

Partner customization guidance

This template can be customized for your brand by adding your logo and content where noted, and optionally replacing the colors and fonts.

(See example to right for how the original template colors can be customized)

Yellow highlights in this template indicate the areas where text or graphics should be customized for your brand.

1 Replace the "Partner Logo" placeholder with your company logo where applicable.

Per Microsoft's Partner Brand Guidelines, ensure your logo is 120% of the size of the Microsoft Security logo.

See more partner co-branding guidance [here](#).

2 Replace all instances of "Partner Name" or "Partner Solution" with your own company/solution name and add any additional partner-specific content where identified. Be sure to remove the yellow highlighting and change the font color to match the surrounding text.

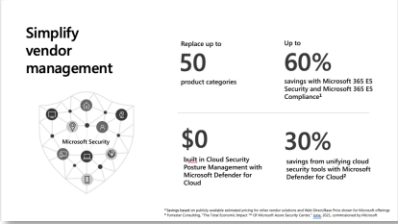
3 Replace the template font with your brand font, matching weights. (Note that font type sizes vary and you may need to adjust your size to fit).

4 Change the gray color blocks, overlays, icons, and text headlines to your own brand color(s). See example to right.

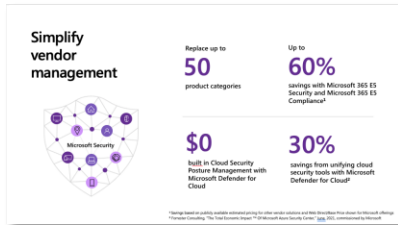
5 Save your final customized presentation. Delete this instruction slide and use the File pulldown menu to select **Save As** to save your presentation with a new name.



Original template color scheme



Example of template that has been customized with brand colors, logo, and icons



Partner Logo

Do More with Less

CISOs are under pressure to contain costs

Conventional security tools have not kept pace

Cost of security breaches is rising

Resources are constrained

*"Boards are now pushing back for improved understanding of what they have achieved after years of such heavy investment."*¹

Gartner

Paul Proctor
Distinguished VP Analyst, Gartner

Significantly more security decision makers have felt pressure to cut costs within the past 6 months²

82%

feel pressured to lower costs³

#1

priority to reduce cost is improved threat protection

¹ "The Urgency to Treat Cybersecurity as a Business Decision" February, 2020

² March 2022 survey of 501 US Security Decision Makers commissioned by Microsoft from agency, Vital Findings

³ Microsoft Pandemic CISO Survey" 2020

Microsoft Security
helps you do
more with less

Simplify Vendor Management

Reduce threats with AI and
Automation

Improve Operational Efficiency

Do More With Less with Microsoft Security

Simplify Vendor Management

- Integrate up to 50 product categories
- Eliminate redundant capabilities
- Consolidate number of contracts to manage
- Cut third party consulting and deployment costs

60% savings by consolidating licenses with **Microsoft 365 E5 Security and Microsoft 365 E5 Compliance** ¹

30% savings from unifying cloud security tools with **Defender for Cloud** ²

Reduce threats with AI and Automation

- Detect and respond faster and more accurately to attacks and insider risks
- Protect and govern your sensitive data
- Manage and govern your on-premises, multi-cloud, and software-as-a-service (SaaS) data
- Improve compliance, monitor and remediate potentially risky activity, and safely enable productive work for employees using multiple devices in multiple locations.

60% reduced risk of material breach, 65% less time to investigate threats, and 88% less time responding to threats with **Microsoft Sentinel, Microsoft 365 Defender, and Microsoft Defender for Cloud** ³

96% less time spent monitoring potential suspicious activity with **Microsoft Purview** ⁴

\$10.5 million additional end user productivity from automation and process improvements in **Microsoft 365 Defender** ⁵

90% reduction in noise, elevating the most critical issues with **Microsoft Sentinel** ⁶

Improve Operational Efficiency

- Increase SecOps efficiency with a unified SIEM and XDR experience
- Secure access across your multifaceted digital landscape and the connected world
- Protect against breaches with deeply integrated solutions that secure identities, devices apps and data
- Improve visibility across identities and endpoints

73% improved efficiency of network-related IT work with **Azure Network Security** ⁷

67% reduced time to deployment with **Microsoft Sentinel** ⁸

75% reduction in password requests after introducing Self-service Single-Sign-On (SSO) with **Azure Active Directory** ⁹

\$479,000 in human capital freed up by redeploying IT time with **Microsoft Endpoint Manager** ¹⁰

Forrester Consulting showed organizations saved substantially by moving to Microsoft Security

¹ Savings based on publicly available estimated pricing for other vendor solutions and Web Direct/Base Price shown for Microsoft offerings
² Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Security Center," June, 2021, commissioned by Microsoft
³ Forrester Consulting, "The Total Economic Impact™ Of Microsoft SIEM and XDR", August 2022, commissioned by Microsoft
⁴ Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 E5 Compliance," February, 2021, commissioned by Microsoft
⁵ Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 Defender", April 2022, commissioned by Microsoft

⁶ Microsoft blog: Azure Sentinel uncovers the real threats hidden in billions of low fidelity signals, Feb 2020
⁷ Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Network Security" May, 2021, commissioned by Microsoft
⁸ Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Sentinel," November, 2020, commissioned by Microsoft
⁹ Forrester Consulting, "The Total Economic Impact™ Of Zero Trust Solutions From Microsoft", December 2021, commissioned by Microsoft
¹⁰ Forrester Consulting, "The Total Economic Impact™ Of Microsoft Endpoint Manager," April 2021, commissioned by Microsoft

80%

of organizations plan to consolidate vendors over the next three years¹

75%

reduction in likelihood of a user-generated security event with Microsoft 365 E5 security solutions²

88%

of organizations that consolidate their security portfolio **report that they diminished their breach risk.**³

\$1.2m

added to the organization's bottom line with improved security⁴

¹ Gartner, "Gartner Top Security and Risk Trends for 2021", April, 2021

² Forrester Consulting, "The Total Economic Impact™ Of The Microsoft 365 E5 Solutions", October, 2018, commissioned by Microsoft

³ Forrester Consulting, "Security Through Simplicity", December, 2018, commissioned by Microsoft

⁴ Forrester Consulting, "The Total Economic Impact™ Of Azure Sentinel", November, 2020, commissioned by Microsoft

Simplify vendor management



Replace up to

50

product categories

Up to

60%

savings with Microsoft 365 E5
Security and Microsoft 365 E5
Compliance¹

\$0

built in Cloud Security
Posture Management with
Microsoft Defender for
Cloud

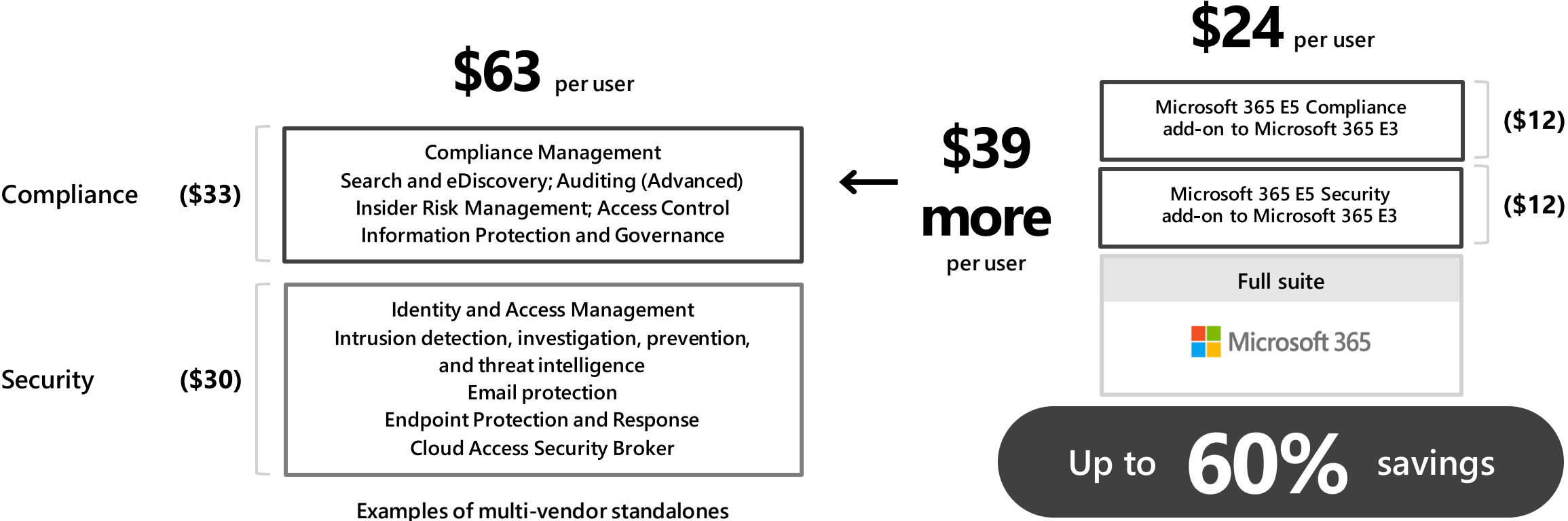
30%

savings from unifying cloud
security tools with Microsoft
Defender for Cloud²

¹ Savings based on publicly available estimated pricing for other vendor solutions and Web Direct/Base Price shown for Microsoft offerings

² Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Security Center," June, 2021, commissioned by Microsoft

Getting to the up to 60% savings



Web Direct/Base Price shown for Microsoft offerings. Multi-vendor prices based on publicly available estimated pricing for other vendor solutions and are illustrative.

Additional cost savings through vendor consolidation

Vendor License Cost Consolidation

Microsoft Sentinel, Microsoft 365 Defender, and Microsoft Defender for Cloud	Cost savings of \$1.6 million from SIEM and XDR consolidation ¹
Microsoft Purview	Cost savings of \$2.3 million from retiring legacy third-party software ²
Microsoft Endpoint Manager	Retired endpoint management tools decrease costs by over \$305,000 ³
Microsoft Sentinel	48% less expensive compared to legacy SIEMs. 201% ROI over three years ⁴
Microsoft Defender ATP	Reduced costs by sunsetting software and new capability purchase avoidance: \$2,347,912 ⁵
Microsoft Security solutions	Reduced spend from legacy software and infrastructure by over \$7 million ⁶

IT Administration & Deployment Savings

Microsoft Endpoint Manager	Reduced support needs save the organization \$1.5 million ³
Microsoft Purview	Improved process efficiency valued at \$3.1 million ²
Azure Active Directory	Reduced IAM team effort led to \$1.2 million in annual savings and the ability to reallocate headcount to critical, value-adding areas ⁷

» Forrester Consulting showed organizations saved substantially by moving to Microsoft Security



"Security for Wiley is security for our customers. With Azure Active Directory, we saved \$1 million a year"

Sean Mack

CISO and CIO,
Wiley

¹Forrester Consulting, "The Total Economic Impact™ Of Microsoft SIEM and XDR", August 2022, commissioned by Microsoft
²Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 E5 Compliance," June, 2021, commissioned by Microsoft
³Forrester Consulting, "The Total Economic Impact™ Of Microsoft Endpoint Manager," April 2021, commissioned by Microsoft

⁴Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Sentinel," November, 2020, commissioned by Microsoft
⁵Forrester Consulting, "The Total Economic Impact™ Of Microsoft Defender ATP", April 2019, commissioned by Microsoft
⁶Forrester Consulting, "The Total Economic Impact™ Of Zero Trust Solutions From Microsoft", December 2021, commissioned by Microsoft
⁷Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Active Directory," August, 2020, commissioned by Microsoft

80%

higher costs when security AI and automation was not fully deployed¹

34%

of all data breaches are caused by insider threats²

85%

reduction in alert queues due to Automation.³

\$2.3m

higher costs for breaches with high level of compliance failure¹

¹ Ponemon Institute Cost of Breach Data 2021

² Ponemon Institute Cost of Insider Risk, 2020

³ The Total Economic Impact of Microsoft 365 E5 from Forrester Consulting.

Reduce threats with AI and Automation



60%
reduced risk of material breach

65%
less time to investigate threats

88%
less time responding to threats with Microsoft Sentinel, Microsoft 365 Defender, and Microsoft Defender for Cloud¹

\$10.5

million additional end user productivity from automation and process improvements in Microsoft 365 Defender²

96%

less time spent monitoring potential suspicious activity with Microsoft Purview³

90%

reduction in noise, elevating the most critical issues with Microsoft Sentinel⁴

¹ Forrester Consulting, "The Total Economic Impact™ Of Microsoft SIEM and XDR", August 2022, commissioned by Microsoft

² Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 Defender", April 2022, commissioned by Microsoft

³ Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 E5 Compliance," February, 2021, commissioned by Microsoft

⁴ [Microsoft blog: Azure Sentinel uncovers the real threats hidden in billions of low fidelity signals, Feb 2020](#)

Additional cost savings through AI and Automation



Reduce Total Cost of Risk

Microsoft Security solutions	Enhanced security reduced the risk of a data breach by 50% ¹
Microsoft Purview	Reduced costs from data beaches by 40-50% ²
Microsoft Sentinel, Microsoft 365 Defender, and Microsoft Defender for Cloud	Reduced risk of material breach by 60% Reduced time to investigate threats by 65% Reduced time to respond to threats by 88% ³
Azure Active Directory	Reducing the complexity of IAM solutions reduced risk of a security breach by 45% ⁴

Save On Automation and Process Improvements

Microsoft Sentinel	Reduced false positives 79% ⁵ Reduced noise by 90%, elevating the most critical issues ⁶
Azure Network Security	Automated upgrades and improved visibility reduced risk of a security breach of 30% ⁷
Microsoft 365 Defender	Increased end user productivity from automation and process improvements valued at \$10.5 million ⁸
Microsoft Cloud App Security	Automated processes eliminated 75% of threats automatically ⁹
Microsoft Security solutions	Reduced resources required for audit and compliance management by 25% ¹

» Forrester Consulting showed organizations saved substantially by moving to Microsoft Security

“The automation and orchestration inherent in the Microsoft 365 platform combined with the security of the tools was a differentiator for us.”

Lawrance Zorio

Vice President IT Information,
Smith+Nephew

¹Forrester Consulting, “The Total Economic Impact™ Of Zero Trust Solutions From Microsoft”, December 2021, commissioned by Microsoft
²Forrester Consulting, “The Total Economic Impact Of Microsoft 365 E5 Compliance,” February, 2021, commissioned by Microsoft
³Forrester Consulting, “The Total Economic Impact™ Of Microsoft SIEM and XDR”, August 2022, commissioned by Microsoft
⁴Forrester Consulting, “The Total Economic Impact Of Microsoft Azure Active Directory,” August, 2020, commissioned by Microsoft

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⁷Forrester Consulting, “The Total Economic Impact Of Microsoft Azure Network Security” May, 2021, commissioned by Microsoft
⁸Forrester Consulting, “THE TOTAL ECONOMIC IMPACT™ OF MICROSOFT 365 DEFENDER”, April 2022, commissioned by Microsoft
⁹Forrester Consulting, “The Total Economic Impact™ Of Microsoft Cloud App Security”, May 2020, commissioned by Microsoft

150%

increase in ransomware attacks in 2021¹

\$1.07m

cost difference where remote work was a factor in causing the breach²

579

password attacks are carried out every second¹

\$1.76m

higher costs without mature zero trust deployed²

¹ <https://www.bloomberg.com/news/videos/2021-12-09/microsoft-fires-back-at-crowdstrike-on-cybersecurity-video>

² Ponemon Institute Cost of Breach Data 2021.

Improve Operational Efficiency



67%

reduced time to deployment with Microsoft Sentinel¹

73%

improved efficiency of network-related IT work with Azure Network Security²

75%

reduction in password requests after introducing Self-service Single-Sign-On (SSO) with Azure Active Directory³

\$479k

in human capital freed up by redeploying IT time with Microsoft Endpoint Manager⁴

¹ Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Sentinel," November, 2020, commissioned by Microsoft

² Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Network Security" May, 2021, commissioned by Microsoft

³ Forrester Consulting, "The Total Economic Impact™ Of Zero Trust Solutions From Microsoft", December 2021, commissioned by Microsoft

⁴ Forrester Consulting, "The Total Economic Impact™ Of Microsoft Endpoint Manager," April 2021, commissioned by Microsoft

Additional cost savings through improved operational efficiency



IT Admin and Deployment Savings

Microsoft Endpoint Manager	Reduced support needs saved the organization \$1.5 million Redeployed IT time frees up \$479,000 in human capital , to be applied to under-resourced projects ¹
Microsoft Security solutions	Reduced the effort required to provision and secure new infrastructure by 80% ²
Microsoft Sentinel, Microsoft 365 Defender, and Microsoft Defender for Cloud	Reduced time to create a new workbook by 90% Reduced time to onboard new security professionals by 91% Improved productivity of other employees by almost 68,000 hours annually ³
Azure Active Directory	Self-service Single-Sign-On (SSO) reduced password reset requests by 75% , saving \$2.9 million/year and users 10 minutes per week ⁴
Azure Network Security	Improved efficiency of network-related IT work by 73% Reduced the number of security and IAM-related help desk calls by 50% Accelerated the process to set up end users on new devices by 75% ⁵
Microsoft Purview	Decreased the time spent on ongoing monitoring and checking indicators of potential suspicious activity by 96% Improved process efficiency valued at \$3.1 million ⁶
Microsoft Defender ATP	Reduced SecOps and IT efforts for efficiency gains of \$601,792 Recovered business end user productivity valued at \$3,135,789 ⁷
Microsoft 365 Defender	Increased the efficiency of security teams by 50% ²
Microsoft Cloud App Security	Reduced time and effort to remediate incidents by 80% ⁸

*"It's about making **the right** security investments, not necessarily investing more. Making sure all of your systems work together so that threats are caught early and remediation can be swift."*

Bret Arsenault
VP and CISO,
Microsoft

» Forrester Consulting showed organizations saved substantially by moving to Microsoft Security

¹Forrester Consulting, "The Total Economic Impact™ Of Microsoft Endpoint Manager," April 2021, commissioned by Microsoft
²Forrester Consulting, "The Total Economic Impact™ Of Zero Trust Solutions From Microsoft", December 2021, commissioned by Microsoft
³Forrester Consulting, "The Total Economic Impact™ Of Microsoft SIEM and XDR", August 2022, commissioned by Microsoft
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⁸Forrester Consulting, "The Total Economic Impact™ Of Microsoft Cloud App Security", May 2020, commissioned by Microsoft

Partner Logo

Cost Savings Calculations

Annual potential cost savings

Microsoft 365 E5 Security, E5 Compliance and Microsoft Sentinel	20,000 seats	10,000 seats	5,000 seats
Vendor License Cost Consolidation Reduce license cost by	\$5,300,000	\$2,600,000	\$1,300,000
IT Administration & Deployment Savings Reduced IT administration and deployments costs	\$2,500,000	\$1,300,000	\$630,000
Reduce total cost of risk Faster threat detection & remediation, reduced data loss	\$1,200,000	\$786,000	\$585,000
Save on Automation and Process improvements Less time spend on analysis & reporting, reduced application downtime	\$6,000,000	\$3,200,000	\$1,800,000
Capex to Opex Cash Flow* Avoided costs of legacy SIEM solution	\$416,000	\$416,000	\$416,000
Potential cost savings per year	Up to \$15.4M	Up to \$8.3M	Up to \$4.7M

*Moving from upfront Capital Expenditures to Operational Expenditure for easier Cash Flow
 Rounded estimates based on commissioned Forrester TEI studies and Microsoft Value calculator and illustrate first year costs for 20,000, 10,000 and 5,000 employee organizations with Microsoft Sentinel 500 GB daily log absorption. Contact your Microsoft representative for estimates for your organization.

Estimated cost savings from consolidation

Microsoft 365 E5 Security, E5 Compliance and Microsoft Sentinel	20,000 seats	10,000 seats	5,000 seats
Vendor License Cost Consolidation			
Reduce license cost by	\$5,300,000	\$2,600,000	\$1,300,000
IT Administration & Deployment Savings			
Reduced IT administration and deployments costs	\$2,109,000	\$1,054,000	\$527,000
Administration costs reduced with Microsoft Compliance	\$409,000	\$205,000	\$102,000
Capex to Opex Cash Flow*			
Avoided costs of legacy SIEM solution	\$416,000	\$416,000	\$416,000
Potential cost savings per year	Up to \$8.2M	Up to \$4.2M	Up to \$2.3M

*Moving from upfront Capital Expenditures to Operational Expenditure for easier Cash Flow

Rounded estimates based on commissioned Forrester TEI studies and Microsoft Value calculator and illustrate annual costs for a 20,000, 10,000 and 5,000 employee organizations with Azure Sentinel 500 GB daily log absorption. Contact your Microsoft representative for estimates for your organization.

Estimated cost savings from reducing risk through AI & automation

Microsoft 365 E5 Security, E5 Compliance and Microsoft Sentinel

20,000
seats

10,000
seats

5,000
seats

Reduce Total Cost of Risk

Faster remediation of endpoint security events	\$495,000	\$253,000	\$132,000
Reduced data loss from security breaches and mitigation	\$372,000	\$372,000	\$372,000
Threat detection and response SecOps efficiency gains	\$318,000	\$159,000	\$79,000

Save on Automation & Process Improvements

Reduced eDiscovery analysis effort	\$1,309,000	\$654,000	\$327,000
Reduced time spent on compliance audits and processes	\$2,822,000	\$1,411,000	\$705,000
Automate investigations with Microsoft Sentinel	\$289,000	\$289,000	\$289,000
Reduced downtime through improved application performance	\$1,151,000	\$575,000	\$287,000
Improved cloud app security audit reporting	\$24,000	\$24,000	\$24,000

Potential cost savings per year

Up to
\$6.7M

Up to
\$3.7M

Up to
\$2.2M

Rounded estimates based on commissioned Forrester TEI studies and Microsoft Value calculator and illustrate annual costs for a 20,000, 10,000 and 5,000 employee organizations with Microsoft Sentinel 500 GB daily log absorption. Contact your Microsoft representative for estimates for your organization.

Estimated cost savings from Improved Operational Efficiency

Microsoft 365 E5 Security, E5 Compliance and Microsoft Sentinel	20,000 seats	10,000 seats	5,000 seats
IT Administration & Deployment Savings			
Reduced IT administration and deployments costs	\$2,109,000	\$1,054,000	\$527,000
Administration costs reduced with Microsoft Compliance	\$409,000	\$205,000	\$102,000
Save on Automation & Process Improvements			
Reduced eDiscovery analysis effort	\$1,309,000	\$654,000	\$327,000
Reduced time spent on compliance audits and processes	\$2,822,000	\$1,411,000	\$705,000
Automate investigations with Microsoft Sentinel	\$289,000	\$289,000	\$289,000
Reduced downtime through improved application performance	\$1,151,000	\$575,000	\$287,000
Improved cloud app security audit reporting	\$24,000	\$24,000	\$24,000
Potential cost savings per year	Up to \$5.5M	Up to \$4.2M	Up to \$2.2M

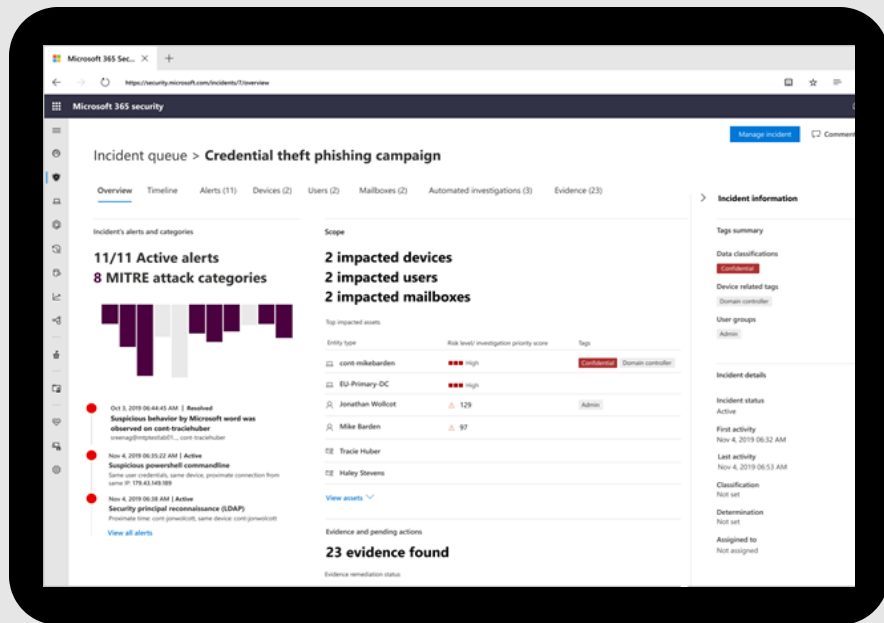
Rounded estimates based on commissioned Forrester TEI studies and Microsoft Value calculator and illustrate annual costs for a 20,000, 10,000 and 5,000 employee organizations with Microsoft Sentinel 500 GB daily log absorption. Contact your Microsoft representative for estimates for your organization.

Next steps

Let us help you get started.

Request a Security Workshop to learn how Microsoft can help improve your security posture.

Get a customized Security ROI Report for your organization.



[Partner Service/Solution]

Let [Partner Name] help you with your modernization journey

Service/Solution benefits and value-add content to go here...

❖ Benefit 1

❖ Benefit 2

❖ Benefit 3

Proof Point/Success Stat

Proof Point/Success Stat

Proof Point/Success Stat

Headline with [Customer Name] and high-level statement on the achieved results

Challenge: Description of the challenges the customer was facing before help from <Partner Solution>...

Solution: Description of how <Partner Solution> helped to address the customer's challenges...

Outcome: Description of the outcome/benefits the customer achieved as a result of <Partner Solution>...



Customer logo
goes here

Partner Logo

Secure Multi-Cloud Environments Workshop

 Microsoft Security

Given the volume and complexity of identities, data, apps, endpoints, and infrastructure, it's essential to learn how secure your organization is right now, and how to mitigate and protect against threats moving forward. With a **Secure Multi-Cloud Environments Workshop**, you'll get a customized threat and vulnerability analysis of your hybrid and multi-cloud environment and learn how to build a more robust cloud security system.



[Contact us today to learn more
and to schedule your workshop!](#)

Partner Logo

Thank you



Products and services

- Microsoft Azure Active Directory
- Microsoft Defender for Cloud Apps
- Microsoft Defender for Identity
- Microsoft Defender for Endpoint
- Microsoft 365 E5
- Microsoft Sentinel

Organization size

Corporate (10,000+ employees)

Industry

Consumer Goods

Country

Netherlands

[READ THE CASE STUDY](#)

“Microsoft has proven its commitment to security through its intense investments in that area, and Microsoft Security solutions were a gift for our cybersecurity team as we created a new approach to agile security.”

Gabriela Popescu, Cyber Defense and Operations and Technology Manager - Heineken

Heineken believes that the best way to achieve agility in its rapidly changing industry is to manage its own security. Yet it faces all the challenges of a global enterprise, a small security team, and a constantly evolving threat landscape.

The company adopted a hybrid model, outsourcing daily security support and retaining overall management and strategy. It uses Microsoft Security solutions to protect identities and information, and to guard against external threats.

Heineken is achieving the agile, creative IT environment it needs to support its sustainability goals and respond to a changing world, thanks to the productivity and ease of use it has with end-to-end Microsoft Security solutions.

WILEY



“Security for Wiley is security for our customers. With Azure Active Directory, we saved \$1 million a year, and identity isn’t something our users are thinking about every day because we’ve thought about it.”

Sean Mack, CISO and CIO, Wiley

Wiley, a global, tech-enabled research and education organization based in Hoboken, New Jersey, struggled with an error-prone and complex single sign-on (SSO) solution. The company wanted time for innovation rather than simply solution maintenance.

Azure Active Directory (AD) was a natural choice for identity and access management, since it’s included in Wiley’s Microsoft 365 subscription. Wiley deployed Azure AD in just six months, enabling users to more securely access business and technical applications.

There’s been widespread user adoption. Wiley saved \$1 million in licensing costs by switching from the outdated SSO to Azure AD. Other benefits include advanced security, flexibility, ease of use, and high compatibility with Wiley’s 80 applications.

Products and services

Azure Active Directory

Organization size

1,000–9,000 employees

Industry

Media & Entertainment

Country

United States

[READ THE CASE STUDY](#)

WEBBER WENTZEL

in alliance with > **Linklaters**

Customer:
Webber Wentzel

Industry:
Professional Services

Size:
50–999 employees

Country:
South Africa

Products and services:
Microsoft 365 E5
Microsoft Purview Compliance Manager
Microsoft Purview Data Loss Prevention
Microsoft Purview Records Manager
Microsoft Teams
Microsoft Secure Score
Microsoft Dynamics 365

[Read full story here](#)



“When we implemented Microsoft 365 E5 and Microsoft Purview Compliance Manager, I was blown away. The data telemetry and visibility gave us better control of our environment—that’s what helps us sleep.”

—Bethuel Lebepe, IT Security Analyst, Webber Wentzel

Award-winning law firm Webber Wentzel needed an information security management solution to demonstrate its commitment to being a trusted legal advisor, enhance its security and compliance capabilities, protect client privilege, and proactively identify operational risks.

The firm deployed Microsoft Purview Compliance Manager, Microsoft Purview Data Loss Prevention, and the Microsoft 365 E5 security suite to build a modern platform solution, and it deployed Microsoft Secure Score to monitor and measure compliance.

Webber Wentzel reduced security and management costs by around 10 percent and improved its security posture. With centralized data and understandable data visualizations, it better communicates innovation values to other business groups and creates a more meaningful work environment.

DAVIS GRAHAM & STUBBS



Customer:

DGS Law

Industry:

Professional Services

Size:

50 - 999 employees

Country:

United States

Products and services:

Microsoft Defender Experts for XDR

[Read full story here](#)

"I always think of Microsoft as an SMB hero that saves the day with an effective, easily justified solution."

—Chad Ergun, Chief Information Officer, DGS Law

DGS Law offers the same excellent legal services provided by larger firms, but its smaller size precludes a full-blown team of security experts. How could DGS Law match the IT security offered by larger firms without a huge price tag it would get from an MSSP or large security staff?

DGS capitalized on its existing Microsoft 365 investment, adding the latest managed service: Microsoft Defender Experts for XDR.

The resulting productivity boost for its security teams and Microsoft guidance on the latest threats and alerts puts the firm on an equal footing with goliath firms. With its vendor count down from 36 to 10, DGS Law is agile and ready for the future.



Customer:
Rabobank
Industry:
Banking & Capital Markets
Size:
10,000+
Country:
Netherlands

Products and services:

Azure Arc
Azure Monitor
Microsoft 365 E5 Security
Microsoft Azure Active Directory
Microsoft Defender for Cloud
Microsoft Defender for Cloud Apps
Microsoft Defender for Endpoint
Microsoft Defender for Identity
Microsoft Sentinel

[Read full story here](#)

"The difference we've experienced in visibility and threat detection since deploying Microsoft Security solutions is like night and day."

—Raoul van der Voort, Global Service Owner, Cyber Defense Center, Rabobank

How does a venerable yet growing global entity balance cutting-edge security, agility, and costs against the demands of a multicloud, hybrid infrastructure that also contains several heterogenous systems? For Rabobank, the answer was clear.

The company rolled out Microsoft Defender for Cloud to monitor hybrid, multicloud workloads and connected it with Microsoft Sentinel and Microsoft Defender for Endpoint for broad visibility.

Rabobank has done away with several high-ticket license fees for non-Microsoft solutions amounting to €400,000 (USD460,000) in cost savings, reducing its vendor count from 20 down to four. But the heightened security it gained is priceless.



Customer:
Elanco

Industry:
Consumer Goods

Size:
9,000 employees

Country:
United States

Products and services:
Microsoft 365 E5

[Read full story here](#)

“Like us, Microsoft values innovation and collaboration, and that’s reflected in the connected security tool stack it created. That interoperability made it much easier to deploy Microsoft Security solutions.”

—Murtaza Nisar, Chief Information Security Officer, Elanco

Global animal health company Elanco had an enviable greenfield opportunity to build the template for a thoroughly modern IT landscape. At the top of its cybersecurity priority list: be a department of “yes” to its innovative employees while helping keep data safe.

In one condensed 18-month period, the company deployed an extensive selection of Microsoft Security solutions to fit with its Zero Trust strategy, including Azure Active Directory, Microsoft Defender for Identity, and the rest of the Microsoft Defender suite.

Elanco now benefits from a completely connected security landscape that is based around identity security at its core. It saves time for security teams so they can focus on the most complex threats. And everyone at Elanco can innovate and collaborate freely in a highly secure environment.



Customer:
Drax Group

Industry:
Energy

Size:
1,000–9,999 employees

Country:
United Kingdom

Products and services:

Microsoft 365 E5

- Microsoft 365 Defender
- Microsoft Defender for Endpoint
- Microsoft Defender for Identity
- Microsoft Whiteboard
- Microsoft Power BI

Microsoft Azure

- Microsoft Azure Active Directory
- Microsoft Azure Defender
- Microsoft Azure Security Center
- Microsoft Azure Sentinel

[Read full story here](#)



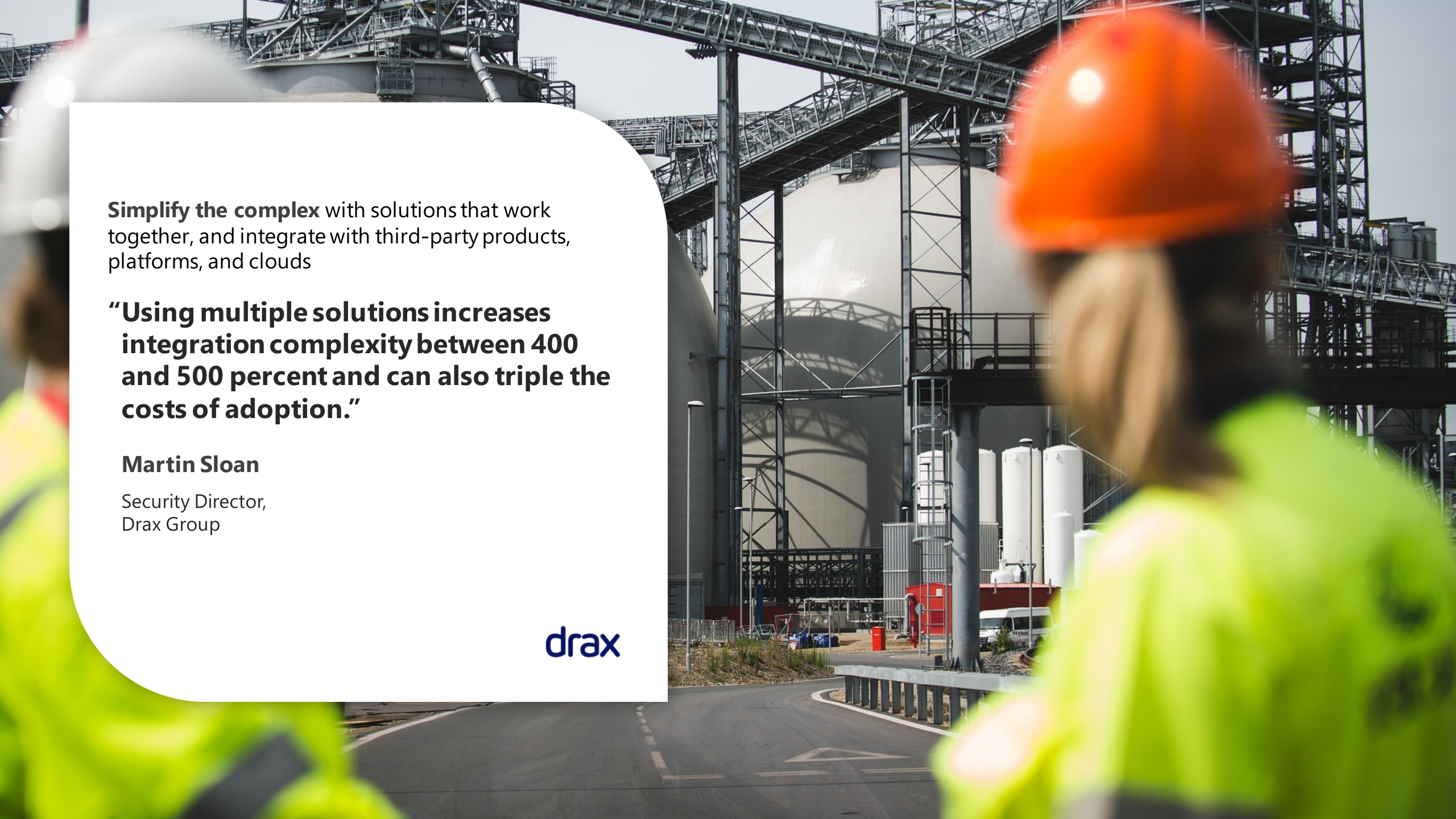
“The reason Microsoft provides such a powerful security solution is that it seeks to meet your needs holistically. Each security layer talks to everything else, including those data sources you might be using that are external to Microsoft.”

— Martin Sloan, Security Director, Drax Group

Drax Group, a UK electricity generator that’s part of the nation’s critical infrastructure, wanted to increase its visibility and threat protection capabilities across its IT landscape, unifying its data security approach through a single pane of glass.

Standardizing on Microsoft integrated threat protection, the company is unifying its data intelligence with Azure Sentinel and the extended detection and response capabilities of Microsoft Defender products.

Drax saved 75 percent of its planned integration costs associated with solutions from multiple vendors. And the company created a security solution that protects its data regardless of the types of devices it secures or the location of its employees.



Simplify the complex with solutions that work together, and integrate with third-party products, platforms, and clouds

“Using multiple solutions increases integration complexity between 400 and 500 percent and can also triple the costs of adoption.”

Martin Sloan

Security Director,
Drax Group

drax



Customer:
MVP Health Care

Industry:
Health Payor

Size:
Large (1,000 – 9,999 employees)

Country:
United States

Products and services:
Analytics Platform System
Azure
Azure Active Directory P2
Azure Security Center
Azure Sentinel
Azure Virtual Desktop
Exchange Online
Microsoft 365 Defender
Microsoft 365 E5
Microsoft Cloud App Security
Microsoft Defender for Endpoint
Microsoft Defender for Office 365
Microsoft Teams
Office 365
Surface
Surface Go 2
Surface Hub
Surface Laptop

[Read full story here](#)



“As we looked at other vendors and platforms, we realized that it was a no-brainer. Microsoft offers the cohesive solution we need. Everything it brings to the table fits beautifully with our direction. It has become an outstanding support for us.”

—Michael Della Villa, Chief Information Officer and Head of Shared Services, MVP Health Care

Regional insurance company MVP Health Care found it can't rely on its laser-like focus on customer service alone when competing against mega corporations. It needed to maximize internal efficiencies, especially when it came to cybersecurity.

MVP replaced a monolithic, time-intensive solution with Azure Sentinel. It added Azure Security Center, and as part of its Microsoft 365 E5 license, Microsoft Defender for Endpoint, Microsoft Defender for Identity, and more.

The company saves time, money, and precious IT resources—replacing 300 third-party solutions with one connected platform. And with a unified view of the threat landscape, MVP finds it easier to be safer.

Simplify the complex with solutions that work together, and integrate with third-party products, platforms, and clouds

“The entire security suite is seamlessly connected. The effectiveness we get from correlated information to boost security is by far our biggest win.”

James Greene

Cybersecurity consultant,
MVP Health Care



Grow your future with the company that is investing in continuous improvement on a scale that few if any other organizations can match

“Until a few years ago, it could take days before we could establish for sure if [an alert] was a false positive. Nowadays, having Microsoft products... makes the triage much faster, down to ten or fifteen minutes.”

Mikko Hakuli

Chief Security Information Officer,
Verohallinto



A Leader in Security, Compliance, Identity & Management



Gartner[®]

A Leader in four Gartner[®]
Magic Quadrant[™] reports



FORRESTER[®]

A Leader in eight
Forrester Wave[™] categories



IDC

A Leader in six IDC
MarketScape reports

[IDC MarketScape: Worldwide Modern Endpoint Security for Enterprises 2021 Vendor Assessment, Doc #US48306021, November 2021](#)
[IDC MarketScape: Worldwide Modern Endpoint Security for Small and Midsize Businesses 2021 Vendor Assessment, Doc #48304721, November 2021](#)
[IDC MarketScape: Worldwide Advanced Authentication for Identity Security 2021 Vendor Assessment, Doc #US46178720, July 2021](#)

[IDC MarketScape: Worldwide Unified Endpoint Management Software 2021 Vendor Assessment](#)
[IDC MarketScape: Worldwide Unified Endpoint Management Software for Small and Medium-Sized Businesses 2021 Vendor Assessment](#)
[IDC MarketScape: Worldwide Unified Endpoint Management Software for Ruggedized/Internet of Things Deployment 2021 Vendor Assessment](#)

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Industry-leading security from Microsoft

Monitoring

140+³
Threat groups

40+³

Nation state-groups

Serving billions of global customers,
learning and predicting what's next

43T¹

Analyzing
Threat signals daily
50% increase

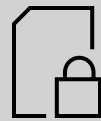
32B¹

Blocking
email threats annually

\$20B¹

in the next 5 years

Investing to improve and share
knowledge, gain insights, and
combat cybercrime



Keeping you
secure, while
saving you time
and resources

60%

Up to savings, on
average, over
multi-vendor
security solutions

15K¹

partners in security
ecosystem

785K²

customers rely on
Microsoft for their
multicloud,
multiplatform
infrastructure security

Trusted globally, protecting organizations'
multi-Cloud and multi-platform infrastructures

1. Earnings Press Release, FY22 Q4. July 26, 2022, Microsoft Investor Relations
2. "Microsoft Digital Defense Report". October 2021, Microsoft Security
3. Earnings Press Release, FY22 Q2. December 16, 2021, Microsoft Investor Relations

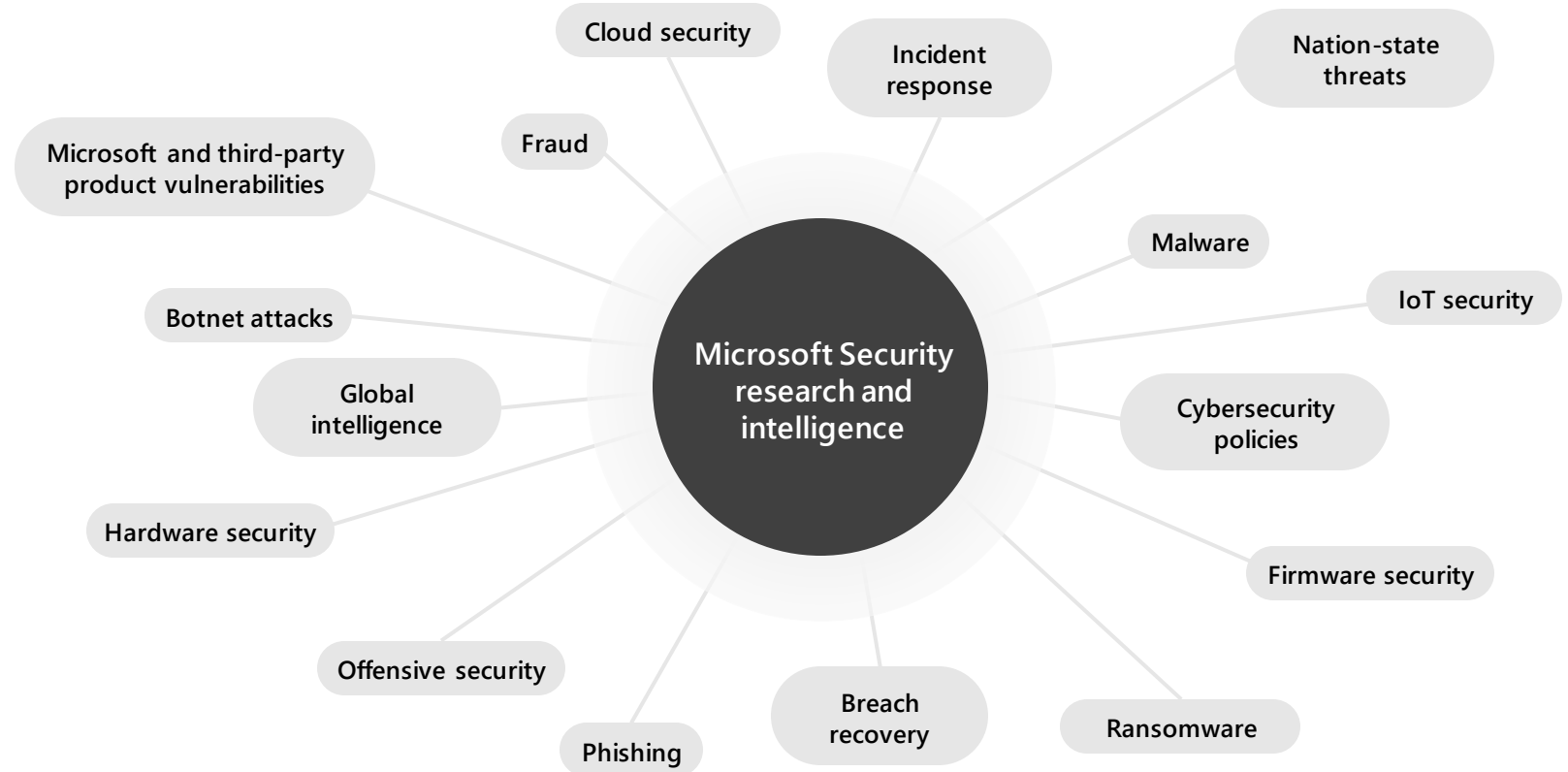
Augment your security teams with our world-class research and intelligence teams

8,500+¹

engineers and researchers always working to mitigate and remediate the next threat

300+

members of Microsoft Intelligent Security Association (MISA)



Focused on all areas of the threat landscape.

Microsoft Security ecosystem— the experts other experts rely on

Trusted advisor for your security

- ✓ Digital Defense Report provides updated security guidance annually
- ✓ Detection and Response Team (DART) responds to security incidents and helps Microsoft customers become cyber-resilient

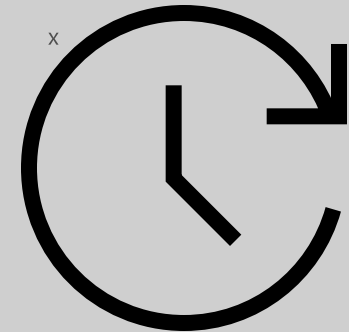
Streamline your deployment and save on costs

- ✓ Leverage the FastTrack service included in eligible subscriptions at no additional cost
- ✓ Large ecosystem of Microsoft certified solution providers
- ✓ Microsoft Industry Solutions helps organizations adopt tech solutions across digital strategy, data insight, sales, and more

Find and train the best people quickly

- ✓ Common tools and interfaces for quick uptake of new capabilities
- ✓ Rich ecosystem of Learning partners
- ✓ Microsoft Certifications and skill paths streamline learning

¹ "The Total Economic Impact™ Of Microsoft FastTrack."
Forrester Consulting. October 2017, commissioned by Microsoft



1 month

average time reduction to
onboard using FastTrack¹

Protection aligned to where you're going

Solutions to support your digital journey



Protect identity & access
for strong **Zero Trust**
foundations



Modernize
security & **defend**
against threats



Secure **multi-cloud**
environments



Protect & govern
sensitive data



Mitigate
compliance &
privacy **risk**