

A woman with curly hair is looking at a tablet in front of a window. The scene is dimly lit, with light coming from the window, creating a silhouette effect on the woman. The window shows a view of a city street with buildings and a fence.

Grow CSP with
**Microsoft 365 Business,
Security & AutoPilot**

John Petersen
Design Sales Engineer, SYNEX
johnpe@synnex.com
Capture the Cloud- 8/22/2019

Agenda

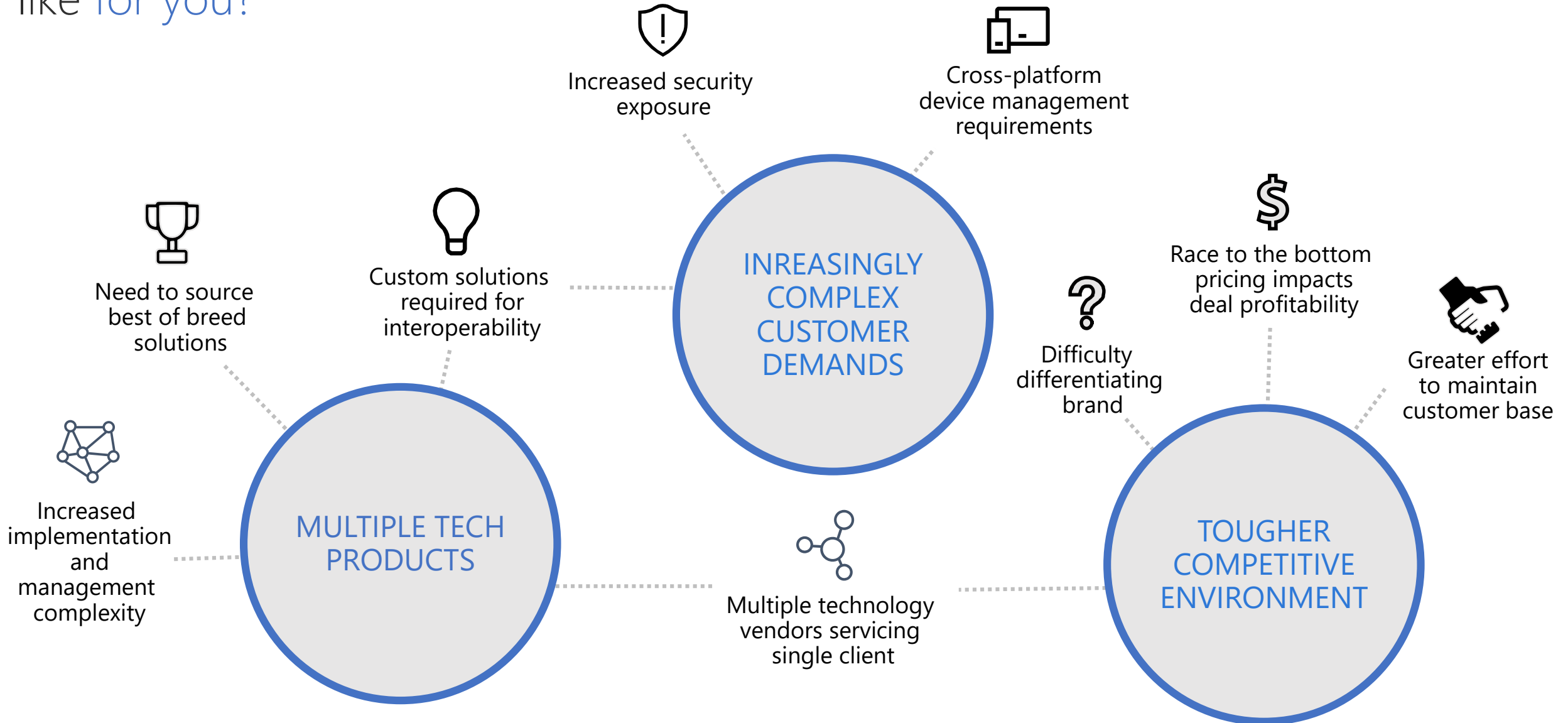
- What does today look like?
- Microsoft 365 Business
- Security & EMS
- AutoPilot & Modern Management



What does today look like for your customers?



What does today look like for you?



SMB security reality



Not aware of the threat

SMBs mistakenly think they are too small to target.

- **71%** of cyber attacks target SMB
- When targeted, **60%** go out of business
- Those that don't go out of business spend **\$900K** on remediation



Concern is not urgent

Multiple needs and obligations pull attention away from security

Unless it is an immediate issue, they aren't proactive
Many SMBs just don't know where to start with security



Limited budget

SMBs typically spend about **15%** of their budget on security or **\$1,320/user** annually

Buying security solutions from three or more vendors does not fit in their budget

Microsoft 365 Business security drill down

Help your SMB customers safeguard their business against external threats and leaks



Protect against security threats

- Protect inboxes against spam and viruses
- Block ransomware and phishing attacks
- Keep Windows 10 devices safe



Protect business data against leaks

- Restrict copying and saving of business information
- Block sharing of sensitive information like credit card numbers
- Back up email in secure archive



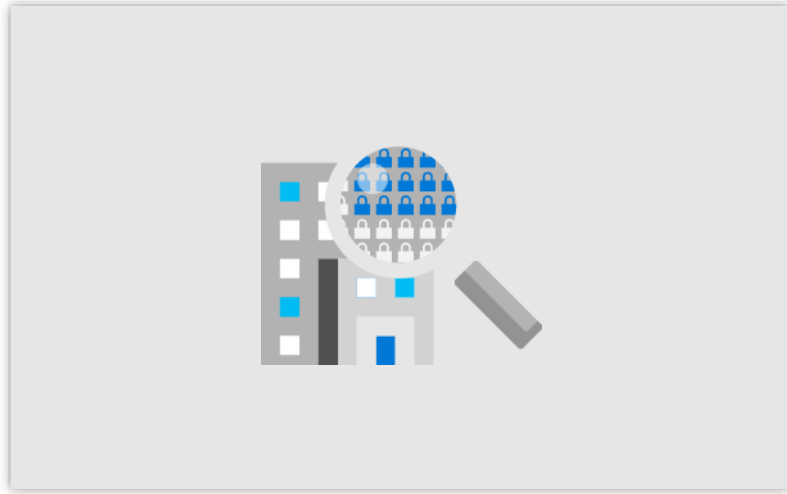
Control who has access to business information

- Limit access to business information
- Protect shared documents
- Control business information on mobile devices
- Strengthen secure access to devices

// Microsoft 365 Business has democratized security for the masses. It gives our small and mid-sized customers a compelling reason to migrate to the cloud for greater security, rather than holding back because of security concerns. //

- Eric Sugar, CEO, ProServe IT

Microsoft 365 Business gives partners a security edge

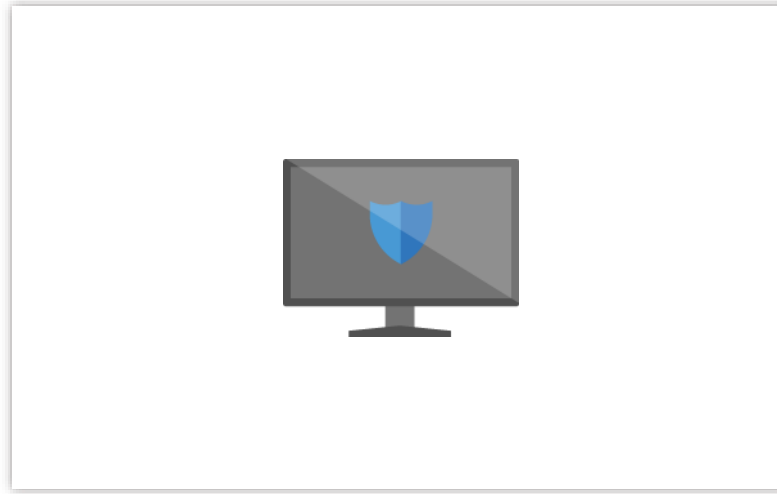


Protection SMBs need

Comprehensive: Protects against threats to email, devices, and users

Trusted: Runs on industry's most secure, compliant cloud with 24/7 support and financially backed SLAs

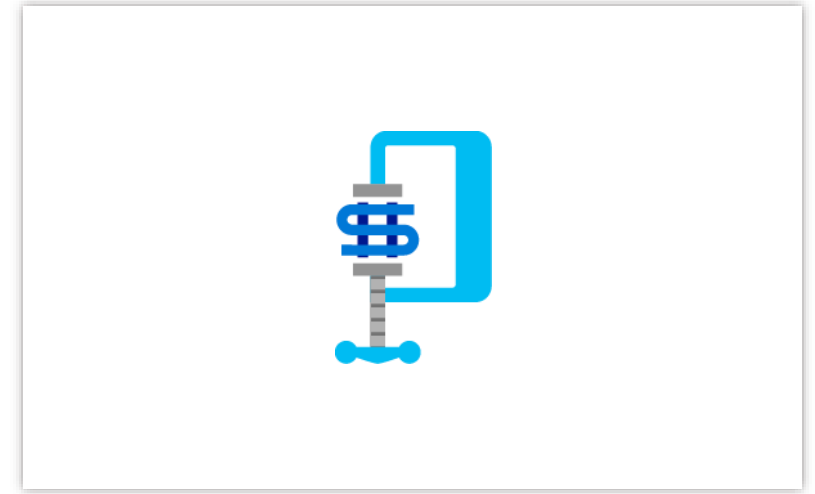
Compliant: Built with enterprise-level protections that satisfy stringent regulatory requirements



Simplified security

One solution to deploy and manage

Pre-set configurations customized to meet SMB security needs



Cost-effective

Eliminates licensing costs for multiple third-party vendor solutions

Reduces maintenance and management costs

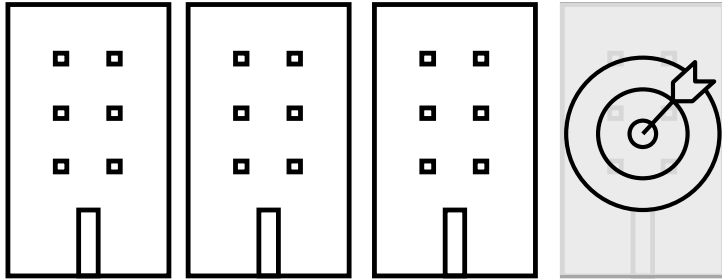
Solution to a known pain point. Every customer you sold Office 365 to is a great prospect.

No complicated integration work. Get customers protected ASAP.

Add security to existing desktop and server management services -- but still reduce overall costs.

Cybercriminals target businesses of all sizes

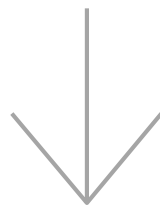
One in four SMBs targeted ⁽¹⁾



- 24% customer's privacy violated
- 20% trade secrets leaked

Average loss ⁽²⁾

\$79,841



33% spent more solving the problem than it would have cost to prevent it ⁽¹⁾

(1) Source: Small Business Cyber Security Study, Microsoft & YouGov, April 2018

(2) Source: Better Business Bureau "2017 State of Cybersecurity Among Small Businesses in North America." https://www.bbb.org/globalassets/shared/media/state-of-cybersecurity/updates/cybersecurity_final-lowres.pdf

Microsoft 365 Business: Bringing together best in class solutions....

Office 365 Business Premium

Desktop Apps

Word, Excel, PowerPoint, and more

Online Services

Exchange, OneDrive, Skype,
Microsoft Teams

Business apps

Microsoft Bookings, Outlook
Customer Manager, MileIQ¹

Windows 10 Enterprise

Everything in Windows 10 Enterprise²

Plus...

Windows Defender Security Controls
Windows AutoPilot
Automatic Office apps deployment

Best of EMS

App protection for Office mobile
apps

Device Management
for Windows 10 PCs

Selective wipe of company data

...for **\$20** per user per month.

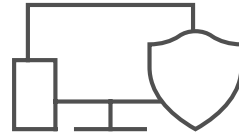
[1] Available in US, UK, and Canada only

[2] Includes upgrade benefits for Windows 7 or 8/8.1 Professional licensed PCs to upgrade to Windows 10 Pro

What is Microsoft 365 Business – a suite of suites



Office 365



Advanced Security



Device management

Office Applications

Word, Excel, PowerPoint, Outlook, and more

Online Services

Exchange, OneDrive (1TB), Teams, and more

Advanced Services

Exchange Online Archiving



External Threat Protection

Office 365 Advanced Threat Protection
Multi-Factor Authentication
Enforce Windows Defender to be on
Enforce Bitlocker to be turned on

Internal data leak prevention

Data Loss Prevention
Azure Information Protection



Device management

Microsoft Intune
Windows 10 Credential guard
SSO > 10 apps

Deployment assistance

Windows AutoPilot
Auto-installation of Office apps
AAD Auto-enroll

Additional Benefits

Consistent security configuration across Windows 10, macOS, Android, and iOS devices

Upgrade from Windows 7 Pro or Windows 8.1 Pro to Windows 10 Pro at no additional cost

99.9% financially-backed uptime guarantee;

Microsoft 365 Business | Simplifying SMB technology investment

Archiving	~\$6.50
Device Management	~\$6.50
Cloud identity management	~\$3
Chat-based teamwork	\$8
Email Filtering	\$30
Device Anti Virus	~\$12.50
Online Meetings	~\$29
File Storage	~\$12.50
Productivity Software	\$10

Office 365 Business Premium
Windows 10 Business
Intune
Office 365 Advanced Threat Protection
Azure Information Protection P1
Data Loss Prevention
Exchange Online Archiving
AAD Features

Microsoft 365 Business
A single, integrated solution with support for hybrid identity

3rd party solutions >\$100

Microsoft Offerings

\$20



Microsoft 365



Microsoft 365 Enterprise

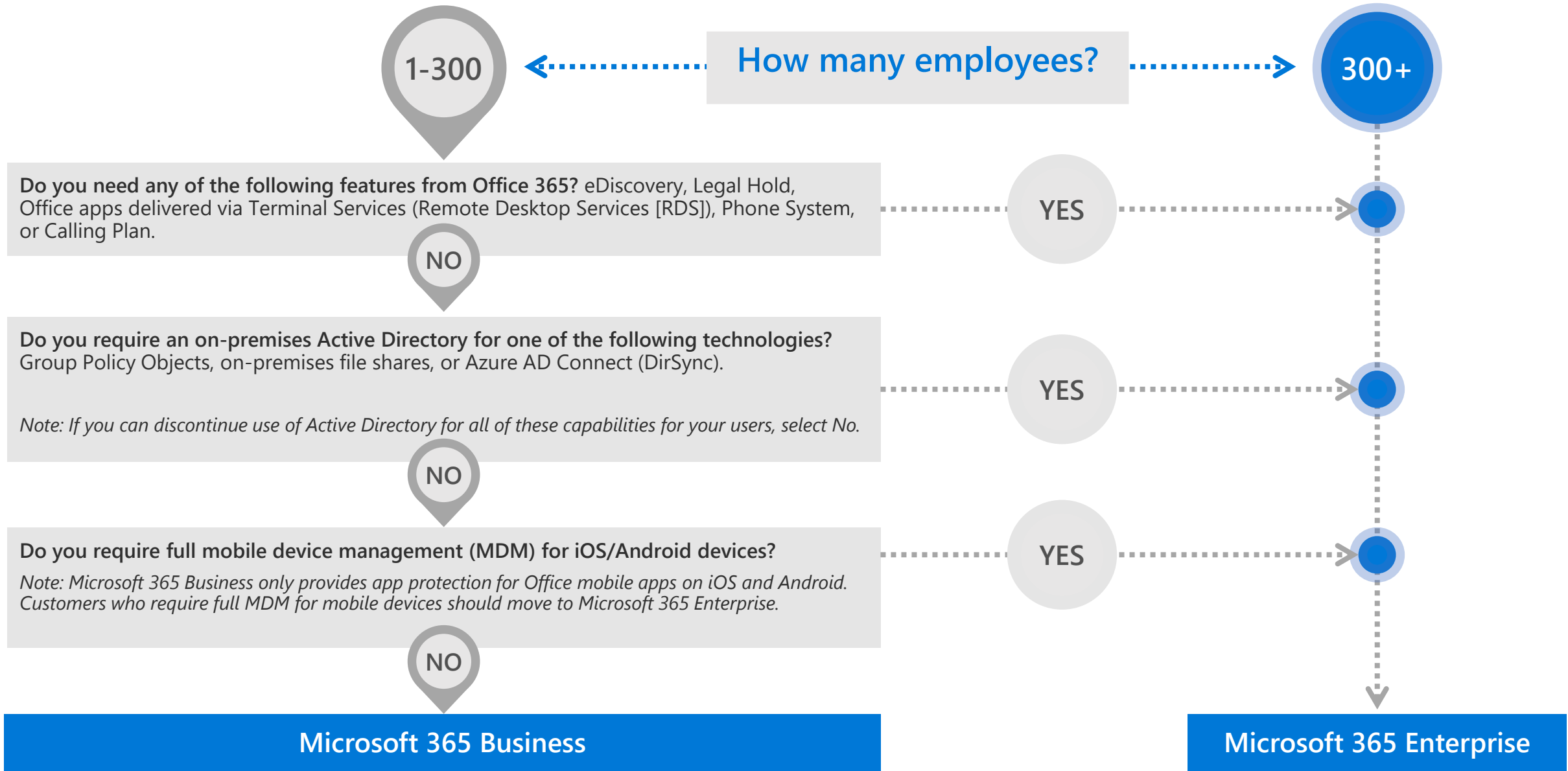
Built on foundation of
"Secure Productive Enterprise"



Microsoft 365 Business

NEW
Designed for small and midsize businesses

Is Microsoft 365 Business right for my organization?



1-300

How many employees?

300+

Do you need any of the following features from Office 365? eDiscovery, Legal Hold, Office apps delivered via Terminal Services (Remote Desktop Services [RDS]), Phone System, or Calling Plan.

NO

YES

Do you require an on-premises Active Directory for one of the following technologies? Group Policy Objects, on-premises file shares, or Azure AD Connect (DirSync).
Note: If you can discontinue use of Active Directory for all of these capabilities for your users, select No.

NO

YES

Do you require full mobile device management (MDM) for iOS/Android devices?
Note: Microsoft 365 Business only provides app protection for Office mobile apps on iOS and Android. Customers who require full MDM for mobile devices should move to Microsoft 365 Enterprise.

NO

YES

Microsoft 365 Business

Microsoft 365 Enterprise

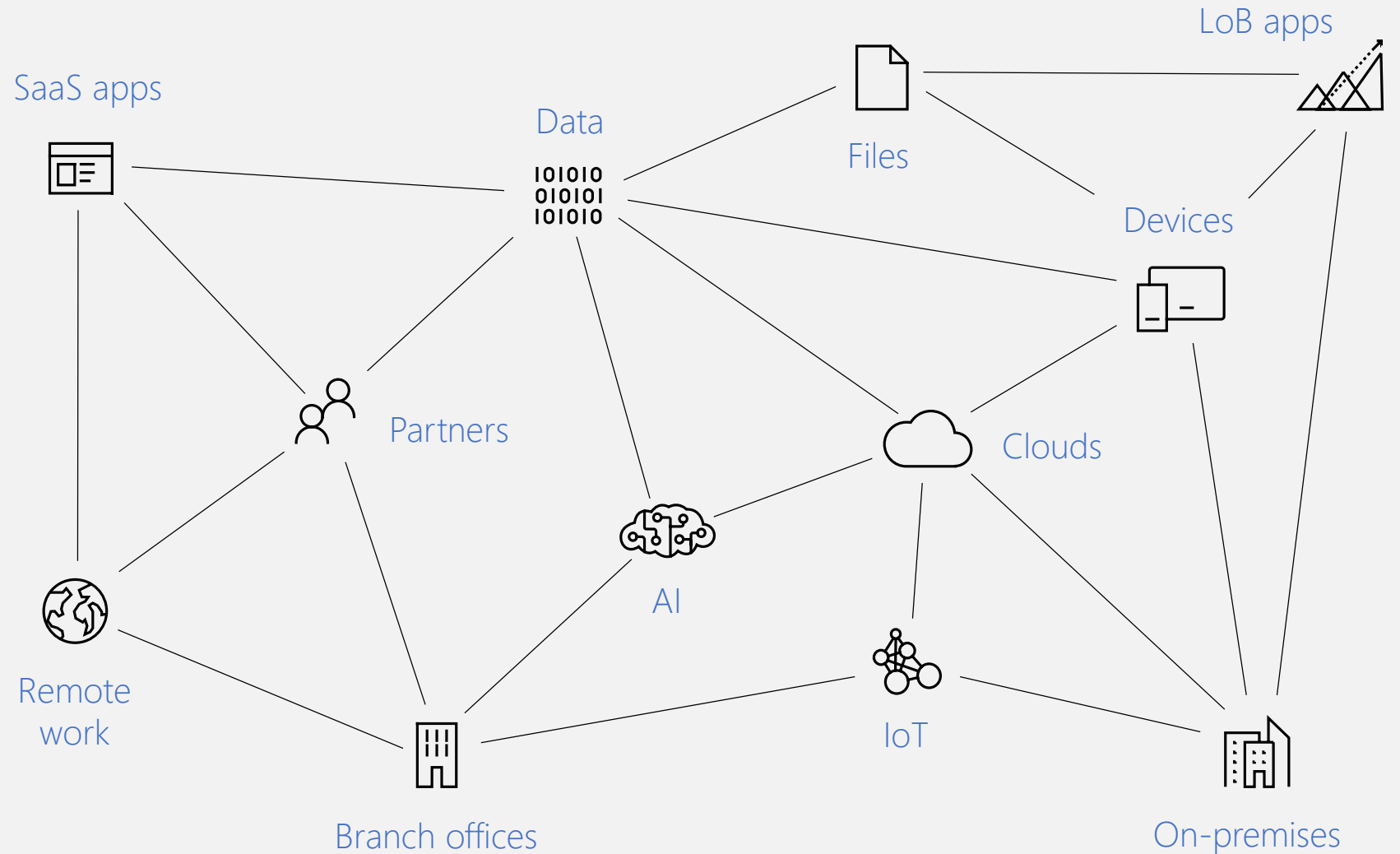


Security for the productive enterprise in a mobile-first cloud- first world

Enterprise Mobility + Security (EMS)



Digital transformation has stressed your existing security practices



SaaS adoption challenge

73%

of enterprises indicated security as a top challenge holding back SaaS adoption*

80%

>80% of employees admit to using non-approved SaaS apps in their jobs**

• Cloud Security Alliance (CSA) survey, Cloud Adoption, Practices and Priorities Survey Report 2015

** <http://www.computing.co.uk/ctg/news/2321750/more-than-80-per-cent-of-employees-use-non-approved-saas-apps-report>

Identity may be your biggest weakness

~ 2B

The global mobile workforce by 2020¹

73%

of passwords are duplicates²

40%

of passwords are eventually compromised³


1. Strategy Analytics. "Global Mobile Workforce Forecast Update 2016-2022." Oct 2016.
2. Entrepreneur.com. "Password Statistics: The Bad, The Worse, and The Ugly." June 3, 2015.
3. DARKReading. "Data Breach Record Exposure Up 205% from 2016." Nov 8, 2017.

Data breach



The screenshot shows a web browser window with the URL <https://www.itgovernance.co.uk/blogs/physician-services-alerts-32-000-patients->. The page header includes the IT Governance logo and navigation links for 'Blog Home', 'Cyber Security', and 'Privacy'. The main content area features the article title 'List of data breach records leaked' by Luke Irwin, dated 28th March 2019. The text discusses a data breach at the departure of IT Governance, mentioning 2,100,480,045 records compromised and a total of 1.52 billion records over the 2019 period.

Ransomware Attacks Are Testing Resolve of Cities Across America

-  a black sign with white text: A handwritten sign posted near City Hall in Baltimore after some of the government's computer systems were hacked in May. The city, which did not pay a ransom of about \$76,000, has spent more than \$5.3 million to recover from the attack.

1/3 SLIDES © Stephanie Keith/Reuters

A handwritten sign posted near City Hall in Baltimore after some of the government's computer systems were hacked in May. The city, which did not pay a ransom of about \$76,000, has spent more than \$5.3 million to recover from the attack.

WILMER, Tex. — At the public library in Wilmer, Tex., books were checked out not with the beeps of bar code readers but with the scratches of pen on notebook paper. Out on the street, police officers were literally writing tickets — by hand. When the entire computer network that keeps the small town's bureaucracy afloat was recently hacked, Wilmer was thrown into the digital Dark Ages.

physician-services-alerts-32-000-patients-

Alerts 32,000 hospital

ices' former medical center may have ports.

bine, a medical center previously health insurance information, Social

ch the health system discovered Jan. ach and found that an unauthorized ident information was found to have

free credit monitoring and identity ffected. The HHS Office for Civil ted.

tement. "To help prevent something anagement and information security

hysicians at its practice, until Feb. stone Family Medicine was not

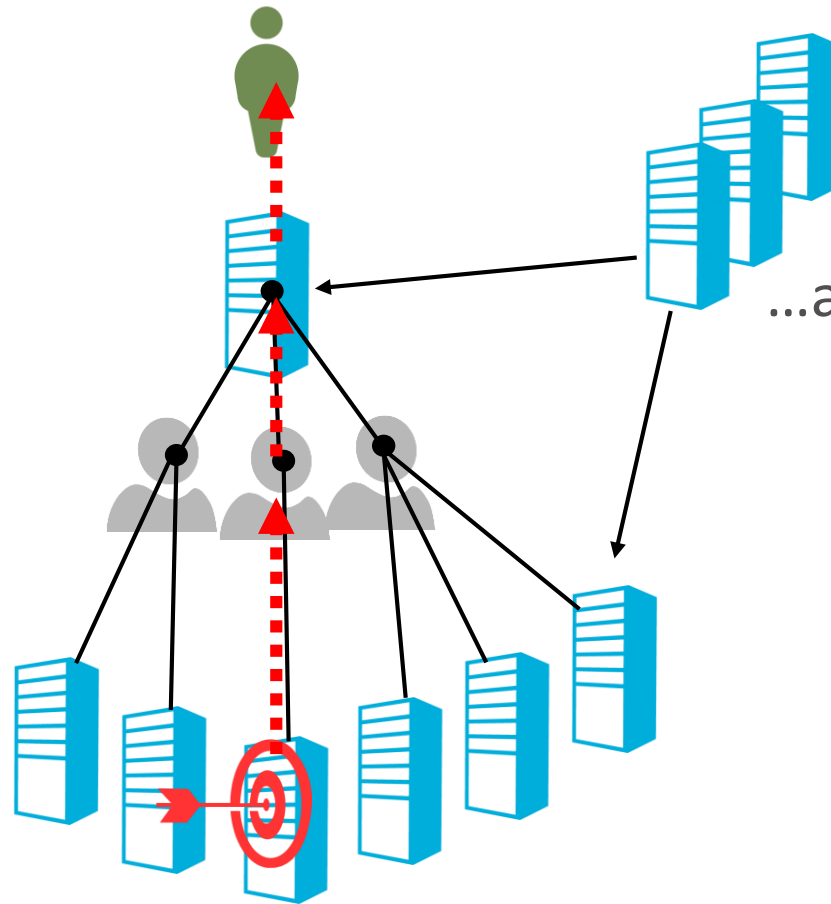
Dependency Analysis

This is an important account

...Which logs in on a server

...Which has other admins

...Who log on to other servers



...all managed by these tools

Password ABC123DE....

NTLM Hash
NTLM

Kerberos TGT
TGT

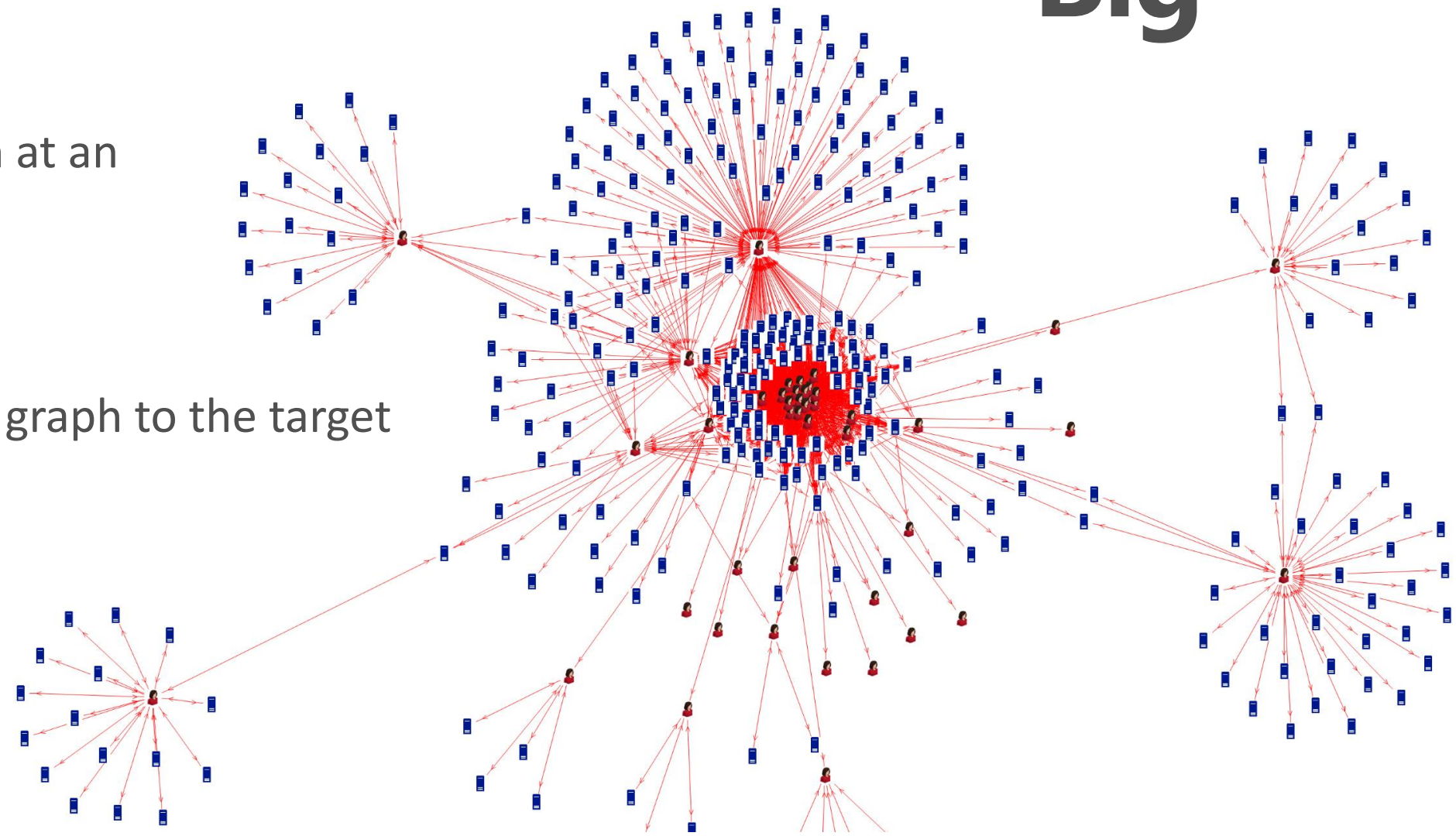
Management Agent
Agent

...Usually Leads to Discovery of a Graph

**^
Big**

Once adversaries get in at an edge....

...they can traverse the graph to the target



What is Microsoft 365 Business – secure by default



Office 365

Office Applications

Word, Excel, PowerPoint, Outlook, and more

Online Services

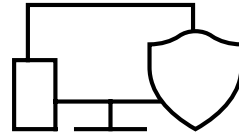
Exchange, OneDrive (1TB), Teams, and more

Advanced Services

Exchange Online Archiving

Additional Benefits

Consistent security configuration across Windows 10, macOS, Android, and iOS devices



Advanced Security

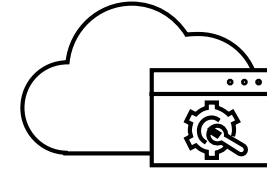
External Threat Protection

Office 365 Advanced Threat Protection
Multi-Factor Authentication
Enforce Windows Defender to be on
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Internal data leak prevention

Data Loss Prevention
Azure Information Protection

Upgrade from Windows 7 Pro or Windows 8.1 Pro to Windows 10 Pro at no additional cost



Device management

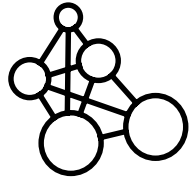
Device management

Microsoft Intune
Windows 10 Credential guard
SSO > 10 apps

Deployment assistance

Windows AutoPilot
Auto-installation of Office apps
AAD Auto-enroll

99.9% financially-backed uptime guarantee;



Powered by intelligence

Detect threats with intelligence by using machine learning models to uncover suspicious behavior on-premise or in the cloud.

Uses the Microsoft Intelligent Security Graph to analyze data from trillions of signals from emails, apps, websites, and Windows.

Prevents access to sensitive resources using device trust-based Conditional Access.

Customers and partners can now connect to the Intelligent Security Graph using a new Security API.

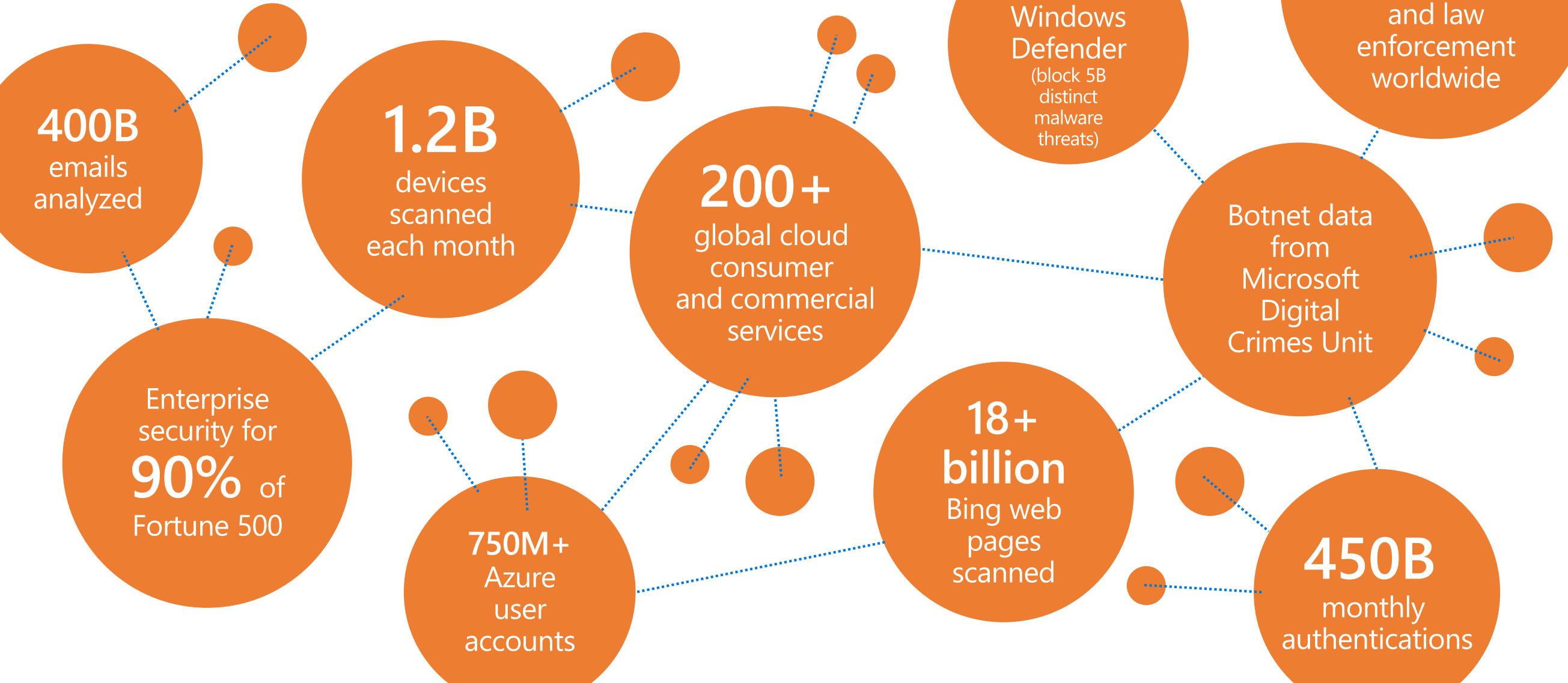
“ The Security Graph API allows us to receive not only actionable alert information but allows security analysts to pivot and enrich alerts with asset and user information.”

Colby DeRodeff //

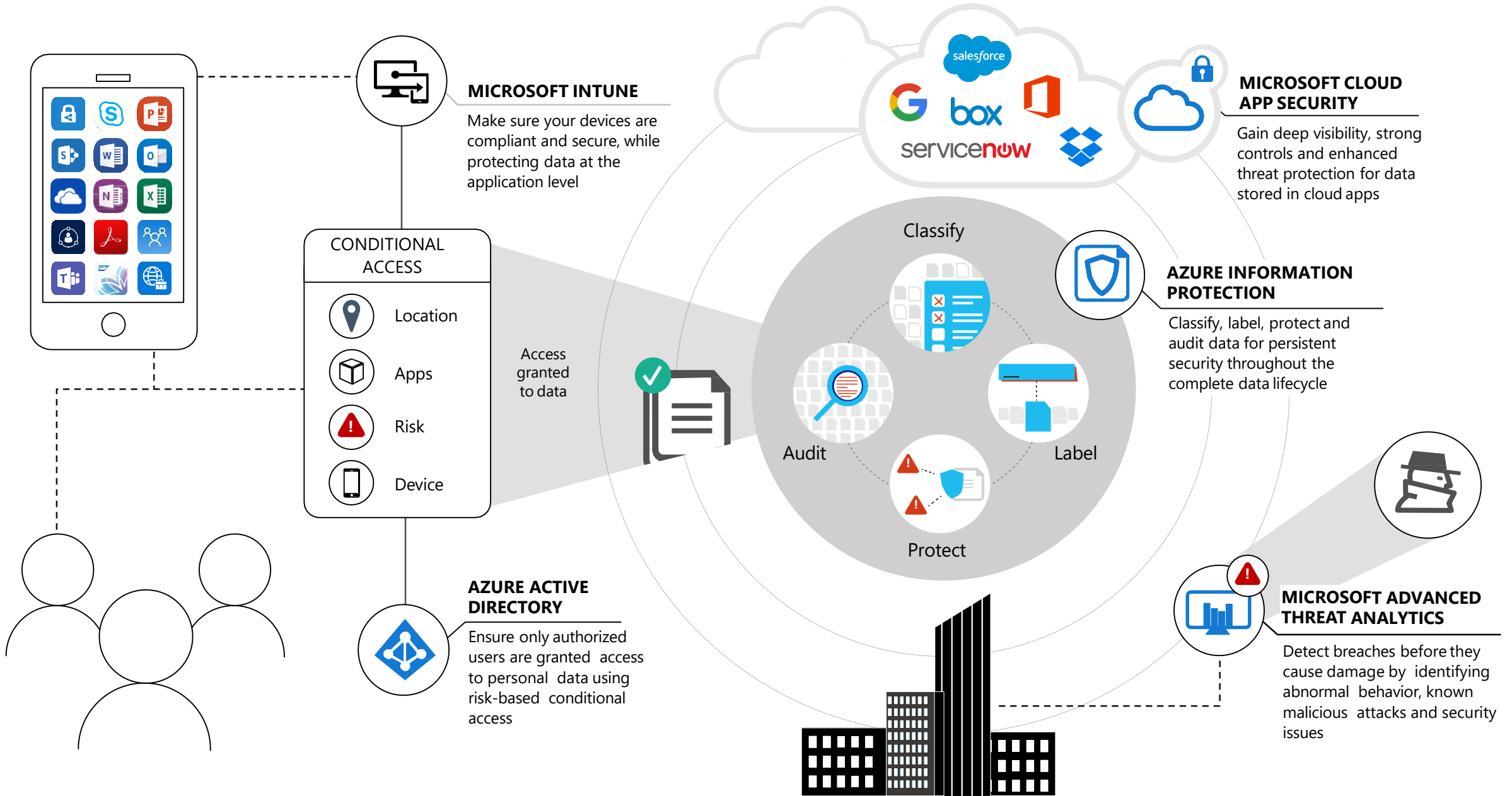
Chief Strategy Officer, Anomali

Microsoft Intelligent Security Graph

Unique insights, informed by 6.5 trillion signals a day



Microsoft Enterprise Mobility + Security

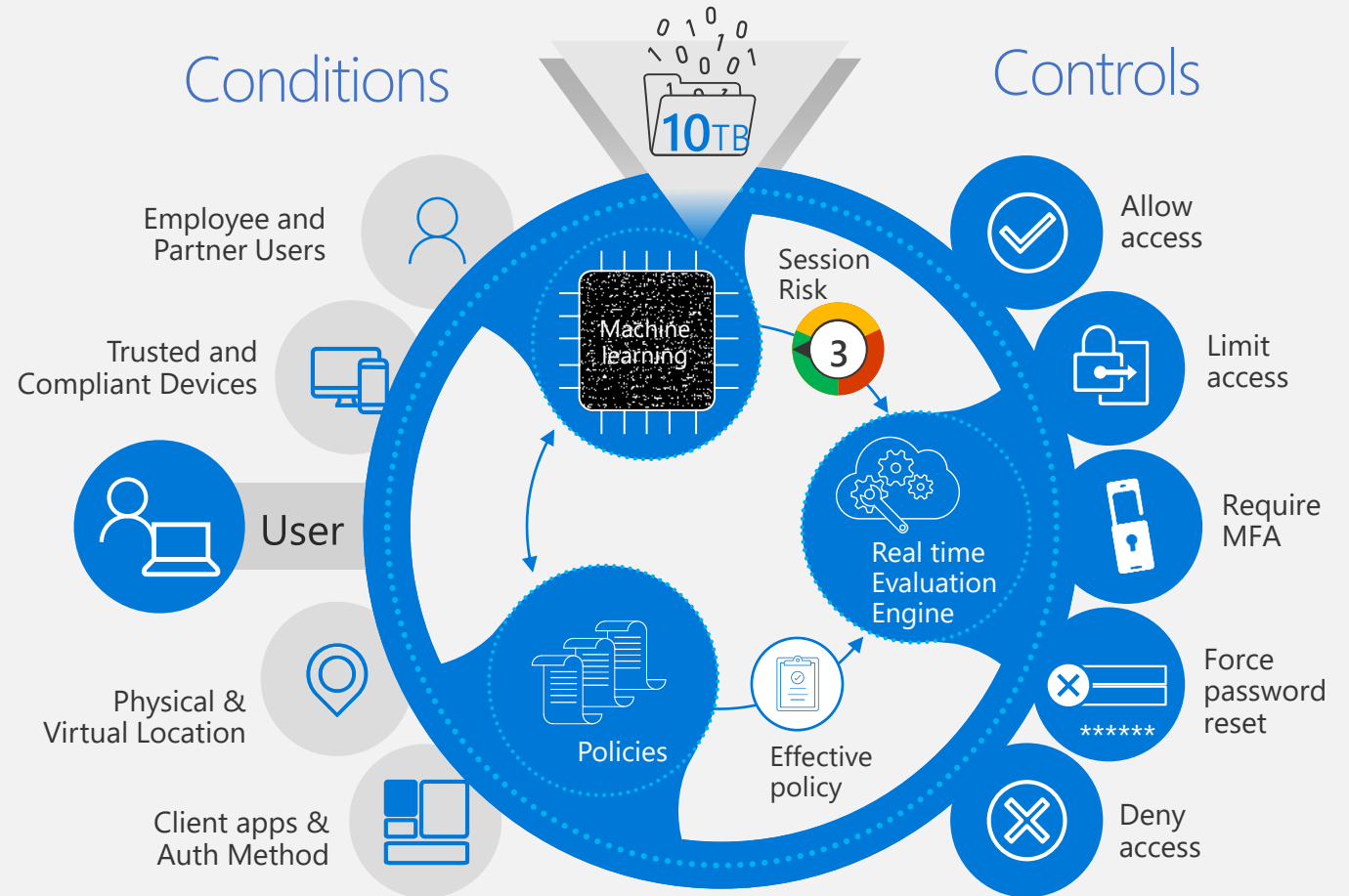


Conditional access to data with real-time risk analysis

Define **contextual policies** at the user, location, device, and app levels

Controls adapt to **real time conditions** based on monitoring of perceived risks

Risks calculated based on **advanced Microsoft machine learning**





Automated by Windows Defender ATP

Broad visibility into your endpoint security

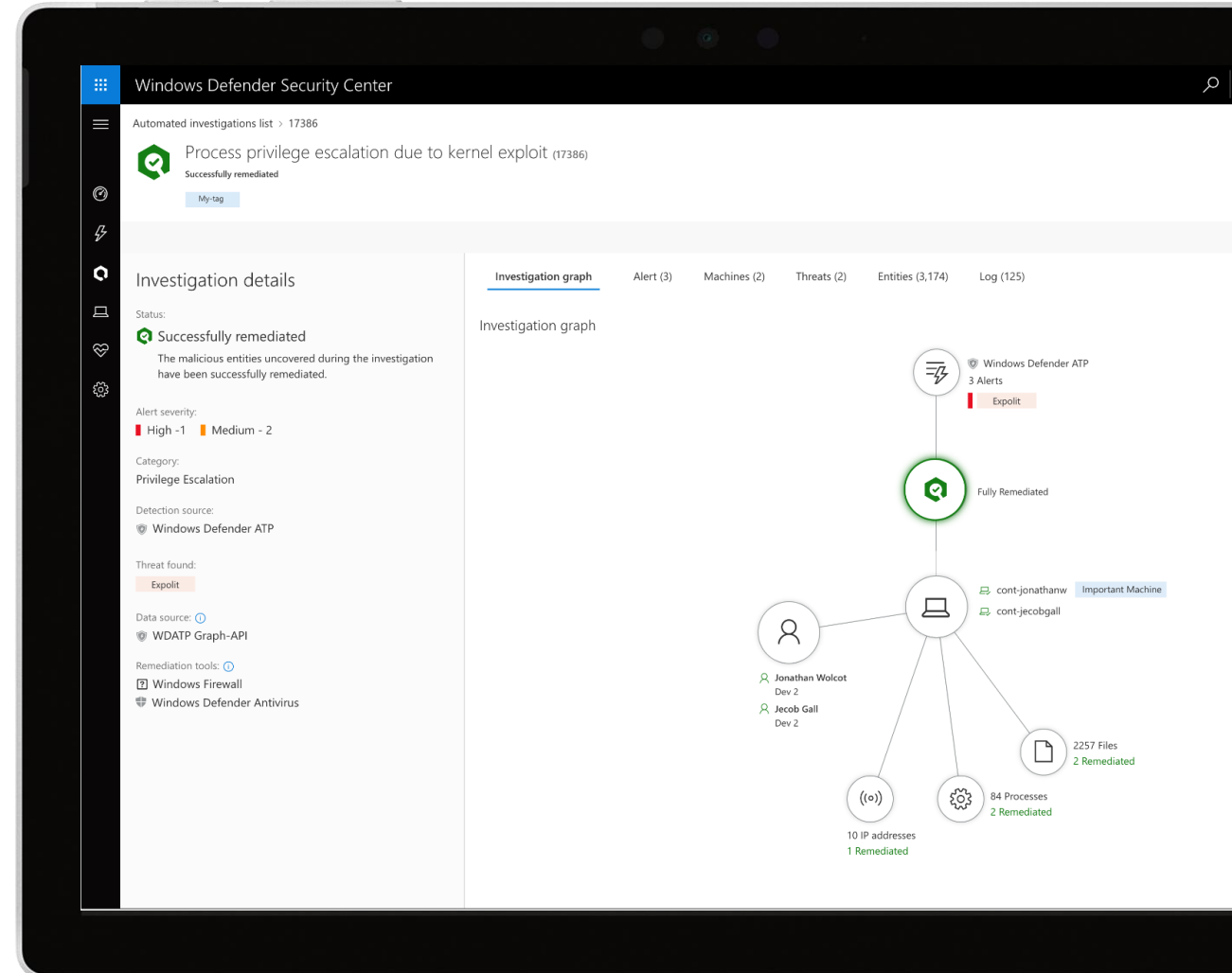
Driven by artificial intelligence to automatically investigate alerts and remediate threats

Built-in prevention fueled by the Intelligent Security Graph

Intuitive dashboard with six months of historical data

Understands the full incident scope to remediate across multiple endpoints

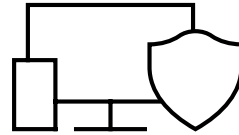
Identify unprotected systems with recommended actions for improvements.



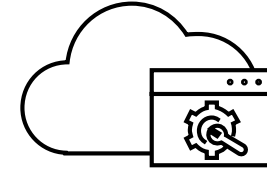
What is Microsoft 365 Business – modern management



Office 365



Advanced Security



Device management

Office Applications

Word, Excel, PowerPoint, Outlook, and more

Online Services

Exchange, OneDrive (1TB), Teams, and more

Advanced Services

Exchange Online Archiving



External Threat Protection

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Multi-Factor Authentication
Enforce Windows Defender to be on
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Azure Information Protection



Device management

Microsoft Intune
Windows 10 Credential guard
SSO > 10 apps

Deployment assistance

Windows AutoPilot
Auto-installation of Office apps
AAD Auto-enroll

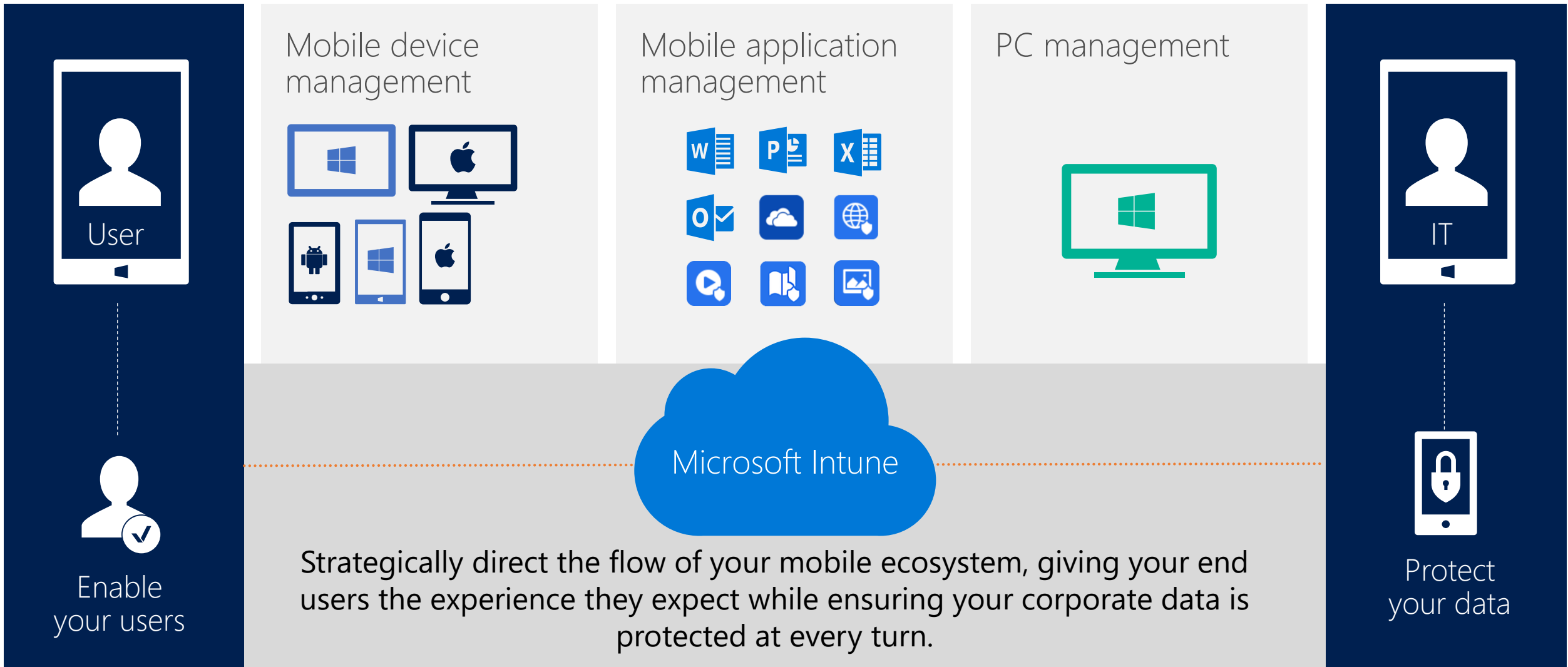
Additional Benefits

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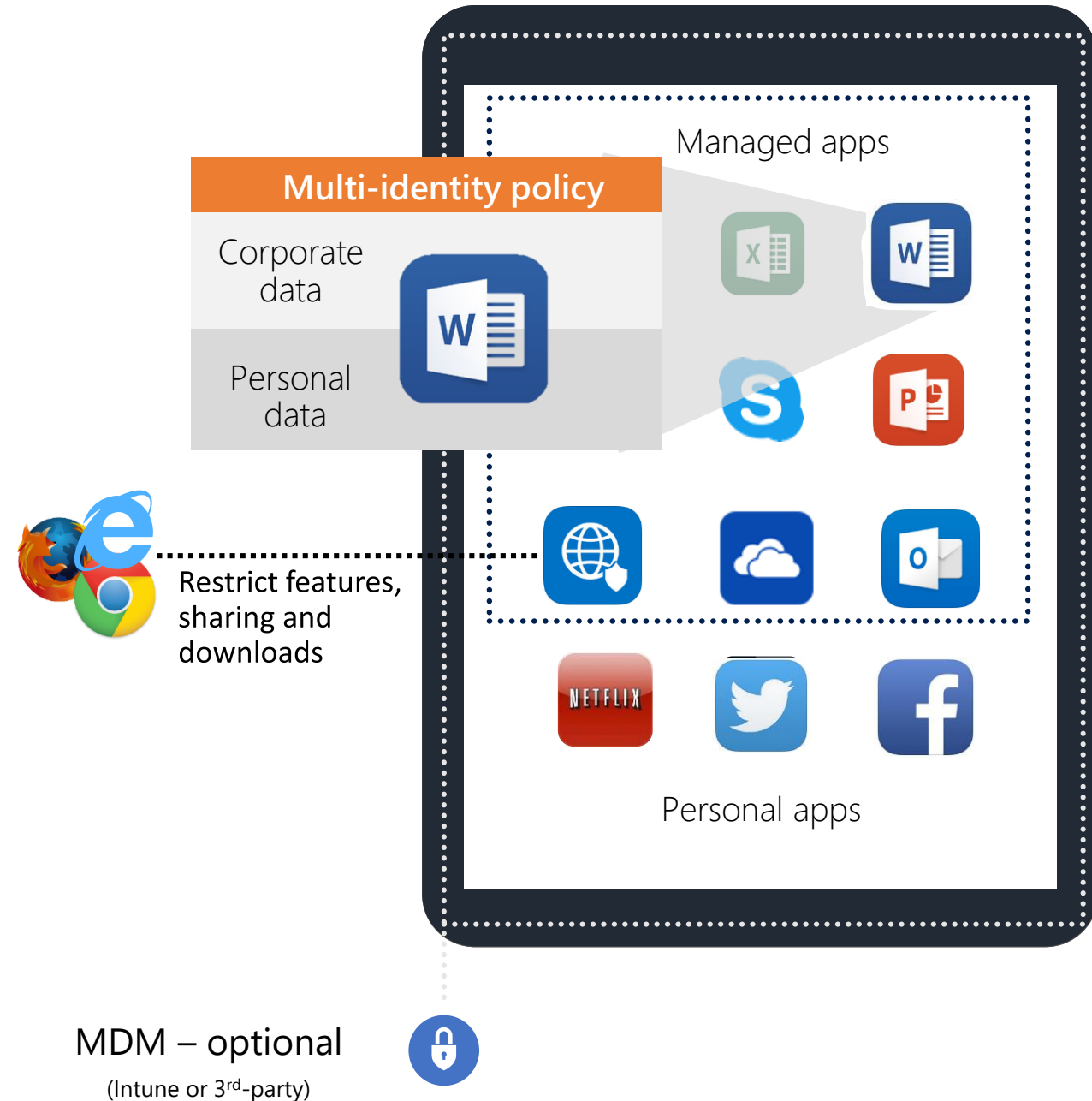
Enterprise mobility management with Intune



Control what happens after the data is accessed

Our app protection policies allow you to control what happens to docs and data after they've been accessed.

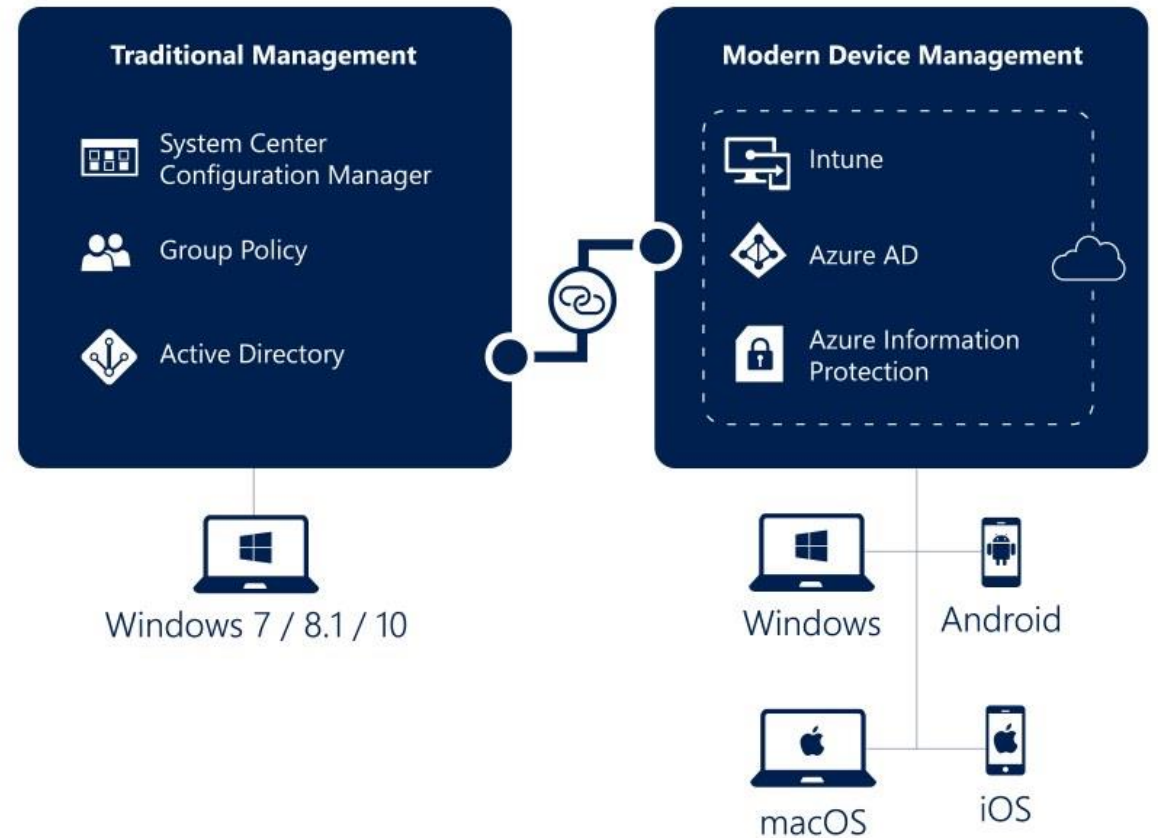
- App encryption at rest
- App access control – PIN or credentials
- Save as/copy/paste restrictions
- App-level selective wipe
- Managed web browsing
- Secure viewing of PDFs, images, videos



Everything you need for modern PC management

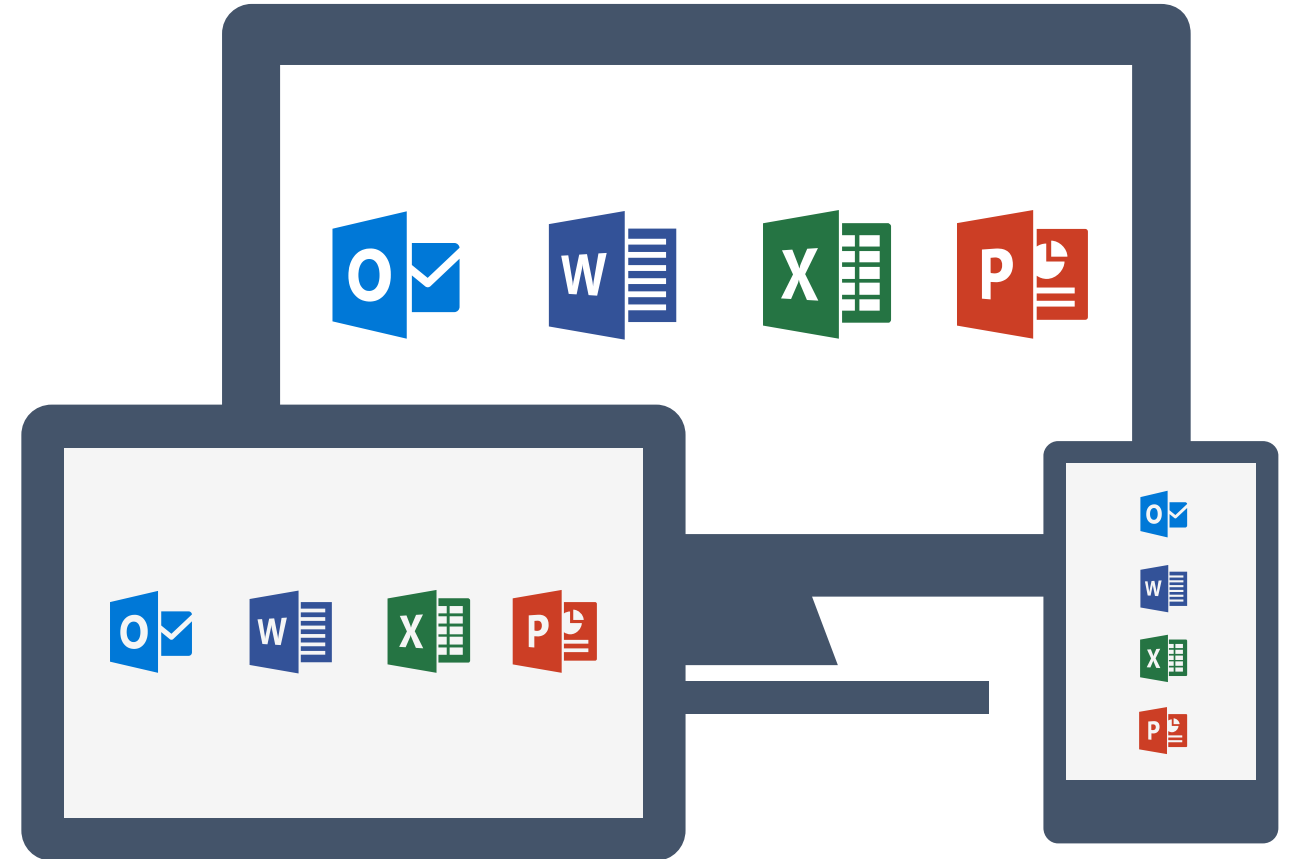
With the different options in Windows 10, plus Configuration Manager and Intune, you have the flexibility to stage implementation of modern management scenarios while targeting different devices the way that best suits your business needs.

Your Windows Environment is diverse. Only Microsoft gives you the management options for today and the future.



The Office apps end-users expect

Give your people the real Office experience they expect, without compromising the control you need. Intune gives you unparalleled control over the data in that moves through Office - across all your devices.



Protect with and without enrollment

Intune's application protection policies give you the versatility to manage your data with or without device enrollment.



The best control with Intune-enlightened apps

All Intune-enlightened applications are built with the Intune App SDK, enabling them with the richest set of mobile application protection policies available.

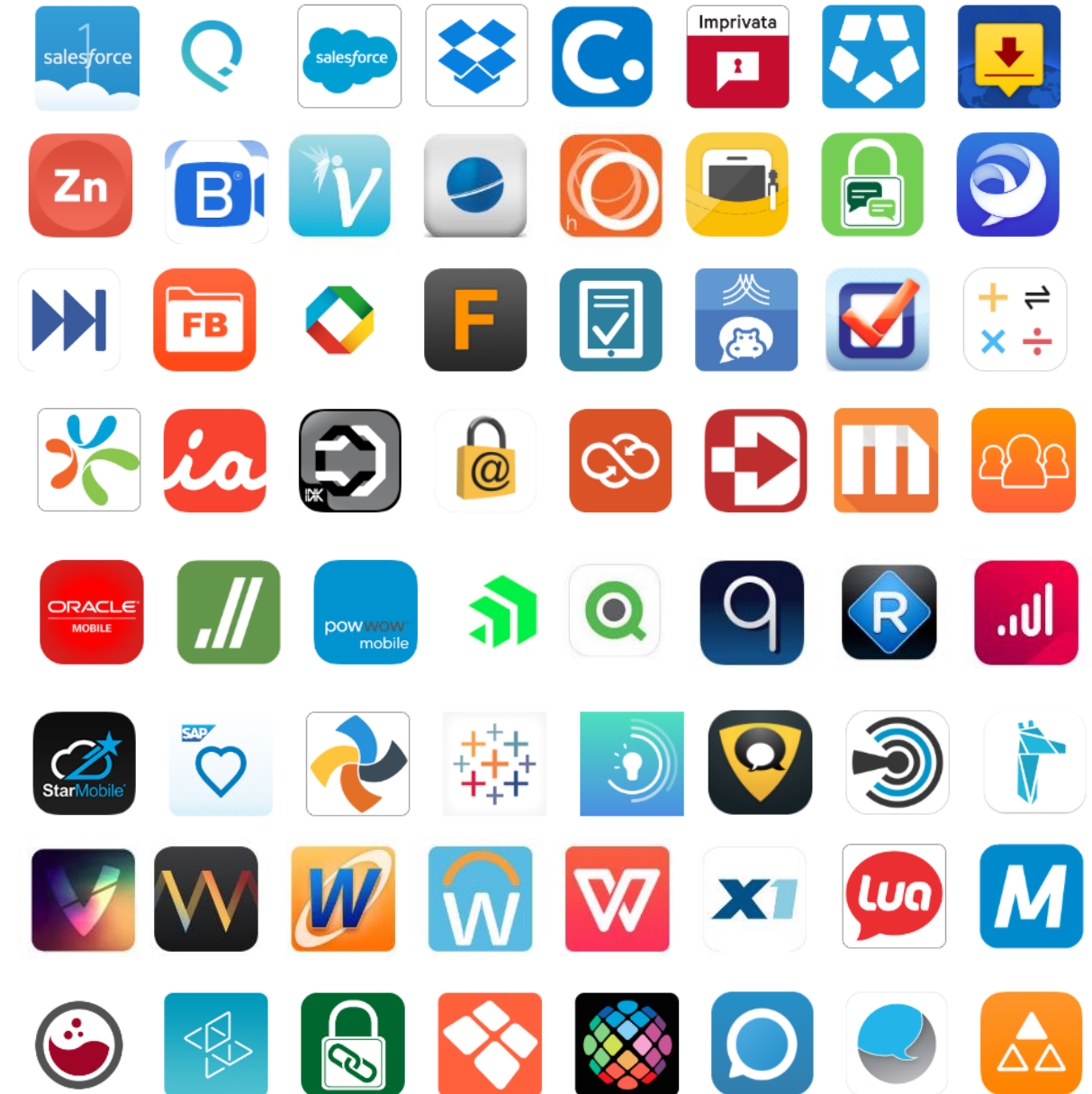
Many also support multi-identity and without enrollment scenarios.



Also manage apps via native OS app controls

Intune can also manage apps via native app controls that are exposed through iOS and Android operating systems. This capability extends Intune's app ecosystem beyond our SDK built enlightened apps, to include many other popular business apps.

Only for managed devices.





AutoPilot & Modern Desktop Deployment

The world is changing

New challenges

Disruptive business models and regulations



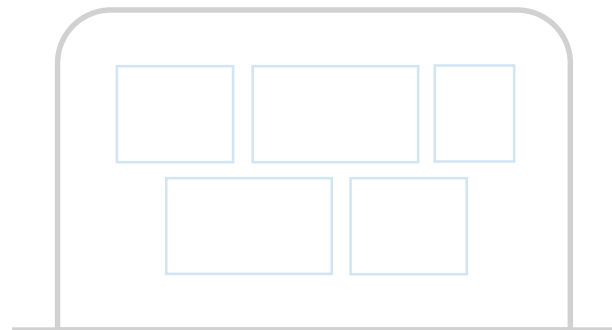
New & sophisticated security threats



Consumerization of IT



Ultimately, how do you do more with less?



IT goals

Enable user productivity on any device, anywhere



Improve security to keep users and company data protected

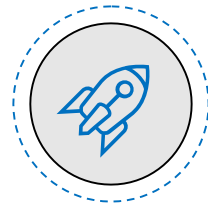


Become a strategic partner to business and drive innovation





Windows 10: deployment choices



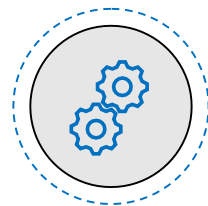
Modern provisioning

- Transform new devices into work-ready from the cloud
- No imaging required; lower effort and lower cost



Upgrade

- Existing Windows 7 and 8.1 devices upgraded to Windows 10
- Let Windows do all the work, automatically migrating apps, data, and settings

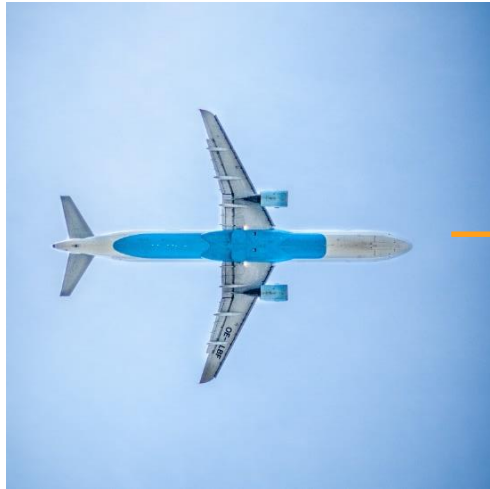


Traditional

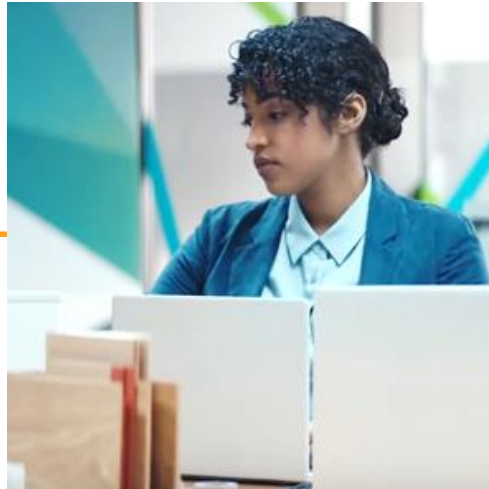
- Image-based wipe-and-reload approach for moving from Windows 7 and 8.1 to Windows 10
- Higher effort and cost, but necessary in some scenarios

Traditional Deployment

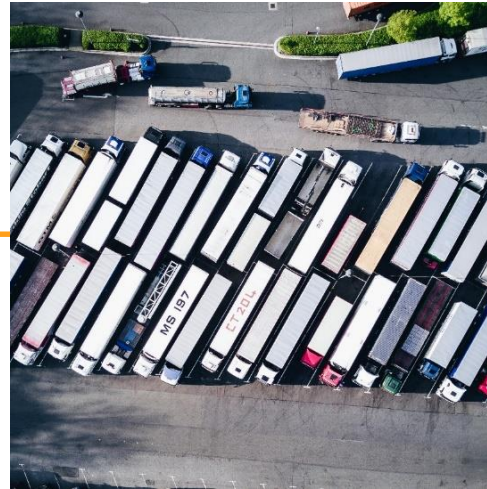
Manual-focused, High Touch Approach



IT Order Units to IT Department



IT Re-image machines with company image (including software, and security requirements)

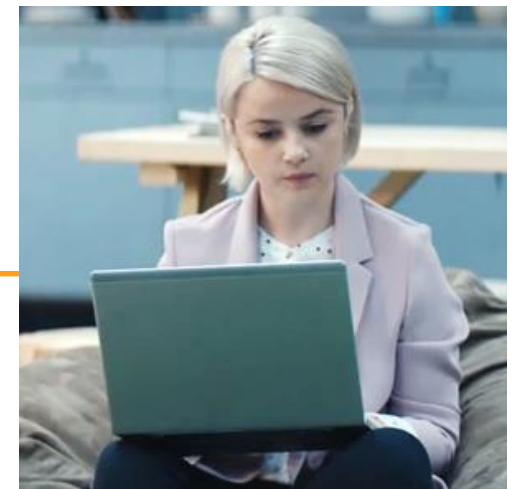


IT Deliver Units to Users

A significant part of the initial setup process is ensuring users have the correct software installed, and required security measures up-to-date and enabled.

USER

Login and setup user accounts



Autopilot Deployment

Cloud focused, Zero Touch Approach

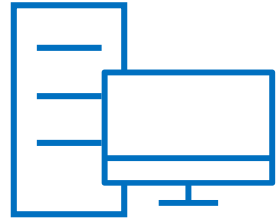


IT Order units delivered directly to customer.

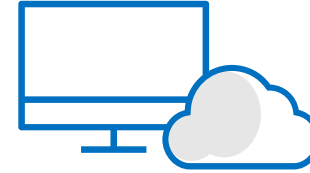
USER

- User boots Windows for the first time and connects to the Internet to finish Windows setup.
- Autopilot joins the device to the AAD domain and skips Windows setup settings.
- The user logs in with company credentials.
- Intune or a compatible MDM automatically configures settings, security policies and installs apps.





Traditional IT



Modern IT



Single Device

Multiple Devices

Business Owned

User and Business Owned

Corporate Network & Legacy Apps

Cloud Managed & SaaS Apps

Manual

Automated

Reactive

Proactive

High-touch

Self-Service

Getting to a modern desktop

1



2



3

Windows 10

Microsoft 365

ConfigMgr & Intune



Start with Windows 10

Intelligent security

Simplified updates

Flexible management

Enhanced productivity

The best, most secure Windows ever

1



Microsoft 365

Office 2019 and older

One PC

Static features, frozen in time



Microsoft 365

Per user



Better every month



Real-time collaboration



Enhanced security



Mobile + PC + mac + web



AI powered creativity



Data to AI based Insights



1TB OneDrive storage

2



Stay current with ConfigMgr & Intune

Complete device and app management

The most scale, flexibility and efficiency

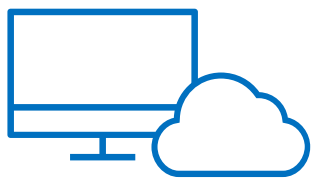
Security enhanced by the Microsoft cloud

Cloud-connect in just four clicks

Empower IT to save time and money while strengthening security

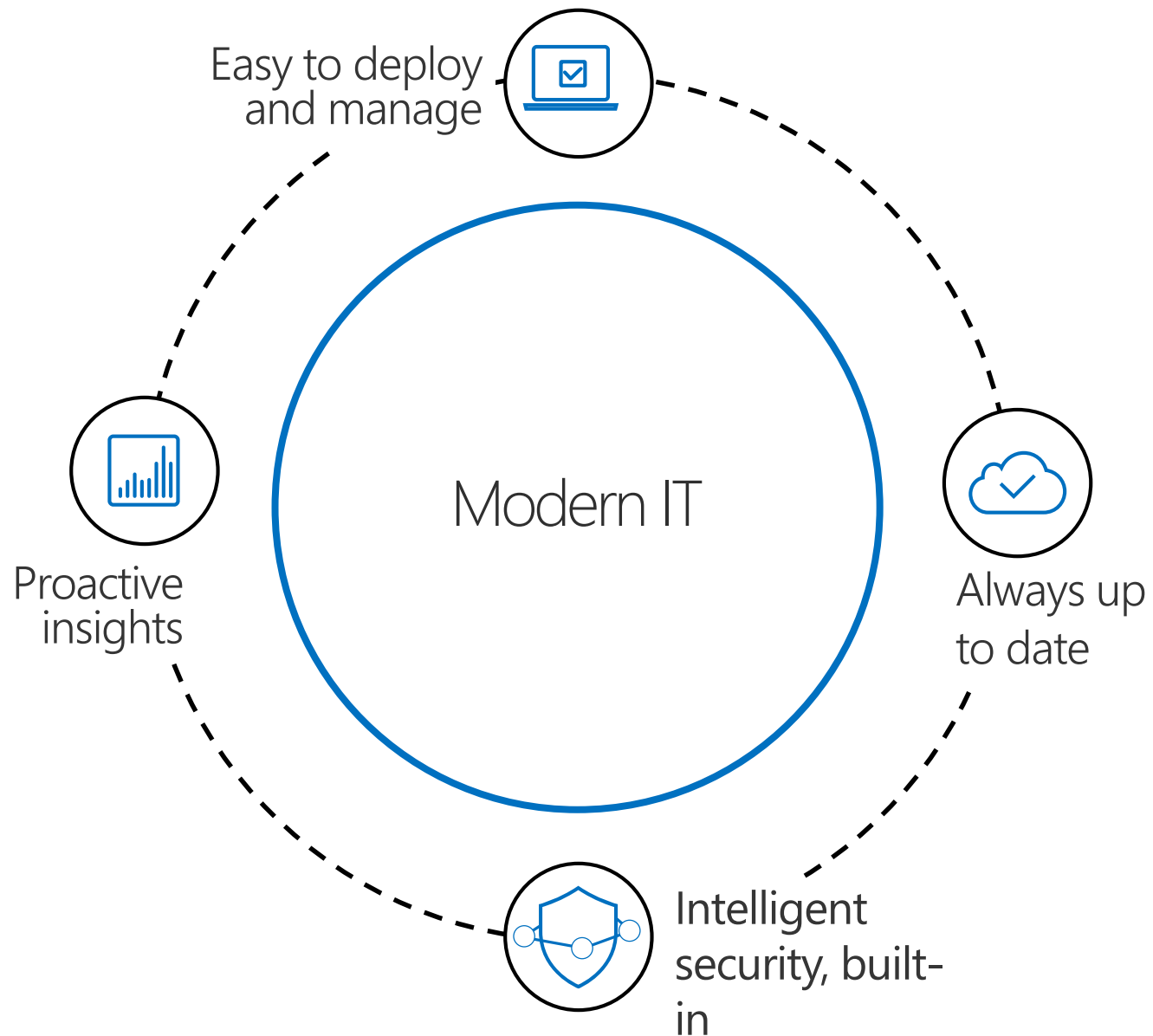
3



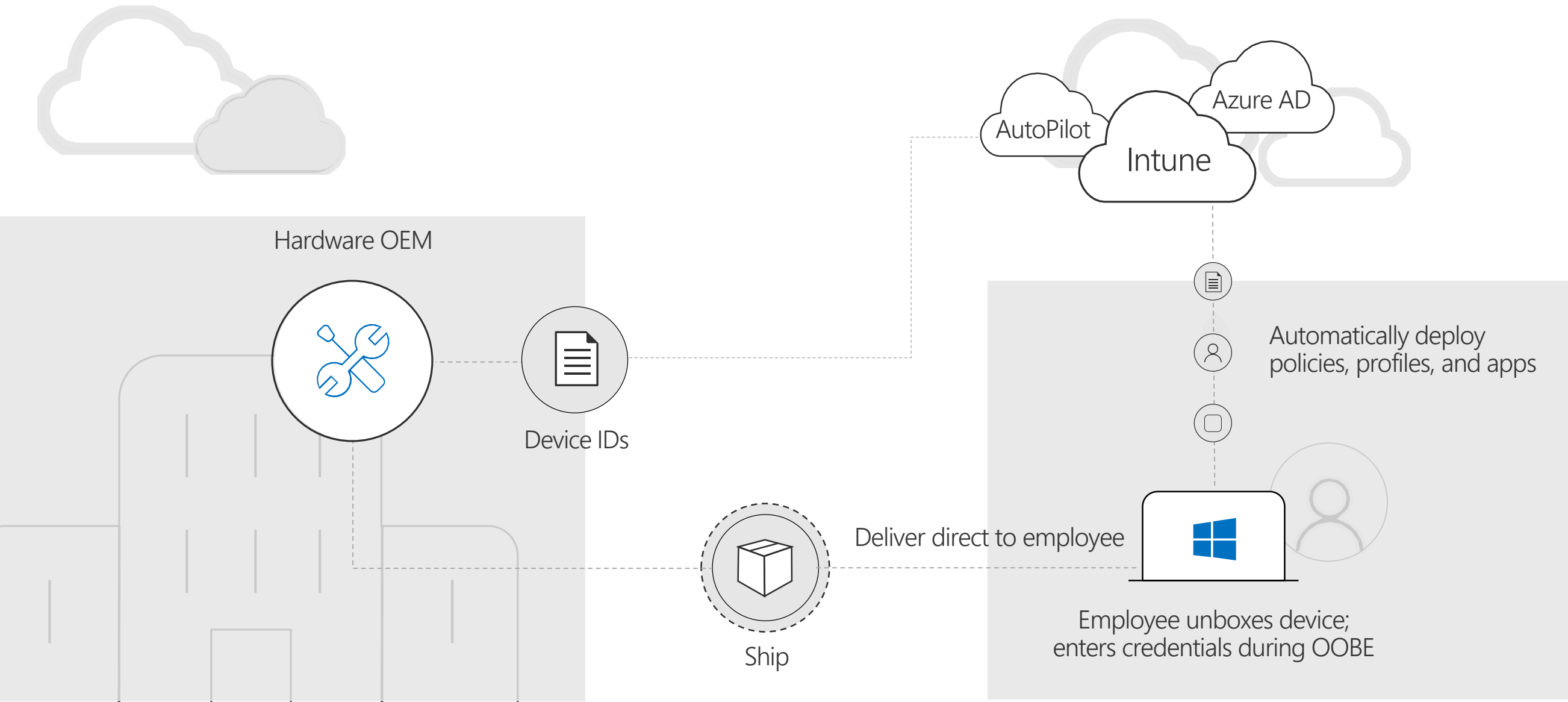


Modern Desktop Management

The best way to experience Microsoft 365

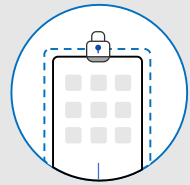
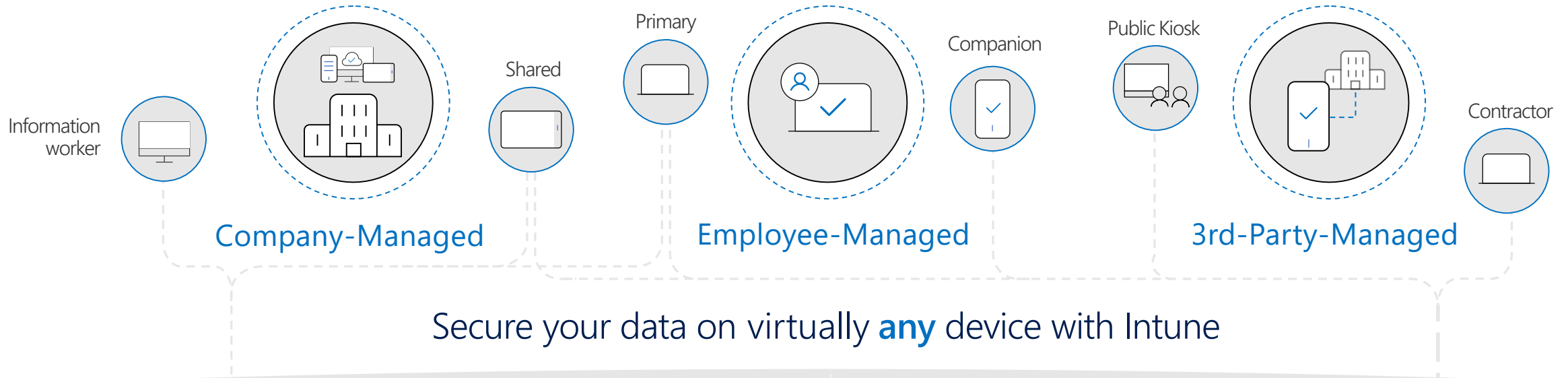


Windows AutoPilot with Microsoft 365



Unified endpoint management with Intune

Intune gives you the flexibility and control to secure your data on any device—even those you don't manage.



Mobile Device Management (MDM)

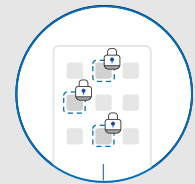
Enroll devices for management

Provision settings, certs, profiles

Report & measure device compliance

Remove company data from devices

Mobile Application Management (MAM)



Publish mobile apps to users

Configure and update apps

Report app inventory & usage

Secure & remove company data within mobile apps

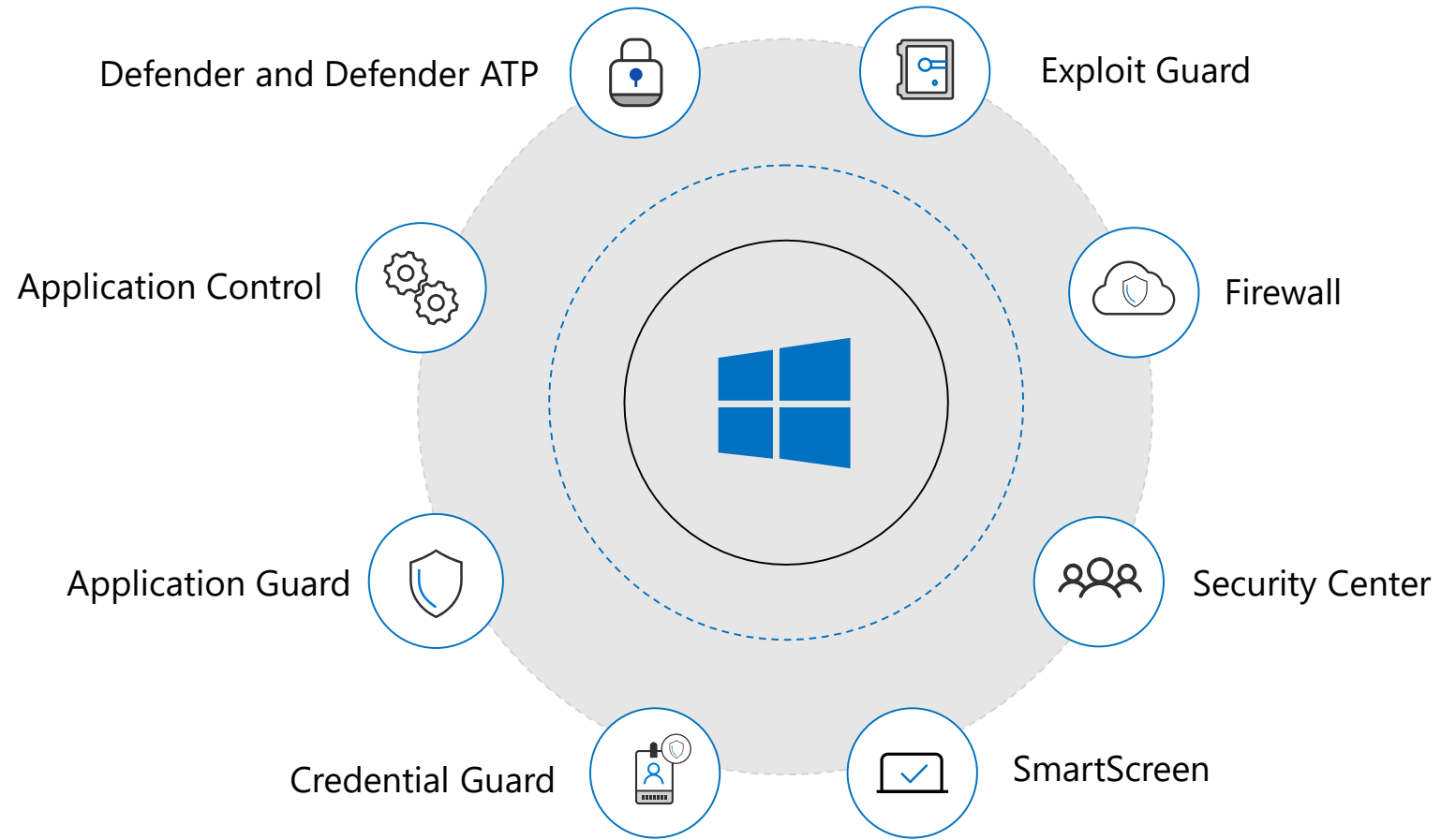


Conditional Access: Restrict access to managed & compliant devices



Conditional Access: Restrict which apps can be used to access email or files

Windows 10 security platform

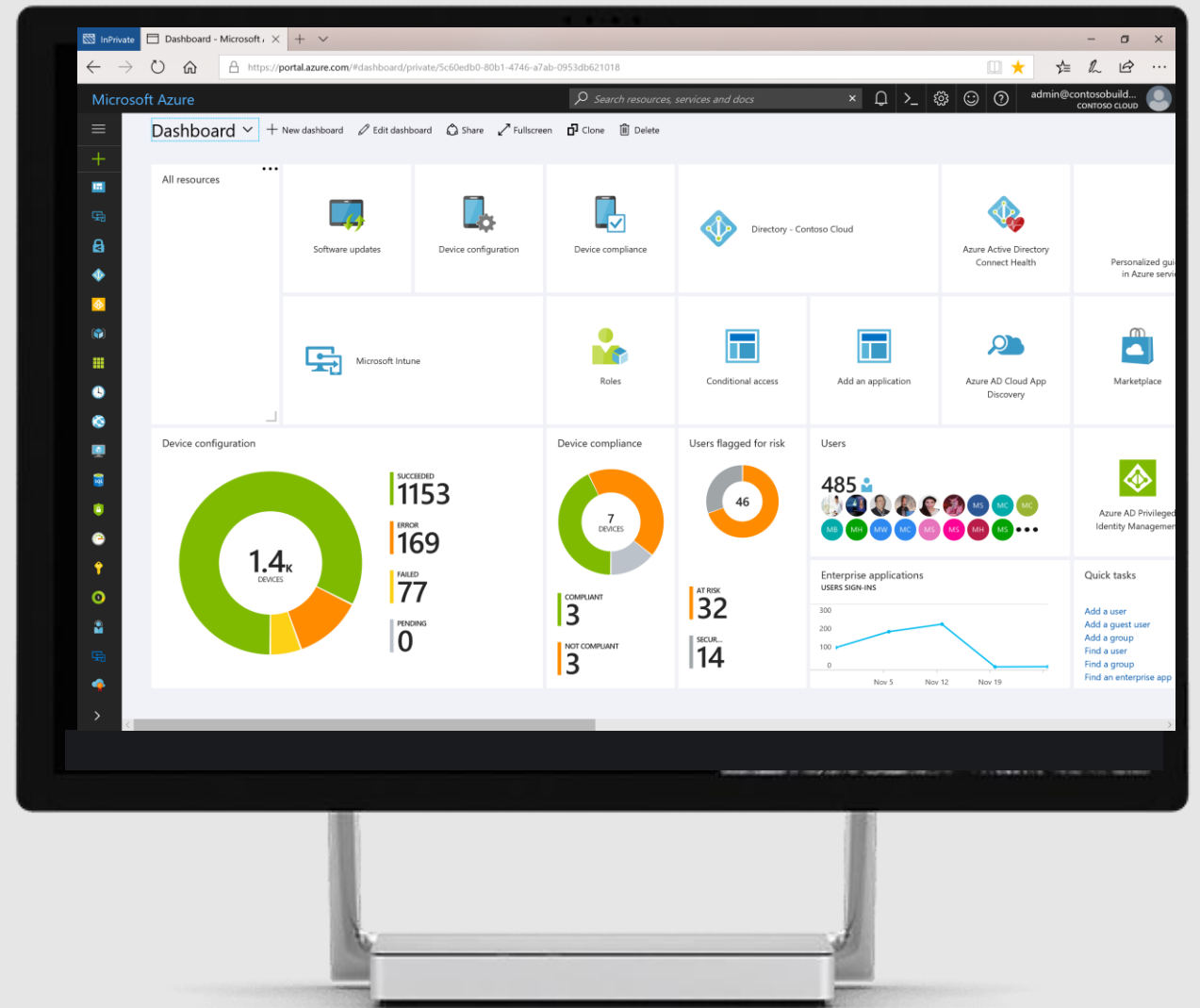


Integrated security configuration management

Available through Intune - eliminates the need to deploy, manage & secure additional infrastructure

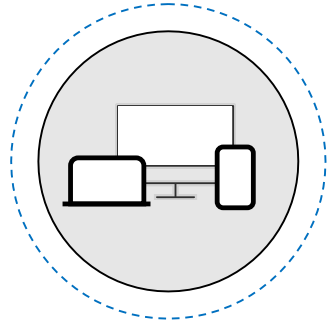
A single configuration management experience to author policies, track deployment & state

Rich threat detection and response capabilities with Windows Defender ATP



Proactive Insights with Windows Analytics

Upgrade Readiness



Plan upgrades by identifying devices that are ready and identify and resolve top app/driver compat blockers.

Update Compliance



Ensure update and antimalware compliance with timely reports for all your devices (even those on the road).

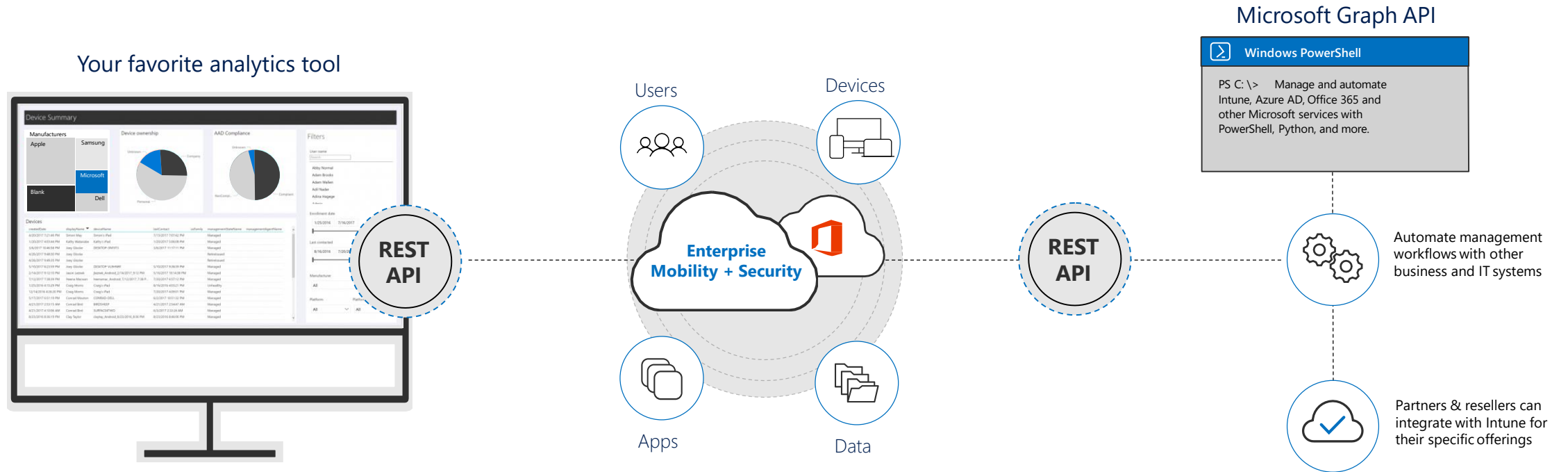
Device Health



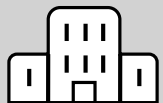
Reduce support costs by proactively identifying and remediating top end-user impacting issues.

Advanced analytics

Leverage Microsoft Graph API to access EMS and Office 365 data programmatically



Built to meet the evolving needs of your enterprise



Redesigned architecture for scalability, resiliency, global availability, and security



Delivered from the cloud and always up-to-date



Connect to PowerBI and other reporting platforms



Historical data with Intune Data Warehouse

Paths to modern management

Cloud-first



A new organization starting with modern workplace

Big switch transition



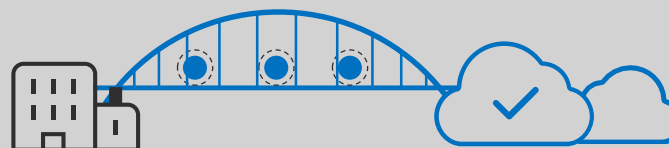
Many workloads need to be modernized at the same time

Group by group transition



Doesn't address the needs of the full organization

Iterative (co-management)



Iteratively move workloads to modern

How Can I Purchase Intune?

License	Intune version	MSRP
Intune	Intune	\$6
Intune Device	Intune Device	\$2
Enterprise Mobility + Security E3	Intune	\$9
Enterprise Mobility + Security E5	Intune	\$15
Microsoft 365 E3	Intune	\$34
Microsoft 365 E5	Intune	\$57
Microsoft 365 F1	Intune	\$10
Microsoft 365 Business	Intune	\$20
Microsoft 365 Education A3	Intune for Education	\$6
Microsoft 365 Education A5	Intune for Education	\$11

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 Archiving ³ , 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				●
Voice	PSTN Conferencing, Cloud PBX				●

[1] Available in US, UK, Canada; [2] Currently in public preview in US, UK, Canada; [3] Unlimited when auto-expanding turned on

*Data Loss Prevention Features will be available summer 2018

Q&A



