SECURITY

Solutions Partner for Security Designation

{INDUSTRY}

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.

Microsoft
Solutions Partner

Security

What Is the Information Provided?

- Identifying technical features critical to this industry's requirements
- Testing if essential security features are excluded in lower plans?
- What result did our investigation uncover?

Why Is This Information Important to Understand and Use?

In customer interactions, it's 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.

How To Use

Once you have identified the industry vertical you would like to know more about, simply search, and replace the word {Industry} for the industry name, {Best SKU} for what you believe is the best fit Microsoft 365 subscription, {Comparative SKU} for the subscription you wish to benchmark against

Once complete, ask each of the questions using Copilot (free or paid) and paste into the space required.

Within a few minutes, you will have all those especially important technical requirements needed to determine the right subscription base, for the industry you are looking at!

Identifying Features Critical to Industry Requirements

Based on our findings in in lesson 2, lets assess the criteria recommended to support {Industry} providers in Australia and New Zealand. {Best SKU} 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 {Best SKU} for the Australian and New Zealand {Industry} Industries, list by feature, description, and benefit. Visualise as a table.

Copilot Outcome

Feature	Description	Benefit
Advanced Threat Protection (ATP)	Provides tools to protect against advanced threats and malware.	Ensures the safety of sensitive retail data from sophisticated attacks.
Data Loss Prevention (DLP)	Monitors and protects sensitive information across Microsoft 365.	Prevents unauthorised sharing of confidential customer and company data.
Asure Information Protection	Classifies and protects documents and emails by applying labels.	Guarantees that sensitive information is properly secured and managed.

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 essential 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 {Best SKU}, by order of importance, which are not available in {Comparative SKU}. List by description and benefit. Visualise as a table. Remove # column.

Copilot Outcome

Feature	Description	Benefit
Advanced Threat Protection	Protects against sophisticated threats hidden in email attachments and links.	Reduces the risk of phishing and malware attacks.
Azure Active Directory Identity Protection	Identifies, detects, and investigates advanced threats, compromised identities, and malicious insider actions.	Provides enhanced identity protection and monitoring.
Customer Lockbox	Gives customers control over their content when service operations require Microsoft engineer access.	Increases data security and customer control.

What Result Did Our Investigation Uncover?

After examining these requirements, it is determined that {Best SKU} is the necessary SKU required to meet the needs of the {Industry} industry.

Based on the number and which crucial features are removed, we cannot consider {Comparative SKU} for this industry.

Remember: If another subscription fit, the information would have shown this.

Or

After examining these requirements, it is determined that {Comparative SKU} is the necessary SKU required to meet the needs of the {Industry} industry.

Based on the number of additional features added, we should consider {Best SKU} for this industry – if the customer has additional requirements, which require discussion and consideration.