Microsoft Azure

Get started with Microsoft Defender for Cloud

Microsoft Defender for Cloud

Get the skills you need to start selling Microsoft Defender for Cloud

Content in this workbook

Solution overview: Learn about the Microsoft Defender for Cloud partner opportunity, sales scenarios, and why your customers will love the solution.

Quick-Start Guide: Get the skills you need to start selling Microsoft Defender for Cloud with four different ways to learn.

Microsoft Azure

Microsoft Defender for Cloud

Protect hybrid cloud infrastructure against advanced threats with Microsoft Defender for Cloud.

Microsoft Defender for Cloud

Reduce risk and increase savings across cloud and hybrid-cloud environments

Microsoft Defender for Cloud is an integrated solution designed to protect servers and other resources located anywhere. Start with Microsoft Defender for Servers to strengthen overall security, find configuration weak spots, and protect across on-premises, hybrid, and multicloud environments. Organizations can:

- Protect servers, data, and files, regardless of location.
- Continuously assess security across on-premises, Azure, and other cloud scenarios.
- Protect against cyberattacks with Microsoft threat intelligence.
- Simplify security management with built-in controls and automation, plus AI for intelligent recommendations on next steps.
- Strengthen both security and regulatory compliance.

Benefits of Microsoft Defender for Cloud security

Protect across diverse workloads whether on Azure, other clouds, or on-premises and meet regulatory compliance goals.

Simplify security management with a single portal that has built-in artificial intelligence and automation tools.
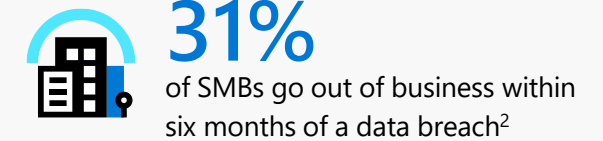
Improve security best practices through ongoing assessment, visualization, and recommendations.

Opportunities and use cases

- Become a trusted advisor by designing hybrid and multicloud security including server, data, and file protection.
- Add value by integrating advanced security with existing infrastructure.
- Simplify and centralize ongoing security management for customers with on-premises, hybrid, and multicloud environments.

150%
more ransomware attacks in 2021[1]

31%
of SMBs go out of business within six months of a data breach[2]

Meet your customers' needs for:

Holistic solutions. Organizations need integrated solutions that can protect servers and business data almost anywhere.

Simpler, more agile management. Diverse security products and an evolving threat landscape increase IT complexity and slow response to cyberthreats.

Visibility across cloud and on-premises. Data is often siloed, making it difficult to assess risk and get actionable insight across all servers and cloud resources.

Add more value for your customers

Start with Microsoft Defender for Servers to create a security solution tailored for your customer's unique business needs. Build out your solution with additional services available in Microsoft Defender for Cloud. Learn more.

Microsoft Azure

Azure security
Quickstart guide

Protect hybrid cloud infrastructure against advanced threats with Microsoft Defender for Cloud.

Microsoft Defender for Cloud

Partner Opportunity. Help customers:

- Protect servers, data, and files, regardless of location.

- Continuously assess security across on-premises, Azure, and other cloud scenarios.

- Protect against cyberattacks with Microsoft threat intelligence.

- Simplify security management with built-in controls and automation, plus AI for intelligent recommendations on next steps.

- Strengthen both security and regulatory compliance.

Customer benefits:

Find weak spots across cloud configurations, strengthen overall security, and protect workloads across multicloud and hybrid environments from evolving threats.

Protect across diverse workloads whether on Azure, other clouds, or on-premises and meet regulatory compliance goals.

Simplify security management with a single portal that has built-in artificial intelligence and automation tools.

Improve security best practices through ongoing assessment, visualization, and recommendations.

Learning tools: Learn how to help customers protect hybrid cloud.

Interactive guide
Explore how to improve your Azure, hybrid, and multicloud environment.

Get started

Guidance and best practices
Get an overview of Microsoft Defender for Cloud in Microsoft Docs, including guides and tutorials.

Learn more

Video tutorial
Learn more about protecting multicloud environments.

Watch

Introductory training course
Understand how Microsoft Defender for Cloud delivers protection and evaluate whether the solution is the right choice for your environment.

Start course