

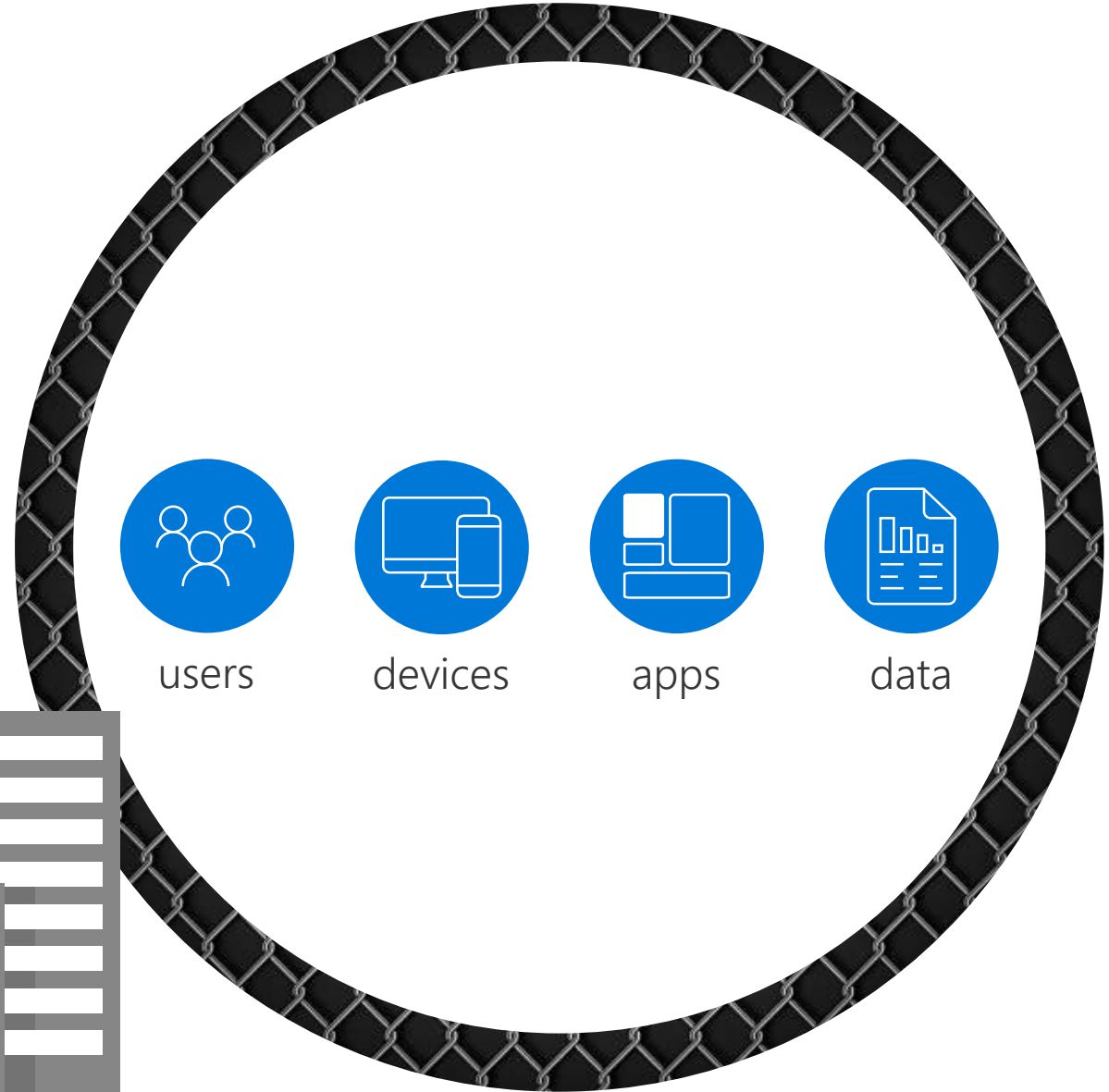
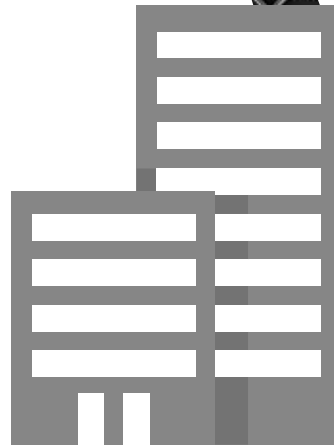
Agenda

- **What is:**
 - “The Tenant”
 - Cloud Strategy. M365, Dynamics 365, Azure, 3rd Party
 - High Level - What is Microsoft 365
- **Why:**
 - Business alignment/Priority
 - Budget – Licensing and redundant spend
- **How:**
 - Partner Ecosystem
 - Fast Track
 - Premier
- **Not on the agenda:**
 - Technical Architecture

What is the tenant, really?

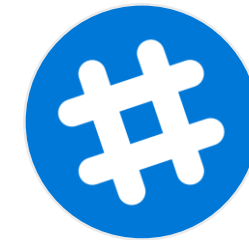
THE WORLD BEFORE **MOBILITY & CLOUD**

On-premises /
Private cloud



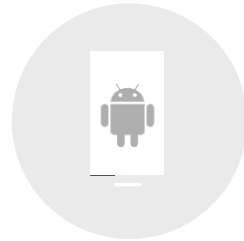


CLOUD APPS & SAAS SERVICES

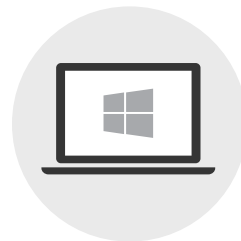
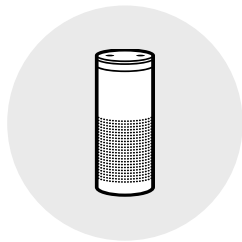


On-premises /
Private cloud





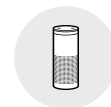
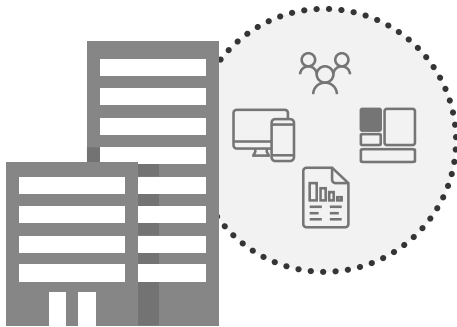
MOBILE AND PERSONAL DEVICES



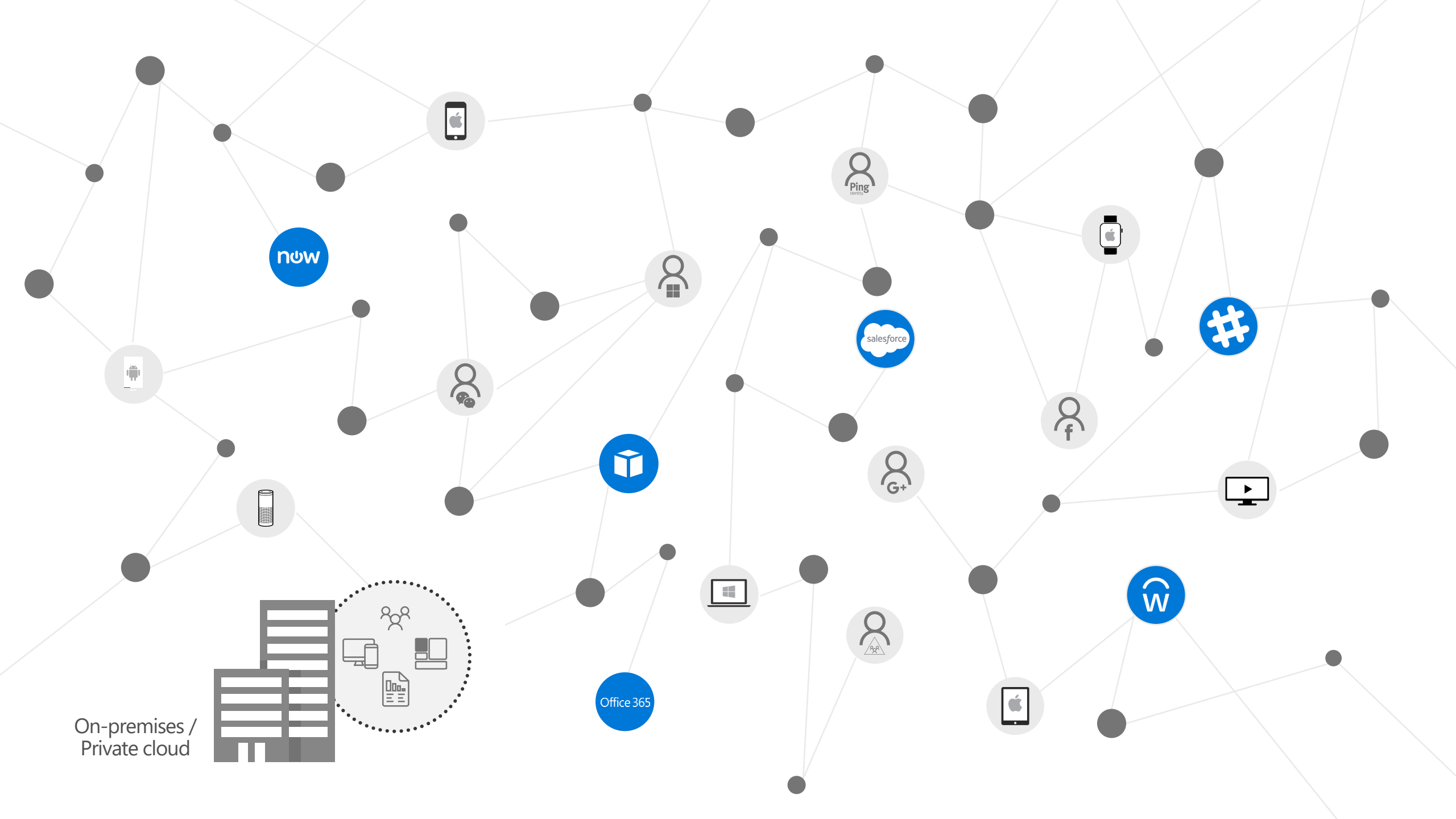
On-premises /
Private cloud



On-premises /
Private cloud



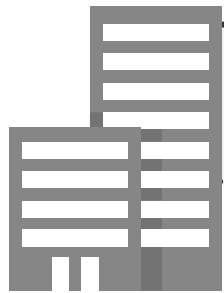
ORGANIZATION & SOCIAL IDENTITIES



On-premises /
Private cloud

One strong identity

at the center of your business



On-premises /
Private cloud

MICROSOFT CLOUD



 Microsoft 365

 Microsoft Dynamics 365

 Microsoft Azure



AI + Machine Learning

IoT

Analytics

Developer tools

Databases

Compute

Cognitive Services

70+ Compliance offerings

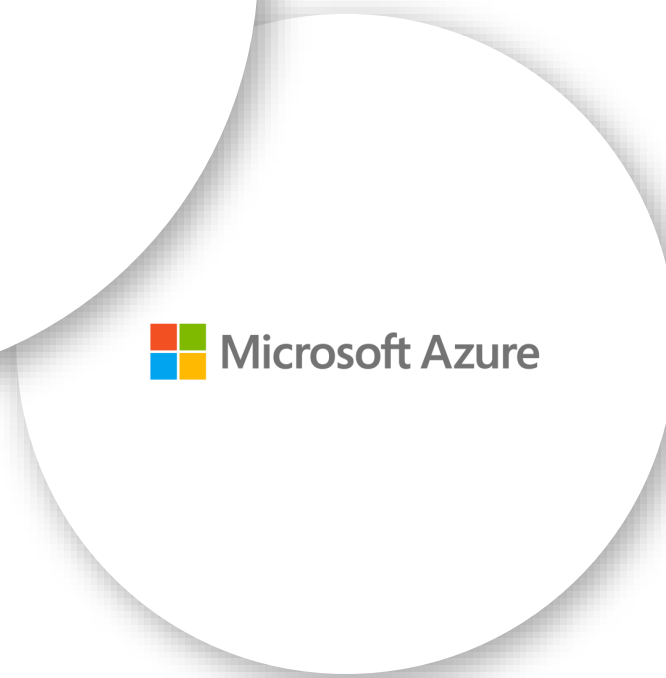
Scale (54 regions)

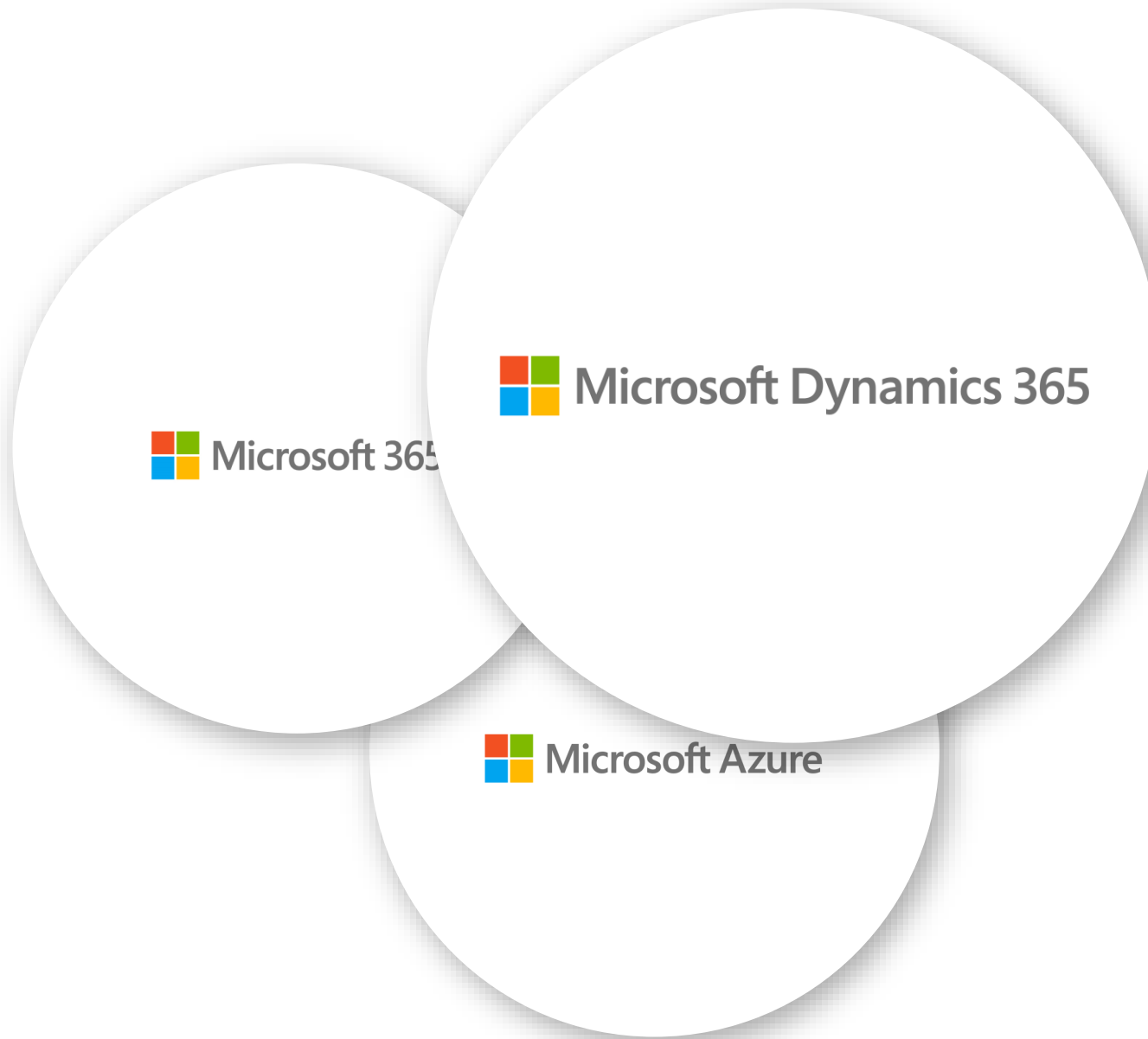


Office 365

Windows Enterprise

Enterprise mobility + Security





Commerce
Field Service
Operations
Finance
Talent
aPaas

Microsoft 365 Licensing and Roadmap

Microsoft 365

A complete, intelligent, secure solution to empower employees



Unlocks
Creativity



Built for
Teamwork



Integrated
for Simplicity



Intelligent
Security

Windows 10 Enterprise



Office 365

Enterprise Mobility & Security

Microsoft 365 E5 value

Microsoft 365 E5 adds incremental value to Microsoft 365 E3 across these solution areas

Microsoft 365 E5



Security

Extends identity and threat protection to help stop damaging attacks with integrated and automated security



Compliance

Brings together information protection & advanced compliance capabilities to protect and govern data while reducing risk



Voice

Adds audio conferencing and calling capabilities in the cloud to enable your teams



Analytics

Adds Power BI capabilities that help you realize significant business value from your data

Office 365 Enterprise Capabilities



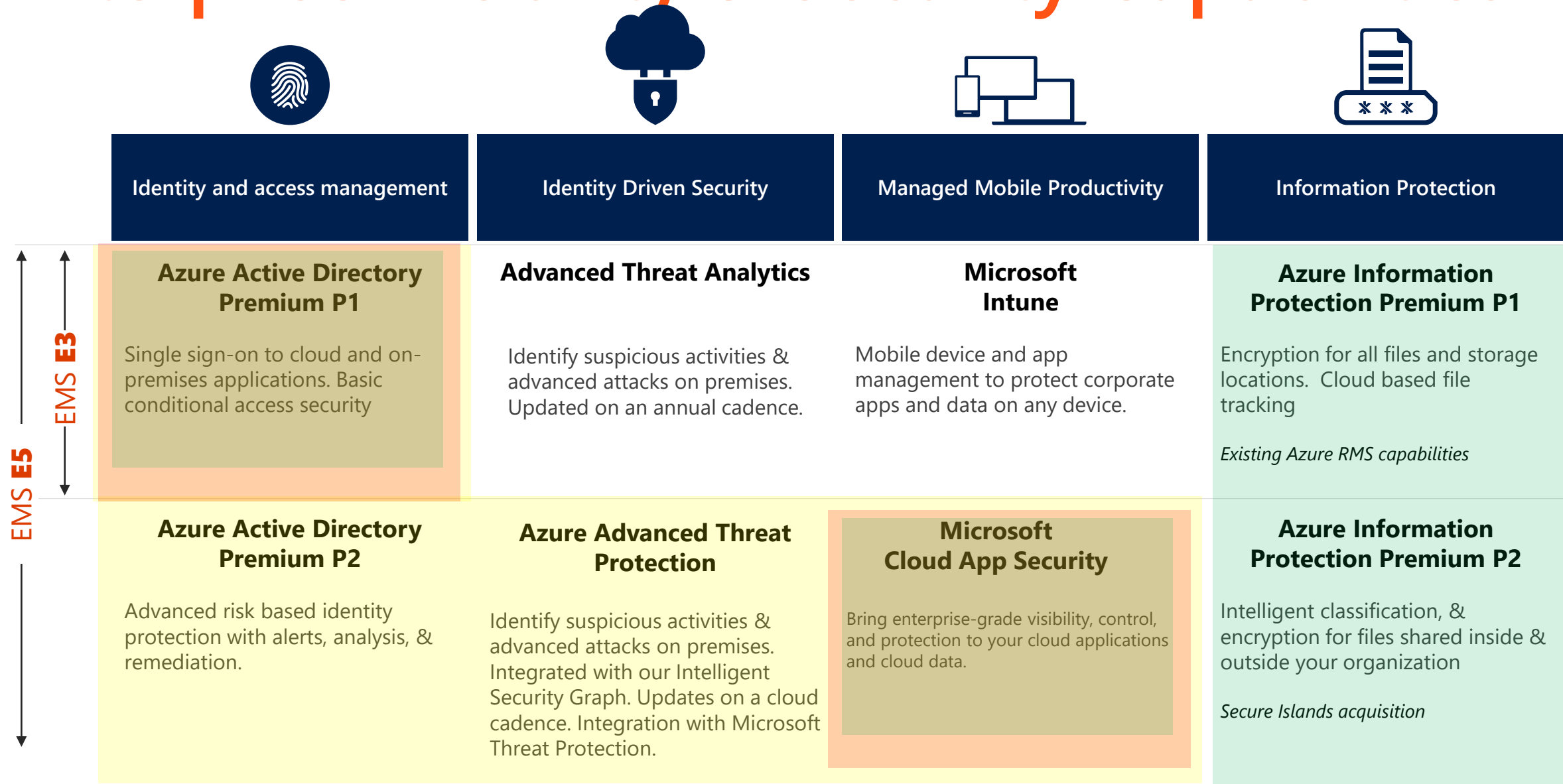
APPS Cloud Productivity & Mobility	SERVICES Rich Communication and Collaboration	SECURITY Advanced Enterprise Protection	ANALYTICS Insights for Everyone	VOICE Complete Cloud Communication
Office Pro Plus: Office apps on up to 5 PCs & Macs Mobile Office Apps: Office Apps for Tablet & Smartphones Flow Power Apps Stream	Exchange : Business-class email & Calendar OneDrive: Cloud Storage and file sharing SharePoint: Team sites & internal portals Skype for Business: Online Meetings, IM, video chat Microsoft Teams: Chat-based Collaboration Yammer: Private social networking	Advanced Threat Protection: Zero-day threat and malware protection Advanced Security Management: Enhanced visibility and control Threat Intelligence: Actionable insights to global attack threats Advanced Compliance: Advanced eDiscovery, Advanced Data Governance and Customer Lockbox bundled together to provide an intelligent solution to meet compliance needs	Power BI Pro: Live business analytics and visualization	Audio Conferencing: Worldwide dial-in for your online meetings Phone System: Business phone system in the cloud
Office 365 E3			Office 365 E5	

Platform: Identity Threat Compliance

Office 365 Government Roadmap

1	Teams: Chat based workspace	●	●	●
1	Teams: Recording	Q3CY19	TBD	TBD
1	Teams: Live Events (Quick Start & External Encoder)	Q3CY19	TBD	TBD
1	Teams: OneNote Tab	Q4CY19	Q4CY19	TBD
1	Yammer: Enterprise social network	x	Not Planned	
1	Planner: Organize teams and tasks	●	●	Pending DISA
1	Flow: Automate processes and tasks	●	Q3CY19	Q4CY19
1	PowerApps: Build custom business apps	●	Q3CY19	Q4CY19
1	Office 365 Video: Create, discover, and share videos [being replaced by Stream]	●	Not planned	
1	Stream: Create, discover, and share videos [replacing Video]	●	TBD	TBD
1	Sway: Interactive presentations	Not Planned		
1	To-Do: Manage, prioritize, and complete tasks	TBD	TBD	TBD
1	Bookings: Simplify appointment scheduling	TBD	TBD	TBD
1	StaffHub: Firstline worker scheduling, communicating, and sharing	Not Planned		
1	Forms: Web based surveys, polls, and quizzes with analytics tools built in	●	●	Pending DISA

Enterprise Mobility & Security Capabilities



What is the difference between Azure AD P1 & P2?

Only in Azure AD P2

Identity Protection

- **Detecting vulnerabilities and risky accounts:**
 - Providing custom recommendations to improve overall security posture by highlighting vulnerabilities
 - Calculating sign-in risk levels
 - Calculating user risk levels
- **Investigating risk events:**
 - Sending notifications for risk events
 - Investigating risk events using relevant and contextual information
 - Providing basic workflows to track investigations
 - Providing easy access to remediation actions such as password reset
- **Risk-based conditional access policies:**
 - Policy to mitigate risky sign-ins by blocking sign-ins or requiring multi-factor authentication challenges
 - Policy to block or secure risky user accounts
 - Policy to require users to register for multi-factor authentication

Advanced Identity Governance

- Privileged Identity Management (PIM)
- Access Reviews

Features	P1
Directory Objects ¹	No Object Limit
User/Group Management (add/update/delete). User-based provisioning, Device registration	Available
Single Sign-On (SSO). Free, basic tiers + self-service app integration templates ⁵	No Limit
B2B Collaboration ⁷	Available
Self-Service Password Change for cloud users	Available
Connect (Sync engine that extends on-premises directories to Azure Active Directory)	Available
Security/Usage Reports	Advanced Reports
Group-based access management/provisioning	Available
Self-Service Password Reset for cloud users	Available
Company Branding (Logon Pages/Access Panel customization)	Available
Application Proxy	Available
SLA	Available
Premium Features	
Advanced group features ⁸	Available
Self-Service Password Reset/Change/Unlock with on-premises writeback	Available
Device objects 2-way sync between on-premises directories and Azure AD (Device write-back)	Available
Multi-Factor Authentication (Cloud and On-premises (MFA Server))	Available
Microsoft Identity Manager user CAL ⁴	Available
Cloud App Discovery ⁹	Available
Connect Health ⁶	Available
Automatic password rollover for group accounts	Available
Conditional Access based on group and location	Available
Conditional Access based on device state (Allow access from managed devices)	Available
3rd party identity governance partners integration	Available
Terms of Use	Available
SharePoint Limited Access	Available
OneDrive for Business Limited Access	Available
3rd party MFA partner integration <small>Preview</small>	Available
Microsoft Cloud App Security integration	Available

What is the difference between AIP P1 & P2?

Only in AIP P2

- **Configure conditions for automatic and recommended classification**
- **Azure Information Protection scanner for automated classification, labeling, and protection of supported on-premises files**
- **Hold Your Own Key (HYOK) that spans Azure Information Protection and Active Directory (AD) Rights Management for highly regulated scenarios**

Features	P1
Azure Information Protection content consumption by using work or school accounts from AIP policy-aware apps and services	Available
Protection for Microsoft Exchange Online, Microsoft SharePoint Online, and Microsoft OneDrive for Business content	Available
Bring Your Own Key (BYOK) for customer-managed key provisioning life cycle ²	Available
Custom templates, including departmental templates	Available
Protection for on-premises Exchange and SharePoint content via Rights Management connector	Available
Azure Information Protection software developer kit for protection for all platforms including Windows, Windows Mobile, iOS, Mac OSX, and Android	Available
Protection for non-Microsoft Office file formats, including PTXT, PJPG, and PFILE (generic protection)	Available
Azure Information Protection content creation by using work or school accounts	Available
Office 365 Message Encryption	Available
Administrative control ³	Available
Manual, default, and mandatory document classification	Available
Azure Information Protection scanner for content discovery of on-premises files matching any of the sensitive information types	Available
Azure Information Protection scanner to apply a label to all files in an on-premises file server or repository	Available
Rights Management connector with on-premises Windows Server file shares by using the File Classification Infrastructure (FCI) connector	Available
Document tracking and revocation	Available

Windows 10 Enterprise Capabilities



The most trusted platform

More productive

More personal

The most versatile devices

Enterprise Data Protection
Prevent accidental leaks by separating personal and business data

Windows Hello for Business
Enterprise grade biometric and companion device login

Credential Guard
Protects user access tokens in a hardware-isolated container

AppLocker
Block unwanted and inappropriate apps from running

Device Guard
Device locked down to only run fully trusted apps

Microsoft Threat Protection (See slide 15-18)
Behavior-based, attack detection
Built-in threat intelligence
Forensic investigation and mitigation
Built into Windows

Azure Active Directory Join
Streamline IT process by harnessing the power of the cloud

MDM enablement
Manage all of your devices with the simplicity of MDM

Windows Store for Business, Private Catalog
Create a curated store experience for employee self-service

Application Virtualization (App-V)
Simplify app delivery and management

Cortana Management
Create, personalize, and manage Cortana profiles through Azure Active Directory

User Experience Virtualization (UX-V)
OS and app settings synchronized across Windows instances

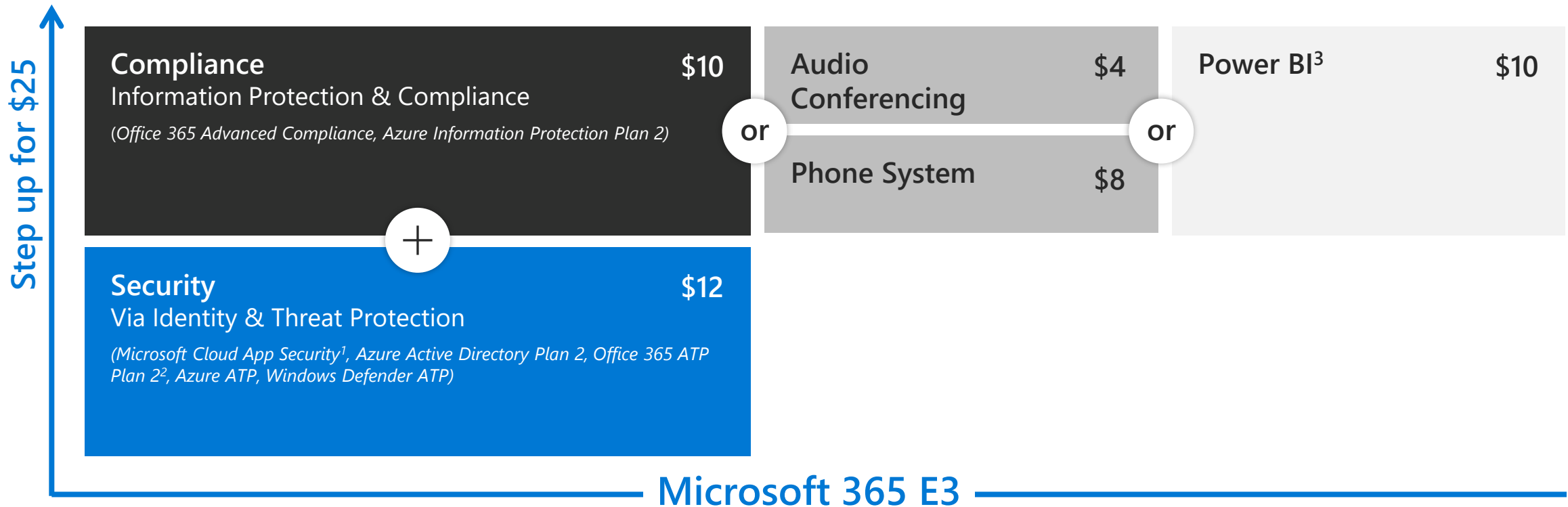
Granular UX Control
Enterprise control over user experience

Windows 10 for Industry Devices
Turn any inexpensive, off-the-shelf device, into an embedded, handheld, or kiosk experience

Windows 10 Enterprise E5
Windows 10 Enterprise E3

Three simple paths to Microsoft 365 E5

Microsoft 365 E5



¹ Consolidates O365 CAS and MCAS value

² Consolidates O365 Threat Intelligence and O365 ATP Plan 1 value

⁴³ MyAnalytics is now included in all O365 E3 and M365 offerings

Microsoft's Enterprise Class Security Technology



Identity & access management

Secure identities to reach zero trust



Threat protection

Help stop damaging attacks with integrated and automated security



Information protection

Locate and classify information anywhere it lives



Security management

Strengthen your security posture with insights and guidance



Infrastructure security

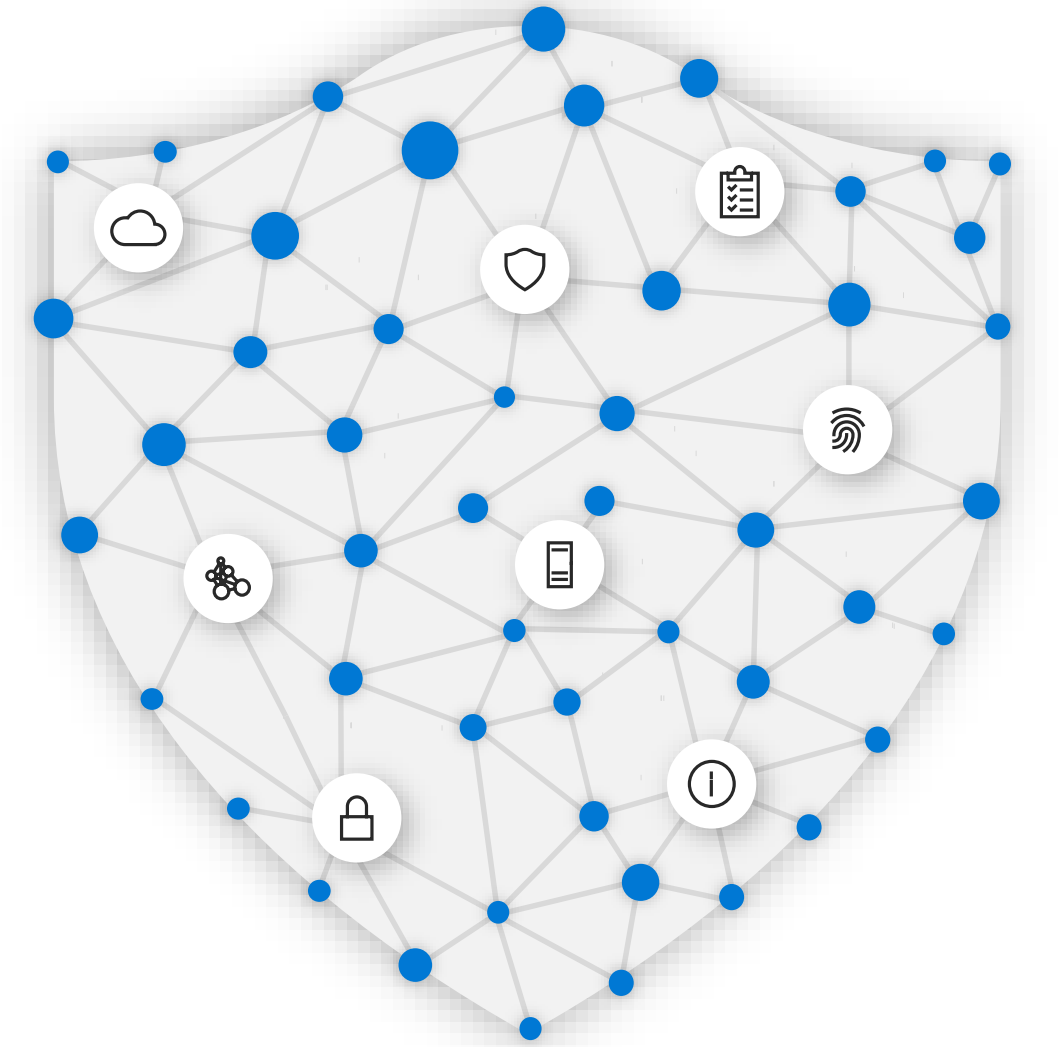
Intelligent Security in Microsoft 365

Cloud-powered security solutions help you protect users,
data, and everything in between

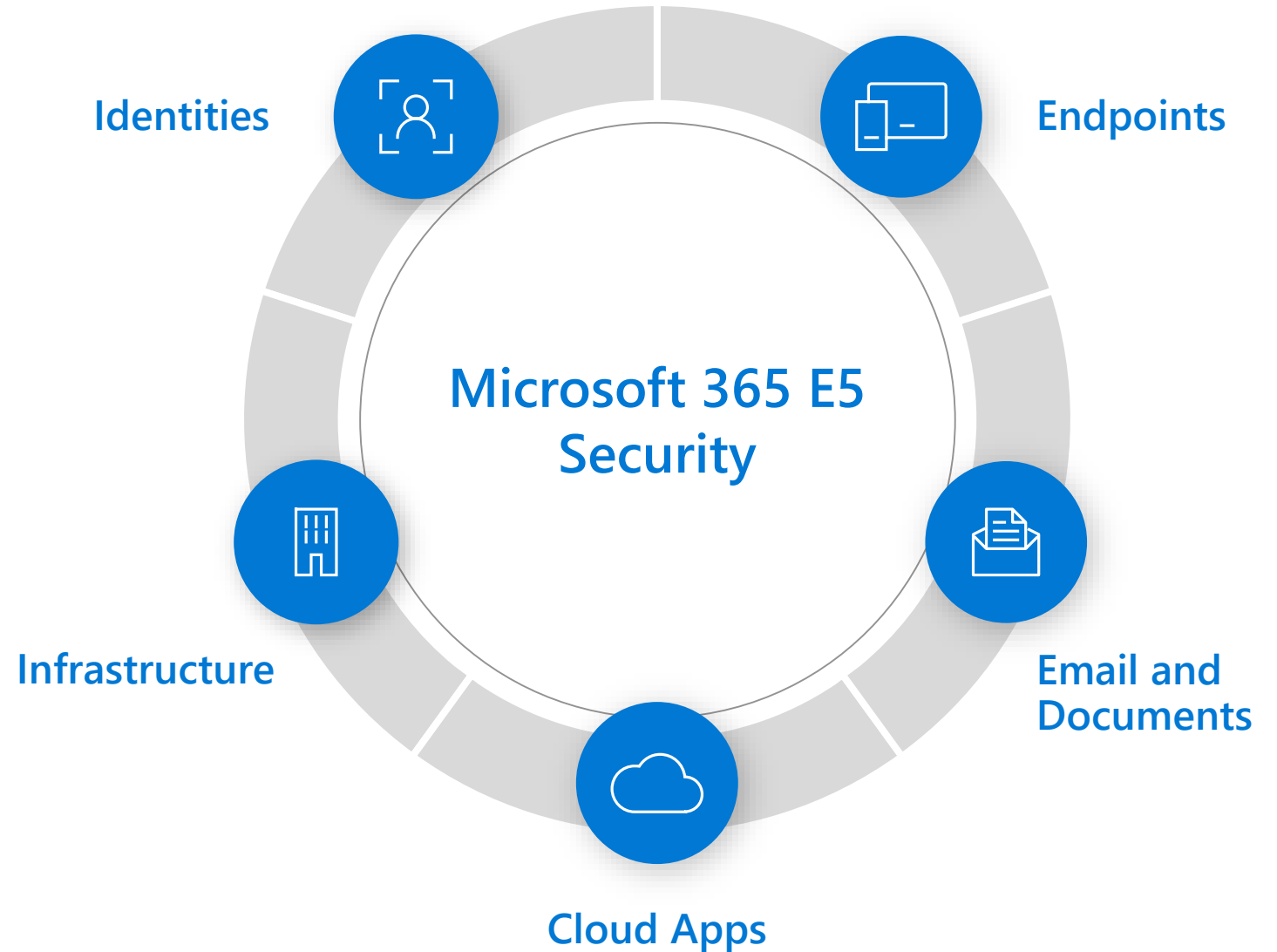
6.5 trillion signals analyzed daily

3,500 Microsoft security professionals

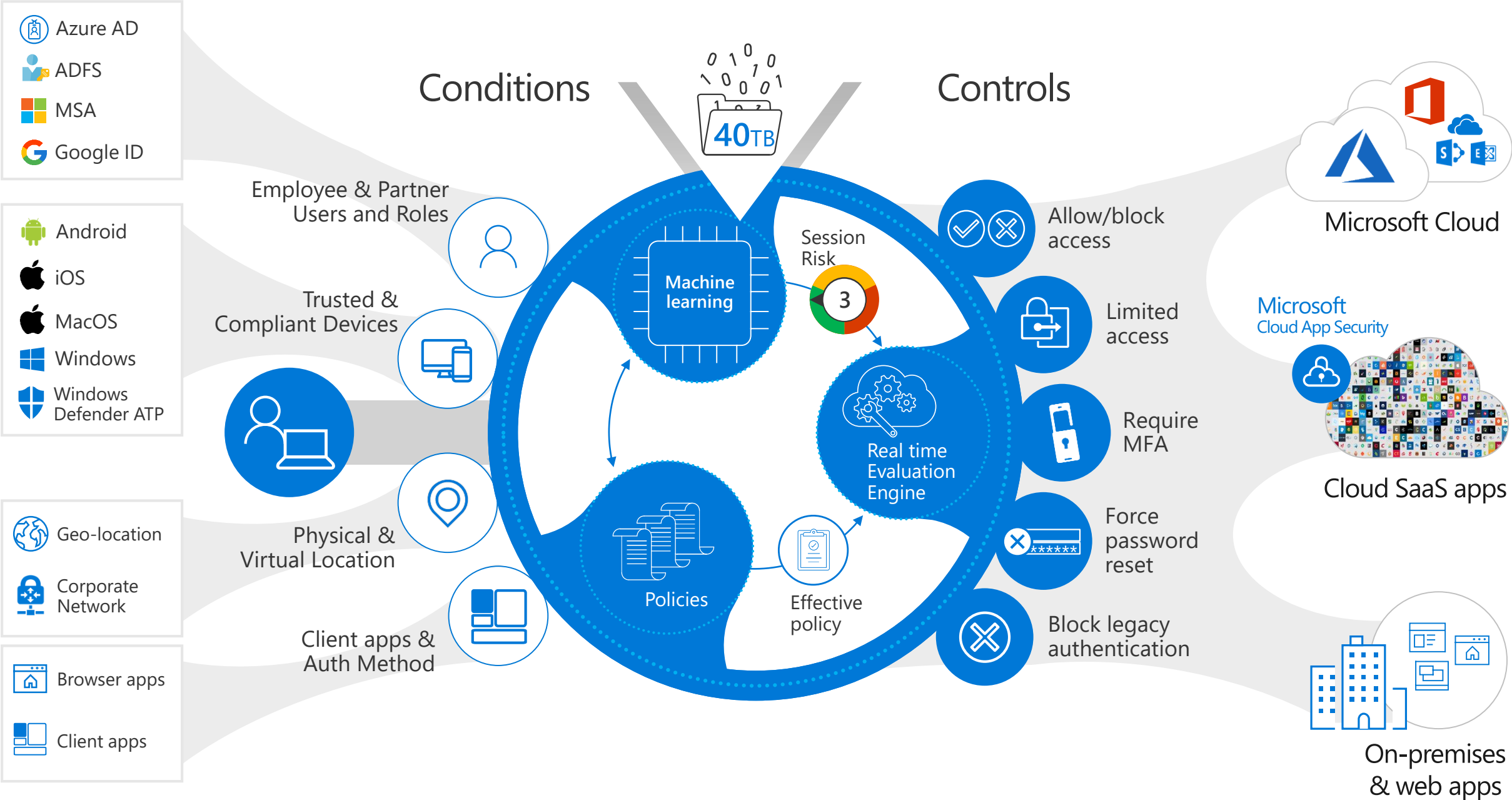
\$1B Annual Security Investment



**Secure your
organization against
advanced threats
across your entire
digital estate**



Conditional Access



Holistic Identity Protection

SCENARIO: A third-party site is hacked and user credentials are exposed on the dark web.

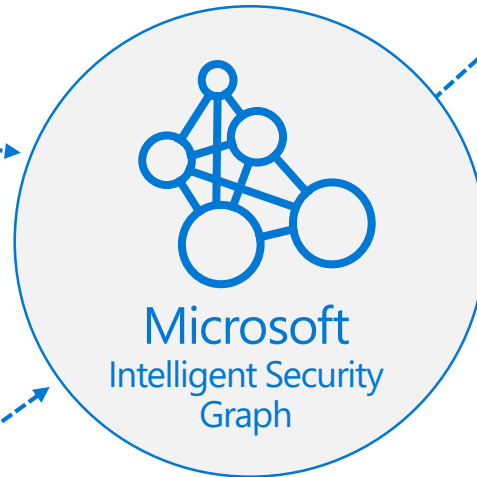
Azure Active Directory

Proactively identifies suspicious login attempts and challenges them with MFA



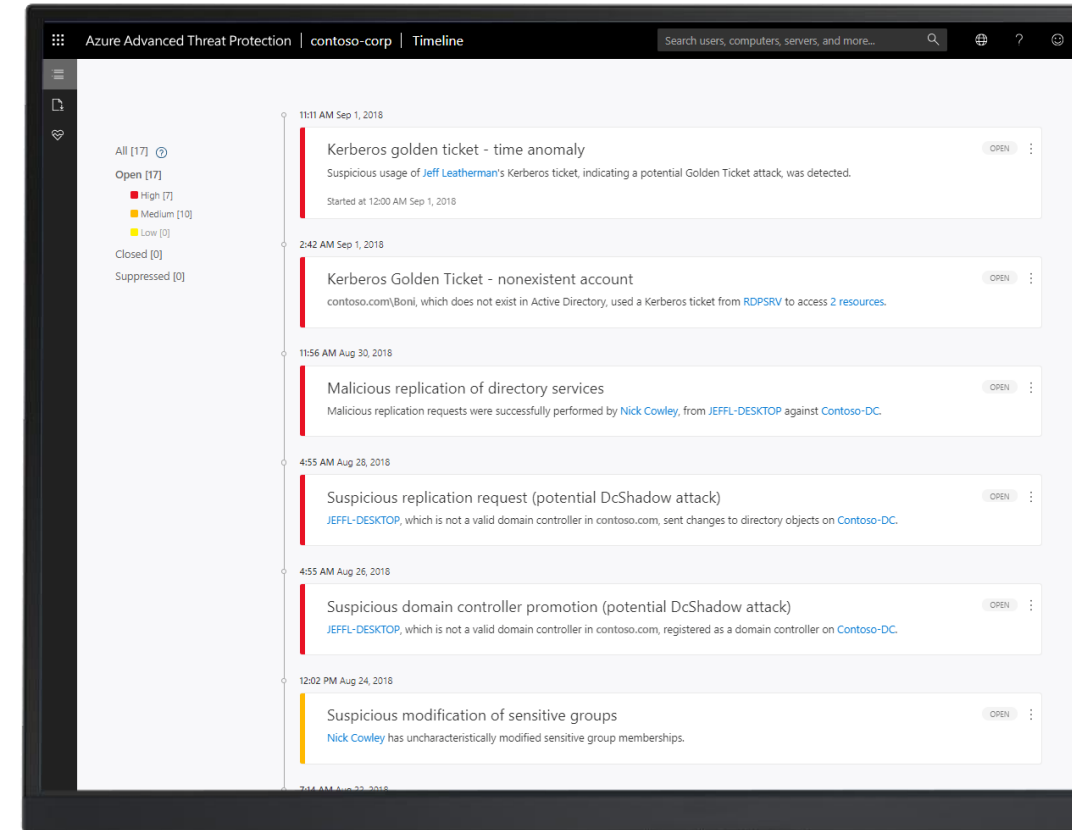
Microsoft Cloud App Security

Detects anomalous behavior and reduces threats by limiting access to data and applications



Azure Advanced Threat Protection

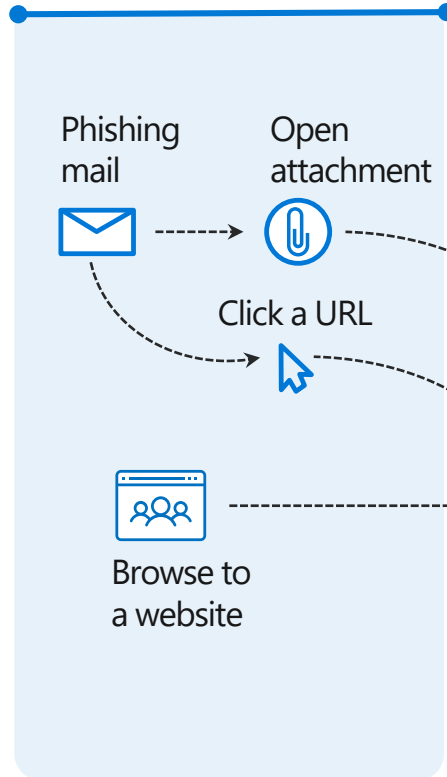
Recognizes compromised accounts and lateral movement, alerts you, and visualizes the attack timeline



Protection across the attack kill chain

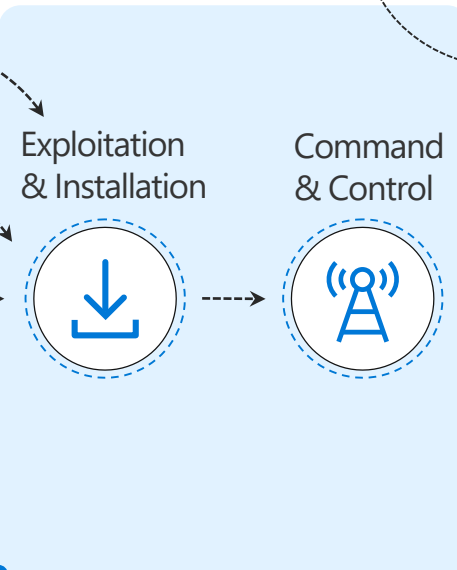
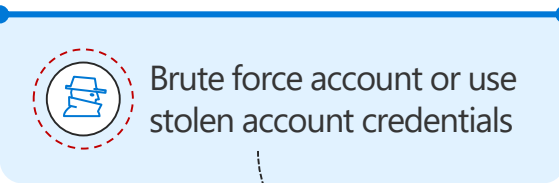
Office 365 ATP

Malware detection, safe links, and safe attachments



Azure AD Identity Protection

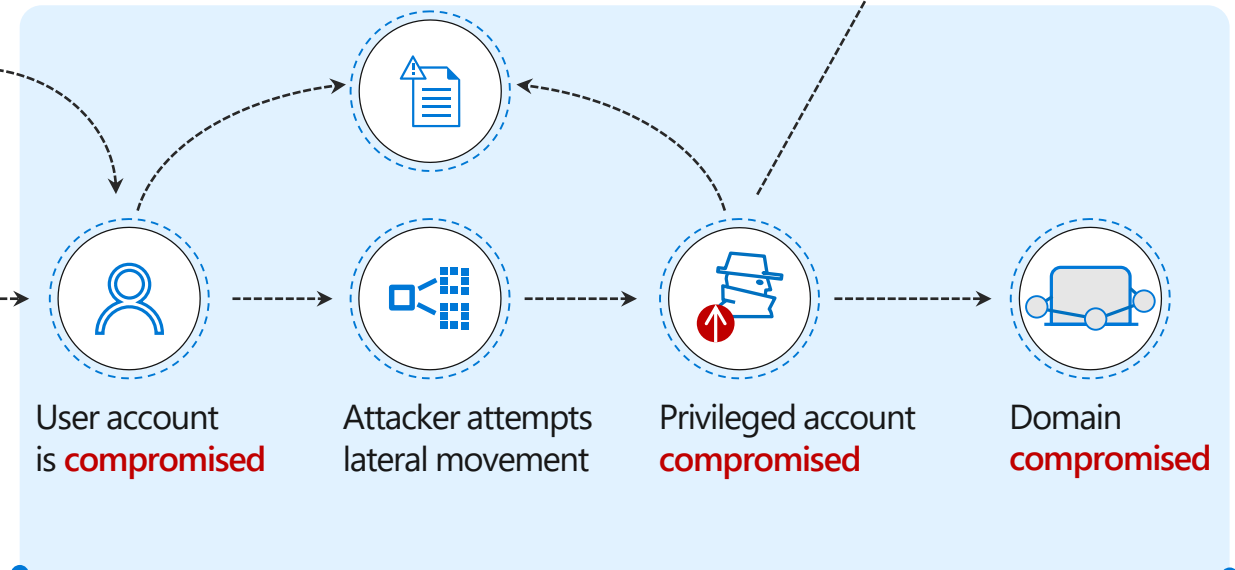
Identity protection & conditional access



Windows Defender ATP

Endpoint Detection and Response (EDR) & End-point Protection (EPP)

Attacker collects **reconnaissance & configuration data**

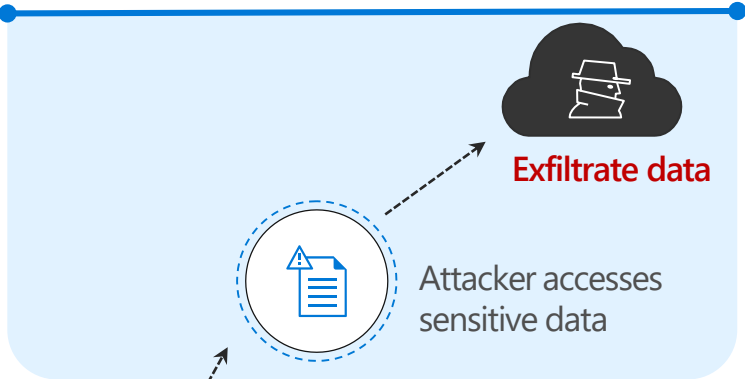


Azure ATP

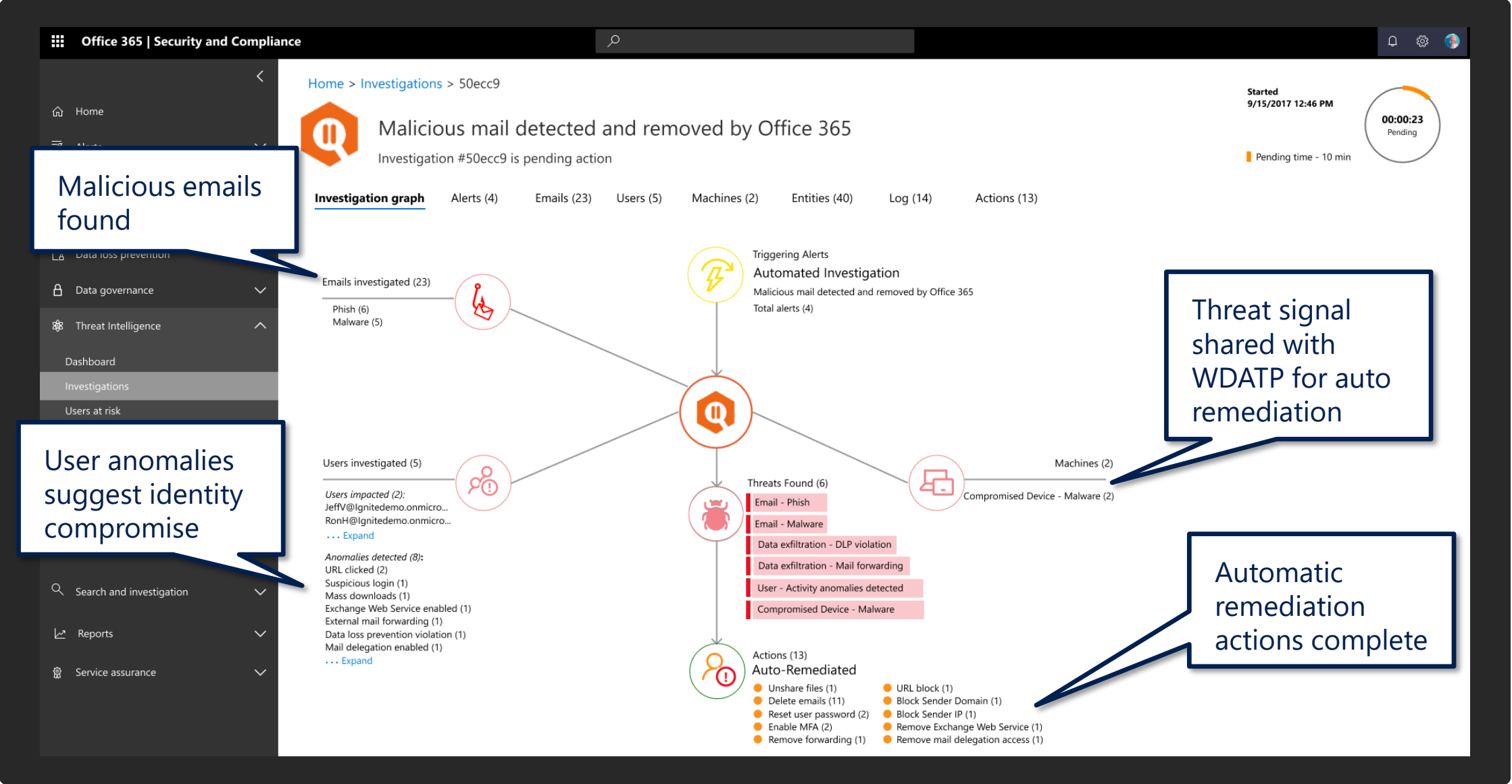
Identity protection

Microsoft Cloud App Security

Extends protection & conditional access to other cloud apps



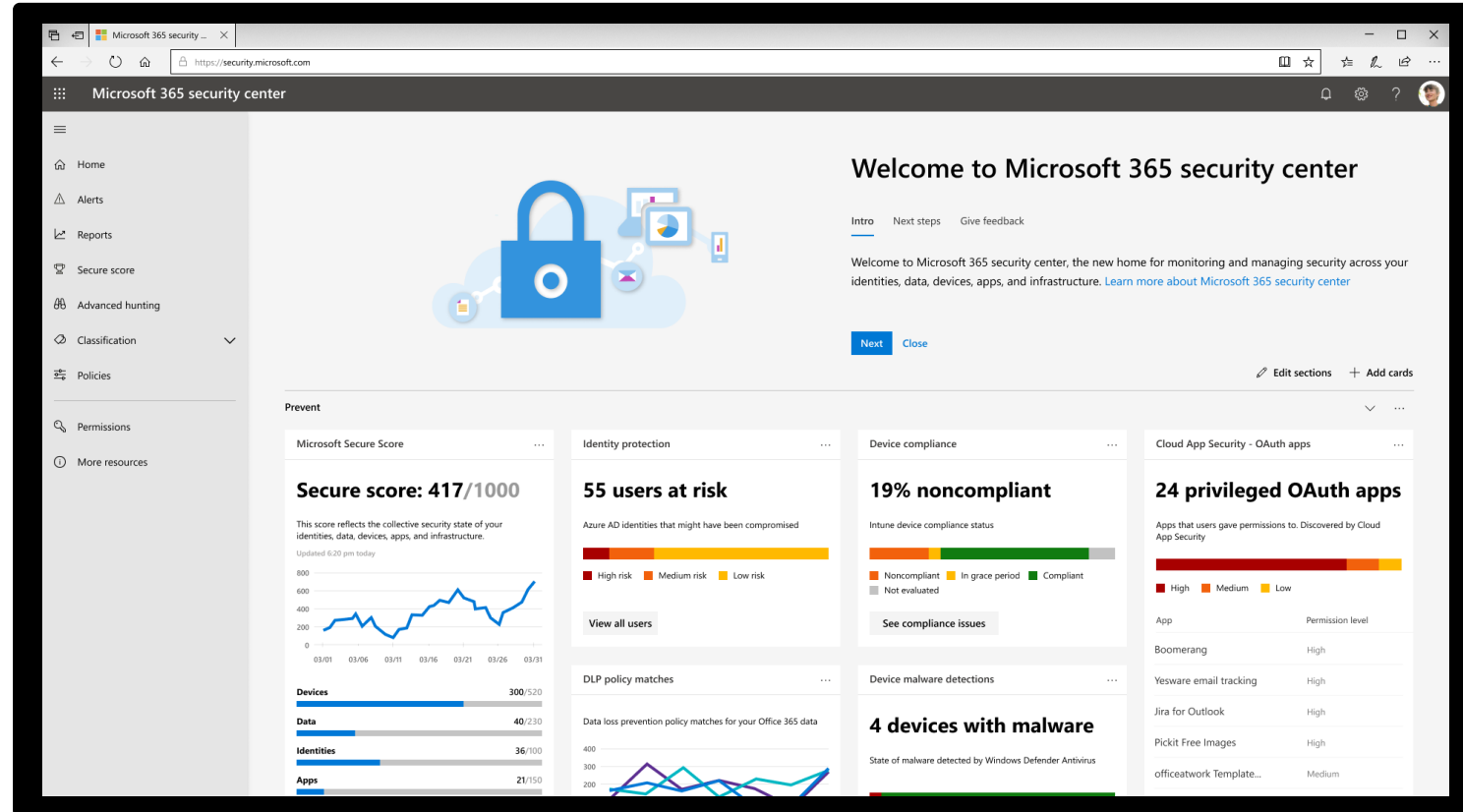
Because Minutes Matter



Centralized security management

Microsoft 365 Security Center

- Dedicated security workspace for security administration and operations teams
- Centralized visibility, control and guidance across Microsoft 365 security
- Actionable insights help security administrators assess historic and current security postures
- Centralized alerts and tools help security operations better manage incident response

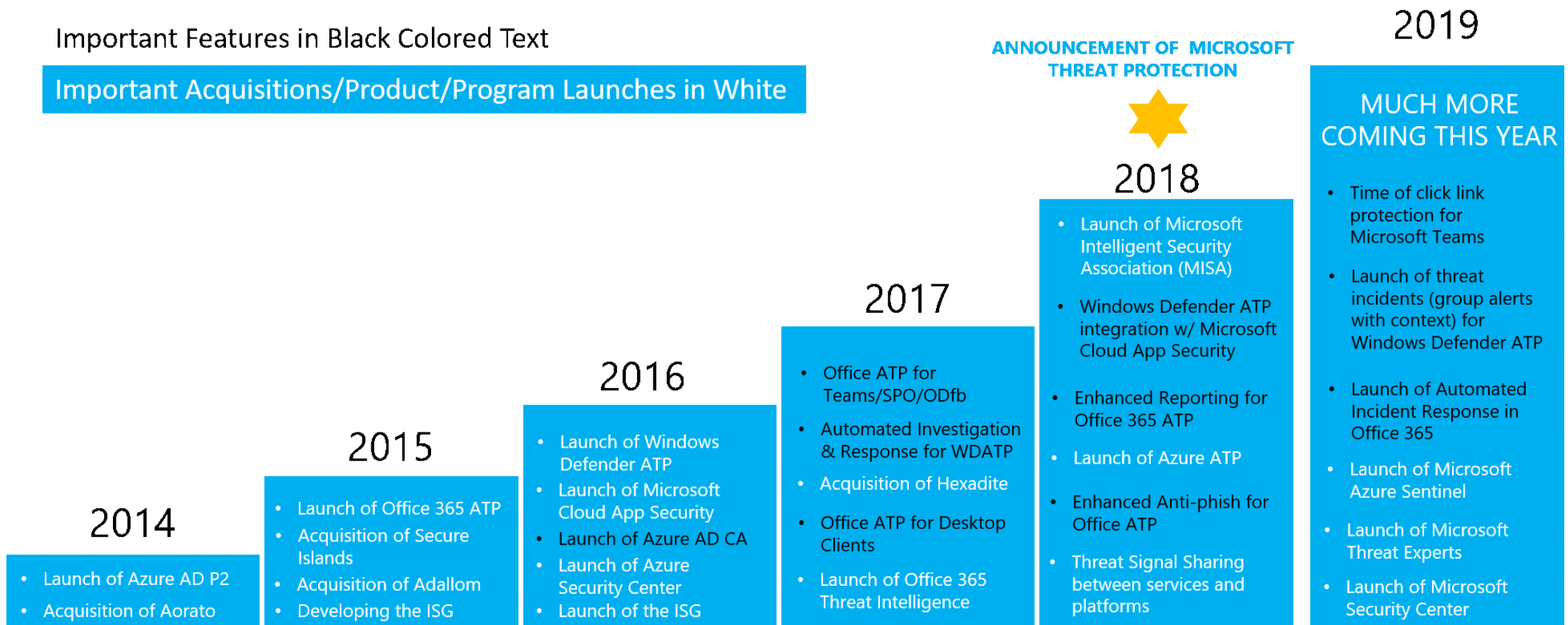


Development Timeline for Microsoft Threat Protection

A behind the scenes look at how we brought **unparalleled intelligence, comprehensive identity protection, and automation** into one solution to secure the modern organization...and the journey is not complete yet

Important Features in Black Colored Text

Important Acquisitions/Product/Program Launches in White

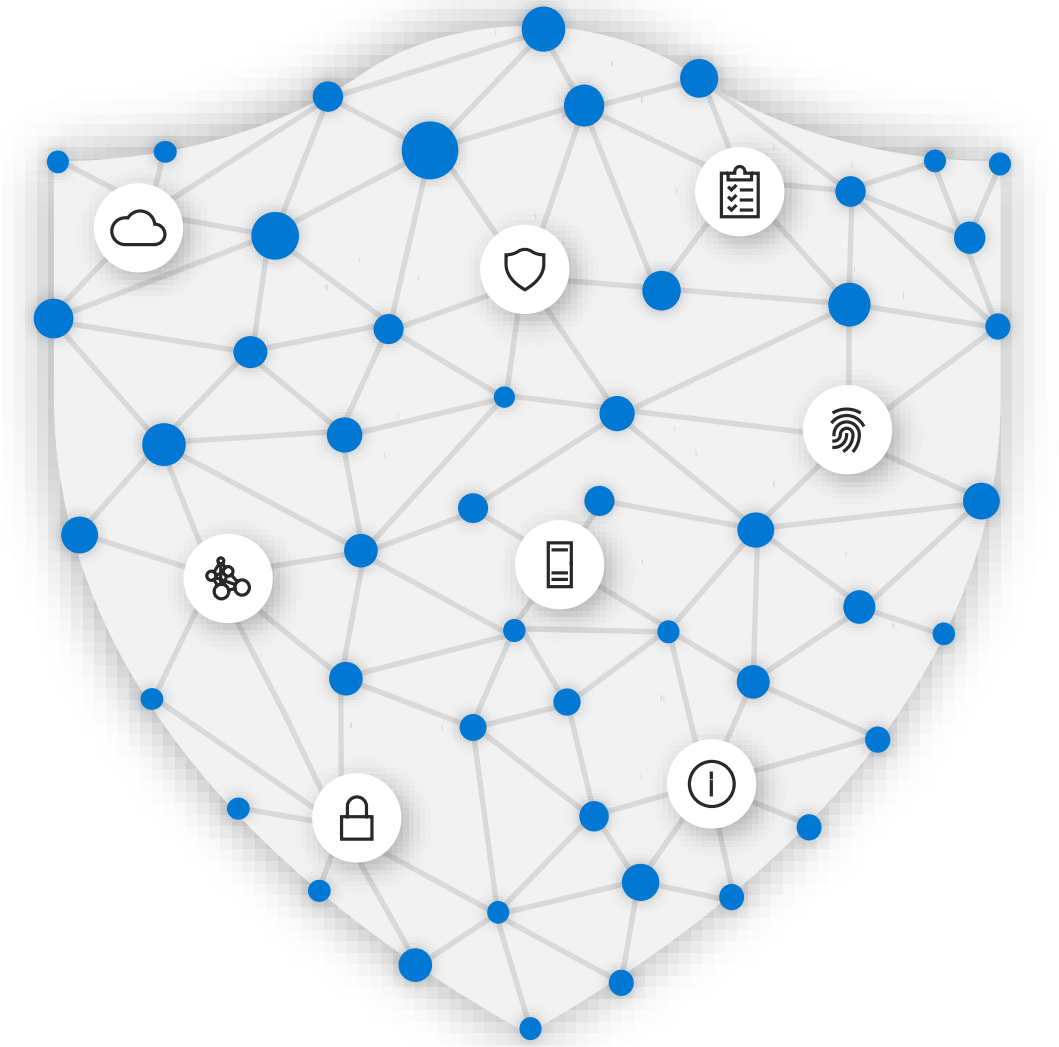


Integrated Compliance in Microsoft 365

Microsoft's trust principles & compliance expertise

Built-in information protection and governance capabilities
across devices, apps, and cloud services

Intelligent tools to simplify risk assessment and regulatory response



Microsoft's Integrated Compliance Technology



Assess

Simplify assessment of compliance risk and posture with actionable insights



Protect

Integrated protection and governance of sensitive data across devices, apps and cloud services



Respond

Intelligently respond to data discovery requests by leveraging AI to find the most relevant data

X

**Protect and govern
sensitive data
throughout its
lifecycle and
effectively meet
compliance
requirements**



Actionable Intelligence with Advanced eDiscovery

Intelligently explore and analyze unstructured data to quickly identify what's relevant



Minimize

Use predictive coding to train the system to find likely relevant documents and reduce what's sent to review



Organize

Use near duplicate detection to organize the data and email threading to reconstruct email conversations



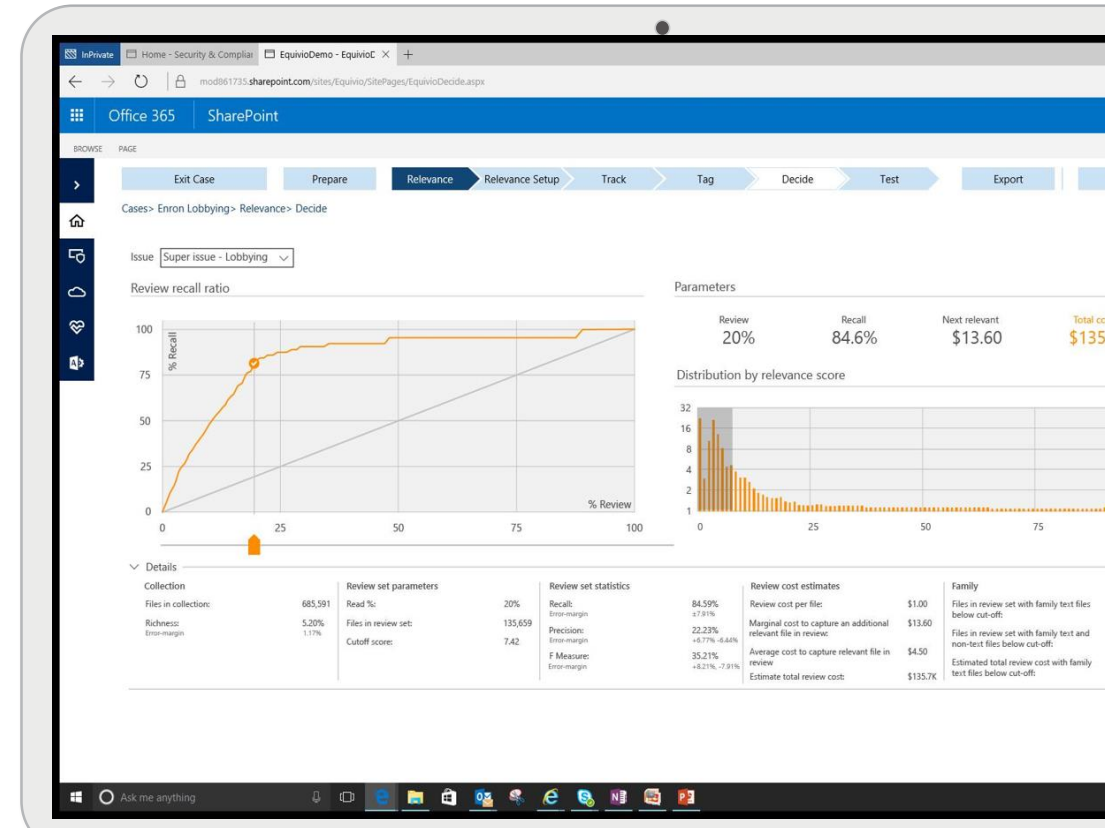
Recognize

Use Themes to understand the topics represented in the unstructured data set



Search and Tagging

Ad-hoc searches, ability to save search queries, and tag search results with case specific labels



Advanced eDiscovery 2.0



Paralegal

- Manage custodians and legal holds
- Add/remove custodians within a case
- Easily identify and preserve custodial data sources
- Schedule and automate legal hold notice workflows



Litigation Specialist/ Investigator

- Scope and tune queries to minimize collection volume
- Deep processing to extract and index text & metadata
- Manage static sets of documents
- Access details around error reporting and item level auditing



Attorney/ 3rd Party Reviewers

- Easily tag documents with issue coding
- Apply redactions and annotations
- Train the system to find likely relevant documents
- Efficiently organize data through analytics-powered review

Advanced Data Governance in Office 365

Leverage intelligence to automate data retention and deletion



Automatic Classification

Classify data based on automatic analysis (age, user, type, sensitive data and user provided fingerprints)



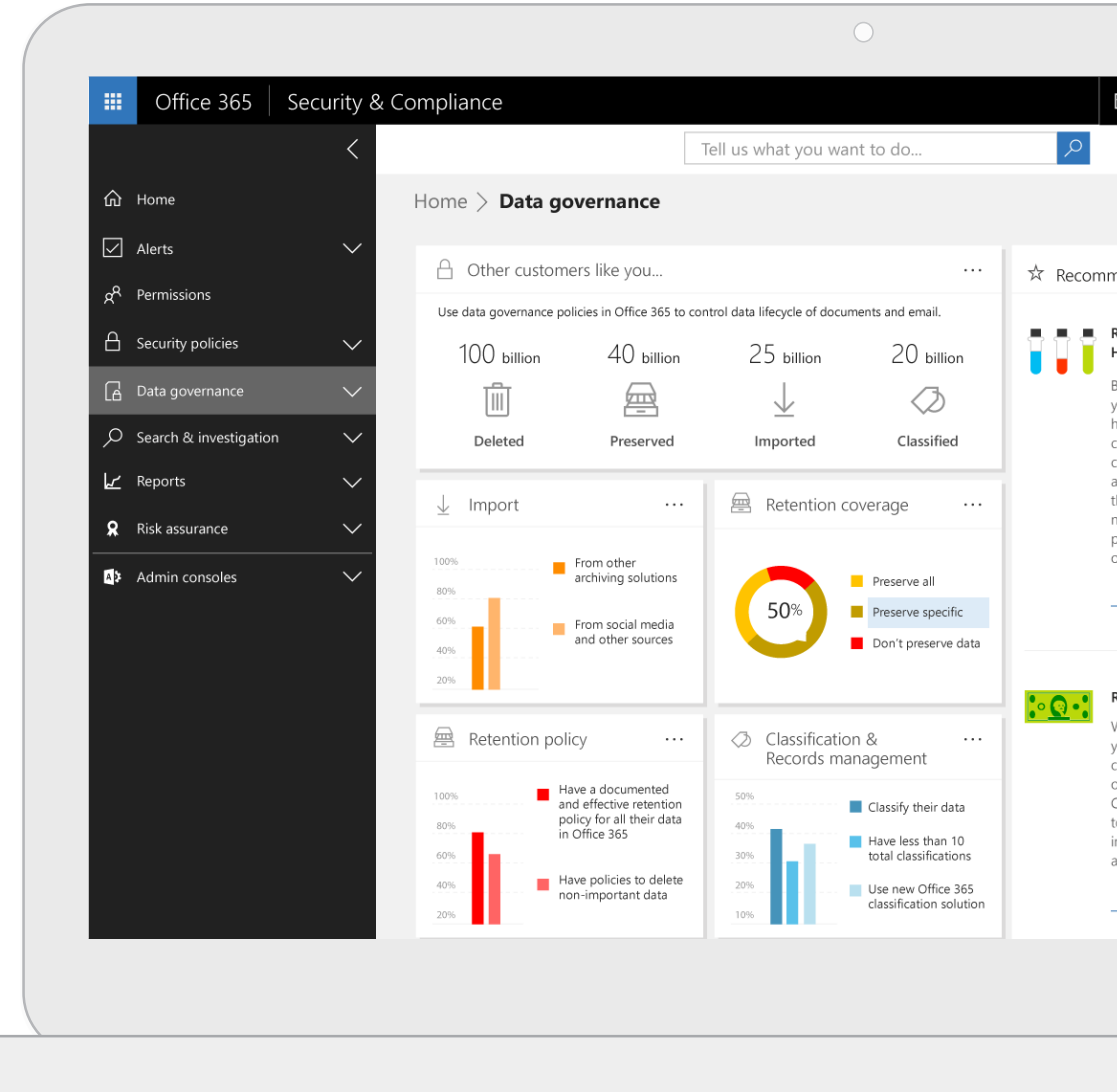
Intelligent Policies

Policy recommendations based on machine learning and cloud intelligence



Take Action

Apply actions to preserve high value data in-place and purge what's redundant, trivial or obsolete.



Information protection & governance

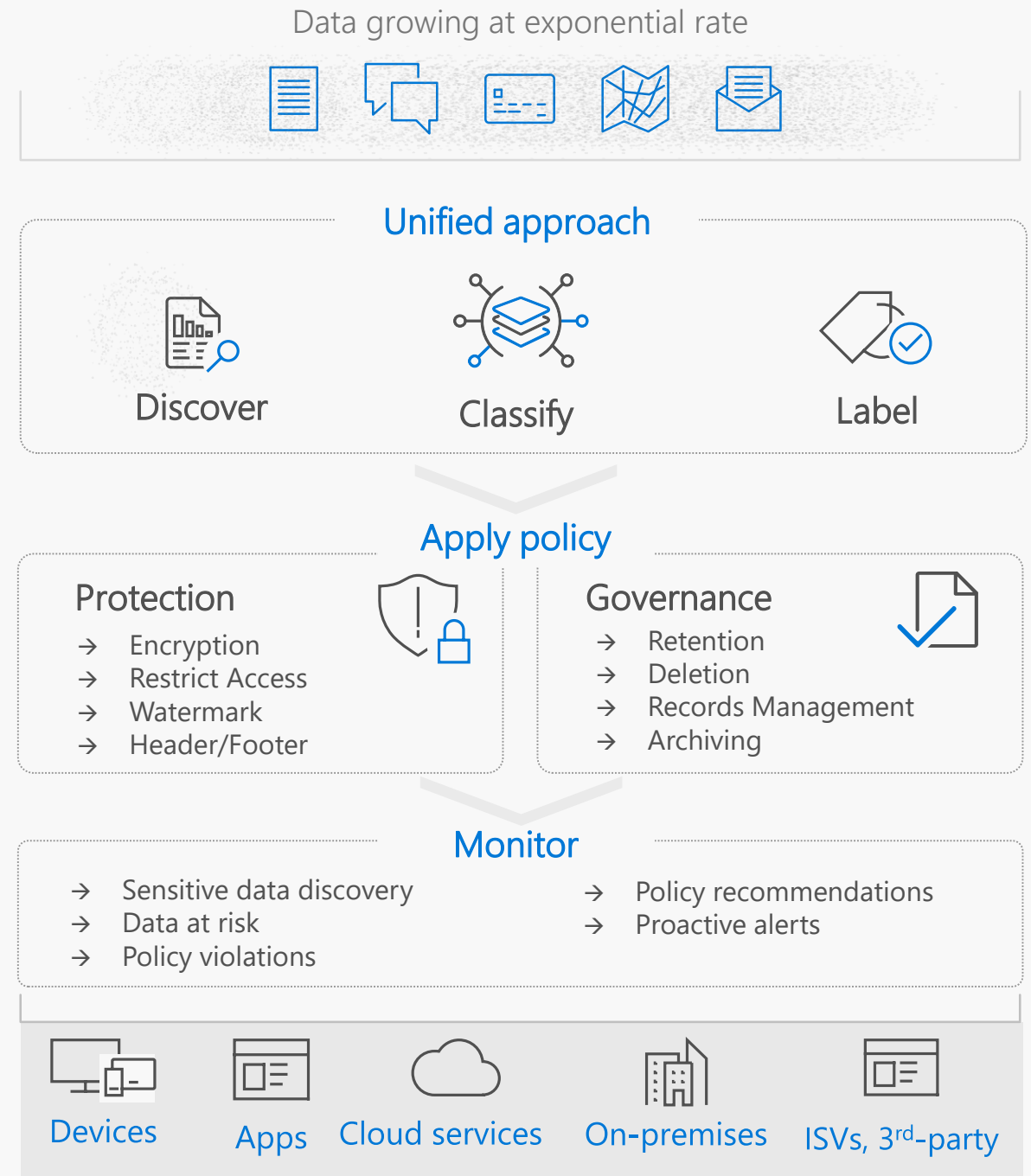
Comprehensive policies to protect and govern your most important data – throughout its lifecycle

Unified approach to discover, classify & label

Automatically apply policy-based actions

Proactive monitoring to identify risks

Broad coverage across locations



Why move to Microsoft 365 now?
(Not later)

Cloud Economics

Productivity

- Firstline Workers save 140 minutes per week
- Reduce the time to deliver new services by 14 Days
- Mobile workers save 24 minutes per day
- Reduced downtime by 15+ hours annually/user
- Decision Makers improve time to decision by 15%+
- Online meetings replace travel costs

A Forrester Total Economic Impact™
Study Commissioned By Microsoft
October 2018

The Total Economic Impact™ Of The Microsoft 365 E5 Solutions

The Value Of Creating The Modern Workplace

Cloud Economics

Security

- \$400k/Year reduction in breach communication
- \$4M Reduction in remediation effort (3 year)
- 4 hours/user reduction of security related downtime
- \$220k reduction in compliance related costs
- \$1M+ year PV third Party tool replacement

A Forrester Total Economic Impact™
Study Commissioned By Microsoft
October 2018

The Total Economic Impact™ Of The Microsoft 365 E5 Solutions

The Value Of Creating The Modern Workplace

Redundant Spend Reduction

Capability	Provider	Type	Users	Annual Cost
Web/Audio/Video Conferencing	WebEx/GoToMeeting, Blue Jeans, etc.	Eliminate Cost	17,458	\$288,229
Email Anti-Virus/Anti-Spam	Proofpoint, Trend	Eliminate Cost	17,458	\$117,317
Archiving	Symantec Enterprise Vault	Eliminate Cost	17,458	\$958,596
eDiscovery	Symantec Vault	Eliminate Cost	17,458	\$5,222,196
Encrypted Email	Secure Mail	Eliminate Cost	17,458	\$147,948
*Rights Management, Data Loss Prevention, Information Classification, Automated Information Classification		Eliminate Cost	17,458	\$1,895,714
Voicemail	Avaya	Eliminate Cost	17,458	\$802,370
Threat Intelligence	Splunk	Eliminate Cost	17,458	\$268,984
Hosted PBX	Avaya	Eliminate Cost	17,458	\$4,608,912
Telephony PRI	Multiple Vendors	Estimate Cost	17,458	\$3,394,863
Business Intelligence	Tableau	Eliminate Cost	17,458	\$26,021
Mutli-Factor Authentication	RSA	Eliminate Cost	17,458	\$284,688
Mobile Device/App Management	Meraki Enterprise	Eliminate Cost	17,458	\$162,920
Client Anti-Virus Protection	McAfee	Eliminate Cost	17,458	\$116,906
**Self Service Password Reset		Eliminate Cost	17,458	\$17,901
Total Annual Costs				\$14,310,266



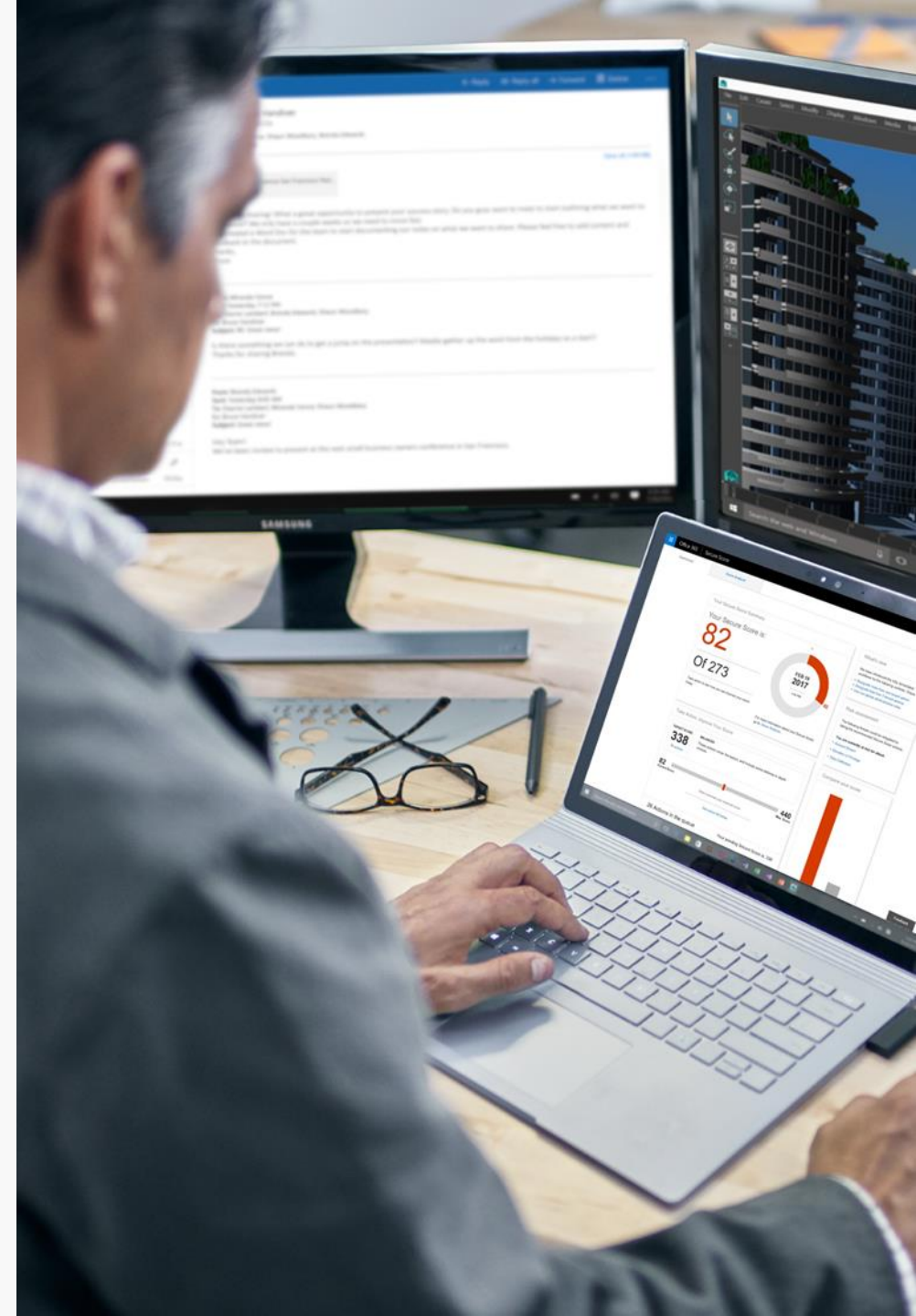
Intelligent security

Identity & access management

Information protection

Threat protection

Security management



Compliance – Shared Responsibility

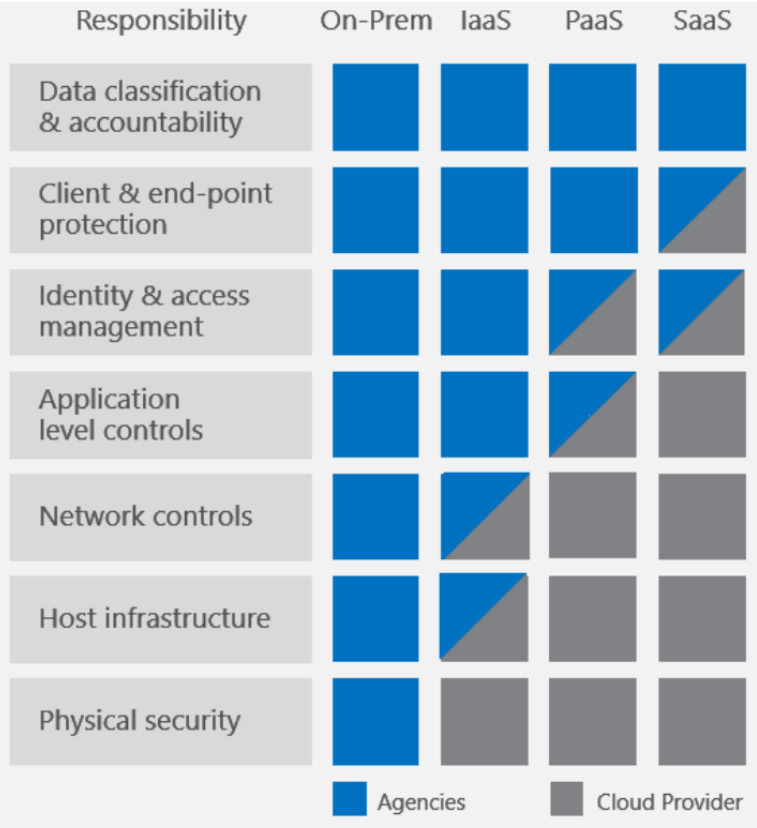


Figure 1

CJIS

HITRUST CSF Requirement Statement	Responsibility	Microsoft Responsibilities
The organization creates and documents the process/procedure the organization intends to use for deleting data from hard-drives prior to property transfer, exchange, or disposal/surplus.	Office 365	Office 365 is responsible for managing hard-drive data deletion prior to disposal, transfer, or exchange.
Visitor and third-party support access is recorded and supervised unless previously approved.	Office 365	Office 365 is responsible for implementation, configuration, management, and monitoring of physical access control methods and mechanisms in relation to its service provision environment.
Repairs or modifications to the physical components of a facility which are related to security (e.g., hardware, walls, doors and locks) are documented and retained in accordance with the organization's retention	Office 365	Office 365 is responsible for implementation, configuration, management, and monitoring of system maintenance methods and mechanisms in relation to its service provision environment.
A visitor log containing appropriate information is reviewed monthly and maintained for at least two years.	Office 365	Office 365 is responsible for implementation, configuration, management, and monitoring of physical access control methods and mechanisms in relation to its service provision environment.
Physical authentication controls are used to authorize and validate access.	Office 365	Office 365 is responsible for implementation, configuration, management, and monitoring of physical access control methods and mechanisms in relation to its service provision environment.
An audit trail of all physical access is maintained.	Office 365	Office 365 is responsible for implementation, configuration, management, and monitoring of physical access control methods and mechanisms in relation to its service provision environment.

HIPAA

O365 Compliance Manager

Compliance Manager

[Help](#)

Assessments Action Items

☐ Show Archived +Add Assessment Filter

2017 Assessment US

Office 365 - GDPR

Actions

Created
2/21/2018

Modified
2/21/2018

Compliance Score



Customer Managed Actions 43 of 61



Microsoft Managed Actions 44 of 48



2017 Assessment US

Dynamics - NIST 800-53

Actions

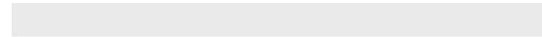
Created
2/21/2018

Modified
2/21/2018

Assessment Status



Customer Managed Actions 0 of 0



Microsoft Managed Actions 744 of 744



2017 Assessment US

Azure - ISO27001:2013

Actions

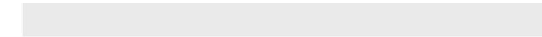
Created
2/21/2018

Modified
2/21/2018

Assessment Status



Customer Managed Actions 0 of 0



Microsoft Managed Actions 231 of 231



2018 Assessment EU

Azure - ISO27018:2014

Actions

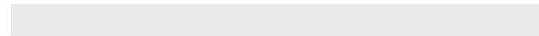
Created
2/21/2018

Modified
2/21/2018

Assessment Status



Customer Managed Actions 0 of 0



Microsoft Managed Actions 74 of 74



2018 Assessment EU

Office 365 - ISO 27001:2013

Actions

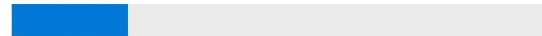
Created
2/21/2018

Modified
2/21/2018

Compliance Score



Customer Managed Actions 13 of 60



Microsoft Managed Actions 231 of 231



2018 Assessment EU

Office 365 - ISO 27018:2014

Actions

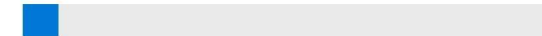
Created
2/21/2018

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Compliance Score



Customer Managed Actions 2 of 30



Microsoft Managed Actions 55 of 55





Built for teamwork

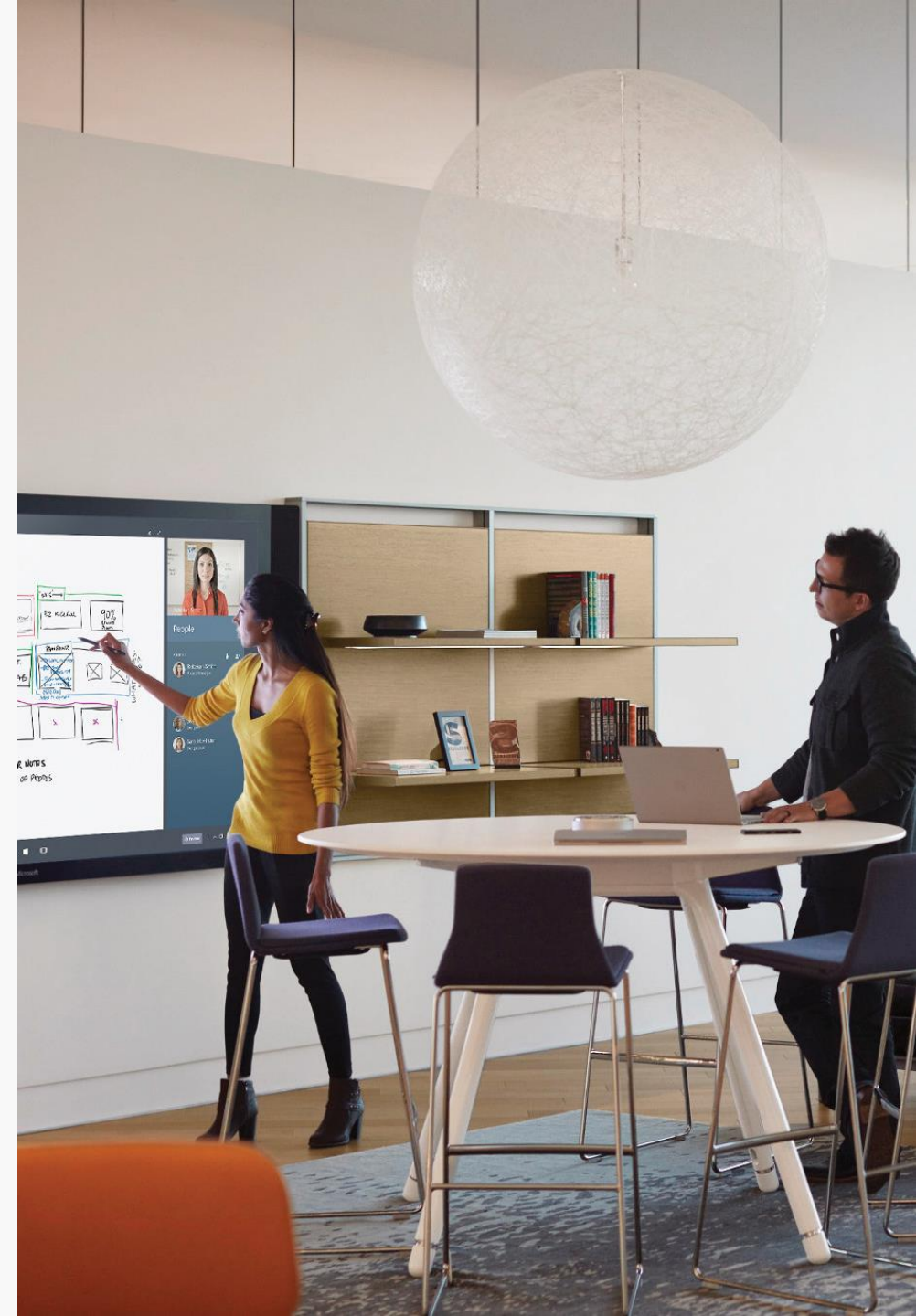
Collaborate in a chat-based workspace

Stay in sync with group email and calendars

Create content and intranets in a central location

Connect openly across the organization

Co-author with others using Office apps





Integrated for simplicity

Modern Desktop

Flexible device management

Integrated administration

Built-in compliance





Unlocks creativity

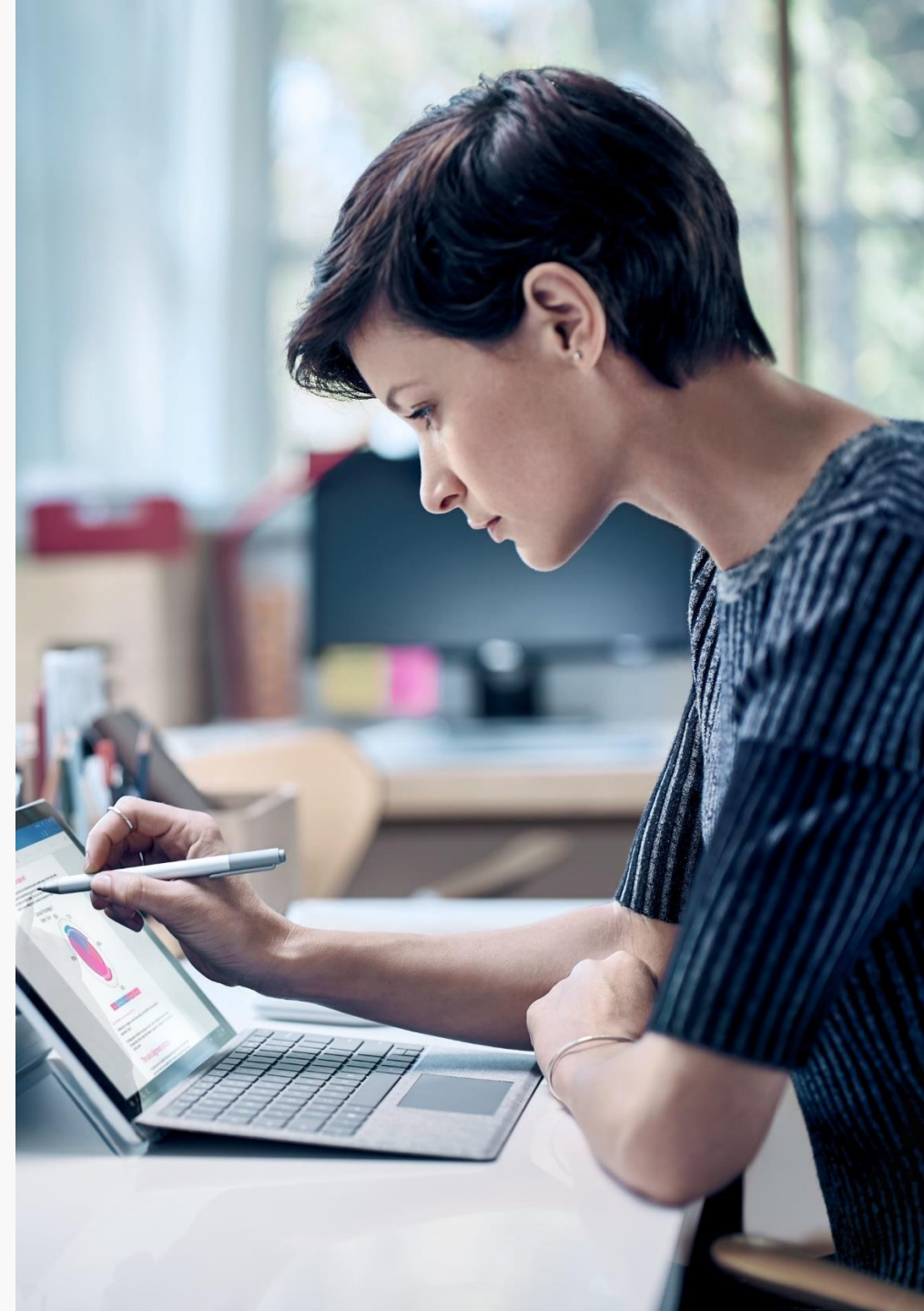
Create compelling content with intelligent apps

Work naturally with ink, voice, and touch

Visualize insights from data sets

Find what you need with personalized search

Connected experiences across devices



Accessibility is a Microsoft priority

"I think it is the golden age of being able to build products for everyone. And that's our mission."

Satya Nadella

Microsoft Ability Summit

May 2018



Microsoft 365 enables creating more productive, inclusive and compliant workplaces with built-in accessibility



Unlocks creativity

Inclusively designed capabilities built-in: [Learning Tools](#) and [Dictate](#) to aid in reading and writing and [enhanced Windows 10 Ease of Access settings](#) to personalize experiences

Better [support for 3rd party assistive technologies](#)



Built for teamwork

Intuitive controls in Office 365 such [Accessibility Checker](#) and [Automatic alt-text](#) to efficiently create accessible content

Automatic captions for videos and recorded meetings with [Microsoft Stream](#), live subtitles with the free [Presentation Translator add-in for PowerPoint](#)



Integrated for simplicity

Availability of assistive technologies for all without the need to disclose or ask for accommodations

Reduced spend on add-ons to create accessible content & to accommodate people with print disabilities



Intelligent security

Office 365 designed to meet global accessibility standards, verified by [DHS Trusted Tester](#) code-based inspection process

Microsoft customers are creating more productive, inclusive and compliant workplaces with Microsoft 365 accessibility



Unlocks creativity

"I have a computer [without a screen](#), and that's intentional because all I need is a keyboard and some headphones.

I can now open up Excel or PowerPoint or Word and I can produce content that someone across the world would look at and never know a blind person had a role in that production."

Jack Mendez
Instructor & Director of Technology,
Louisiana Center for the Blind,
[Inclusion in Action Series](#)



Built for teamwork

"[Group projects](#) are [really easy](#) now. If everyone creates accessible documents by using styles and the check accessibility feature, I can work really easily with them.

With Immersive Reader I'm able to change the way I read text to suit me – so I don't hold anyone up. It's really, really cool."

Jacob
Ulladulla High School student,
[NSW Dept of Education Story](#)



Integrated for simplicity

"By providing tools where people can [self-accommodate](#), it doesn't force someone to put up their hand.

It allows them to find ways to make their own computing experience much more comfortable so they can be productive."

Bert Floyd
Assistive Technology Lead,
[TD Bank \(Canada\) Customer Story](#)



Intelligent security

"We see Microsoft as a leader in inclusive technology and a great partner.

In fact, we now [take it for granted](#) that the experiences within Microsoft 365 are going to work well for our employees."

Stephen Cutchins
CIO Accessibility Lead,
[Accenture Customer Story](#)

How do I begin the cloud journey?



Deployment Resources

- Fast Track
- Premier
- Partners (SI)

FastTrack Benefit - Services

Supporting you through onboarding, migration, and driving adoption of Microsoft 365

Direct **assistance** provided by Microsoft experts who will assist with various onboarding activities using a **combination of tools & guidance**.

Automated checks and configuration tools to assess your **current state**, chosen **identity solution**, and **domain configuration**.

Data **migration services & experienced experts** assigned to help you transition data with you to Microsoft 365.

Adoption and change management experts engaged to help transform your organization through **workshops, communications, guidance and coaching**.

End User training & excitement through online, **classroom sessions, documentation and video collateral**

Office 365

Exchange Online

SharePoint Online

Skype for Business Online

Microsoft Teams

Yammer Enterprise

Office 365 ProPlus

OneDrive for Business

Project Online

Microsoft StaffHub

Enterprise Mobility Suite

Intune

Azure Active Directory Premium

Desktop Deployment

Windows 10

Thank you! Questions?



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