



The partner
opportunity for a work
from anywhere world:
Grow your business
with a comprehensive
security and
collaboration solution



What we'll cover:

- 1 Top of mind for partners
- 2 Secure remote work with Microsoft 365 Business Premium
- 3 **New!** Microsoft Defender for Business value in Business Premium
- 4 Opportunity and benefits for partners
- 5 Securing customers at scale with Microsoft 365 Lighthouse
- 6 Why trust Microsoft for security
- 7 Resources to get you started

Security is top of mind for SMB customers

+300%

Ransomware attacks in the past year, with more than 50% targeted at small businesses ¹



1 in 4

Nearly one in four SMBs state that they had a security breach in the last year³

70%

Over 70% of SMBs think cyber threats are becoming more of a business risk³

90%

SMBs would consider hiring a new MSP if they offered the right cybersecurity solution⁴



\$108K

average cost of a SMB data breach.⁵

1. [Homeland Security Secretary Alejandro Mayorkas_06 May 2021 ABC report](#)
2. [Introduction to the 2020 DBIR | Verizon Enterprise Solutions](#)
3. [Microsoft commissioned research, April 2022, US SMBs 1-300 employees](#)
4. [Internal Microsoft Research](#)
5. [Kaspersky Global Corporate IT Security Risks Survey, 2019](#)

Customer need translates to partner opportunity

85%

of partners see **security** as biggest area of growth⁵

How do we expand security services beyond basic AV?

How do we deliver services at scale?

How do we do so without increasing cost?

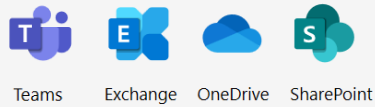


Microsoft 365 Business Premium: Delivering comprehensive secure remote work

Microsoft 365 offerings for small & medium businesses

Microsoft 365 Business Basic

Cloud Services

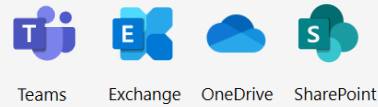


\$0 for up to 300 users

Formerly Office 365 Business Essentials

Microsoft 365 Business Standard

Cloud Services



Desktop Apps

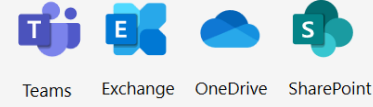


\$3.00 per user/month

Formerly Office 365 Business Premium

Microsoft 365 Business Premium

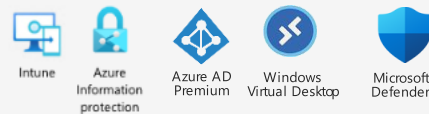
Cloud Services



Desktop Apps



Comprehensive Security



\$5.50 per user/month
with an initial 10 free

Formerly Microsoft 365 Business

¹price is subject to change based on subscription term, currency and region

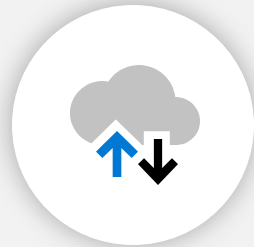
Note: Not all features/product logos shown.

Microsoft 365 Business Premium

Comprehensive security and productivity toolkit, designed for businesses with 1-300 employees



Collaborate in
real time



Enable secure access
and protect identity



Defend against
cyberthreats and data loss



Easily secure and
manage devices

"Having a best-in-class platform like Microsoft 365 addresses multiple challenges in one go, something that was missing earlier. Today, I can say that we have all the tools in place for significantly improving business productivity and collaboration while providing a much higher level of security."

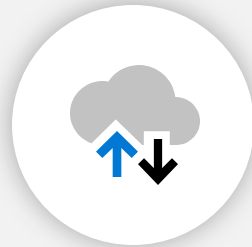
—[Praveen Vashishta, Chairman and CEO at Howden India](#)

Layered security with Office and Teams



Collaborate in real time

- Video Conferencing
- Group Chat
- Easy access to files, Co-authoring
- Phone system (Business Voice add-on)
- App integrations



Enable secure access and protect identity

- MFA
- Conditional Access
- App Proxy
- Dynamic Groups
- Azure Virtual Desktop



Defend against cyberthreats and data loss

- Microsoft Defender for Office 365
- Azure Information Protection
- Office 365 DLP
- Cloud App Discovery
- **New!** Microsoft Defender for Business



Easily secure and manage devices

- Intune Device Management
- Intune Mobile App Management
- Autopilot



NEW! Microsoft Defender for Business

Microsoft Defender for Business

Elevate your security

Endpoint protection specially designed for businesses with up to 300 employees.



Enterprise-grade protection

Protect your devices against ransomware and other cyberthreats with industry-leading Defender technologies like endpoint detection and response and threat and vulnerability management.



Easy to use

Get up and running quickly with easy, wizard-based onboarding. Out-of-the-box policies and automated investigation and remediation help automatically protect you against the latest threats, so you can focus on running your business.



Cost-effective

Security that just works without compromising budget.

Available in two flexible plans as part of Microsoft 365 Business Premium, or as a standalone solution for \$3 per user per month.

Read the blog post to [learn more](#)

Microsoft Defender for Business is now included in Business Premium

Microsoft Defender Business (\$1.20pupm)¹

Enterprise-grade
endpoint security

Per user license

- ✓ Next generation protection
- ✓ Cross-Platform support (iOS, Android, Windows, MacOS)²
- ✓ Endpoint Detection and Response
- ✓ Threat and Vulnerability Management
- ✓ ...and more



Microsoft 365 Business Premium (\$5.50pupm)¹

Comprehensive productivity and security solution

Per user license

Microsoft 365 Business Standard (\$12.50)¹
Office apps and services, Teams



Microsoft Defender for Business

New

Microsoft Defender for Office 365 Plan 1

Intune

Azure AD Premium Plan 1

Azure Information Protection Premium P1

Exchange Online Archiving

Autopilot

Azure Virtual Desktop license

Windows 10/11 Business

Shared Computer Activation

Licensing Options

1. As standalone SKU, up to 300 users
Entitlement for use on up to 5 devices
2. Included as part of Microsoft 365 Business Premium, up to 300 users.

¹price is subject to change based on subscription term, currency and region

²iOS, and Android requires Microsoft Intune. Intune is included in Microsoft 365 Business Premium. Please see [Documentation](#) for more detail.

Defender for Business SKU comparison

Customer size	< 300 seats		> 300 seats	
Endpoint capabilities\SKU	Microsoft Defender for Business	Microsoft Defender for Endpoint Plan 1	Microsoft Defender for Endpoint Plan 2	
Centralized management	✓	✓		✓
Simplified Firewall and Antivirus configuration for Windows	✓			
Threat and Vulnerability Management	✓			✓
Attack Surface Reduction	✓	✓		✓
Next-Gen Protection	✓	✓		✓
Endpoint Detection and Response	✓ ¹			✓
Automated Investigation and Remediation	✓ ¹			✓
Threat Hunting and 6-months data retention				✓
Threat Analytics	✓ ¹			✓
Cross platform support for Windows, MacOS, iOS ³ , and Android ³ clients	✓		✓	✓
Windows server and Linux server	Coming soon		✓ ⁴	✓ ⁴
Microsoft Threat Experts				✓
Partner APIs	✓		✓	✓
Microsoft 365 Lighthouse for viewing security incidents across customers	✓ ²			

¹ Optimized for SMB. ² Additional capabilities planned ³ iOS, and Android requires Microsoft Intune. Intune is included in Microsoft 365 Business Premium. Please see [Documentation](#) for more detail.

* Microsoft Defender for Business is available in Microsoft 365 Business Premium and as a standalone SKU. Read the blog post to [learn more](#).

Defender for Business brings enterprise grade endpoint security to Microsoft 365 Business Premium

		PRE MDB	WITH MDB	
		Microsoft 365 Business Premium ³	Microsoft 365 Business Premium ³	Microsoft Defender for Business (MDB) ³
eDiscovery and Audits	eDiscovery	•	•	
	Litigation Hold	•	•	
	Email Archiving	•	•	
Information Protection	Information Rights Management	•	•	
	File classification/labeling	•	•	
	File tracking and revocation	•	•	
Data Loss Prevention	Message Encryption	•	•	
	Data Loss Prevention	•	•	
	Data App Security	•	•	
Email and Collaboration Security	Safe links	•	•	
	Safe Attachments	•	•	
	Anti-phishing	•	•	
Device management	Windows device setup & management	• ¹	• ¹	
	Device health analytics	•	•	
	Mobile Device Management	•	•	
	Mobile App Management	•	•	
Identity and Access Management and Security	Risk based Conditional access	•	•	
	Multi-factor authentication	•	•	
Endpoint Security	Centralized management	•	•	•
	Simplified client configuration		•	•
	Next-gen protection	Win10	•	•
	Attack Surface Reduction	Win10 ¹	•	•
	Network Protection		•	•
	Web Category blocking		•	•
	Endpoint detection and response		•	•
	Cross platform support (iOS/Android/Mac)		• ⁴	• ⁴
	Automated investigation and response		• ²	• ²
	Threat and vulnerability		•	•
Threat intelligence		• ²	• ²	

¹Limited. ²Optimized for SMB.

³ Microsoft Defender for Business is available in Microsoft 365 Business Premium and as a standalone SKU. Read the blog post to [learn more](#).

⁴ iOS, and Android requires Microsoft Intune. Intune is included in Microsoft 365 Business Premium. Please see [Documentation](#) for more detail.

Delivering endpoint security across platforms





 Windows

macOS



iOS

 Windows 365
 Azure Virtual Desktop

Endpoints*

Mobile device OS*

Virtual desktops

* iOS, and Android requires Microsoft Intune. Intune is included in Microsoft 365 Business Premium. Please see [Documentation](#) for more detail.



Opportunity and benefits for Partners

Microsoft 365 Business Premium: **Benefits for Partners**



Secure your customers and manage risk

Elevate your customer's security as they work in a remote/hybrid environment by upselling Microsoft 365 Business Premium. Accelerate shift to cloud and reach new higher margin customers.



Grow your profits through standardized managed services

Use Microsoft 365 Business Premium as a foundation to create an ongoing flywheel of recurring high-margin standardized managed services offers for remote access, teamwork and security. Plus, build additional services for monitoring, alerts & compliance to become your customers' outsourced IT team.

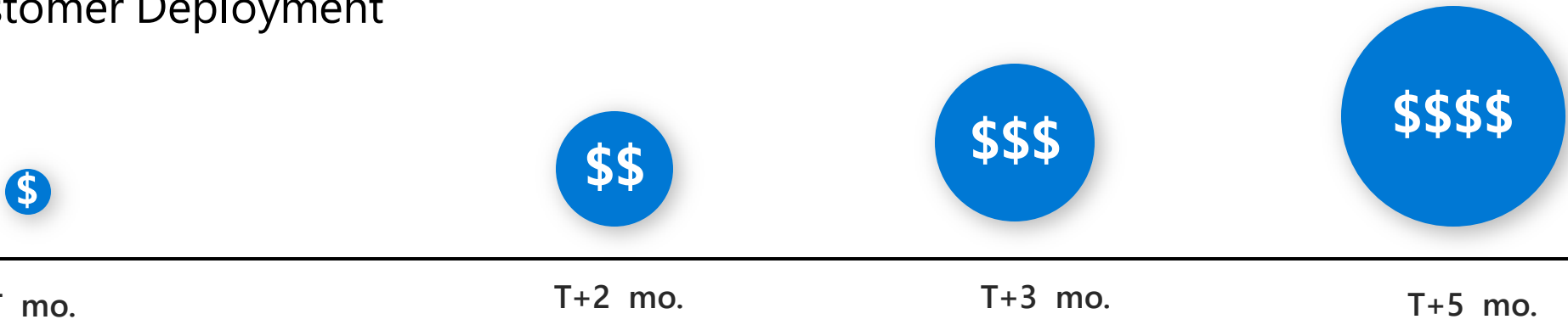


Reduce operational cost and complexity

Standardization on a comprehensive security and productivity toolkit that is designed to work together reduces learning curve for IT and support staff and reduces time to market. Plus, unified administration, licensing and billing reduces cost and complexity.

Create flywheel of ongoing managed services revenue with Microsoft 365 Business Premium

Sample Customer Deployment



← Ongoing End user training and assessments →

Deliver value	Establish security baselines, deploy Teams, Office 365	Secure data	Get hybrid work ready Map to security standards	Optimize workflows
Microsoft 365 Business Premium Features	Office 365, Teams, MFA with Conditional Access Anti-Phishing, Malware and Ransomware protection Intune based device mgmt Device provisioning with Autopilot	DLP /Azure Information Protection Cloud App Discovery	Full Microsoft 365 Business Premium security capabilities	Power apps
Add-on services	Migration and deployment Standardized identity and access security policies Device Lifecycle management	Data governance, retention and compliance policies e.g. Healthcare or Banking regulations Shadow IT Discovery and remediation	Implement full Security frameworks like NIST/CIS including recovery and remediation services Add-on Business Voice solutions Microsoft Teams Meeting Room solutions	Power apps based workflows Azure Consumption Dynamics Upsell

Microsoft Defender for Business makes Business Premium more complete and cost-effective

Security, Identity and Device Mgmt

Remote access solutions	\$5
Advanced Email protection	\$5
Single Sign-On	\$2
Conditional Access+ MFA	\$6
Endpoint anti-virus protection	~\$3
Endpoint Detection and Response	~\$5
Device management	\$4

Collaboration and Productivity

Productivity apps and file storage	\$12
Chat based collaboration	\$6.67

> \$45
monthly cost of 3rd party solutions¹

~~\$22~~
monthly²

Nonprofit Price

\$5.50
monthly

Microsoft 365 Business Premium

One solution to run your business securely, from anywhere

New! Microsoft Defender for Business Premium customers now Generally Available in Microsoft 365 Business Premium

¹Estimates based on published prices ; Price subject to changes

²Microsoft 365 Business Premium priced at \$22pupm starting March 1, 2022, Price is subject to change based on subscription term, currency and region;

File Storage and Productivity apps – Google Workspace \$12 (unlimited storage) Online chat-based collaboration – Slack \$6.67

Single Sign On– Okta \$2; Adaptive MFA (Conditional Access+ MFA) – Okta \$6

Device Management - IBM MaaS 360- \$4.00, Endpoint Protection: Sentinel One Complete (Antivirus with EDR) \$8, Proofpoint email protection - \$5

Remote Access: Windows Terminal server CAL (\$199 perpetual per user; over 3 years – per month would be around \$5); TeamViewer - \$49 per user per month