

Sales Play 3: All-in-one Enterprise Security, Information Protection & Governance

Upgrade from M365 E3 to M365 E5

Upgrade customers from M365 E3 to M365 E5 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.

Drive growth and security for your customers with M365 E5

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.

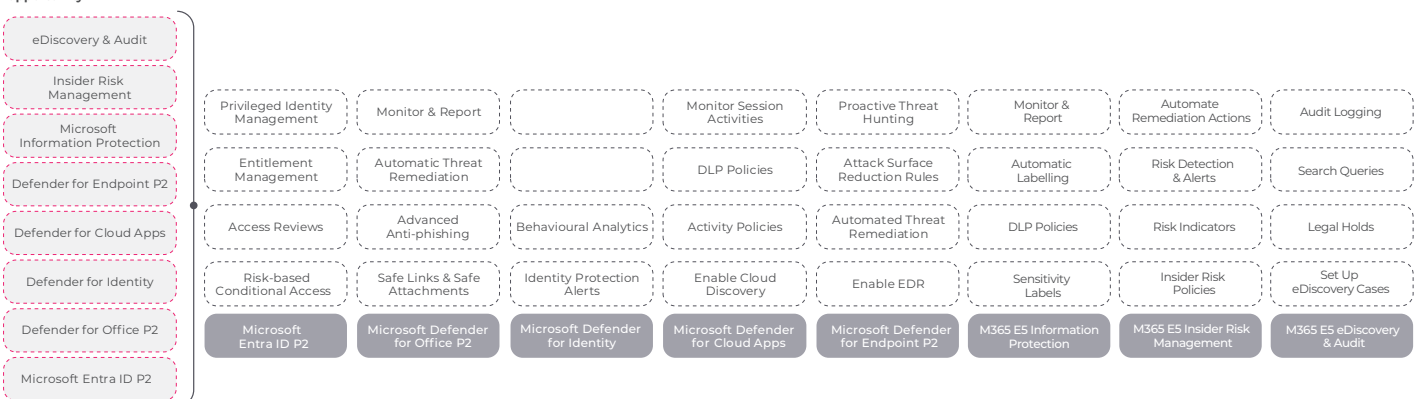


of Chief Information Officers (CIOs) in ANZ expect cybersecurity to receive the most significant increase in technology investment by 2025

Gartner

Partner Opportunity with M365 E5

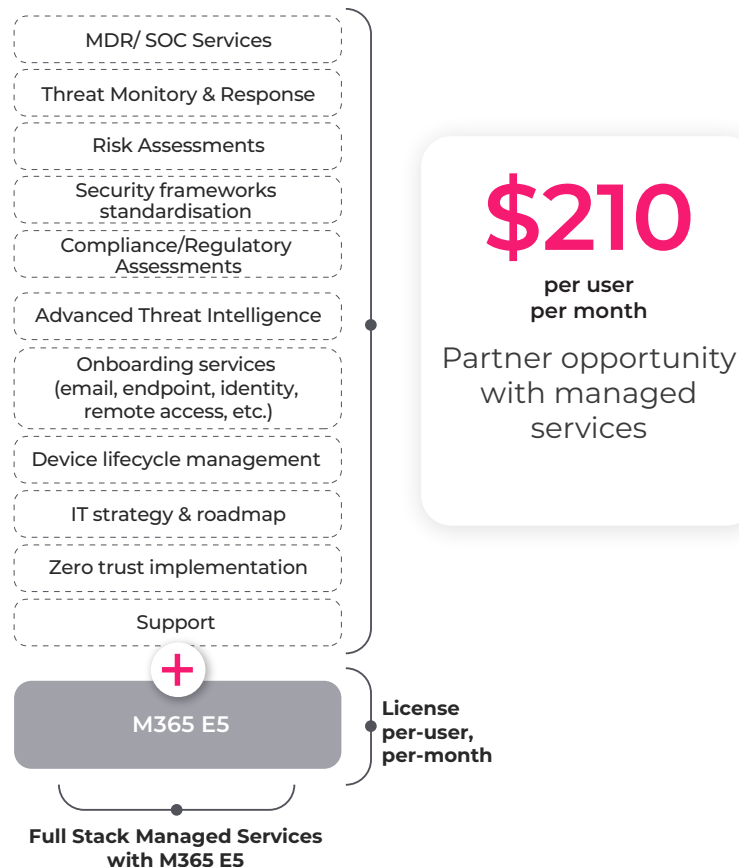
Add-on services opportunity



\$22K - \$100K

Partner professional services opportunity

Upgrade to M365 E5 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

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