

The New Microsoft

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Microsoft Arabia





Our mission

Empower every person and
every organization on the
planet to achieve more

Customer Feedback on their Need

Rightsized
Subscriptions

Governance

Consumption
Management

Cost
Optimization

Data Driven
Decisions

Minimized
Waste

Optimized
Configurations

Digital
Transformation

Security

What is Digital Transformation?

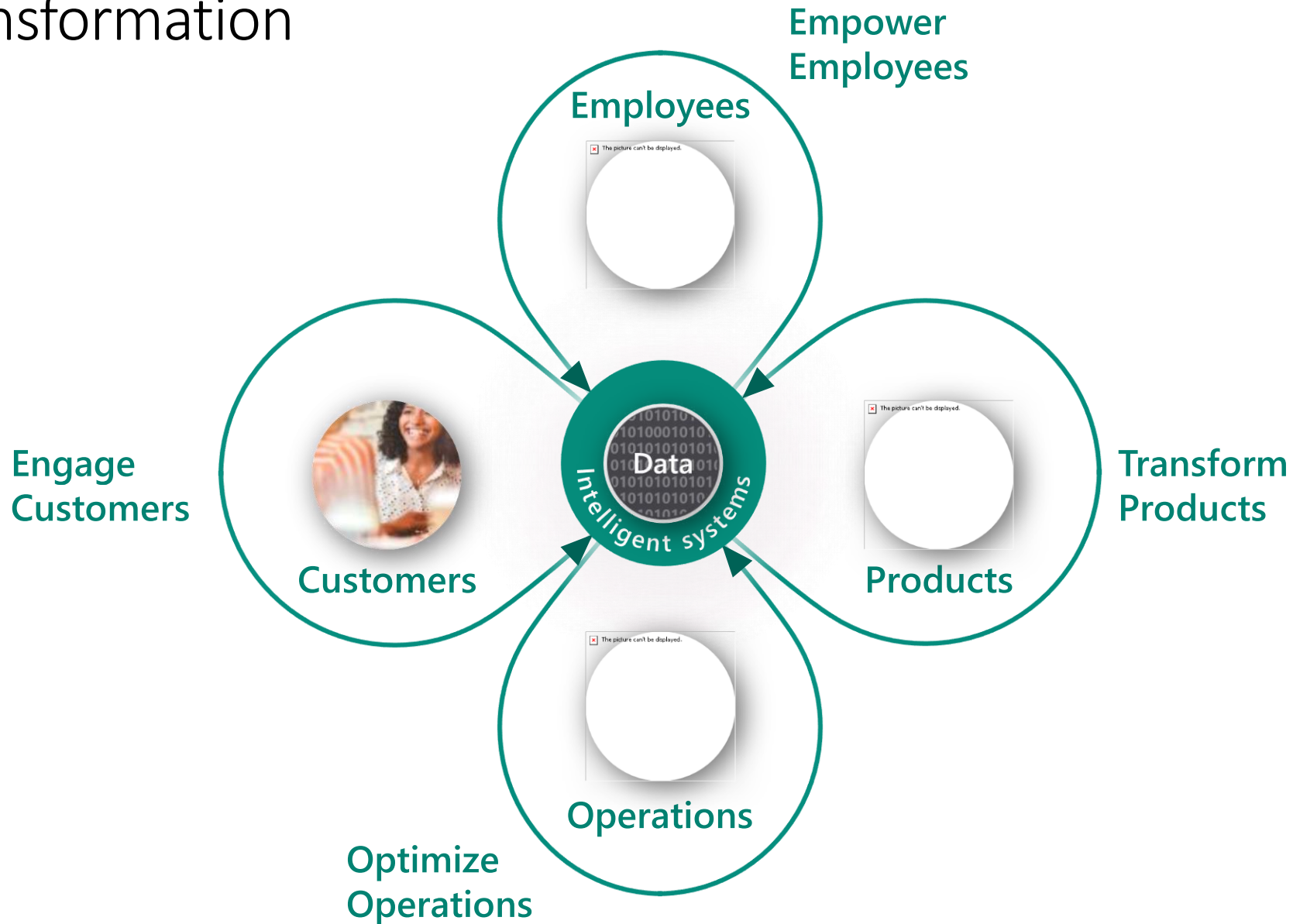
Digital transformation:

- * A business-wide initiative to integrate intelligent technology into all areas of the business to achieve better outcomes and optimized performance & business processes.**
- * The process of using digital technologies to create new - or modify existing - business processes, culture, and customer experiences to meet changing business and market requirements.**

What is Digital Transformation?

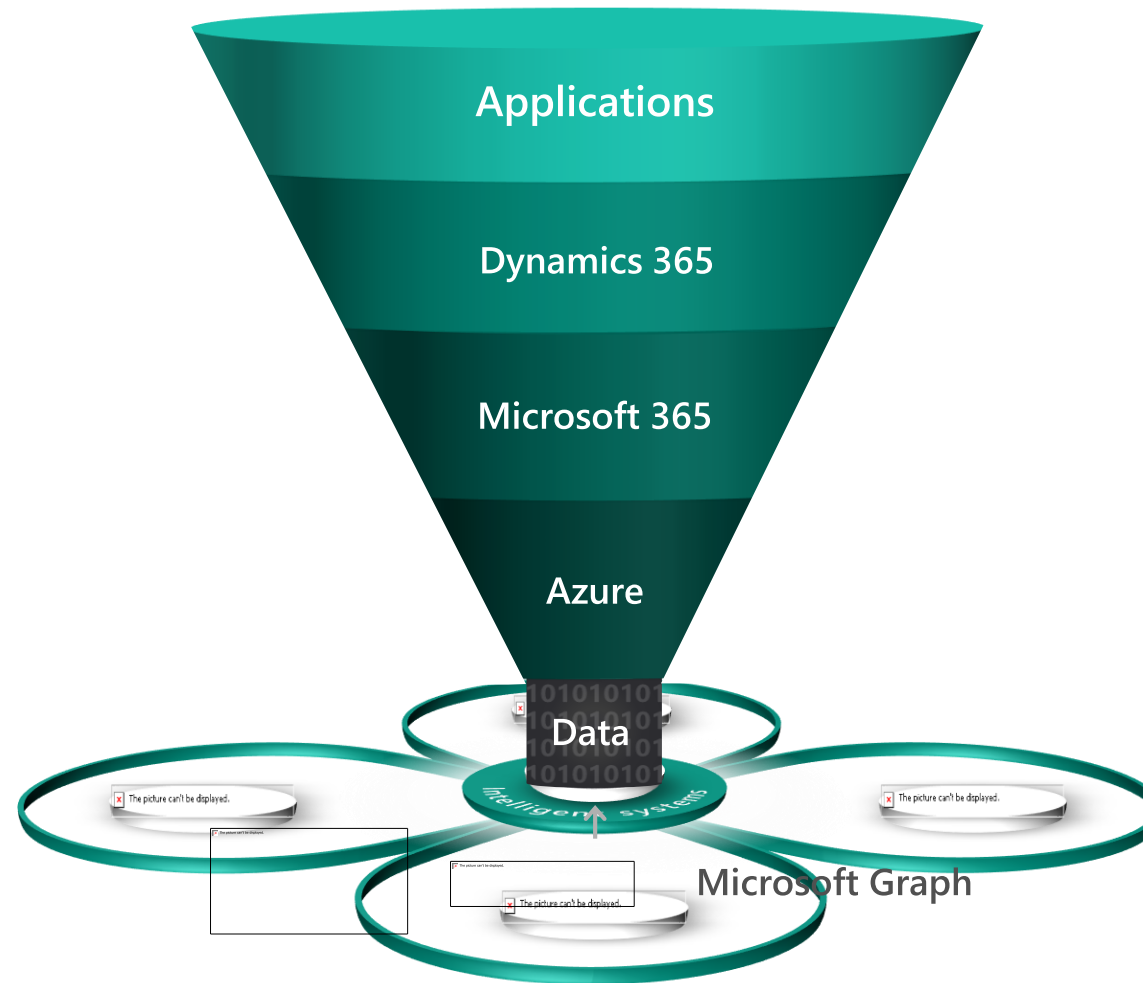
Digital transformation: The evolving pursuit of innovative and agile business and operational models - fueled by evolving technologies, processes, analytics, and talent - to create new value and experiences for customers, employees, and stakeholders.

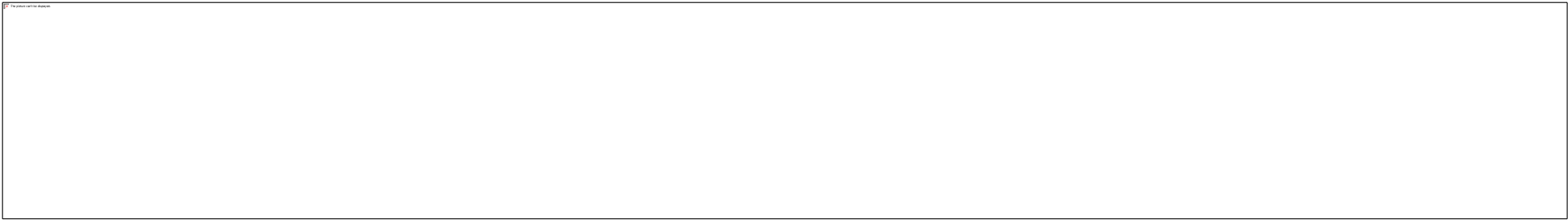
Digital Transformation Pillars



Digital Transformation

The Microsoft Platform





Summary of Microsoft 365



PRODUCTIVITY

Office Pro Plus
Office apps on up to 5 PCs & Macs

Mobile Office Apps
Office Apps for Tablet & Smartphones

Windows 10 Enterprise – per user

My Analytics:
Individual and team effectiveness

COLLABORATION

Exchange :
Business-class email & Calendar

OneDrive:
Cloud Storage and file sharing

SharePoint:
Team sites & internal portals

Skype for Business:
Online Meetings, IM, video chat

Yammer:
Private social networking

Teams
Persistent chat/video-based collaboration with reach communication platform

Planner

Forms

PowerApps

SECURITY

Anti Virus :
Signature based AV/AS

Data Loss Prevention
Prevent sensitive data leaks

Basic eDiscovery
Discovery content across email, docs, IM, social.

Azure AD Premium P1
SSO, MFA, Conditional Access, Reporting

Intune
MDM, SCCM, Endpoint Protection

Azure Info Protection Premium P1
Encrypt and track all files

Adv Threat Analytics
Protection from advanced targeted attacks by applying user and entity behavior analytics

Secure Score
Assesses your current O365 security health

Compliance Manager
Track compliance against regulatory requirements

E5 SECURITY

Defender For O365:
Zero-day virus and malware protection with attack simulator

Adv Threat Intelligence
Global machine learning based threat detection and prevention; Enhanced data access controls (CLB)

Cloud App Security
Discover cloud-based apps, gain insight into shadow IT and assess risk.

Azure AD Premium P2
Risk based conditional access, privileged Identity Management, identity protection

Defender For Identities
End User Behavioral Analysis – Look for abnormalities in your environment

Defender For Endpoint
End-point Detection & Response against zero-day malicious attacks

E5 COMPLIANCE

Information Protection & Governance:
Cloud DLP (MCAS + Endpoint DLP)★
Communications DLP (Teams chat)
Information Protection
Information Governance
Records Management1★
Rules-based auto classification
Machine Learning-based auto classification1★
Customer Key
Advanced Message Encryption

Insider Risk Management:
Insider Risk Management★
Communication Compliance★
Information Barriers
Customer Lockbox
Privileged Access Management

eDiscovery & Audit
Advanced Audit★
Advanced eDiscovery

ANALYTICS

Power BI Pro:
Live business analytics and visualization

Workplace Analytics
Team and Company wide effectiveness based on machine learning

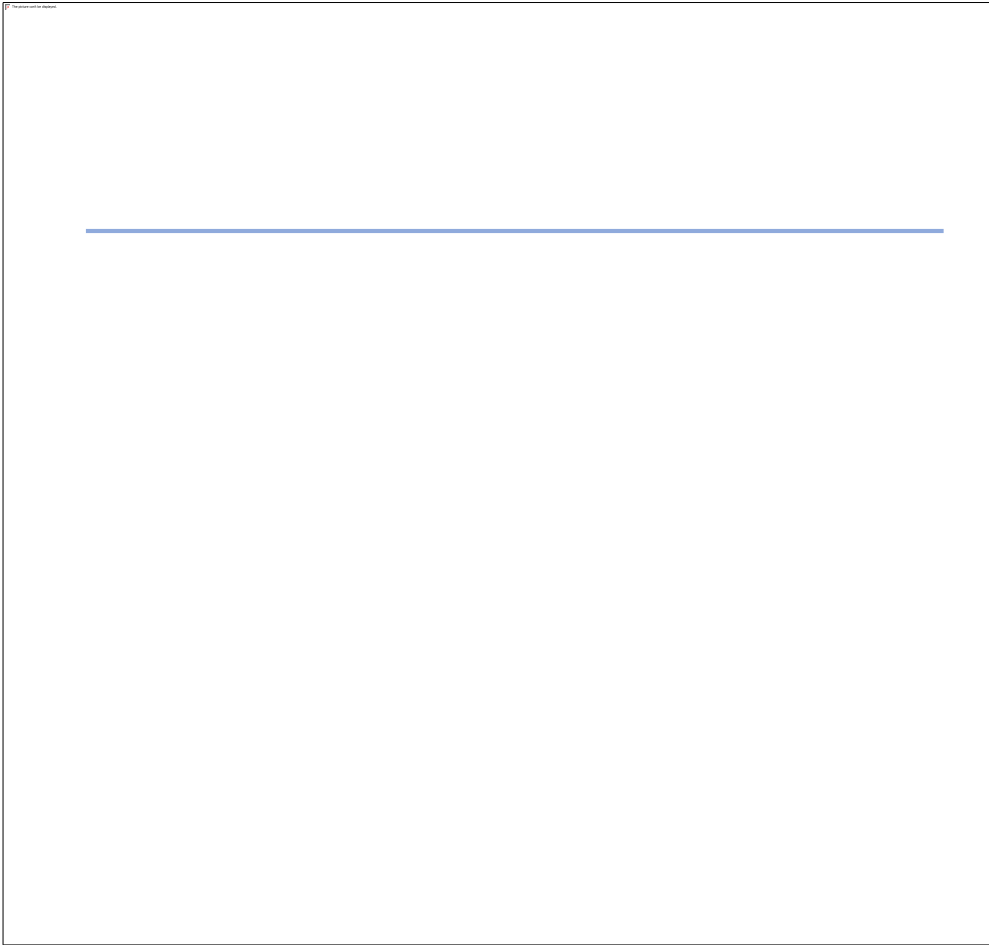
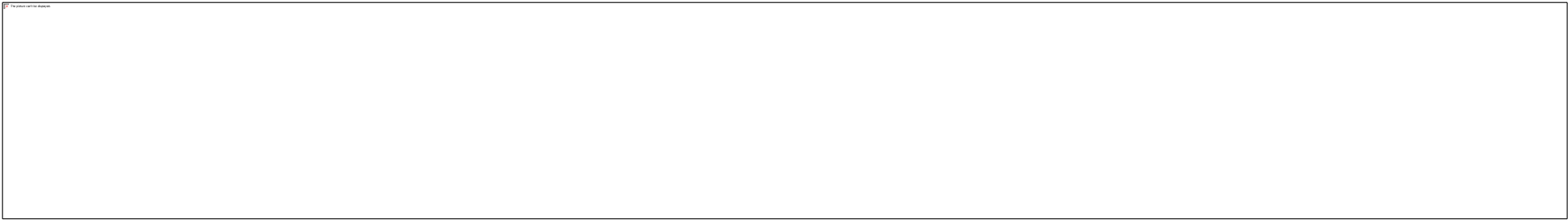
VOICE

Audio Conferencing:
Worldwide dial-in for your online meetings

Phone System:
Business phone system in the cloud

← M365 E3 →

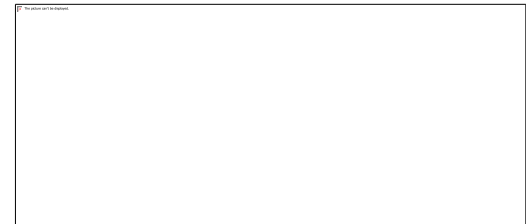
← Microsoft 365 E5 →



Digital Transformation for Business Leaders

- 91%** See Digital Transformation as a way of **Finding Efficiencies**
- 68%** say Digital Transformation is **Increasing Profits**
- 85%** say they must offer digital services or **Become Irrelevant**
- 64%** say they have less than 4 years to complete a Digital Transformation or they may **Go out of Business**

Microsoft Solution Assessments are high-value engagements that through modern inventory & analysis tools, provide customers with a better understanding of their environment and recommendations on potential changes/enhancements/transformations using Microsoft solutions/technologies (On-Premise & Cloud)



What do I have?

What should I do?

How shall I do it?

How can I optimize?



Assess



Plan & decide



Migrate



Optimize

ASSESS & DISCOVER

Gather accurate data from your IT environment

PLAN & DECIDE

Determine what changes are top priority

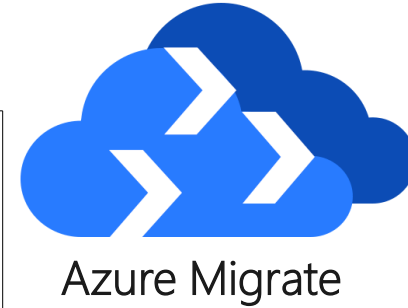
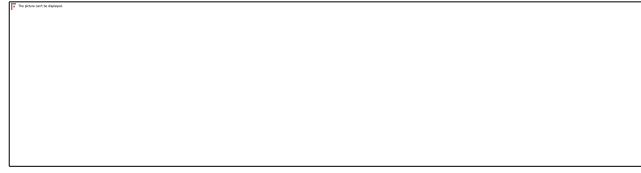
MIGRATE

Develop a roadmap for your organization's cloud journey

OPTIMIZE

Gain a partner to help you measure your progress

Solution Assessments Accredited Tools



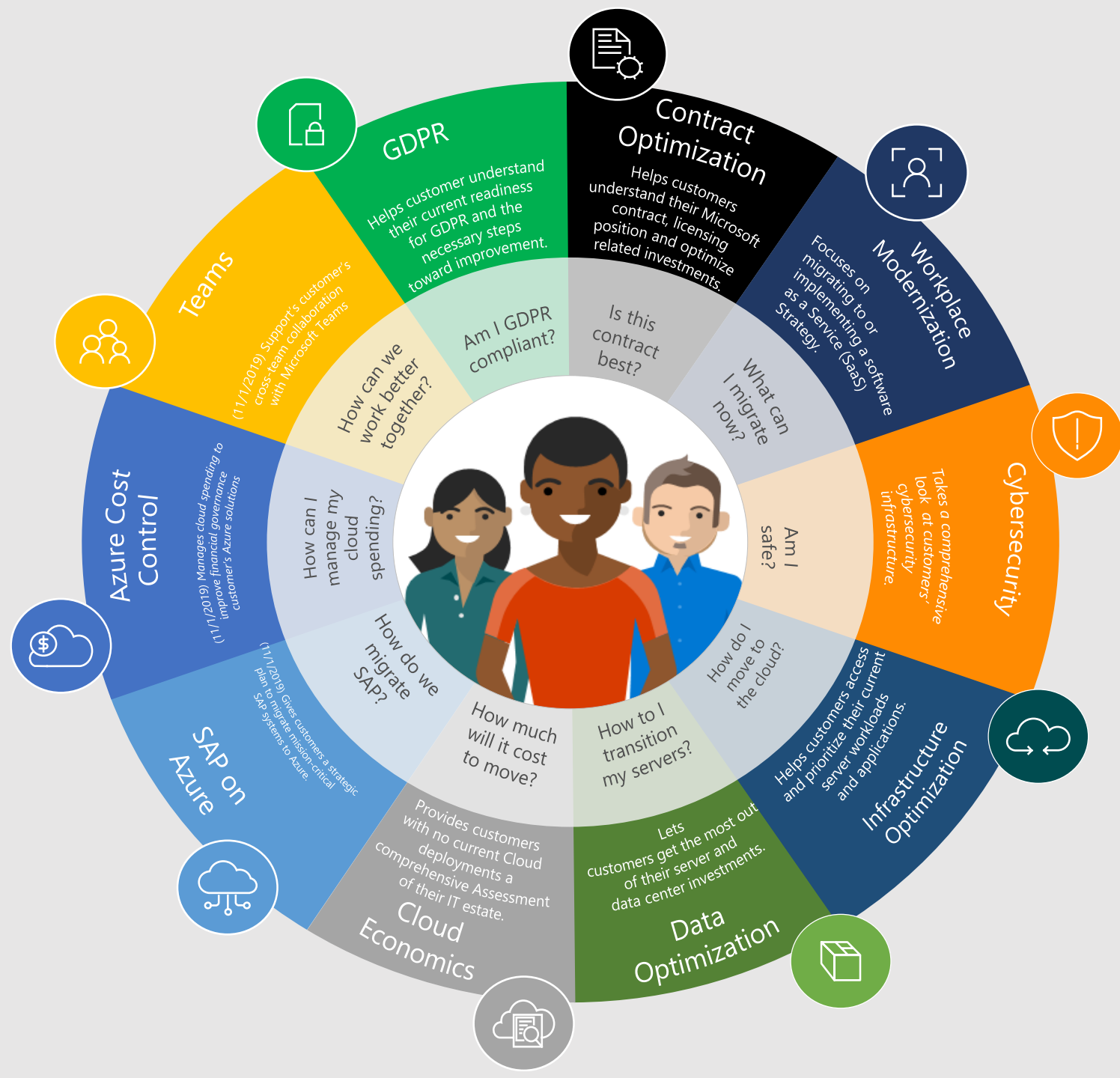
Lakeside

Cast

Block 64

SAP on Azure Planning Wizard

Solutions Assessments



Solution Assessments Portfolio +



- Business Value Services Assessment by MCS
- E-Commerce Experience Assessment by REVONIC
- Power Platform Assessment by Netways
- SAP on Azure Assessment by SNP
- Teams Voice Assessment by Delphi

Azure/Data & Infrastructure Optimization/Migration Solution Assessment

Solution Assessments Portfolio



Azure



Data & Infrastructure Migration

Helps customers Modernize their server, data centers and provide recommendations for migration to Azure

Application Modernization

Assist customers identify and prioritize applications for Cloud modernization

Azure Foundations

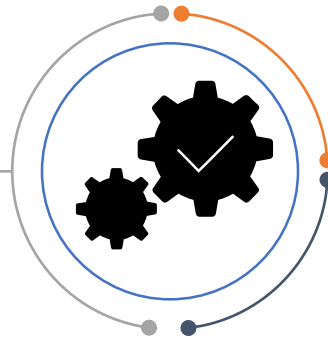
Help customers understand their Cloud maturity and provide steps to digitally transform

Azure Cost Optimization

Help customers manage cloud spending, and increase organizational accountability

Azure Express

Provides early-in-stage customers with a fast data driven analysis, and business case recommendation to start the move to Azure



Azure Assessments ... Customer Stage Perspective



Cybersecurity Solution Assessment

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If we can't protect
people, then we don't
deserve their trust

Brad Smith
President and Chief Legal Officer

Gartner Security & Compliance Magic Quadrants

Full Report Links:

- [Access Management](#)
- [Enterprise Information Archiving](#)
- [Unified Endpoint Management Tools](#)
- [Endpoint Protection Platforms](#)
- [Cloud App Security Brokers](#)

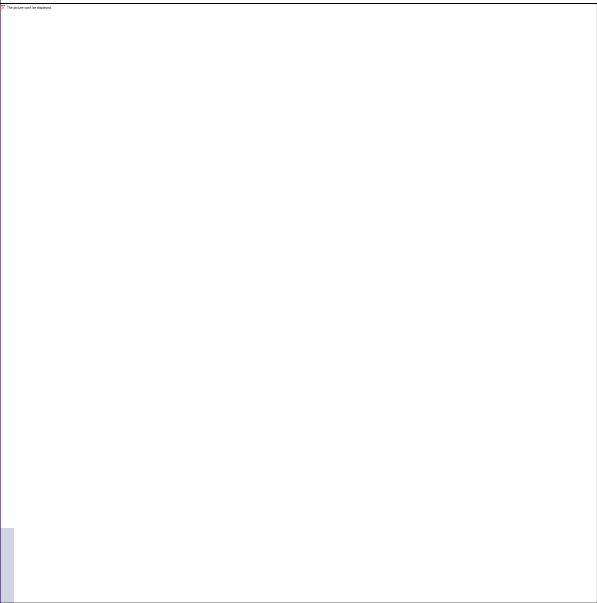


“Best Of Breed & Best Of Suite”

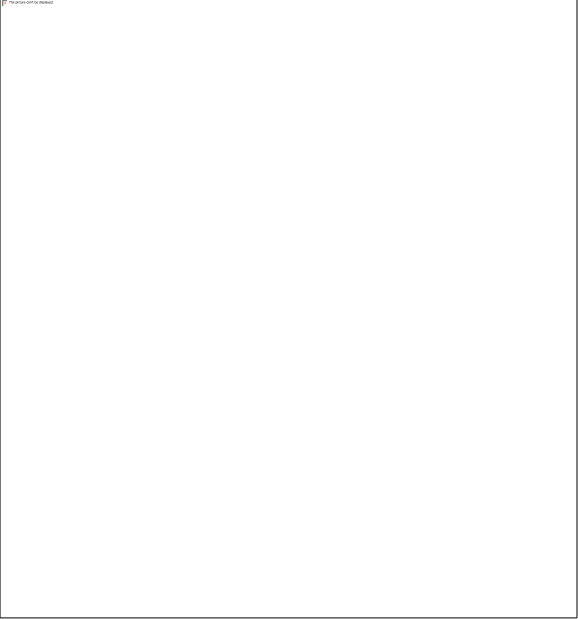
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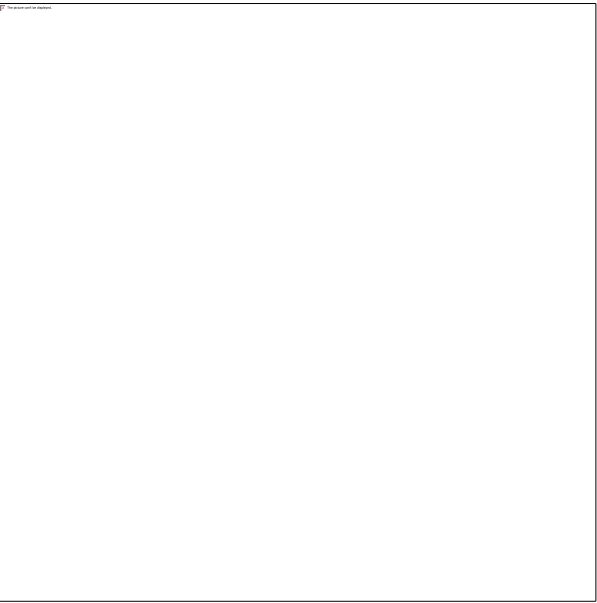
ACCESS MANAGEMENT



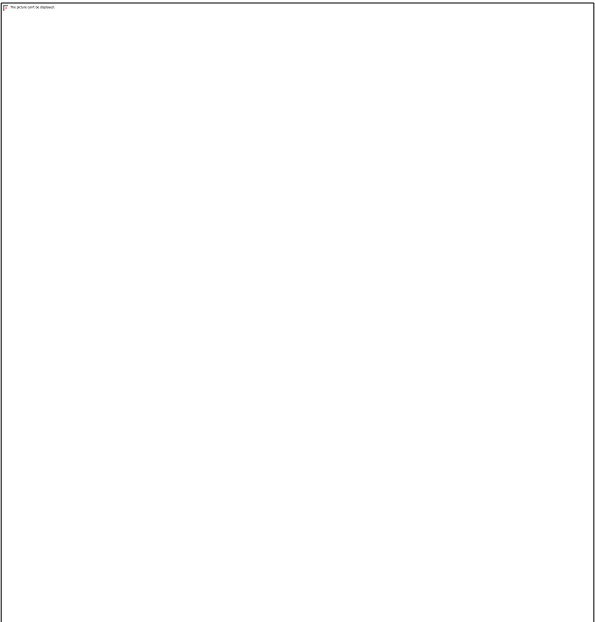
CLOUD ACCESS SECURITY BROKERS



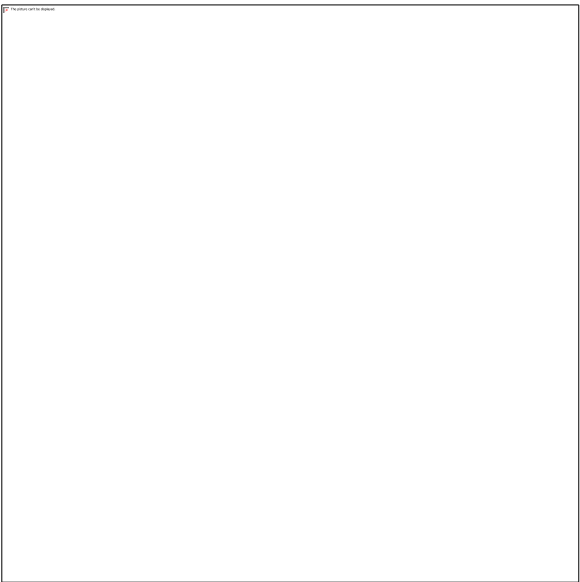
ENDPOINT PROTECTION PLATFORMS



ENTERPRISE INFORMATION ARCHIVING



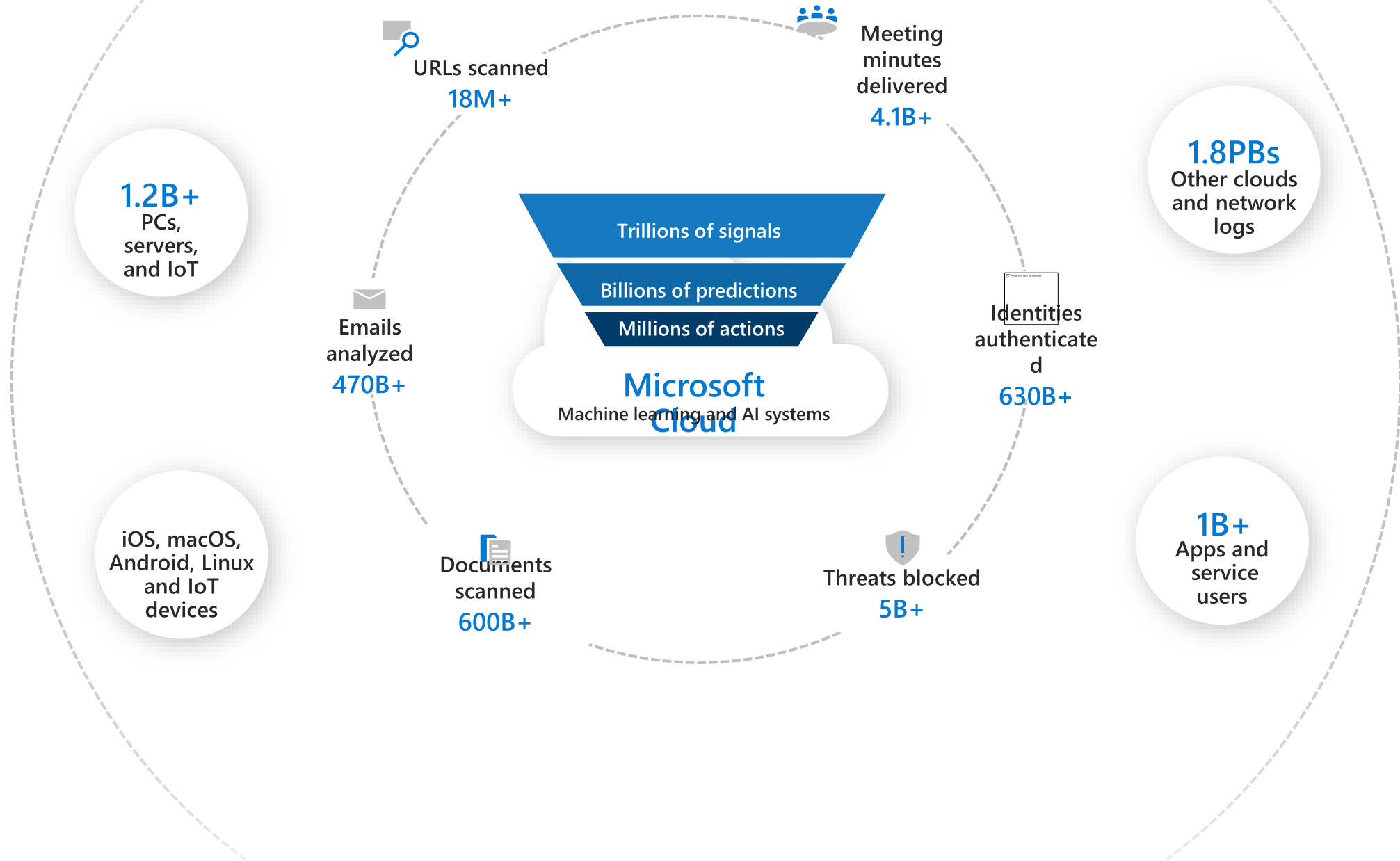
UNIFIED ENDPOINT MANAGEMENT TOOLS



A leader in security, compliance, identity, & management

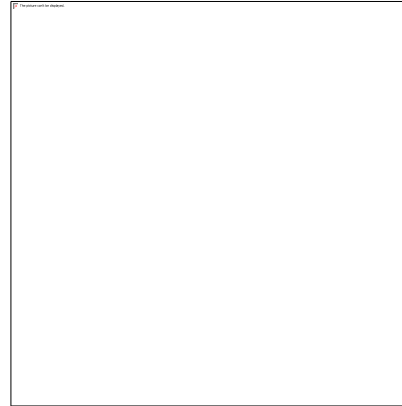


Operation Scale

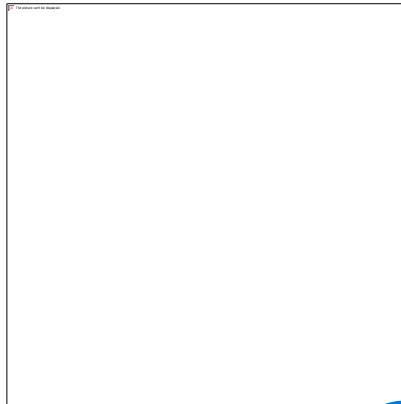


Navigating a shifting world

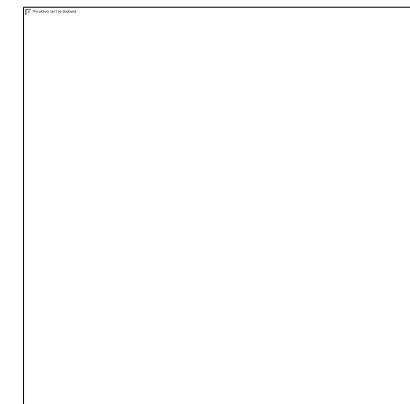
Conventional security tools
have not kept pace



Attacks growing
more sophisticated



Regulatory landscape
becoming **more complex**



Microsoft Security



Protect



Detect



Respond

Secure your organization with Zero Trust

Verify **explicitly** | Use **least-privileged access** | Assume **breach**



Identities



Devices



Security policy
enforcement

101010
010101
101010

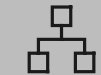
Data



Apps



Infrastructure



Network



**Identity & access
management**



**Threat
protection**



**Network
Security**



**Data & information
protection**



**Security
management**

Azure Security

Azure Active Directory

Multi-Factor Authentication

Role Based Access Control

Azure Security Center

Microsoft Antimalware for Azure

Micro-Segmentation (VNET,
Service Endpoint, NSG/ASG)

Application Gateway
(WAF), Azure Firewall

DDoS Protection Standard

Virtual WAN
(ExpressRoute, VPN)

Encryption (Disks, Storage, SQL)

Azure Key Vault

Confidential Computing

Azure Security Center

Azure Log Analytics

Azure Sentinel

Microsoft 365

Azure Active Directory
Windows Hello
Credential Guard

Microsoft Defender Advanced
Threat Protection
Office 365 Advanced Threat
Protection
Azure Advanced Threat
Protection
Microsoft Cloud App Security

Azure Information Protection
Office 365 Data Loss Prevention
Microsoft Information
Protection
BitLocker
Microsoft Cloud App Security

Secure Score
Microsoft security and
compliance center

CYBERSECURITY ASSESSMENT

An Assessment that gives the customer a comprehensive look at their cybersecurity infrastructure, including current software deployment, and usage, and provides them key insights to help establish the right processes for cyber-risk reduction on-premise and in the cloud.

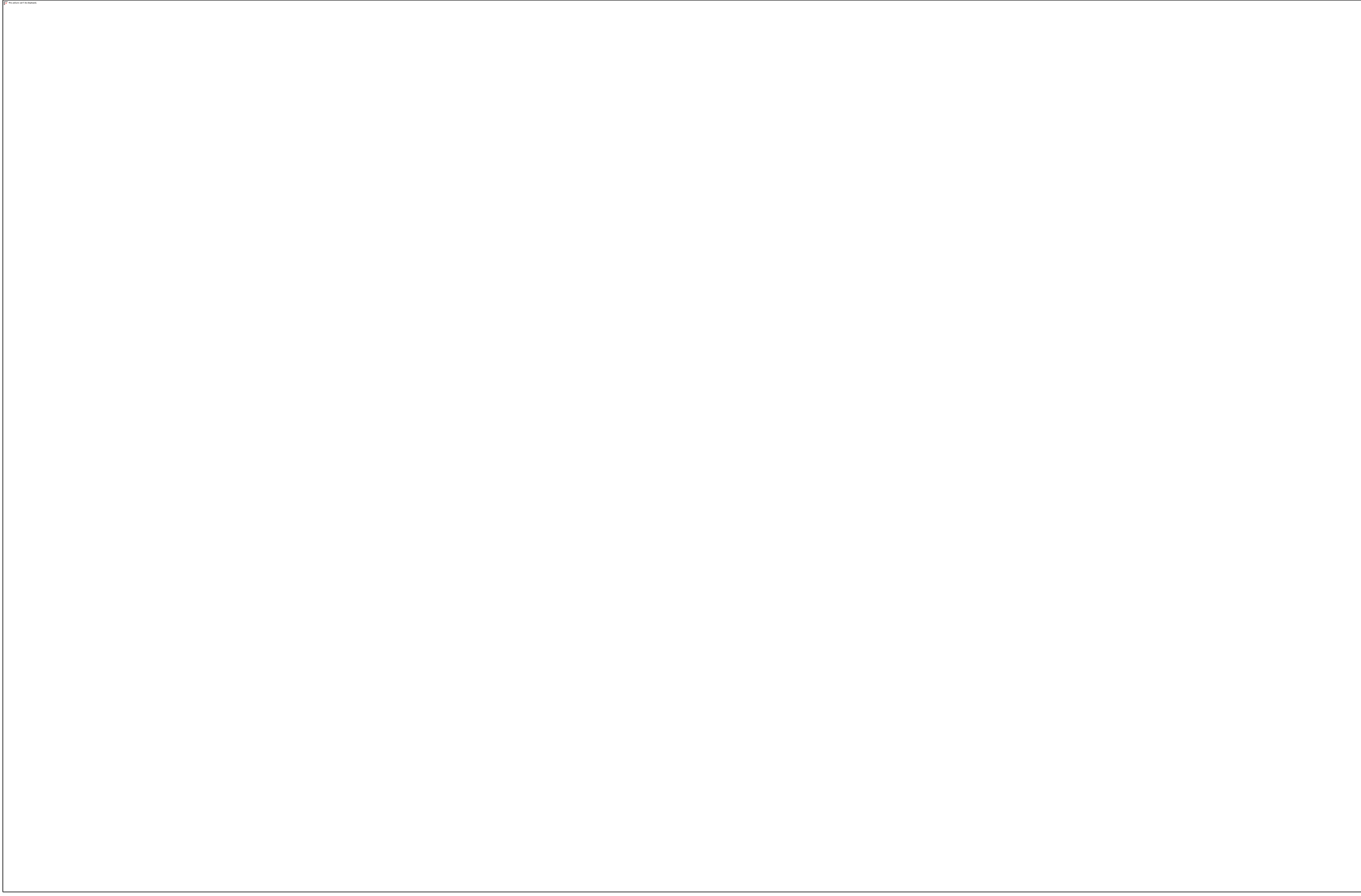
The Standard Used

Cybersecurity Standards NIST, ISO 27000, HIPPA, FISMA, CIS ... etc.

CIS® (Center for Internet Security, Inc.) is a forward-thinking, non-profit entity that harnesses the power of a global IT community to safeguard private and public organizations against cyber threats.

The CIS Controls™ are the global standard and recognized best practices for securing IT systems and data against the most pervasive attacks. These proven guidelines are continuously refined and verified by a volunteer, global community of experienced IT professionals.

The 20 CIS Controls





• Basic introduction to the SIEM market

- The security and information event management (SIEM) market aggregates event data produced by security devices, network infrastructure, systems and applications. Event data is combined with contextual information about users, assets, threats and vulnerabilities. The technology provides real-time analysis of events for security monitoring, query and long-range analytics for historical analysis and other support for incident investigation and management, and reporting (e.g., for compliance requirements).

Basic introduction to the SOAR market

- The Security orchestration, automation and response (SOAR) have been in the market since late 2017, with most focused on how to make security detection functions more effective and efficient. The SOAR technology market aims to converge security orchestration and automation (SOA), security incident response (SIR) and threat intelligence platform (TIP) capabilities into single solutions.
- The ability to automatically fix an issue without some form of human-led analysis in the loop is the key selling point. However, the truth around successfully implementing such functions is that it is far from simple. The scope of such functionality is greatly exaggerated, and a fully automated security response is a myth.

Business Continuity Solution Assessment/s

Business Continuity Customer Needs

Work from Home

Using any Device

Work Securely

Optimized DC with DR

Teams

Windows Virtual Desktop Cybersecurity

Modern DC & DR

Business Continuity Assessments



Thank You!

