

SECURITY

Solutions Partner for Security Designation

Build Your Solution

This stage we are defining our solutions technical requirements to determine which Microsoft subscription will become the foundational base of our solution itself.

What Is the Information Provided?

- Identifying technical features critical to this industry's requirements
- Testing if essential security features are excluded in lower plans?
- What result did our investigation uncover?

Why Is This Information Important to Understand and Use?

In customer interactions, it's essential to address their concerns within the context of their specific industry, as these are typically the most crucial to meeting their needs. Meeting this brief is crucial for boosting your chances of winning the customer's trust and business.



How To Use

Once you have identified the industry vertical you would like to know more about, simply search, and replace the word *{Industry}* for the industry name, *{Best SKU}* for what you believe is the best fit Microsoft 365 subscription, *{Comparative SKU}* for the subscription you wish to benchmark against

Once complete, ask each of the questions using Copilot (free or paid) and paste into the space required.

Within a few minutes, you will have all those especially important technical requirements needed to determine the right subscription base, for the industry you are looking at!

Identifying Features Critical to Industry Requirements

 Ask Copilot

 Copilot Outcome

Feature	Description	Benefit

Are Essential Security Features Excluded in Lower Plans?

The next question is to determine what the base-level subscription should include. For this evaluation, we must balance essential features against desirable ones and ensure we do not compromise the offer, for the sake of price, for example.

 **Ask Copilot**

 **Copilot Outcome**

Feature	Description	Benefit

What Result Did Our Investigation Uncover?

Continue on your path to achieving a Microsoft Partner for Security designation.

Visit dickerddata.com.au/Microsoft or contact the Dicker Data Microsoft Team

(02) 8556 8061 Microsoft.Sales@DickerData.com.au

