

## SECURITY

# Solutions Partner for Security Designation

{INDUSTRY}

## 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.



### 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 {industry} providers in {country}.

 **Ask Copilot**

Can you please align the AZ-500 exam to the {sku} SKU by feature to the needs of the {country} {industry} Industry. 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	Manage Azure Active Directory identities	Azure AD Premium P2	Ensures robust identity protection and access management, crucial for financial data security.
Platform Protection	Implement advanced network security	Microsoft Defender for Endpoint	Protects endpoints against threats, essential for safeguarding financial transactions.



### Ask Copilot

Can you please align the SC-200 exam to the {sku} SKU by feature to the needs of the {country} {industry} Industry. 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	Manage Azure Active Directory identities	Azure AD Premium P2	Ensures robust identity protection and access management, crucial for financial data security.
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## 'Skilling To Need' Supports Our Solution Goals

By examining the objectives and their importance to the {Industry} 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**.

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

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