SECURITY

Solutions Partner for Security Designation

RETAIL

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 Retail for the industry name, Microsoft 365 E5 for what you believe is the best fit Microsoft 365 subscription, Microsoft 365 Business Premium 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 very 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 Retail providers in Australia and New Zealand. Microsoft 365 E5 appears to be the best fit to meeting this industry's needs – but let's confirm this.

Ask Copilot

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

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.
Conditional Access	Applies policies to ensure security based on user identity and device health.	Reduces the risk of unauthorised access, enhancing overall security.
Mobile Device Management (MDM)	Secures and manages mobile devices accessing company data.	Protects retail data on employees' mobile devices, ensuring compliance.

Windows Defender Antivirus	Provides comprehensive, real-time protection against software threats.	Safeguards endpoints from malware and other malicious attacks.
Microsoft Cloud App Security	Provides visibility, control, and threat protection for cloud applications.	Enhances security across cloud environments, critical for retail operations.
Identity Protection	Uses machine learning to detect and mitigate identity-based risks.	Protects against identity theft and account compromise.
Privileged Access Management (PAM)	Controls and monitors privileged access within the organisation.	Reduces risks associated with elevated access rights in retail settings.
Advanced Security Management	Provides enhanced visibility and control over security settings.	Allows for proactive measures to be taken, improving overall 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 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 Microsoft 365 E5, by order of importance, that are not available in Microsoft 365 Business Premium. List by description and benefit. Visualise as a table. Remove # column.

Security 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.
Advanced Data Governance	Uses machine learning to help identify, classify, and manage data across the organisation.	Improves data compliance and reduces risks associated with data handling.
Advanced Compliance	Includes tools like eDiscovery, Advanced eDiscovery, and Customer Key.	Enhances compliance posture and data governance.
Microsoft Defender for Identity	Identifies advanced persistent threats and malicious activity using user behaviour analytics.	Improves threat detection and incident response.
Privileged Access Management (PAM)	Controls and monitors privileged access within the organisation.	Reduces risks associated with elevated access rights in retail settings.
Advanced Security Management	Provides enhanced visibility and control over security settings.	Allows for proactive measures to be taken, improving overall security posture.
Microsoft Cloud App Security	Provides rich visibility, control over data travel, and sophisticated analytics to identify and combat cyber threats across all your cloud services.	Enhances security for cloud applications and services.
Access Reviews	Enables periodic reviews of access to critical resources.	Ensures only the right people have access to essential data and applications.

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

DICKER DATA | Microsoft
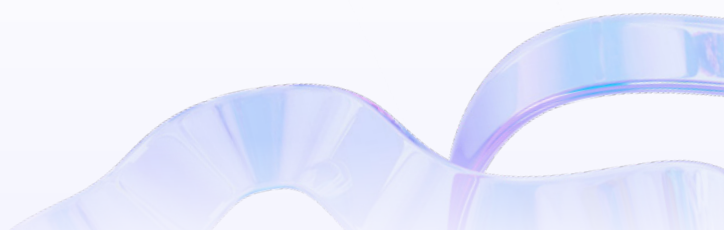
What Result Did Our Investigation Uncover?

After examining these requirements, it is determined that Microsoft 365 E5 is the necessary SKU required to meet the needs of the Retail industry.

Based on the number and which crucial features are removed, we cannot consider Microsoft 365 Business Premium for this industry.

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