

SECURITY

Solutions Partner for Security Designation

INSURANCE

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.

Identifying Features Critical to Industry Requirements

Based on our findings in lesson 2, lets assess the criteria recommended to support Insurance providers in Australia. Microsoft 365 E5 appears to be the best fit to meeting this industry’s needs – but let’s confirm this.



What are the top 10 security features of Microsoft 365 E5 for the Australian Insurance Industry, list by feature, description and benefit. Visualise as a table.

Feature	Description	Benefit
Advanced Threat Protection (ATP)	Protects against sophisticated threats hidden in email attachments and links.	Ensures safer communications by detecting and blocking advanced threats.
Data Loss Prevention (DLP)	Identifies, monitors, and protects sensitive information across Office 365.	Prevents accidental sharing of sensitive information, ensuring compliance.
Azure Information Protection (AIP)	Classifies and protects documents and emails by applying labels.	Safeguards sensitive data, ensuring only authorised access and sharing.
Microsoft Cloud App Security	Provides visibility and control over data travel, and sophisticated analytics to identify and combat cyber threats.	Enhances security with advanced threat detection and strong data protection capabilities.
Identity Protection	Uses adaptive machine learning algorithms to detect suspicious activity and potential threats to identities.	Ensures identity security by proactively detecting and responding to potential identity threats.
Privileged Access Management (PAM)	Limits privileged access within Office 365, reducing the risk of unauthorised access.	Protects critical resources from potential internal and external threats.
Advanced Compliance	Offers tools for discovering, classifying, and protecting sensitive data in Office 365.	Ensures compliance with regulatory standards and helps manage risks.
Office 365 Secure Score	Provides a security analytics and score to measure an organisation’s security posture.	Helps improve security by identifying potential vulnerabilities and recommending improvements.

Conditional Access	Imposes access controls based on specific conditions, such as user, location, and device compliance.	Enhances security by ensuring that only compliant and trusted devices can access sensitive data.
Threat Intelligence	Offers insights and information on global cyber threats, helping organisations to respond effectively.	Strengthens security by providing actionable intelligence on potential threats.

Please note: Benefits in green have all be specifically called for, as industry non-negotiables

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.



What are the top 10 security features of Microsoft 365 E5, by order of importance, that are not available in Microsoft 365 Business Premium. List by description and benefit. Visualise as a table. Remove # column.

Feature	Description	Benefit
Advanced Threat Protection (ATP)	Offers real-time detection and neutralisation of sophisticated threats.	Enhances security by detecting and mitigating advanced cyber threats.
Microsoft Defender for Endpoint	Provides endpoint detection and response capabilities.	Increases security with advanced threat hunting and incident response.
Azure Active Directory Premium P2	Includes identity protection and Privileged Identity Management (PIM).	Strengthens identity security by managing privileged accounts and protecting against identity-related risks.
Microsoft Cloud App Security	Offers comprehensive visibility and control over cloud applications.	Improves security by providing insights and control over cloud environment usage.
Advanced Compliance	Includes features like Advanced eDiscovery and Advanced Data Governance.	Enhances compliance by streamlining data management and discovery processes.

Communication Compliance	Monitors and manages communication compliance within your organisation.	Ensures adherence to organisational policies and regulatory requirements.
Customer Lockbox	Provides direct control over customer data access requests.	Enhances data security by allowing customer approval before Microsoft can access their data.
Privileged Access Management	Offers granular access control over privileged tasks.	Increases security by minimising the risk associated with privileged access.
Information Barriers	Helps prevent inappropriate communication between specific segments of users.	Enhances compliance and security by restricting communication where necessary.
Insider Risk Management	Identifies and mitigates internal risks within the organisation.	Strengthens security by proactively addressing potential insider threats.

Please note: Benefits in red have all be specifically called for, as industry non-negotiables.

What Result Did Our Investigation Uncover?

After examining these requirements, it is determined that Microsoft 365 E5 is the necessary SKU required to meet the needs of the Insurance industry.

Based on the number and which crucial features are removed, we cannot consider Microsoft 365 Business Premium for this industry.

Remember: If another subscription fit, the information would have shown this.

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

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