP customers activated in past 12-months	Minimum of 25+ CSP customers activated in past 12-months
Minimum Microsoft CSP revenue requirements – N/A	Minimum of \$15k per month in Microsoft CSP O365 <u>or</u> Azure revenue	Minimum of \$50k per month in Microsoft CSP O365 <u>or</u> Azure revenue
CTC Benefits:		
O365 CSP Ascend Margins: 6% off MSRP for nonprofit SKUs* + 16% off MSRP for gov., edu., & commercial SKUs*	O365 CSP Accelerate Margins: 8% off MSRP for nonprofit SKUs* + 18% off MSRP for gov., edu., & commercial SKUs* <u>or</u>	O365 CSP Altitude Margins: 10% off MSRP for nonprofit SKUs* + 20% off MSRP for gov., edu., & commercial SKUs* <u>or</u>
Azure CSP Ascend Margins: 12% off MSRP for all Azure CSP SKUs* + 2% off MSRP for all Azure RI SKUs*	Azure CSP Accelerate Margins: 13% off MSRP for all Azure CSP SKUs* + 2% off MSRP for all Azure RI SKUs*	Azure CSP Altitude Margins: 15% off MSRP for all Azure CSP SKUs* + 4% off MSRP for all Azure RI SKUs*
Ascend Partner Support: SYNNEX CLOUDSolv Partner Support options + access to monthly live webinars/on-demand Business Transformation resources	Accelerate Partner Support: SYNNEX CLOUDSolv Partner Support options + Cloud Development Rep in the SYNNEX office + quarterly QBR with dedicated account manager + discounted SYNNEX software services	Altitude Partner Support: SYNNEX CLOUDSolv Total Care Support + one-on-one consultations for cloud business acceleration + semiannual in-person partner strategic planning visits + end-user demand generation opportunities
Marketing Development – Ascend (stage-1): ContentMX Ready-Made Marketing campaigns + CTC-exclusive discounted pricing for packages available from Nurture Marketing**	Marketing Development – Accelerate (stage-2): Content & Data Booster package to support your overall customer engagement, valued at \$3k (+ full access to ContentMX campaigns)**	Marketing Development – Altitude (stage-3): Modern Marketing offerings for partners to choose any 1-MDF package per half, valued at \$5k (+ full access to ContentMX campaigns)**
CTC Rewards:		
Bimonthly CTC Rewards Program – 3-winners total (1 from each of the following categories), every other month (based on previous 2-months of CSP): 1. Top CSP Revenue 2. Most End-User Adds 3. Top Marketing Engagement (based on digital trainings participation + ContentMX engagement) Winners*** to select their prize of choice from the following options: Microsoft Surface Pro, Xbox One X, Big Green Egg, Bose SoundTouch Outdoor Speaker Set, Yeti Cooler, SONOS PlayBar, Delta Airlines Gift Card, or \$1k in marketing support services		
Semiannual Grand Prize Getaway – 7-winners total (1 from each of the following categories), every half (based on previous 6-months of CSP): 1. Top Growth –Azure 2. Top Growth –O365 3. Top Growth –CSP 4. Top Revenue –Azure 5. Top Revenue –O365 6. Top Revenue –CSP 7. Most Partner Referrals Winners*** can each bring +1 guest, for an exclusive 2-day weekend getaway – formal dates and locations to be announced in October 2018		
* Some exclusions apply – contact your SYNNEX account manager for details	** Limited availability; first come, first served	*** Winners can qualify for one category per period; eligible pending completion of W9 tax form



Enhanced CTC Marketing Dev.

- **Stage-1: Ascend*** – SYNEX has partnered with strategic experts from ContentMX to offer customizable dynamic ready-made marketing campaigns for M365, O365, and Azure to help drive your customer engagement. [Learn more](#)
- **Stage-2: Accelerate*** – Exclusive to *Accelerate*-level CTC partners, we've put together a Content & Data Booster package to help make the most out of your ContentMX campaigns. [Learn more](#)
- **Stage-3: Altitude*** – Exclusive to *Altitude*-level CTC partners, choice of marketing development packages provided by Nurture Marketing & funded by the SYNEX Microsoft team. [Learn more](#)
- Special discounted pricing available to all CTC partners (*Ascend*-, *Accelerate*-, & *Altitude*-Levels), for incremental marketing development offerings from Nurture Marketing. [Learn more](#)

**Limited Availability on a first come, first served basis. Full T&C details can be found on the Capture the Cloud website – <http://resources.synnecorp.com/mdf.html>*



Identity Protection

THE MICROSOFT INTELLIGENT SECURITY GRAPH

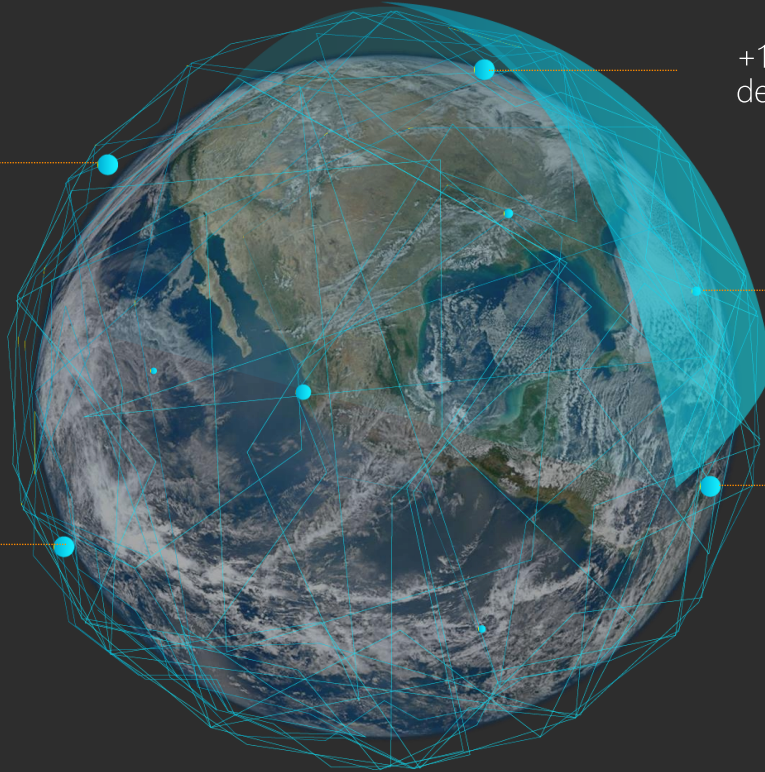
200+ global cloud consumer
and commercial services

18+ billion Bing
web pages scanned

+1B Windows
devices updated

450B monthly
authentications

400B e-mails
analyzed



- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...
- Browse >

Azure AD Identity Protection

Search (Ctrl+)

GENERAL

Overview

Getting started

INVESTIGATE

Users flagged for risk

Risk events

Vulnerabilities

CONFIGURE

Multi-factor authentication regi...

User risk policy

Sign-in risk policy

SETTINGS

Weekly Digest

Pin to dashboard

Essentials

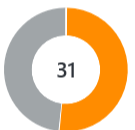
User risk policy

Enabled

Sign-in risk policy

Enabled

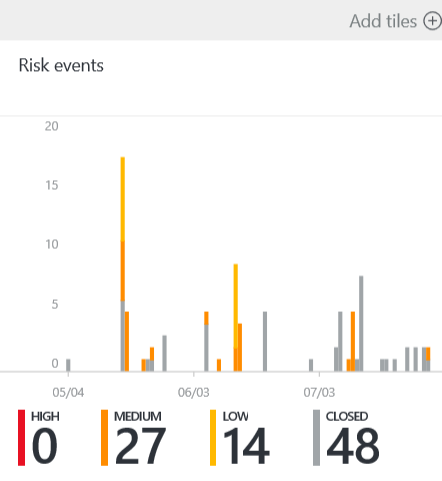
Users flagged for risk
7.21% OF 430 USERS



31

AT RISK
16

SECURED
15



Vulnerabilities

5

RISK LEVEL	COUNT	VULNERABILITY
Low	11	Unmanaged apps discovered in last 7 days
Medium	396	Users without multi-factor authentication registration

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...
- Browse >

Azure AD Identity Protection

Search (Ctrl+)

GENERAL

- Overview
- Getting started

INVESTIGATE

- Users flagged for risk
- Risk events
- Vulnerabilities

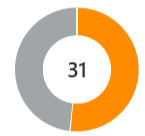
CONFIGURE

- Multi-factor authentication regi...
- User risk policy
- Sign-in risk policy

SETTINGS

- Weekly Digest
- Pin to dashboard

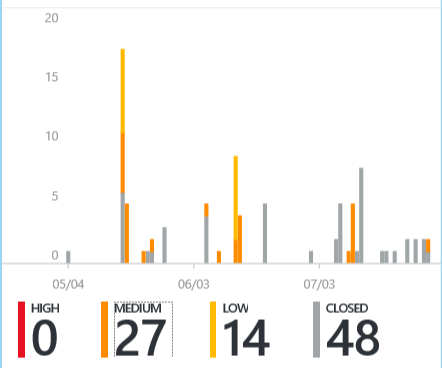
Users flagged for risk
7.21% OF 430 USERS



AT RISK
16

SECURED
15

Risk events



Vulnerabilities

5

RISK LEVEL	COUNT	VULNERABILITY
Low	11	Unmanaged apps discovered in last 7 days
Medium	396	Users without multi-factor authentication registration
Low	8	Administrators aren't using their privileged roles
Medium	13	Roles don't require multi-factor authentication for activation
Low	29	There are too many global administrators

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...
- Browse >

Sign-in risk policy
Enabled

Add tiles +

Risk events

■ HIGH 0
 ■ MEDIUM 0
 ■ LOW 0
 ■ CLOSED 0

COUNT **VULNERABILITY**

11 Unmanaged apps discovered in last 7 days

Risk events
AZURE AD IDENTITY PROTECTION

Last 90 days Download

RISK LEVEL	DETECTION TYPE	RISK EVENT TYPE	RISK EVENTS CLOSED	LAST UPDATED (UTC)
Medium	Real-time	Sign-ins from anonymous IP addresses ⓘ	27 of 38	7/26/2016 12:19 AM
Medium	Offline	Impossible travels to atypical locations ⓘ	2 of 11	7/13/2016 12:43 AM
Medium	Real-time	Sign-ins from unfamiliar locations ⓘ	19 of 26	7/29/2016 5:28 PM
Low	Offline	Sign-ins from infected devices ⓘ	0 of 14	6/13/2016 11:57 PM

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...

LAST UPDATED (UTC)

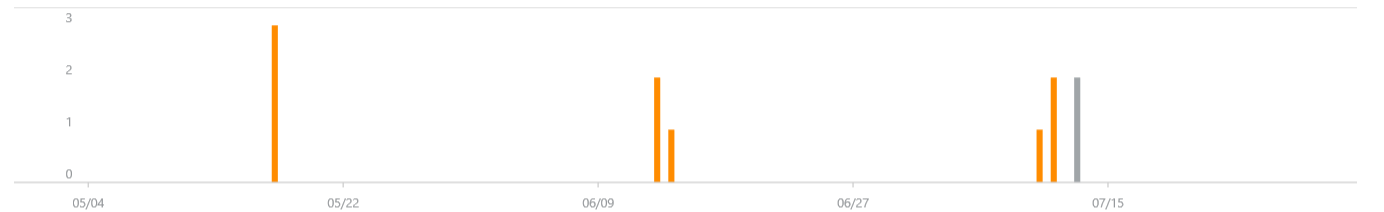
7/26/2016 12:19 AM
7/13/2016 12:43 AM
7/29/2016 5:28 PM
6/13/2016 11:57 PM

Impossible travel to atypical locations

RISK EVENTS

Last 90 days Columns Details Download

Apply a user risk policy for automatic mitigation. →



ACTIVE 9 CLOSED 2

USER	PRIVILEGED	SECOND LOCATION	FIRST LOCATION	SECOND SIGN-IN TIM...	FIRST SIGN-IN TIME (...)	STATUS
Douglas Fife	✓	Bratislava, Bratislavsky	Toronto, Ontario, CA	7/13/2016 12:43 AM	7/13/2016 12:41 AM	Closed (password... ..
Douglas Fife	✓	Amsterdam, Noord-Holland	Toronto, Ontario, CA	7/13/2016 12:40 AM	7/13/2016 12:34 AM	Closed (password... ..
Jennifer Davis		Beijing, Beijing Shi	Seattle, Washington, US	▶ 3 instances		Active ..
John Smith		Seattle, Washington	Marchwood, Hampshire, GB	▶ 3 instances		Active ..
Mike Lee		Beijing, Beijing Shi	Amsterdam, Noord-Holland,...	▶ 3 instances		Active ..

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...

LAST UPDATED (UTC)

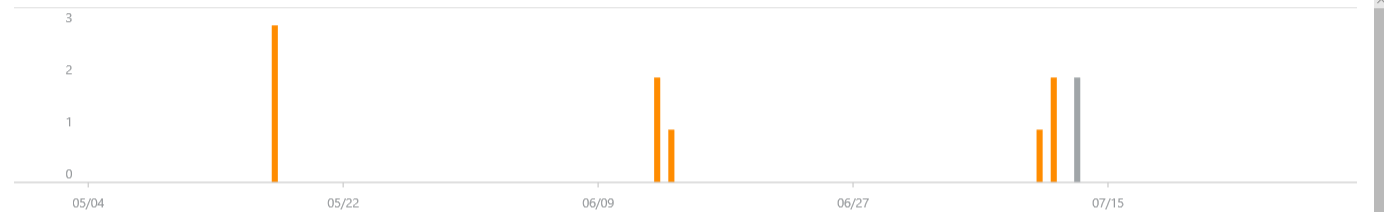
7/26/2016 12:19 AM
7/13/2016 12:43 AM
7/29/2016 5:28 PM
6/13/2016 11:57 PM

Impossible travel to atypical locations

RISK EVENTS

Last 90 days Columns Details Download

Apply a user risk policy for automatic mitigation. →



ACTIVE 9 CLOSED 2

USER	PRIVILEGED	SECOND LOCATION	FIRST LOCATION	SECOND SIGN-IN TIM...	FIRST SIGN-IN TIME (...)	STATUS
Douglas Fife	✓	Bratislava, Bratislavsky	Toronto, Ontario, CA	7/13/2016 12:43 AM	7/13/2016 12:41 AM	Closed (password... ..
Douglas Fife	✓	Amsterdam, Noord-Holland	Toronto, Ontario, CA	7/13/2016 12:40 AM	7/13/2016 12:34 AM	Closed (password... ..
Jennifer Davis		Beijing, Beijing Shi	Seattle, Washington, US	3 instances		Active ..
				6/14/2016 12:21 ...	6/13/2016 8:11 PM	Active ..
				5/17/2016 11:42 P...	5/17/2016 7:32 PM	Active ..
				7/11/2016 1:02 AM	7/10/2016 8:52 PM	Active ..
John Smith		Seattle, Washington	Marchwood, Hampshire, GB	3 instances		Active ..
Mike Lee		Beijing, Beijing Shi	Amsterdam, Noord-Holland,...	3 instances		Active ..

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...

FIRST LOCATION	SECOND SIGN-IN TIM...	FIRST SIGN-IN TIME (...)	STATUS	
...vsky	Toronto, Ontario, CA	7/13/2016 12:43 AM	7/13/2016 12:41 AM	Closed (password... ..
...d-Holland	Toronto, Ontario, CA	7/13/2016 12:40 AM	7/13/2016 12:34 AM	Closed (password... ..
...i	Seattle, Washington, US	▶ 4 instances	Active	...
...on	Marchwood, Hampshire, GB	▶ 4 instances	Active	...
...i	Amsterdam, Noord-Holland,...	▶ 4 instances	Active	...

All sign-ins Reset password Enable MFA Dismiss all eve...

Essentials ^

Risk level	Status
Medium	At risk
Role	Contact
User	JenDavis@contosobuild.com
Location	MFA registered
N/A	No
Department	
N/A	

Risk events

TIME (UTC)	IP ADDRESS	RISK EVENT TYPE	RISK LEVEL
8/7/2016 4:40 ...	77.109.41.30	Sign-in from anonymous IP address	Medium

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Protection

Azure AD Identity Protection

Search (Ctrl+)

GENERAL

- Overview
- Getting started

INVESTIGATE

- Users flagged for risk
- Risk events
- Vulnerabilities

CONFIGURE

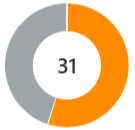
- Multi-factor authentication regi...
- User risk policy
- Sign-in risk policy

SETTINGS

- Weekly Digest
- Pin to dashboard

Users flagged for risk

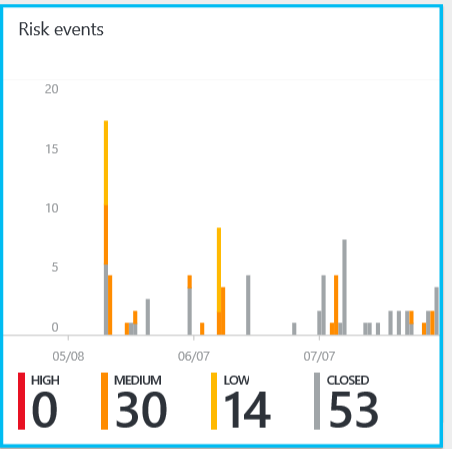
7.21% OF 430 USERS



31

AT RISK
17

SECURED
14



Vulnerabilities

5

RISK LEVEL	COUNT	VULNERABILITY
Low	13	Unmanaged apps discovered in last 7 days
Medium	396	Users without multi-factor authentication registration
Low	8	Administrators aren't using their privileged roles
Medium	13	Roles don't require multi-factor authentication for activation

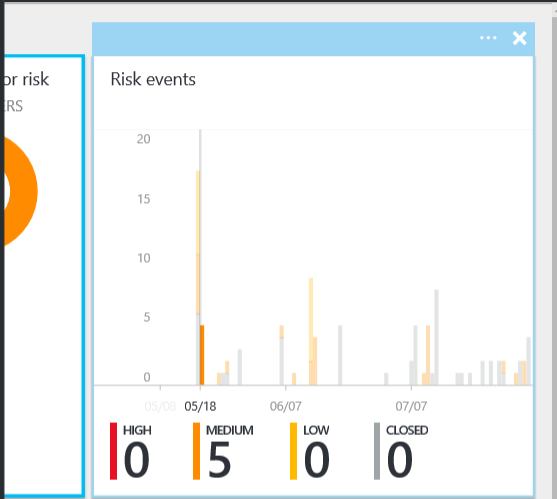
Risk events

AZURE AD IDENTITY PROTECTION

Last 90 days Download

RISK LEVEL	DETECTION TYPE	RISK EVENT TYPE
Medium	Real-time	Sign-ins from anonymous IP addresses
Medium	Offline	Impossible travels to atypical locations
Medium	Real-time	Sign-ins from unfamiliar locations
Low	Offline	Sign-ins from infected devices

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...



COUNT	VULNERABILITY
13	Unmanaged apps discovered in last 7 days
396	Users without multi-factor authentication registration
8	Administrators aren't using their privileged roles
13	Roles don't require multi-factor authentication for activation

Users
AZURE AD IDENTITY PROTECTION

Apply a user risk policy for automatic mitigation. →

USER	GLOBAL ADMI...	MFA	RISK LEVEL	RISK EVENTS	STATUS	LAST UPDATED (UTC)
Douglas Fife	✓	✓	Medium	17 risk events	At risk	8/3/2016 9:55 AM
Dana Kaufman	✓	✓	Medium	19 risk events	At risk	5/17/2016 4:53 AM
Joseph Dadzie	✓	✓	Secured	2 risk events	Remediated	8/4/2016 8:27 PM
Harry Slate			High	2 risk events	At risk	3/1/2016 8:28 PM
Lex Brown			High	2 risk events	At risk	4/4/2016 8:43 PM
Paul Tran			Medium	2 risk events	At risk	4/8/2016 11:29 PM
Alice Small			Medium	19 risk events	At risk	3/9/2016 8:46 PM
John Smith			Medium	8 risk events	At risk	7/10/2016 11:58 PM
Jennifer Davis			Medium	8 risk events	At risk	7/11/2016 1:02 AM
Chris Paul		✓	Medium	3 risk events	At risk	5/18/2016 4:49 PM
Carrie Wong			Medium	8 risk events	At risk	2/12/2016 10:36 PM
Ken James			Medium	8 risk events	At risk	3/9/2016 8:47 PM
Edger De Graff			Medium	3 risk events	At risk	4/25/2016 6:18 PM
Mike Lee			Medium	8 risk events	At risk	7/11/2016 12:30 AM
Joseph Dadzie (G...		✓	Medium	4 risk events	At risk	8/3/2016 10:34 PM

Navigation sidebar:

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...
- Browse >

Left sidebar content:

Add tiles (+)

7/07
CLOSED
53

Users
AZURE AD IDENTITY PROTECTION

Apply a user risk policy for automatic mitigation. →

USER	GLOBAL ADML...	MFA	RISK LEVEL	RISK EVENTS	STATUS	LAST UPDATED (UTC)
Douglas Fife	✓	✓	Medium	17 risk events	At risk	8/3/2016 9:55 AM
Dana Kaufman	✓	✓	Medium	19 risk events	At risk	5/17/2016 4:53 AM
Joseph Dadzie	✓	✓	Secured	2 risk events	Remediated	8/4/2016 8:27 PM
Harry Slate			High	2 risk events	At risk	3/1/2016 8:28 PM
Lex Brown			High	2 risk events	At risk	4/4/2016 8:43 PM
Paul Tran			Medium	2 risk events	At risk	4/8/2016 11:29 PM
Alice Small			Medium	19 risk events	At risk	3/9/2016 8:46 PM
John Smith			Medium	8 risk events	At risk	7/10/2016 11:58 PM
Jennifer Davis			Medium	8 risk events	At risk	7/11/2016 1:02 AM
Chris Paul		✓	Medium	3 risk events	At risk	5/18/2016 4:49 PM
Carrie Wong			Medium	8 risk events	At risk	2/12/2016 10:36 PM
Ken James			Medium	8 risk events	At risk	3/9/2016 8:47 PM
Edger De Graff			Medium	3 risk events	At risk	4/25/2016 6:18 PM
Mike Lee			Medium	8 risk events	At risk	7/11/2016 12:30 AM
Joseph Dadzie (G...		✓	Medium	4 risk events	At risk	8/3/2016 10:34 PM

User risk remediat...
SETTINGS

Policy name
User risk remediation policy

Assignments
Users 1 >
All users >
Conditions 1 >
User risk >

Controls
Granting access 1 >
Block access >

Review
Estimated impact 1 >
Number of users impacted >

Enforce Policy
On Off

Save

New

Resource groups

All resources

Recent

App Services

Virtual machines

SQL databases

Security Center

Subscriptions

Azure AD Identity Prote...

Browse >

Policy for automatic mitigation. →

GLOBAL ADML...	MFA	RISK LEVEL	RISK EVENTS	STATUS	LAST UPDATED (UTC)
✓	✓	Medium	17 risk events	At risk	8/3/2016 9:55 AM
✓	✓	Medium	19 risk events	At risk	5/17/2016 4:53 AM
✓	✓	Secured	2 risk events	Remediated	8/4/2016 8:27 PM
		High	2 risk events	At risk	3/1/2016 8:28 PM
		High	2 risk events	At risk	4/4/2016 8:43 PM
		Medium	2 risk events	At risk	4/8/2016 11:29 PM
		Medium	19 risk events	At risk	3/9/2016 8:46 PM
		Medium	8 risk events	At risk	7/10/2016 11:58 PM
		Medium	8 risk events	At risk	7/11/2016 1:02 AM
	✓	Medium	3 risk events	At risk	5/18/2016 4:49 PM
		Medium	8 risk events	At risk	2/12/2016 10:36 PM
		Medium	8 risk events	At risk	3/9/2016 8:47 PM
		Medium	3 risk events	At risk	4/25/2016 6:18 PM
		Medium	8 risk events	At risk	7/11/2016 12:30 AM
G...	✓	Medium	4 risk events	At risk	8/3/2016 10:34 PM

User risk remediat... SETTINGS

Policy name
User risk remediation policy

Assignments
Users 0
All users >
Conditions 0
User risk >

Controls
Granting access 0 >
Block access

Review
Estimated impact 0 >
Number of users impacted

Enforce Policy
On Off

Save

Conditions SETTINGS

Select the conditions when the policy should apply. A condition that is not selected defaults to 'all'.

User risk 0
Medium and above >

Done

New

- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...

Browse >

ENTS	STATUS	LAST UPDATED (UTC)
vents	At risk	8/3/2016 9:55 AM
vents	At risk	5/17/2016 4:53 AM
vents	Remediated	8/4/2016 8:27 PM
vents	At risk	3/1/2016 8:28 PM
vents	At risk	4/4/2016 8:43 PM
vents	At risk	4/8/2016 11:29 PM
vents	At risk	3/9/2016 8:46 PM
vents	At risk	7/10/2016 11:58 PM
vents	At risk	7/11/2016 1:02 AM
vents	At risk	5/18/2016 4:49 PM
vents	At risk	2/12/2016 10:36 PM
vents	At risk	3/9/2016 8:47 PM
vents	At risk	4/25/2016 6:18 PM
vents	At risk	7/11/2016 12:30 AM
vents	At risk	8/3/2016 10:34 PM

User risk remediati...

SETTINGS

Policy name
User risk remediation policy

Assignments

- Users **0** > All users
- Conditions **0** > User risk

Controls

- Granting access **0** >
- Block access

Review

- Estimated impact **0** > Number of users impacted

Enforce Policy

On Off

Save

Conditions

SETTINGS

Select the conditions when the policy should apply. A condition that is not selected defaults to 'all'.

- User risk **0** > Medium and above

Done

User risk

SETTINGS

Info

Select the user risk level

- Any risk level
- Select specific risk level
 - Low and above
 - Medium and above
 - High

Select

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...

Policy for automatic mitigation. →

GLOBAL ADML...	MFA	RISK LEVEL	RISK EVENTS	STATUS	LAST UPDATED (UTC)
✓	✓	Medium	17 risk events	At risk	8/3/2016 9:55 AM
✓	✓	Medium	19 risk events	At risk	5/17/2016 4:53 AM
✓	✓	Secured	2 risk events	Remediated	8/4/2016 8:27 PM
		High	2 risk events	At risk	3/1/2016 8:28 PM
		High	2 risk events	At risk	4/4/2016 8:43 PM
		Medium	2 risk events	At risk	4/8/2016 11:29 PM
		Medium	19 risk events	At risk	3/9/2016 8:46 PM
		Medium	8 risk events	At risk	7/10/2016 11:58 PM
		Medium	8 risk events	At risk	7/11/2016 1:02 AM
	✓	Medium	3 risk events	At risk	5/18/2016 4:49 PM
		Medium	8 risk events	At risk	2/12/2016 10:36 PM
		Medium	8 risk events	At risk	3/9/2016 8:47 PM
		Medium	3 risk events	At risk	4/25/2016 6:18 PM
		Medium	8 risk events	At risk	7/11/2016 12:30 AM
G...	✓	Medium	4 risk events	At risk	8/3/2016 10:34 PM

User risk remediat... SETTINGS

Policy name
User risk remediation policy

Assignments

- Users **0**
 - All users
- Conditions **0**
 - User risk

Controls

- Granting access **0**
- Block access

Review

- Estimated impact **0**
 - Number of users impacted

Enforce Policy

On Off

Save

Granting access USER RISK

Select the controls to be enforced.

Block access
 Allow access

- Require multi-factor authentication
- Require Azure MFA registration
- Require password change

Select

New

Resource groups

All resources

Recent

App Services

Virtual machines

SQL databases

Security Center

Subscriptions

Azure AD Identity Prote...

Browse >

Policy for automatic mitigation. →

GLOBAL ADML...	MFA	RISK LEVEL	RISK EVENTS	STATUS	LAST UPDATED (UTC)
✓	✓	Medium	17 risk events	At risk	8/3/2016 9:55 AM
✓	✓	Medium	19 risk events	At risk	5/17/2016 4:53 AM
✓	✓	Secured	2 risk events	Remediated	8/4/2016 8:27 PM
		High	2 risk events	At risk	3/1/2016 8:28 PM
		High	2 risk events	At risk	4/4/2016 8:43 PM
		Medium	2 risk events	At risk	4/8/2016 11:29 PM
		Medium	19 risk events	At risk	3/9/2016 8:46 PM
		Medium	8 risk events	At risk	7/10/2016 11:58 PM
		Medium	8 risk events	At risk	7/11/2016 1:02 AM
	✓	Medium	3 risk events	At risk	5/18/2016 4:49 PM
		Medium	8 risk events	At risk	2/12/2016 10:36 PM
		Medium	8 risk events	At risk	3/9/2016 8:47 PM
		Medium	3 risk events	At risk	4/25/2016 6:18 PM
		Medium	8 risk events	At risk	7/11/2016 12:30 AM
G...	✓	Medium	4 risk events	At risk	8/3/2016 10:34 PM

User risk remediat... SETTINGS

Policy name
User risk remediation policy

Assignments

- Users **0**
 - All users >
- Conditions **0**
 - User risk >

Controls

- Granting access **0** >
- Block access

Review

- Estimated impact **0** >
- Number of users impacted

Enforce Policy

On Off

Save

Granting access USER RISK

Select the controls to be enforced.

Block access
 Allow access

Require multi-factor authentication

Require Azure MFA registration

Require password change

Select

- New
- Resource groups
- All resources
- Recent
- App Services
- Virtual machines
- SQL databases
- Security Center
- Subscriptions
- Azure AD Identity Prote...

Policy for automatic mitigation. →

GLOBAL ADML...	MFA	RISK LEVEL	RISK EVENTS	STATUS	LAST UPDATED (UTC)
✓	✓	Medium	17 risk events	At risk	8/3/2016 9:55 AM
✓	✓	Medium	19 risk events	At risk	5/17/2016 4:53 AM
✓	✓	Secured	2 risk events	Remediated	8/4/2016 8:27 PM
		High	2 risk events	At risk	3/1/2016 8:28 PM
		High	2 risk events	At risk	4/4/2016 8:43 PM
		Medium	2 risk events	At risk	4/8/2016 11:29 PM
		Medium	19 risk events	At risk	3/9/2016 8:46 PM
		Medium	8 risk events	At risk	7/10/2016 11:58 PM
		Medium	8 risk events	At risk	7/11/2016 1:02 AM
	✓	Medium	3 risk events	At risk	5/18/2016 4:49 PM
		Medium	8 risk events	At risk	2/12/2016 10:36 PM
		Medium	8 risk events	At risk	3/9/2016 8:47 PM
		Medium	3 risk events	At risk	4/25/2016 6:18 PM
		Medium	8 risk events	At risk	7/11/2016 12:30 AM
G...	✓	Medium	4 risk events	At risk	8/3/2016 10:34 PM

User risk remediat... SETTINGS

Success
Your policy has been successfully saved.

Policy name
User risk remediation policy

- Assignments
- Users
 - All users
 - Conditions
 - User risk

- Controls
- Granting access
 - Block access

Review

- Estimated impact
 - Number of users impacted

Enforce Policy
 On Off

Save

- Select the controls to be enforced.
- Block access
 - Allow access
 - Require multi-factor authentication
 - Require Azure MFA registration
 - Require password change

Select



Help us protect your account

We've detected something unusual about this sign-in. For example, you might be signing in from a new location, device, or app. Before you can continue, we need to verify your identity.

Next



For added security, we need to further verify your account

How do you want us to verify your account?



robyn@aad161.ccsctp.net

Text me at +X XXXXXXXXX66

We've sent you a text message with a verification code.



Sign in

[Use a different verification option](#)

[Sign out and sign in with a different account](#)

[More information](#)

This sign-in was blocked

We've detected something unusual about this sign-in. For example, you might be signing in from a new location, device, or app. Before you can continue, we need to verify your identity. Please contact your admin.

More details:

- App name: Office 365
- IP address: 37.187.119.59
- Device Platform: Windows 7
- Device State:
- Signed in as Robynh@aadiptest.onmicrosoft.com
- Correlation ID: fdffb12c-979b-4c9f-b294-e818e3a83b62
- Time stamp: 2016-02-26 19:39:16Z

[Sign out and sign in with a different account](#)



Your account security is at risk

A security alert has been triggered for your account. This might be because we noticed suspicious account activity or we found your email and password posted in a public location.

To help you—and only you—get back into matt@aad178.ccsctp.net, we need to verify that it's yours.

Next



For added security, we need to further verify your account

How do you want us to verify your account?



user9@aadiptest.onmicroso...

Text me at +X XXXXXXXX66

We've sent you a text message with a verification code.

Sign in

[Use a different verification option](#)

[Sign out and sign in with a different account](#)

[More information](#)

Your account has been blocked

A security alert has been triggered for your account. This might be because we noticed suspicious account activity or we found your email and password posted in a public location. Please contact your admin.

If you think you're seeing this error by mistake, contact your admin and report the following details:

- Triggered by Azure Active Directory Identity Protection.
- App name: Office 365
- IP address: 131.107.159.58
- Device Platform: Windows 10
- Device State:
- Signed in as user2@aadiptest.onmicrosoft.com
- Correlation ID: 6e896043-93dc-4975-96ad-d7639bae5e53
- Time stamp: 2016-02-08 19:59:52Z