Solutions Designation:

Success

SECURITY

Solutions Partner for Security Designation

HEALTHCARE

Build Your Solution

This stage we are defining our solutions technical requirements to determine which Microsoft subscription will become the foundational base of our solution itself.

What Is the Information Provided?

- Identifying Features Critical To Industry Requirements
- Are Essential Security Features Excluded in Lower Plans?
- What Result Did Our Investigation Uncover?

Why Is This Information Important to Understand and Use?

In customer interactions, it is essential to address their concerns within the context of their specific industry, as these are typically the most crucial to meeting their needs. Meeting this brief is crucial for boosting your chances of winning the customer's trust and business.

Identifying Features Critical to Industry Requirements

Based on our findings in in lesson 2, lets assess the criteria recommended to support Healthcare providers in Australia and New Zealand. Microsoft 365 E5 appears to be the best fit to meeting this industry's needs – but let us confirm this.

Ask Copilot

What are the top 10 security features of Microsoft 365 E5 for the Australian and New Zealand Healthcare Industries, list by feature, description, and benefit. Visualise as a table.

Feature	Description	Benefit
Advanced Threat Protection	Provides comprehensive threat protection against malware, phishing attacks, and other sophisticated threats.	Enhances security by preventing potential data breaches and safeguarding sensitive patient information.
Azure Information Protection	Classifies and protects documents and emails by applying labels.	Ensures that sensitive healthcare data is encrypted and only accessible to authorised personnel.
Cloud App Security	Offers enhanced visibility and control over cloud applications.	Protects patient data by monitoring and managing access to cloud resources.
Advanced Data Governance	Helps organisations manage and govern their data lifecycle.	Ensures compliance with healthcare regulations and data retention policies.
Identity Protection	Secures identities through multi-factor authentication and conditional access policies.	Reduces the risk of unauthorised access to patient records and healthcare systems.
Threat Intelligence	Provides insights into the global threat landscape.	Allows healthcare organisations to stay ahead of potential threats and take proactive measures.
Privileged Access Management	Controls and monitors access to critical systems and data.	Minimises the risk of insider threats and unauthorised access to vital healthcare systems.
Endpoint Detection and Response	Offers advanced detection and response capabilities for endpoints.	Protects healthcare devices and ensures the integrity of patient data.

Compliance Management	Helps organisations meet regulatory requirements through comprehensive compliance tools.	Ensures adherence to healthcare standards and protects against legal repercussions.
Secure Score	Provides a security analytics report and recommendations for improvement.	Allows healthcare providers to continuously monitor and enhance their security posture.

Please note: Benefits in green have all be specifically called for, as industry non-negotiables

Are Essential Security Features Excluded in Lower Plans?

The next question is to determine what the base-level subscription should include. For this evaluation, we must balance critical features against desirable ones and ensure we do not compromise the offer, for the sake of price, for example.

Ask Copilot

What are the top 10 security features of Microsoft 365 E5, by order of importance, which are not available in Microsoft 365 Business Premium. List by description and benefit. Visualise as a table. Remove # column.

Feature	Description	Benefit
Advanced Threat Protection (ATP)	Comprehensive threat protection across email, collaboration tools, and data.	Helps mitigate risks from sophisticated cyber threats and zero-day exploits.
Azure Active Directory Premium P2	Enhanced identity protection and advanced security reporting.	Provides better control over identity management and access security.
Microsoft Defender for Identity	Advanced security analytics to detect identity-based threats.	Identifies and mitigates identity-related security threats across the organisation.
Microsoft Cloud App Security	Comprehensive Cloud Access Security Broker (CASB) solutions.	Protects data and applications across multiple cloud services.
Microsoft Information Protection & Governance	Advanced tools for data classification, labelling, and protection.	Ensures sensitive information is managed securely and in compliance with regulations.
Microsoft Threat Experts	Proactive threat hunting and managed threat response services.	Enhances security posture with expert-driven threat detection and response.

Advanced eDiscovery	Enhanced tools for legal and investigative data discovery.	Facilitates efficient data collection and analysis for legal cases and compliance.
Customer Lockbox	Gives customers control over data access during service operations.	Increases security by ensuring explicit customer approval for data access requests.
Privileged Access Management	Restricts elevated access to critical systems and data.	Minimises the risk of security breaches from privileged accounts.
Microsoft Defender for Endpoint	Comprehensive endpoint detection and response capabilities.	Protects devices from advanced cyber threats and improves incident response.

Please note: Benefits in red have all be specifically called for, as industry non-negotiables.

What Result Did Our Investigation Uncover?

Based on the number required features removed, Microsoft 365 Business Premium cannot be recommended for this industry.

Therefore, as determined by need, Microsoft 365 E5 is the necessary SKU required for the Healthcare industry – as per the requirement information gathered in lesson 2.

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

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