

SECURITY

Solutions Partner for Security Designation

{INDUSTRY}

Determine Industry Requirements

What Are We Assessing?

The first step is to identify which industries are ideal for our Security solution, which we have done using data available to us, as outlined in Lesson 2. We will now determine the specific requirements of these solutions by industry. We look at this from three perspectives – partner, customer and the results delivered.



What Is the Information Provided?

- **Partner oriented:** Provides information on the technical outcomes anticipated within this industry and outlines the required functionalities to achieve them.
- **Customer oriented:** Communicates with the customer about achievable outcomes in plain language, providing appropriate context messaging.
- **Outcome oriented:** Communicates to the customer the results or outcomes they will gain after transitioning to your new solution.

Why Is This Information Important to Understand and Use?

To create a successful solution, it is essential to understand the primary priorities of the industry, as they are crucial for meeting customer needs. This step clarifies our solution's goals, allowing us to identify the necessary technical components in our next lesson.

Partner Oriented



What are top 10 security priorities faced by the {Industry} industries in Australia and New Zealand. List the reason and requirement. Visualise in a table. Do not list numbers.



| Priority | Reason | Requirement |
|-----------------------------|---|--|
| Data Breach Prevention | Confidential information can be exposed or stolen, leading to financial loss and reputational damage. | Implement robust encryption, access controls, and regular security audits. |
| Fraud Detection | Financial fraud can result in significant financial losses and legal implications. | Utilize advanced AI and machine learning algorithms to detect and prevent fraudulent activities. |
| Compliance with Regulations | Non-compliance can result in hefty fines and legal consequences. | Ensure adherence to local and international financial regulations through regular compliance checks. |

Customer Oriented



What are top 10 security priorities faced by the {Industry} industries in Australia and New Zealand. List the reason and requirement. Deliver clearly and not using technical terms. Visualise in a table. Do not list numbers.



| Priority | Reason | Requirement |
|----------------------------|---|---|
| Data Breach Prevention | Confidential information can be exposed or stolen, leading to financial loss and reputational damage. | Employ advanced monitoring systems, strong encryption, and regular security audits. |
| Phishing Attack Mitigation | Fraudulent attempts to obtain sensitive information can compromise customer accounts and data. | Implement multi-factor authentication and conduct regular employee training on recognizing phishing attempts. |
| Cloud Security | Data and applications hosted in the cloud are vulnerable to unauthorized access and breaches. | Use strong encryption, access controls, and perform regular security assessments. |

Outcome Oriented



What are top 10 security priorities faced by the {Industry} industries in Australia and New Zealand. List the reason and security outcomes delivered. Deliver clearly and not using technical terms. Visualise in a table. Do not list numbers.



| Priority | Reason | Security Outcome |
|------------------|--|--|
| Data Protection | Ensuring customer information is safe from breaches. | Enhanced privacy and customer trust. |
| Network Security | Preventing unauthorized access to the network. | Secured communication and data transfer. |
| Fraud Detection | Identifying and preventing fraudulent activities. | Reduced financial losses from fraud. |

Continue on your path to achieving a Microsoft Partner for Security designation.

Visit dickerdata.co.nz/microsoft or contact the Dicker Data Microsoft Team
09 270 3000 Microsoft.Sales@dickerdata.co.nz

