

Sales Play 2b: Threat Protection

M365 E3 + M365 E5 Security Mini Bundle

Add the M365 E5 Security Mini Bundle to M365 E3 to help customers enhance their security with layered protection, intelligent threat detection and response, and threat signal correlation to defend against evolving cyber threats.



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

Gartner

Fortify ANZ Businesses with M365 E5 Security: Build on a Trusted M365 E3 Foundation

Enterprise Security Challenges

Complex Security Threats: Expanding attack surface exposes 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

- ✓ **Comprehensive Threat Protection:** Deploy Microsoft Defender and Entra ID Plan 2 to safeguard identities and endpoints, providing a unified approach to combat emerging threats.
- ✓ **Proactive Security Management:** Harness AI and automation to accelerate threat detection and response, providing efficient protection.
- ✓ **Streamline Compliance and Governance:** Implement robust access controls and effortlessly comply with regulatory standards

Partner opportunity with M365 E3 + M365 E5 Security

Add-on services opportunity

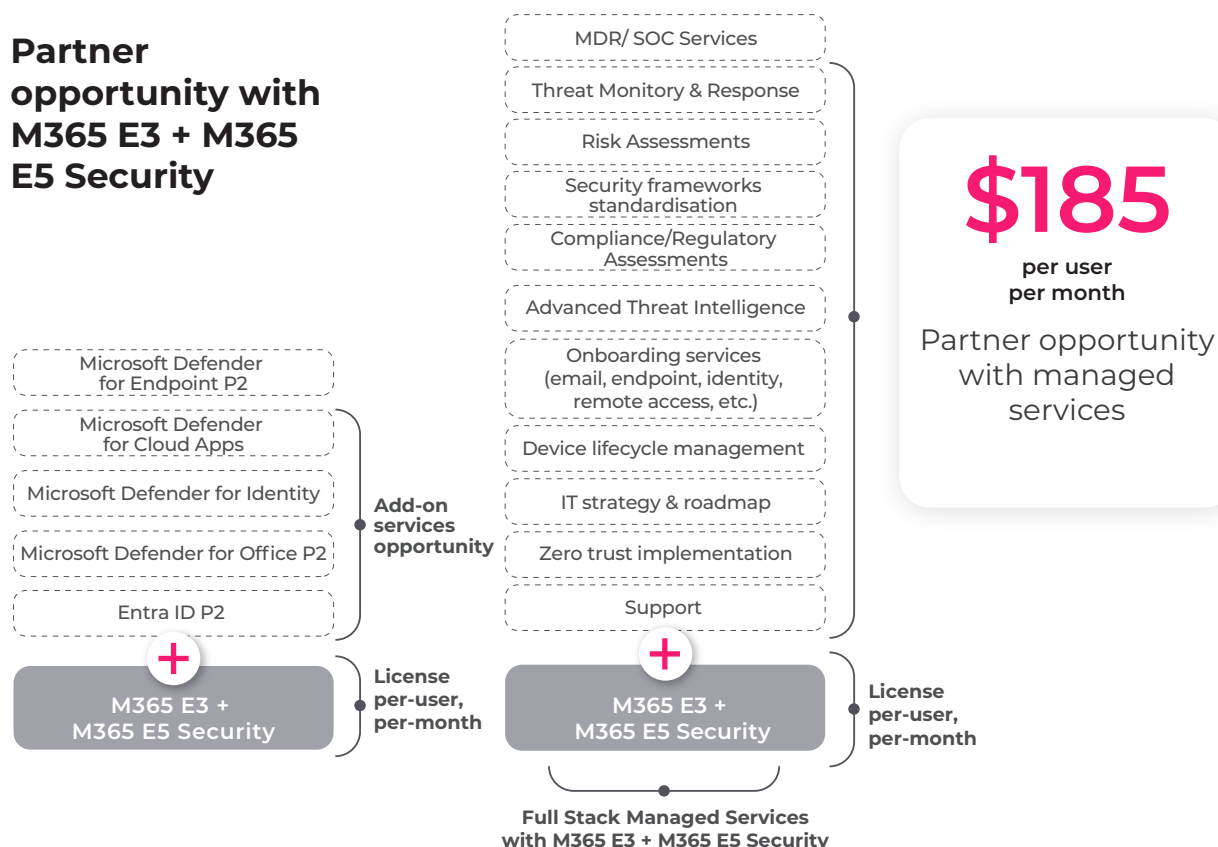


\$16K - \$50K

Partner professional services opportunity

Example of partner-managed services for M365 E5 Security add-on to M365 E3: 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 E3 + M365 E5 Security



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