

Tech Data Modern Workplace with Secure Score

Establish a security baseline while gaining insights into your customers security position. Partners can leverage the guidance offered by Microsoft Secure Score to identify potential security risks and quickly learn what security features are available to reduce the risk without sacrificing productivity.

Secure Score will help you track and schedule incremental improvements over time and establish a long-term security plan. Save time and increase efficiencies by using Azure Automation runbooks to automate frequent, time consuming and error prone IT management tasks such as new user deployment with approved security policies.



Market Overview

According to Accenture's annual cost of Cybercrime study 2019, it is reported that the average cost of cybercrime increased to \$13 Million in 2018 and estimates \$5.2 trillion value at risk if security investments are not made.

Organizations should leverage technologies that reduce rising costs such as automation, advanced analytics and security intelligence to manage risks and rising costs associated with discovering vulnerabilities. Additional prioritization should be focused on protection against people-based attacks.

Our Modern Workplace Solution Practice enables partners to leverage click to run solutions that drive business outcomes. This includes our Modern Workplace with Secure Score that helps Improve security posture and performance by helping partners identify security risks with the Office 365 environment and recommendations to mitigate potential risks. Tech Data's Secure Score solution is configured with Azure Automation run books to orchestrate IT management tasks such as the security policies for new users.

Source: https://www.accenture.com/_acnmedia/PDF-96/Accenture-2019-Cost-of-Cybercrime-Study-Final.pdf#zoom=50

Tech Data Secure Score with Azure Automation

Tech Data's Modern Workplace with Secure Score establishes crucial security settings based on industry best practices and creates an Azure Automation runbook account designed to implement Mailbox and Data Loss Prevention Policies whenever new users are created.

Tech Data Secure score with Azure Automation enforces Multi-Factor Authentication for Global Admin users along with password reset policies as a baseline for the Office 365 tenant. These configurations award points toward the overall Secure Score. Additional recommendations can be viewed from the Secure Score Dashboard along with details about features, tasks and reports available to address your customer security posture.

Into the cloud	An automated deployment of best practice security settings for Office 365 users and Global Administrators.
Manage Risk	Establish a security baseline, increase awareness and identify security priorities with Microsoft Secure Score.
Intelligence	Gain insights into your security position all from the Secure Score dashboard to understand what features you have enabled.
Guidance	Quickly learn and identify what features are available to implement that can help reduce risks while balancing productivity and security.
Cost-Efficient	Pre-configure your tenant with security best practices and apply security settings automatically to new users with Azure runbooks at little or no cost.

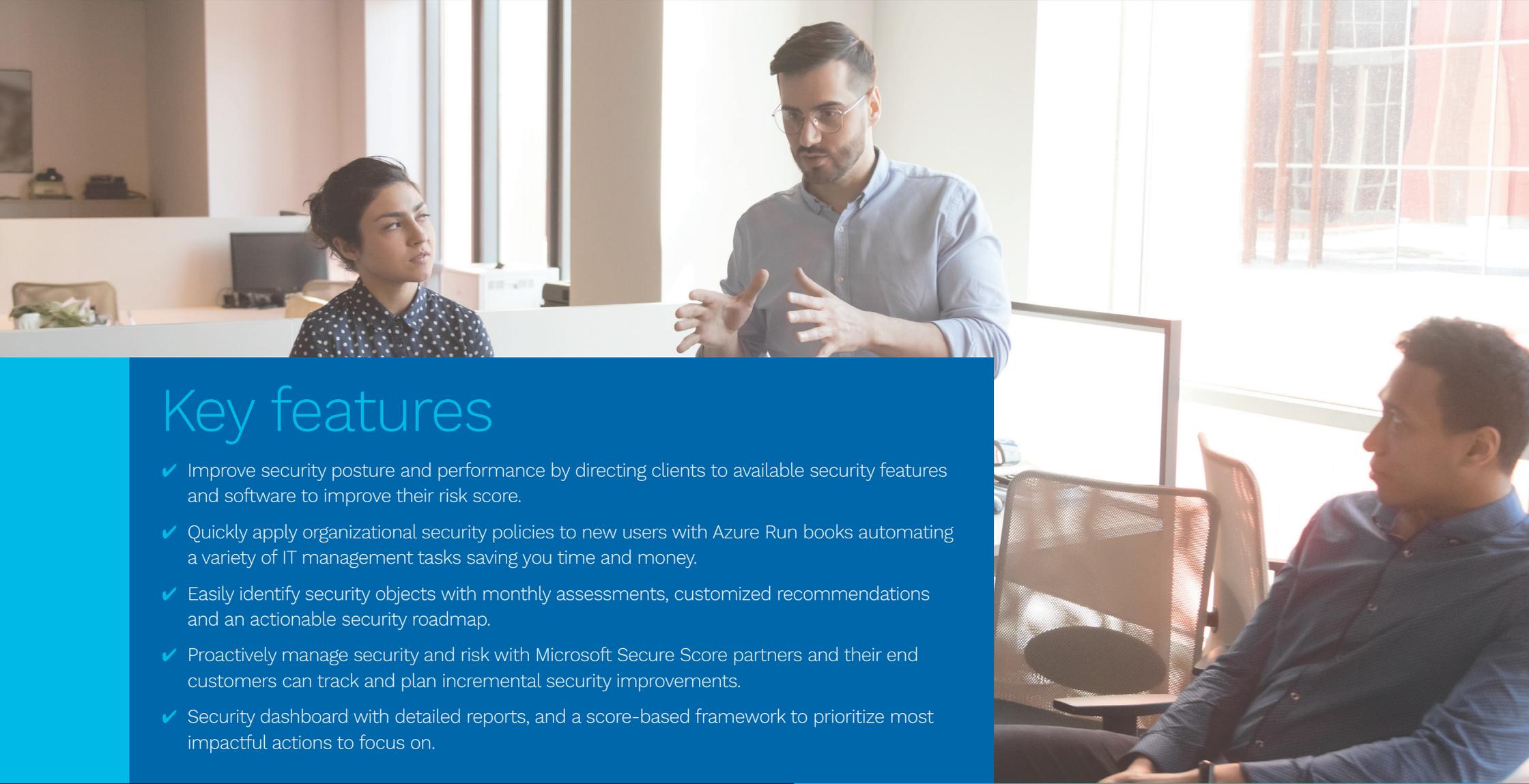


Why Tech Data Secure Score with Azure Automation

Your company delivers modern workplace solutions to small and midsize enterprises who want to benefit from your expertise and solutions to effectively balance security and productivity to enable a digital and secure workforce.

You can help them establish a security baseline and take action to improve their secure score and improve their security posture with the least amount of impact to user productivity.

- **Easy to buy** – 3 ways to buy: pre-configured ‘click to run’ solutions/configure your own/a managed solution.
- **Easy to sell** – Tech Data’s StreamOne Cloud Store offers resellers full access to customized modern workplace and cloud-based solutions that deliver business outcomes, with no substantial upfront investment required.
- **Easy to control** – Tech Data Modern Workplace with Secure Score with is easy to deploy and leverages proven Microsoft technology and intelligence with pre-configured and automated security policy settings.
- **Easy to manage** – Access the management portal from anywhere at any time. Tech Data provides you – as Microsoft CSP partner – an overview of Azure consumption and analytics on Tech Data’s StreamOne Cloud Store.
- **Easy to deploy** – We have the know-how. Our centers of excellence provide Azure experts on the field to support and train our partners. Tech Data helps you reach Cloud Mastery with a range of Cloud enablement activities.



Key features

- ✓ Improve security posture and performance by directing clients to available security features and software to improve their risk score.
- ✓ Quickly apply organizational security policies to new users with Azure Run books automating a variety of IT management tasks saving you time and money.
- ✓ Easily identify security objects with monthly assessments, customized recommendations and an actionable security roadmap.
- ✓ Proactively manage security and risk with Microsoft Secure Score partners and their end customers can track and plan incremental security improvements.
- ✓ Security dashboard with detailed reports, and a score-based framework to prioritize most impactful actions to focus on.



Easy to deploy

Our cloud solutions can be easily ordered and deployed via our StreamOne cloud platform; the process for infrastructure is fully automated. If you are already a Tech Data account holder, simply use your credit account to order these services which you would pay for monthly in arrears.

Only Tech Data will make your journey to the cloud with office 365 and Azure easy. We will provide you with in-depth technical how-to guides for each of our pre-configured 'click to run' solutions.

If you wish to configure your own solutions all settings are automated in PowerShell so setting an environment can be deployed in just an hour.

Tech Data will also provide you with a suite of Azure training for both commercial and technical resources. From bite sized video tutorials to on-site in depth technical training we have everything your commercial and technical resources will require.

Why partner with Tech Data?

We are committed to delivering across four key areas, our team will help you to grow your sales, increase your profit margins, reduce your costs, and improve customer satisfaction.

- **Grow customer sales**
- **Improve your margins**
- **Reduce your costs**
- **Increase customer satisfaction**

Gold Distributor

Tech Data have established a long and trusted relationship with Microsoft and is fully committed to Microsoft technologies. Through its dedicated cloud team, Tech Data has been providing best in class cloud solutions to its partner ecosystem. Tech Data serves, supports and works with over 15,000 cloud partners.

Next steps

Become a Tech Data CSP partner and open your business to growth and profitability.

Wherever you are on the journey to Cloud, Tech Data will help you on journey with cloud. We have the cloud portfolio, marketplace, enablement, support and advanced services to help you become a successful CSP partner.

1. Sign up to Microsoft Cloud Solutions Provider (CSP) program with Tech Data and gain exclusive access to programs and promotions. Access the most extensive hybrid cloud solutions and converged infrastructure.
2. Our cloud platform with integrated Customer Lifecycle Management (CLM) provides greater exposure for partners' cloud offerings to help increase sales productivity and flexible billing to ease transitions to subscription and consumption models.
3. Use Tech Data learning materials to train your commercial and technical resources to sell Azure cloud based solutions. Check our assessment tools to identify solution gaps and address the diverse needs of vertical markets.

For further information please contact your Microsoft specialist:
Email: Microsoft@techdata.com
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Further Resources

Tech Data Modern Workplace with Secure Score Battlecard

Tech Data Modern Workplace with Secure Score Step-by-Step guide

Tech Data Modern Workplace with Secure Score Product Leaflet

Tech Data Modern Workplace with Secure Score Sales Presentation