DICKER DATA | ◼ Microsoft

88%

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

Gartner

Sales Play 2a: All-in-one Enterprise Security
M365 Business Premium + M365 E5 Security Mini Bundle

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

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

Enterprise Security Challenges

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

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

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

Transformative Actions for IT Partners/ MSPs

✔ **Advanced Threat Hunting:** Utilise Microsoft Defender for proactive threat hunting across endpoints and services. Detect, investigate and respond to threats, uncover anomalies and identify risks to defend against emerging threats.

✔ **Level up Your Security:** With M365 E5, you get additional security capabilities, like Microsoft Defender, Microsoft Entra ID P2, and Microsoft Information Protection, providing comprehensive threat management and stronger data security.

✔ **Streamline Compliance and Governance:** Implement robust access controls and effortlessly comply with regulatory standards.

✔ **Include 24x7 Managed Cyber Security Services:** Pair this advanced security stack with Chorus MXDR for a fully managed SOC experience. We integrate Microsoft's XDR capabilities with their AI-driven automation and human expertise, reducing risk and accelerating response.

Partner Opportunity with M365 Business Premium + M365 E5 Security

Add-on services opportunity

Microsoft Defender for Endpoint P2	Privileged Identity Management	Monitor & Report		Monitor Session Activities	Proactive Threat Hunting
Microsoft Defender for Cloud Apps	Entitlement Management	Automatic Threat Remediation		DLP Policies	Attack Surface Reduction Rules
Microsoft Defender for Identity	Access Reviews	Advanced Anti-phishing	Behavioural Analytics	Activity Policies	Automated Threat Remediation
Microsoft Defender for Office P2	Risk-based Conditional Access	Safe Links & Safe Attachments	Identity Protection Alerts	Enable Cloud Discovery	Enable EDR
Microsoft Entra ID P2					
	Microsoft Entra ID P2	Microsoft Defender for Office P2	Microsoft Defender for Identity	Microsoft Defender for Cloud Apps	Microsoft Defender for Endpoint P2

$16K - $50K
Partner professional services opportunity

Why Chorus Cybersecurity Is the Partner of Choice for Microsoft Security

Chorus Cyber delivers Managed Detection and Response (MDR) and Managed Extended Detection and Response (MXDR) services through a channel partner model, enabling partners to offer enterprise-grade cybersecurity without building their own SOC.

Partner Value Proposition

Built for Microsoft Partners: Chorus leverages Microsoft-native signals (Defender, Entra ID, Sentinel) to deliver full-spectrum threat management.

No Additional Agents: All services run within the customer's existing Microsoft investment—cost-effective and operationally simple.

Verified Microsoft Security Partner: Chorus is a member of MISA and holds Microsoft-verified MXDR status.

Rapid Response Metrics: <3 min MTTA and <17 min MTTC vs. 180 min industry median.

Why Chorus Is a Winner

24x7x365 CSOC: Global coverage with some of the fastest response times in the industry.

Established Channel Model: Easy onboarding, no consumption commitment at stage one.

Strategic Microsoft Alignment: Services built entirely on Microsoft Security, maximizing licensing ROI and reducing third-party tool reliance.

Proven Outcomes: Real-world deployments show significant uplift in Microsoft licensing and Azure consumption.

Packaged Cybersecurity Solutions That Are Easy to Position

MDR (Managed Detection and Response) Focused protection at the endpoint level—detects, investigates, and contains threats quickly and effectively.
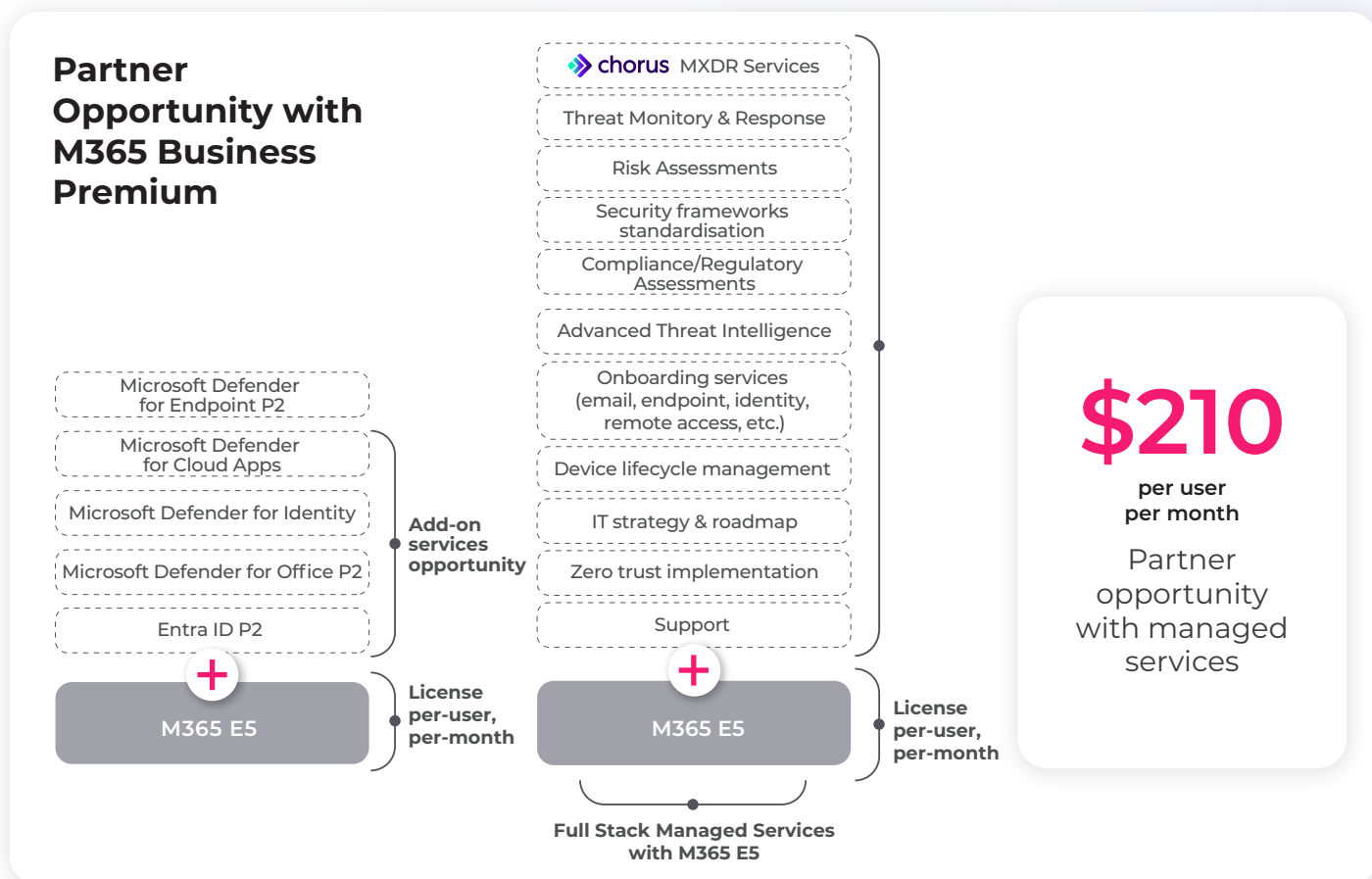
MXDR (Managed Extended Detection and Response) Comprehensive threat coverage across identity, network, email, infrastructure, data, and applications—leveraging Microsoft-native and third-party telemetry.

SERVICE COMPARISON		MDR	MXDR
24x7x365 CSOC		✓	✓
Analysts available by phone 24x7		✓	✓
30 minute high severity SLA		✓	✓
Containment and response actions		✓	✓
Chorus proprietary analytic rules		✓	✓
Microsoft Security Suite coverage	Defender for Endpoint	✓	✓
	Defender for Identity		✓
	Defender for Cloud Apps		✓
	Defender for Office		✓
	Defender for Cloud		✓
	Azure services		✓
Microsoft Sentinel custom integration			✓
Custom security playbooks			✓
MITRE ATT&CK framework mapping			✓
External attack surface monitoring			✓
Threat Detection & Response Coverage	Endpoints	✓	✓
	Entra ID Identities	✓	✓
	Servers	✓	✓
	Active Directory Identities		✓
	Non-Azure cloud services		✓
	Networking log sources (Firewalls/Switching/APs)		✓
	3rd Party APIs/Logs		✓
Weekly security service reports		✓	✓
Cyber Essentials aligned TVM report		✓	✓
Endpoint threat hunting		✓	✓
Cyber Threat Intelligence		✓	✓
Standard security playbooks		✓	✓
Security recommendations & guidance		✓	✓
Service governance		✓	✓
Extended threat hunting			✓

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

Partner Opportunity with M365 Business Premium

chorus MXDR Services

Threat Monitory & Response

Risk Assessments

Security frameworks standardisation

Compliance/Regulatory Assessments

Advanced Threat Intelligence

Microsoft Defender for Endpoint P2

Onboarding services (email, endpoint, identity, remote access, etc.)

Microsoft Defender for Cloud Apps

Device lifecycle management

Microsoft Defender for Identity

IT strategy & roadmap

Add-on services opportunity

Microsoft Defender for Office P2

Zero trust implementation

Entra ID P2

Support

+

M365 E5

License per-user, per-month

+

M365 E5

License per-user, per-month

Full Stack Managed Services with M365 E5

$210

per user per month

Partner opportunity with managed services

Main Resource

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

Other Resources

▶ Security Managed Services Partner Kit

▶ Microsoft Defender for Identity customer deck

▶ Microsoft Defender for Office 365 customer deck

▶ Microsoft Defender for Cloud Apps customer deck

▶ Microsoft Defender for Endpoint product pitch deck

$62,800

Average cost to a medium business of cyber crime

ACSC – Annual Cyber Threat Report 2022

Supercharge
your security offering

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

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