

Sales Play 2: All-in-one SMB Security, Information Protection & Governance

Add Microsoft Defender & Purview Suite to M365 Business Premium

Add Microsoft Defender & Purview Suite to M365 Business Premium to elevate their security with unified threat detection and response (XDR), compliance capabilities and advanced data management tools for a resilient and compliant business environment.



of Chief Information Officers (CIOs) in ANZ expect cybersecurity to receive the most significant increase in technology investment by 2025

Gartner

Drive growth and security for your customers

SMB Challenges

Growing Cybersecurity Threats: Expanding attack surface increases vulnerability to ransomware, insider threats and data breaches.

Fragmented Compliance Tools: Customers struggle to manage compliance across hybrid environments with disconnected solutions.

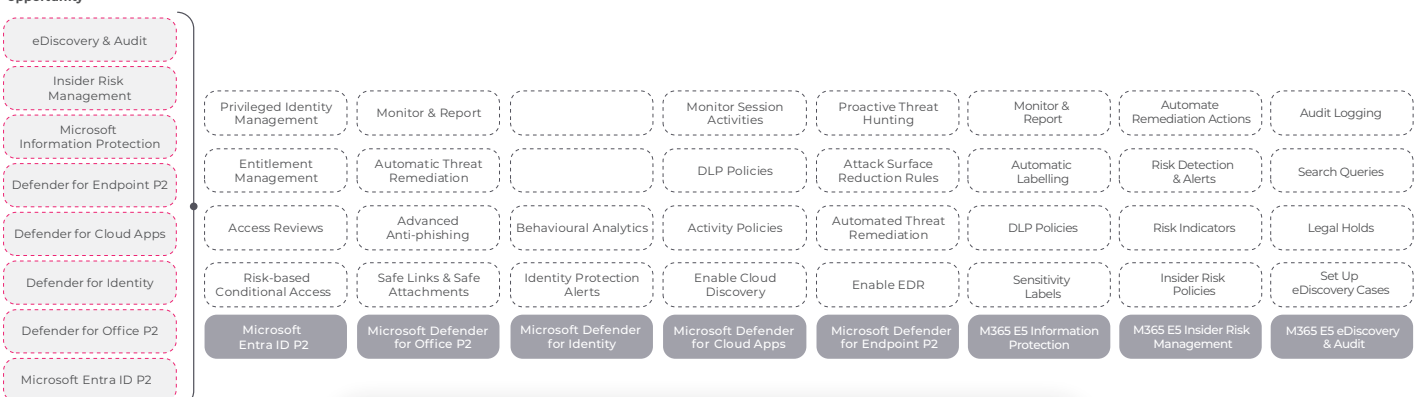
Inconsistent Access Control: Securing access to critical data and applications while ensuring compliance is complex without centralised, automated solutions.

Transformative Actions for IT Partners/ MSPs

- ✓ **Unified Protection Across Identities & Endpoints:** Implement Microsoft Defender and Azure AD Premium P2 to provide comprehensive, proactive security across your customers' environments.
- ✓ **Automated Compliance & Risk Management:** Utilise Microsoft Purview Compliance Manager and Insider Risk Management to streamline compliance processes, reduce manual effort and mitigate insider risks.
- ✓ **Advanced Access Governance:** Leverage risk-based conditional access and policies to ensure seamless, secure access management for your customers, driving both security and compliance improvements.

Partner Opportunity with M365 Business Premium plus Microsoft Defender & Purview Suite for Business Premium

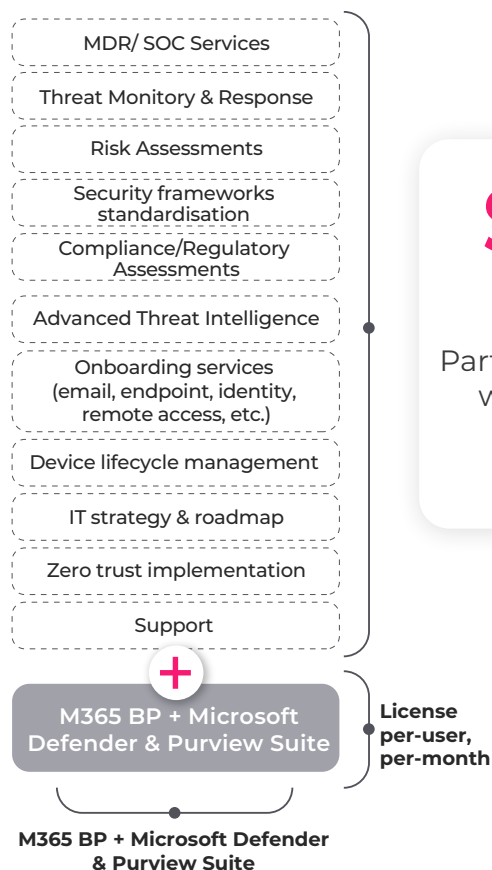
Add-on services opportunity



\$22K - \$100K

Partner professional services opportunity

Add Microsoft Defender & Purview Suite to M365 Business Premium for advanced security and compliance. Use the Defender Suite for threat protection, Information Protection for data security and Insider Risk Management to reduce internal threats. Protect identities with Defender for Identity, enable eDiscovery for legal needs and ensure compliance with Audit.



Main Resource

- Access the full sales toolkit, including a customer-ready brochure and pitch deck [here](#).

Other Resources

- Security Managed Services Partner Kit
- Get started with Microsoft 365 Lighthouse

\$173,000

Estimated cost of a data breach in New Zealand

[Cert NZ - Need to prioritize cyber security](#)

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your security offering

Dicker Data's local team of specialist people, practices and programs are here to help you serve your customers and capitalise on the surging demand for security services.

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