

Microsoft Security

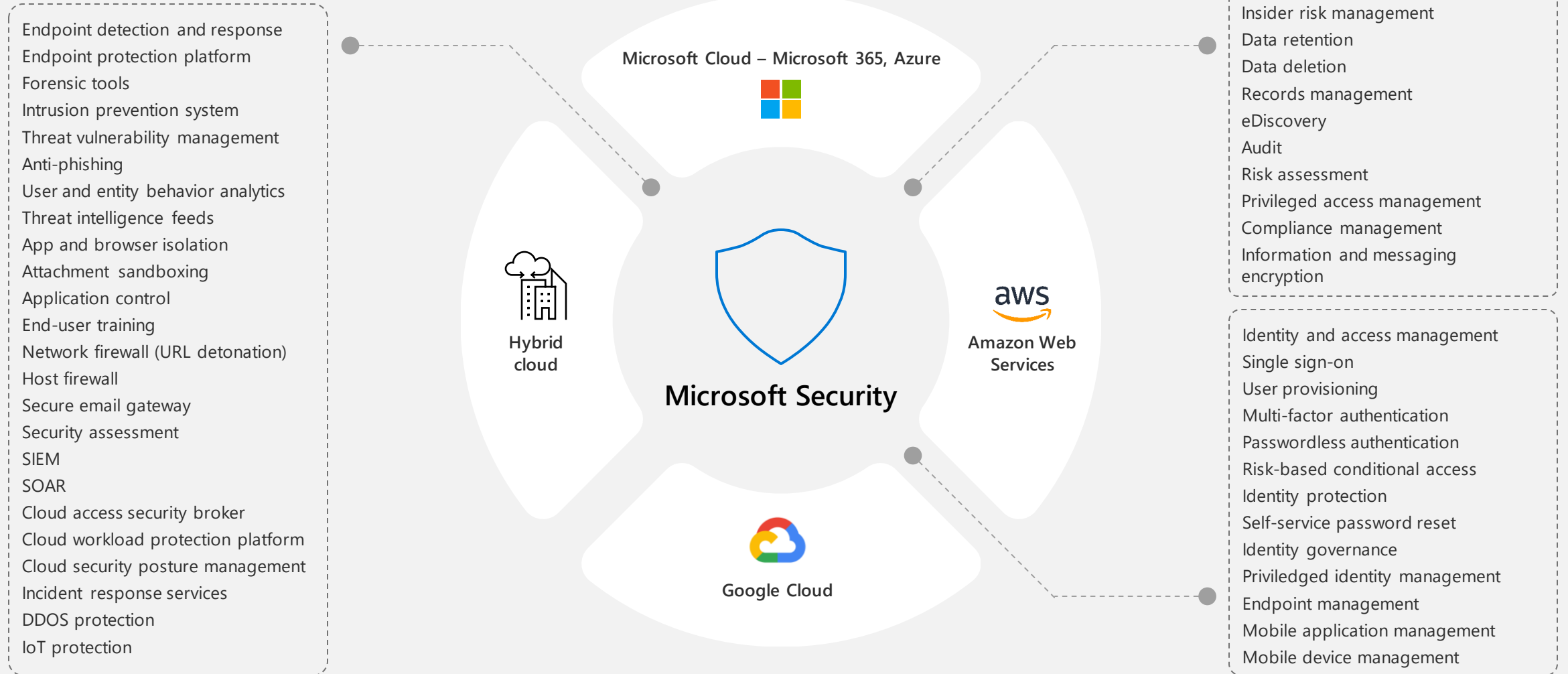
Sales Guide

Strengthen your security posture
and take advantage of cost savings



Microsoft's end-to-end security

Integrate over 40 categories



Vendor consolidation

\$63 per user

\$24 per user

(\$33) Compliance

- Compliance Management
- Search and eDiscovery; Auditing (Advanced)
- Insider Risk Management; Access Control
- Information Protection and Governance

(\$30) Security

- Identity and Access Management
- Intrusion detection, investigation, prevention, and threat intelligence
- Email protection
- Endpoint Protection and Response
- Cloud Access Security Broker


Examples of multi-vendor standalones

←
\$39 more
per user

Microsoft 365 E5 Compliance add-on to Microsoft 365 E3 **(\$12)**

Microsoft 365 E5 Security add-on to Microsoft 365 E3 **(\$12)**

Full suite



Up to **62%** savings

Estimated cost savings from automation & reduced risk

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 Reduced data loss from security breaches Threat detection and response SecOps efficiency gains	\$495,000 \$101,000 \$318,500	\$265,000 \$101,000 \$159,000	\$145,000 \$102,000 \$80,000
Save on Automation & Process Improvements Reduced eDiscovery analysis effort Reduced time spent on compliance audits and processes Automate investigations with Microsoft Sentinel Reduced downtime through improved application performance Improved cloud app security audit reporting	\$1,309,000 \$2,822,000 \$289,000 \$1,151,000 \$25,000	\$654,000 \$1,411,000 \$289,000 \$576,000 \$12,000	\$327,000 \$705,000 \$289,000 \$287,000 \$12,000
Potential cost savings per year	Up to \$6.5M	Up to \$3.5M	Up to \$1.9M

Rounded estimates based on commissioned Forrester TEI studies and Microsoft Value calculator and illustrate first year 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.

Integration can reduce risk of threats

Forrester Consulting composite organizations saved by moving to Microsoft Security

Reduce Total Cost of Risk	
Microsoft E5 Compliance	Reduced risk of breach 30-40% reduced costs by 40-50% ¹
Microsoft Defender for Cloud	Centrally managing cloud platform security operations reduced cloud security breach risk by up to 25% and decreased time to mitigate cloud threats by 50% ²
Azure Active Directory	Reducing the complexity of IAM solutions reduced risk of a security breach by 45% ³
Save On Automation and Process Improvements	
Microsoft Sentinel	Reduced false positives 79% ⁴
Azure Network Security	Automated upgrades and improved visibility reduced risk of a security breach of 30% ⁵

“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

1. Forrester Consulting, “The Total Economic Impact Of Microsoft 365 E5 Compliance,” February, 2021, commissioned by Microsoft
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 Azure Active Directory,” August, 2020, commissioned by Microsoft
4. Forrester Consulting, “The Total Economic Impact Of Microsoft Azure Sentinel,” November, 2020, commissioned by Microsoft
5. Forrester Consulting, “The Total Economic Impact Of Microsoft Azure Network Security” May, 2021, commissioned by Microsoft