



Learn All That's Included in Your M365 Licenses

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Learn All That's Included in Your M365 Licenses

Agenda

- What is Microsoft 365
- The Value of Microsoft Teams
- How does Microsoft 365 and Teams empower your business
- Teams demo
- Compliance Challenges



What is Microsoft 365



Word



Excel



PowerPoint



Outlook



Office



Exchange



SharePoint



Lync Server



Teams

Microsoft 365 (Includes Office)

Advanced Security

Device Management

Office

Office 365

Microsoft 365

What is Microsoft 365



Productivity

Office Applications

Word, Excel, PowerPoint, Outlook, and more

Online Services

Exchange, OneDrive (1TB), Teams, and more

Advanced Services

Exchange Online Archiving



Advanced Security

External Threat Protection

Office 365 Advanced Threat Protection

Multi-Factor Authentication

Enforce Windows Defender Exploit Guard

Enforce BitLocker encryption

Internal data leak prevention

Data Loss Prevention

Azure Information Protection



Device management

Device management

Microsoft Intune

Single Sign On (SSO) > 10 apps

Deployment assistance

Windows Autopilot

Auto-installation of Office apps

AAD Auto-enroll



Additional benefits

Consistent security configuration across Windows 10, macOS, Android, and iOS devices

Upgrade from Windows 7 Pro or Windows 8.1 Pro to Windows 10 Pro at no additional cost

99.9% financially-backed uptime guarantee; 24x7 online and phone support

Comparison across Microsoft 365 Business SKU's

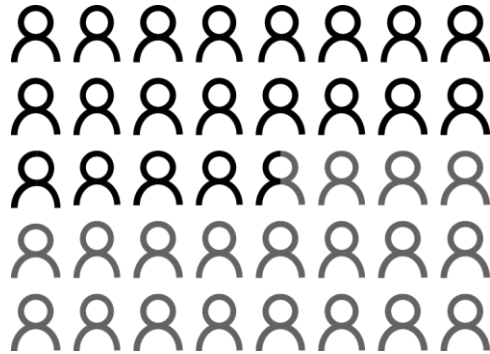
Features		Microsoft 365 Business Standard	Microsoft 365 Business Premium	Microsoft 365 E3	Microsoft 365 E5
	Maximum number of users	300	300	unlimited	unlimited
Office Apps	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	Business	Business	ProPlus	ProPlus
Email & Calendar	Outlook, Exchange Online	50GB	50GB	unlimited	unlimited
Hub for Teamwork	Chat-based workspace, online meetings, and more in Microsoft Teams	●	●	●	●
File Storage	OneDrive for Business	1 TB/user	1 TB/user	unlimited	unlimited
Social, Video, Sites	Yammer, SharePoint Online, Planner	●	●	●	●
	Stream		●	●	●
Business Apps	Scheduling Apps – Bookings ¹ , StaffHub	●	●	●	●
	Business Apps – Outlook Customer Manager, MileIQ ¹	●	●		●
Threat Protection	Microsoft Advanced Threat Analytics, Device Guard, Credential Guard, App Locker, Enterprise Data Protection, Office 365 Advanced Threat Protection			●	●
	Office 365 Advanced Threat Protection		●		●
	Windows Defender Advanced Threat Protection				●
	Office 365 Threat Intelligence				●
Identity Management	Self-service password reset for hybrid Azure Active Directory accounts, Azure MFA, Conditional Access		●	●	●
	Azure AD: Cloud App Discovery, AAD Connect Health, SSO for more than 10 Apps			●	●
	Azure Active Directory Plan 2				●
Device & App Management	Microsoft Intune, Windows AutoPilot		●	●	●
	Shared Computer Activation		●	●	●
	Microsoft Desktop Optimization Package, VDA			●	●
Information Protection	Office 365 Data Loss Prevention, Azure Information Protection Plan 1		●	●	●
	Azure Information Protection Plan 2, Microsoft Cloud App Security, O365 Cloud App Security				●
On-Prem CAL Rights	ECAL Suite (Exchange, SharePoint, Skype, Windows, SCCM, Win. Rights Management)			●	●
Compliance	Unlimited email archiving ²		●	●	●
	Advanced eDiscovery, Customer Lockbox, Advanced Data Governance				●
Analytics	Power BI Pro, MyAnalytics				●
Voice	PSTN Conferencing, Cloud PBX				●

[1] Available in US, UK, Canada

[2] Unlimited archiving when auto-expansion is turned on



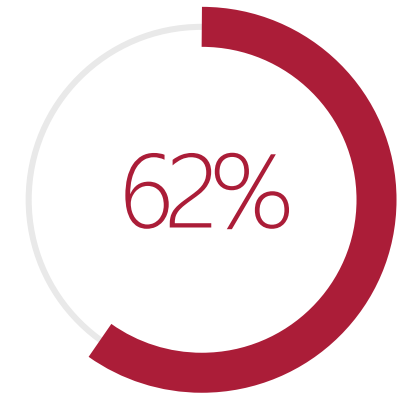
Small businesses are vulnerable to cyberthreats



58% of breaches took place at small businesses.¹



average cost of a SMB data breach.²



62% lack the skills in-house to deal with security issues.³

¹ [Verizon 2018 Data Breach Investigations Report](#)

² [Kaspersky Lab study, 2018](#)

³ [Underserved and Unprepared: The State of SMB Cyber Security in 2019](#), Vanson Bourne for Continuum

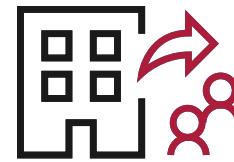


Shifting landscape

There's a growing need to make work better

2x

Small companies are twice as likely to hire remote employees¹



52% of the global workforce works from home at least once per week¹



6x as many small businesses agree that dynamic team structures will become the norm²

¹ Owl Labs survey, March, 2019

² Upwork Future Workforce Small Business Report, 2018



Microsoft Teams

is the hub for teamwork
in Microsoft 365



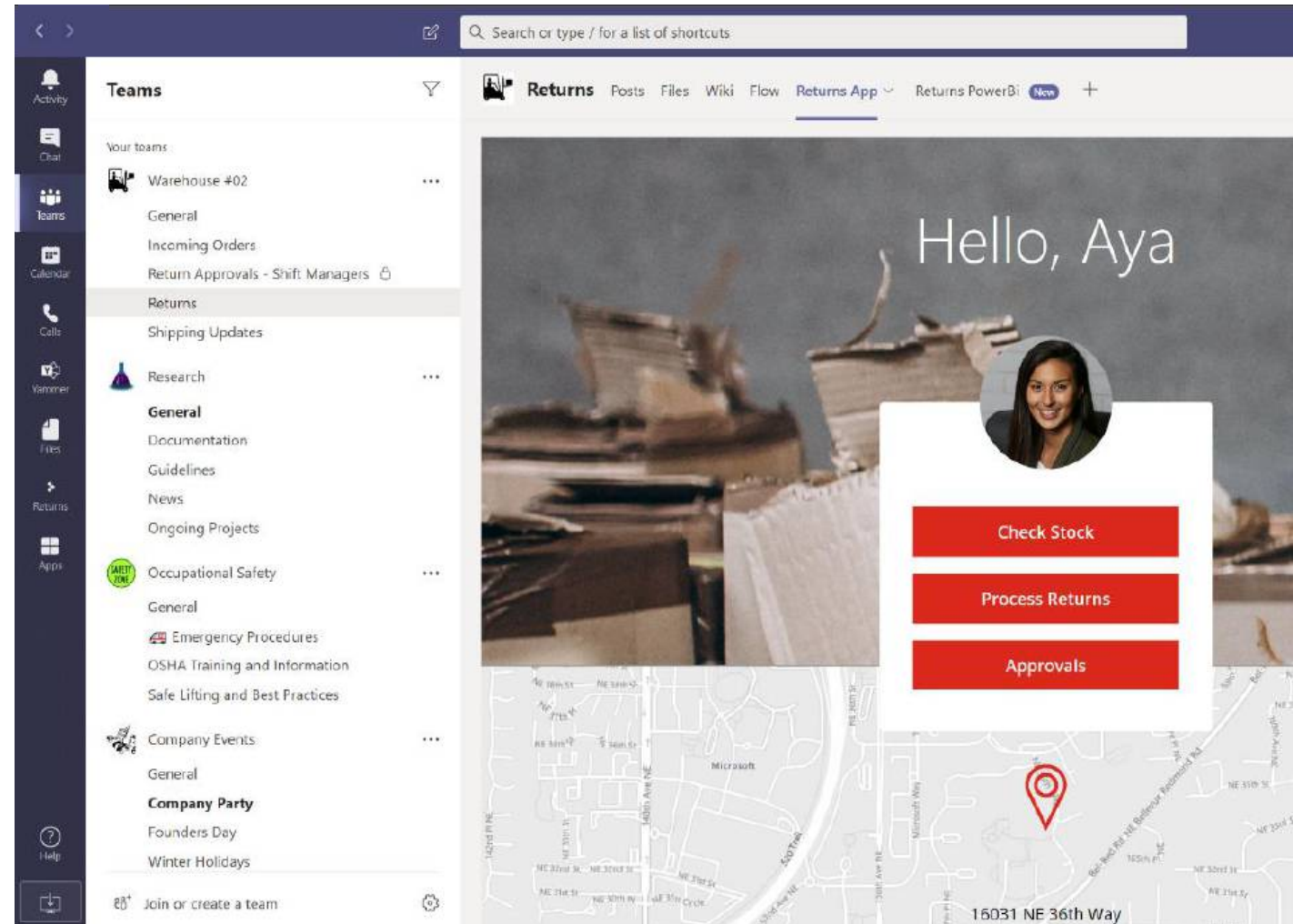
Meetings & calling



Chat & collaboration



Apps & workflow





What can **Teams** do for your business



Transform workplace collaboration



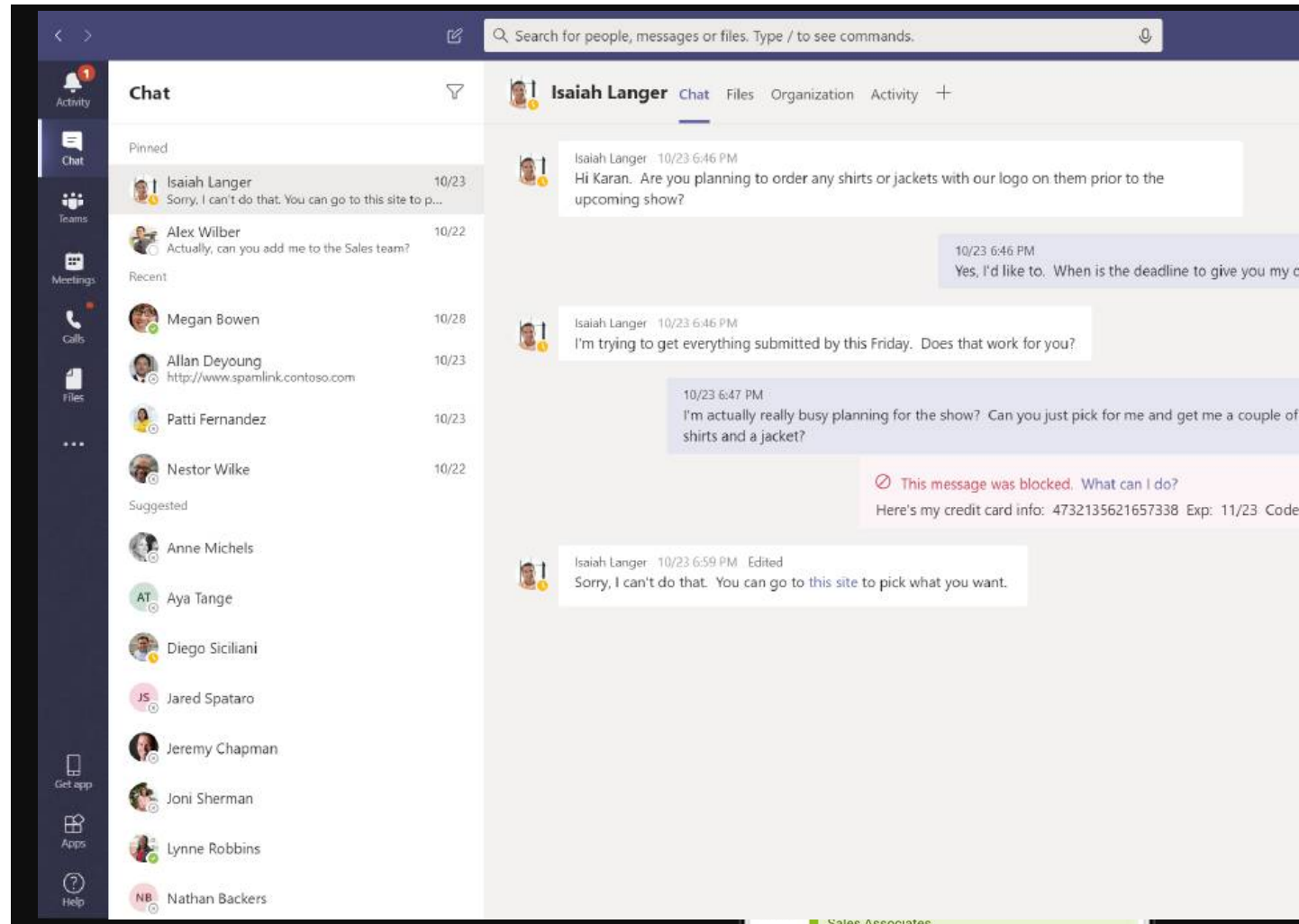
Streamline business processes



Connect everyone on a single platform



Provide enterprise grade security & compliance



17
WED

Sales Associates
Contoso North Store

8:00 AM – 5:00 PM (EDT)

Sales Associates
Contoso North Store



Teams Demo



Compliance challenges





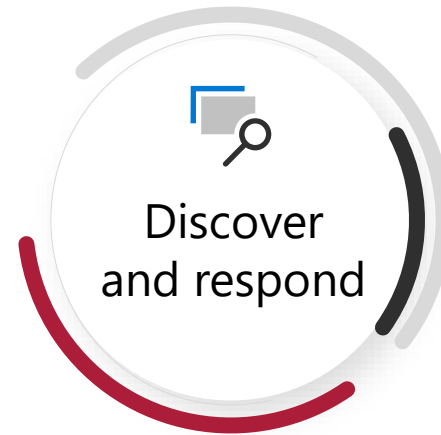
Microsoft 365 compliance solutions for legal professionals



Information protection and governance



Insider risk management



Discover and respond



Compliance management

How can I ensure sensitive information is retained, found, and classified?

Classify and apply policies for unique data sets, such as customer records and contracts.

How can I help mitigate the risk of insider data breaches and losses?

Identify **and** remediate critical insider risks **such as IP theft, leakage, or data harassment.**

Is there something that can help me manage investigations?

Handle data requests in a **more** efficient **and** defensible **manner.**

What tools help manage legal and compliance obligations such as CCPA?

Connect regulatory requirements (**such as GDPR/CCPA/HIPPA, SEC 17a-4, NYDFS, etc.**) with actionable guidance.



Implement & Assess Requirements with Microsoft Compliance Score

Continuous assessments

Detect and monitor control effectiveness and automatically applies a compliance score

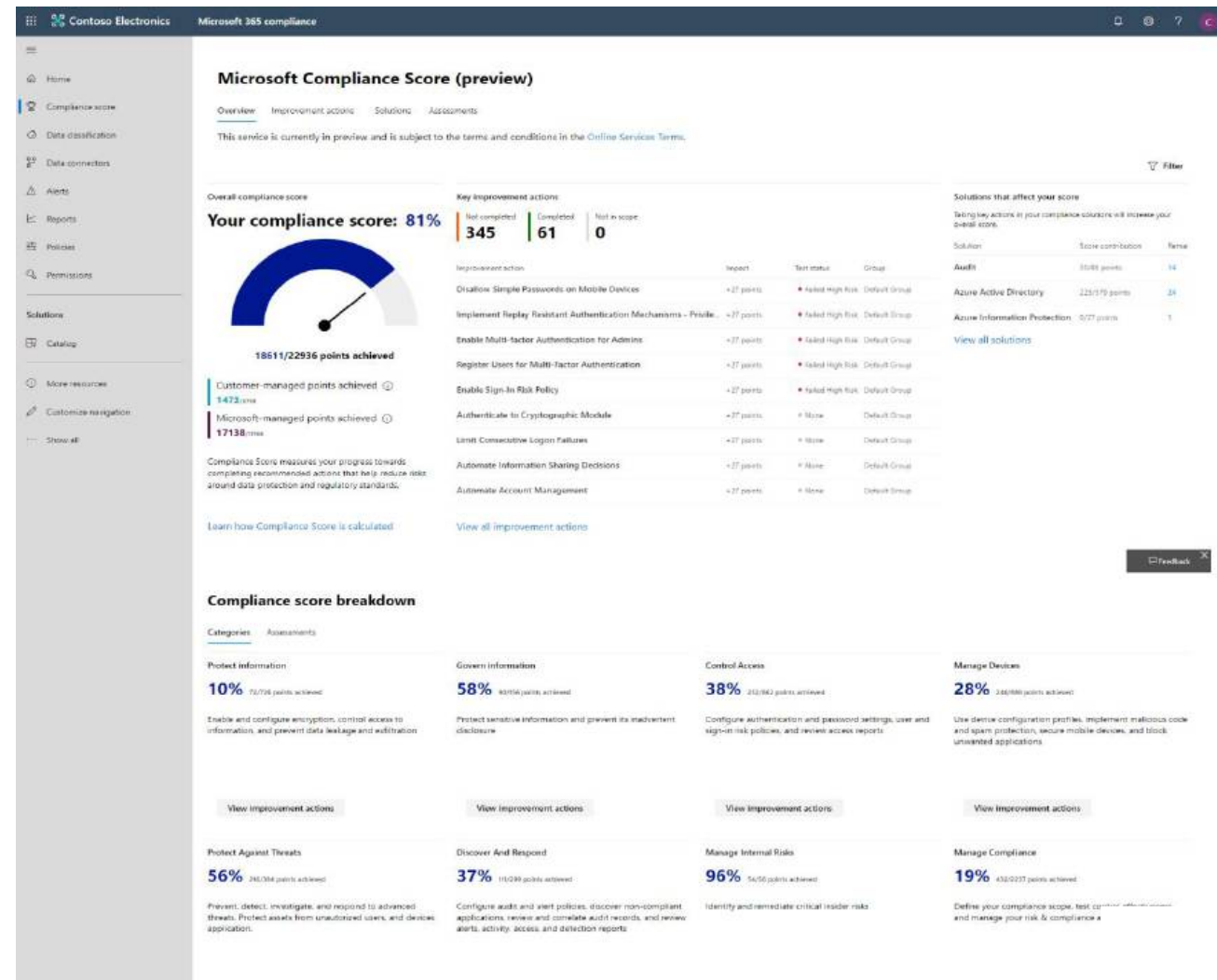
Recommended actions

Reduce compliance risks with actionable guidance

Built-in control mapping

Scale your compliance efforts with built-in mapping across regulations and standards

Compliance Score is a dashboard that provides your Compliance Score and a summary of your data protection and compliance posture. It also includes recommendations to improve data protection and compliance. This is a recommendation, it is up to you to evaluate and validate the effectiveness of customer controls as per your regulatory environment. Recommendations from Compliance Manager and Compliance Score should not be interpreted as a guarantee of compliance.





Consider a different approach



Reduce number of solution vendors and leverage shared responsibility



Know, protect, and govern your sensitive data throughout its lifecycle



Implement more intelligent, built-in compliance solutions



Have questions?

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Thank you!