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 2c: Data Protection
M365 E3 + M365 E5 Compliance Mini Bundle

Add the M365 E5 Compliance Mini Bundle to M365 E3 to help customers streamline their compliance and risk management with intelligent data protection, regulatory adherence, insider risk management, eDiscovery, auditing and proactive data management.

SMB Challenges

Complex Data Security Risks: Enterprises face an explosion of sensitive data across environments, creating challenges in protection, management and compliance.

Growing Regulatory Complexity: ANZ organisations must adhere to strict standards like the Privacy Act 1988 increasing operational pressure.

Insider Threats and Data Misuse: Employees and contractors can unintentionally or maliciously expose data, leading to significant risks for ANZ businesses.

Transformative Actions for IT Partners/ MSPs

✔ **Comprehensive Data Security:** Deploy Microsoft Purview Information Protection and DLP to safeguard sensitive data and prevent unauthorised sharing.

✔ **Proactive Risk Mitigation: Use** Purview Insider Risk Management and Audit Premium to detect, manage, and respond to data misuse or breaches in real-time.
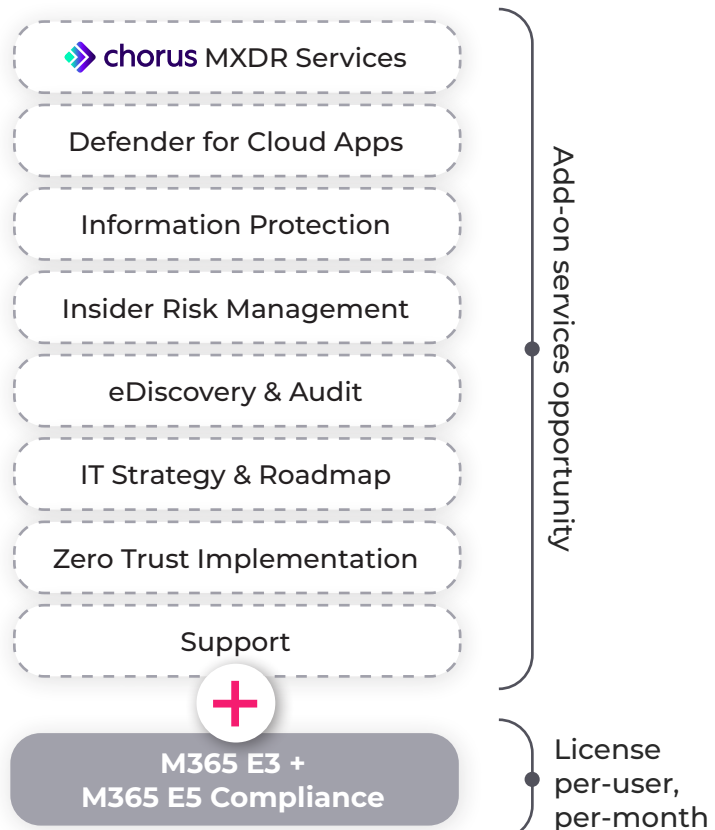
✔ **Streamline Compliance Management:** Leverage Compliance Manager to automate compliance tracking and provide actionable insights for ANZ's regulatory landscape.

✔ **Include 24x7 Managed Cyber Security Services:** This is a perfect fit for Chorus MXDR. Their managed service leverages these advanced Microsoft tools to deliver end-to-end threat detection, hunting, and automated response, with SLAs like <3 min MTTA and <17 min MTTC.

Partner Opportunity with M365 E3 + M365 E5 Compliance

chorus MXDR Services

Defender for Cloud Apps

Information Protection

Insider Risk Management

eDiscovery & Audit

IT Strategy & Roadmap

Zero Trust Implementation

Support

Add-on services opportunity

+

M365 E3 + M365 E5 Compliance

License per-user, per-month

M365 E5 Compliance Workload Deployment

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.
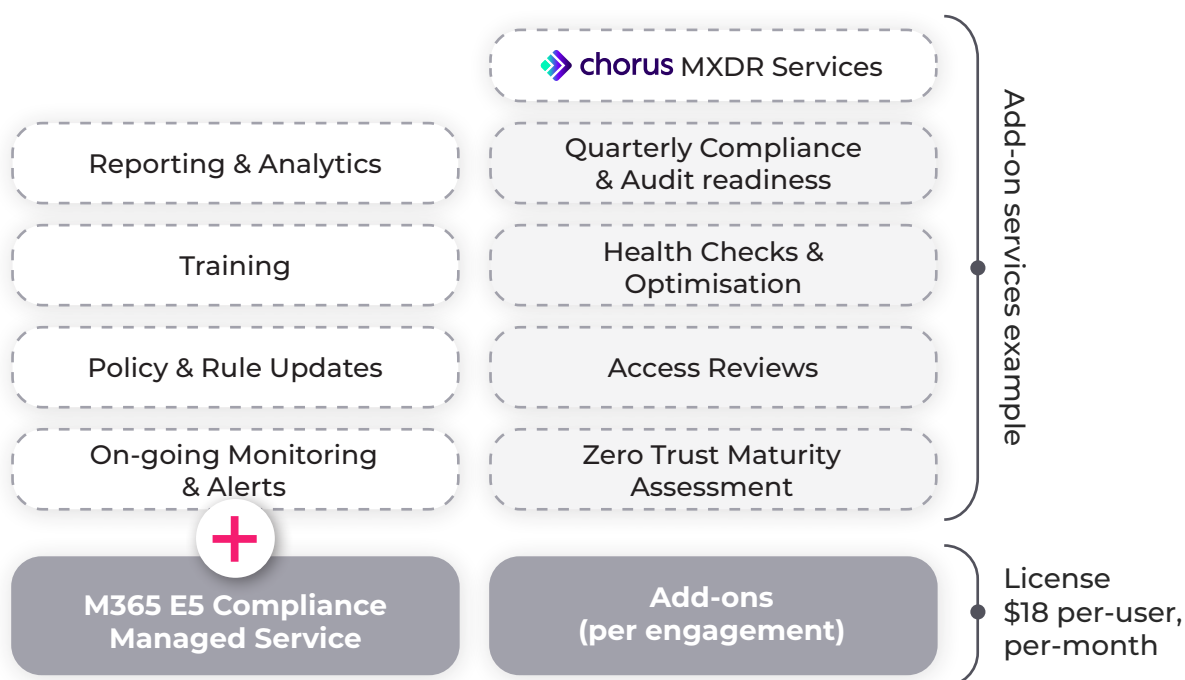
MXDR (Managed Extended Detection and Response)
Comprehensive threat coverage across identity, network, email, infrastructure, data, and applications—leveraging Microsoft-native and third-party telemetry.

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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Partner-managed services for M365 E5 Compliance with M365 E3 Baseline: Protect data, enforce DLP policies, conduct compliance assessments, manage insider risks, provide audit reporting and ensure regulatory alignment with Microsoft Purview.

chorus MXDR Services

Reporting & Analytics

Quarterly Compliance & Audit readiness

Training

Health Checks & Optimisation

Policy & Rule Updates

Access Reviews

On-going Monitoring & Alerts

Zero Trust Maturity Assessment

+

Add-on services example

M365 E5 Compliance Managed Service

Add-ons (per engagement)

License $18 per-user, per-month

Main Resource

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

Other Resources

❯ Data Security customer pitch deck

❯ Microsoft Purview Data Governance product deck

❯ Microsoft Purview Data Lifecycle Management overview deck

❯ Microsoft Insider Risk Management overview deck

❯ Microsoft Information Protection overview 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**