

SECURITY

Solutions Partner for Security Designation

INSURANCE

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 have determined is necessary to implement and support Insurance 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 Insurance 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
Manage Identity and Access	Implement and manage identity and access	Azure Active Directory (AAD) Premium P2	Ensures secure access management and compliance with industry regulations for identity protection.
Implement Platform Protection	Implement platform protection	Microsoft Defender for Identity	Provides advanced threat analytics and protection, essential for safeguarding sensitive insurance data.
Manage Security Operations	Manage security operations	Microsoft Defender for Cloud	Facilitates continuous security monitoring and management, crucial for maintaining operational integrity and compliance.
Secure Data and Applications	Secure data and applications	Microsoft Information Protection and Governance	Ensures robust data protection and governance, vital for protecting client information and meeting regulatory requirements.





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 Insurance Industries. Put in a table and list by feature, exam objective, SKU feature, relevance to industry.

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Copilot Outcome

Feature	Exam Objective	SKU Feature	Relevance to Industry
Manage Security Operations	Microsoft Sentinel	Advanced Threat Protection	Enables proactive threat detection and response, crucial for mitigating risks and ensuring compliance with regulatory standards.
Secure Data and Applications	Information Protection & Governance	Microsoft Information Protection	Maintains confidentiality and integrity of sensitive customer data, meeting privacy laws and industry regulations.
Manage Security Posture	Microsoft Secure Score	Security Management	Continuously assesses and improves security measures to align with industry standards, enhancing customer trust.
Identity and Access Management	Azure Active Directory	Identity & Access Management	Ensures secure access to systems and data, essential for protecting customer information and meeting compliance requirements.
Threat Protection	Microsoft Defender	Microsoft Defender for Endpoint	Provides comprehensive threat protection to safeguard against cyber-attacks, which is vital for maintaining operational integrity.
Compliance Management	Compliance Manager	Compliance Solutions	Helps manage and monitor compliance with industry standards and regulations, ensuring the business meets all legal requirements.





'Skilling To Need' Supports Our Solution Goals

By examining the objectives and their importance to the Insurance 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.

Visit <u>dickerdata.co.nz/microsoft</u> or contact the Dicker Data Microsoft Team

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