Solutions Designation:

Success

SECURITY

Solutions Partner for Security Designation

HEALTHCARE

Train For Your Solution

What Are We Examining?

This stage we are aligning the technical requirements of a solution to the designation exam criteria, against the Microsoft subscription we have determined is the foundational base of our solution.

Microsoft Solutions Partner
Security

What Is the Information Provided?

- Identifying technical features critical to this industry's requirements.
- Aligning these to the designation exam pre-requisites.
- Understanding that 'skilling to need' supports our solution goals.

Why Is This Information Important to Understand?

It is technically vital to address customer concerns within the framework of their particular industry since these are often the most critical for fulfilling their support requirements. Satisfying this criteria is key to enhancing your chances of retaining a customer long-term and maintaining their trust.

Align Technical Features to Critical Industry Requirements

Based on our findings in Lesson 2, lets align our AZ-500 and SC-200 exam criteria, against the base Microsoft 365 SKU we've determined is necessary to implement and support Healthcare providers in Australia and New Zealand.

Ask Copilot

Can you please align the AZ-500 exam to the Microsoft 365 E5 SKU by feature to the needs of the Australian and New Zealand Healthcare Industries. Put in a table and list by feature, exam objective, SKU feature, relevance to industry.

Copilot Outcome

Feature	Exam Objective	SKU Feature	Relevance to Industry
Identity and Access Management	Implement and manage identity and access; Secure access to resources	Azure Active Directory (AAD), Conditional Access, Privileged Identity Management (PIM)	Ensures only authorised personnel access sensitive health data, complying with regulations like HIPAA
Platform Protection	Implement advanced threat protection; Secure network and cloud infrastructure	Microsoft 365 Defender, Azure Sentinel	Real-time monitoring of potential threats to healthcare systems, allowing for rapid response
Security Operations	Manage security operations and monitoring; Configure security policies	Microsoft 365 Defender, Azure Sentinel	Real-time monitoring of potential threats to healthcare systems, allowing for rapid response
Data and Storage Security	Implement data encryption; Manage keys and secrets	Azure Information Protection, Customer Key	Secures electronic health records (EHRs) and other sensitive patient information
Compliance Management	Implement and manage compliance policies; Perform compliance assessments	Microsoft Compliance Manager, Data Loss Prevention (DLP)	Ensures adherence to healthcare regulations and standards, reducing risk of non-compliance

Ask Copilot

Can you please align the SC-200 exam to the Microsoft 365 E5 SKU by feature to the needs of the Australian and New Zealand Healthcare Industries. Put in a table and list by feature, exam objective, SKU feature, relevance to industry.

Copilot Outcome

Feature	Exam Objective	SKU Feature	Relevance to Industry
Threat Detection and Response	Implement and manage threat protection	Microsoft Defender for Endpoint, Microsoft Defender for Office 365	Real-time monitoring of potential threats to healthcare systems, allowing for rapid response
Data and Storage Security	Implement data encryption; Manage keys and secrets	Azure Information Protection, Customer Key	Secures electronic health records (EHRs) and other sensitive patient information
Compliance Management	Implement and manage compliance policies; Perform compliance assessments	Microsoft Compliance Manager, Data Loss Prevention (DLP)	Ensures adherence to healthcare regulations and standards, reducing risk of non-compliance
Incident Response	Investigate and respond to threats	Microsoft Sentinel	Enables swift action in case of data breaches or cyber threats, ensuring minimal disruption to healthcare services
Identity and Access Management	Manage identity and access	Azure Active Directory P2, Privileged Identity Management	Controls access to sensitive patient data, minimising the risk of unauthorised access
Security Operations	Monitor and manage security operations	Microsoft 365 Defender, Azure Security Centre	Maintains overall security posture of healthcare systems, facilitating continuous monitoring and improvement

‘Skilling To Need’ Supports Our Solution Goals

By examining the objectives and their importance to the Healthcare sector, it is crucial for the technical team to implement and support these aligned outcomes – in the best interests of the business.

This capability will enable the business to achieve long-term profitability by incorporating ‘Net Customer Adds’ into the organisation, and ensuring the implementation delivers on the outcome required by the customer.

Without this, we cannot work in the same direction, potentially pulling the business in to a ‘development impasse’ discussed in **Lesson 2.3.**