



# Avanade Security – Data Security

Accelerate our Microsoft Security  
Business Together

January 2024



# Sales Play: Protect & Govern Sensitive Data

## Why now?

An explosion of data which requires protection & governance across platforms to protect against data loss or leakage

Clients need to understand what data they have, what needs to be secured and how to remain compliant

With rising cyberattack incidents C-level suites are concerned around managing their organization's data and their customers privacy

## The business outcomes we drive

- We know how to manage and use data in a secure way, cost effectively and in the context of actual regulations.
- Risk reduction with increased **threat protection**
- Guide towards addressing **compliance requirements**
- Drive **cost** and **service optimization**

## Our Differentiated Services

- **Data Privacy & Information Protection**- Holistic and comprehensive Microsoft 365 security data strategy built and deployed to enhance protection and governance of key assets & data.
- **Secure Data Platforms**- Control and help secure sensitive business information that enterprises share within and outside the company across platforms such as M365, PowerPlatform, D365 and Azure PaaS enabling the organization to address compliance and regulatory requirements
- **Gen AI security & M365 co-pilot security** - Identify and protect data in preparation for M365 Copilot enablement & deployment
- **Managed Information Protection Security Services** - Leverage managed workplace security to operate cost-effectively and securely at scale supporting clients with proactive data risk mitigation



46%

of Global 500 companies as clients



Security CoPilot Advisory Council Member



100+

Microsoft Partner of the Year awards, including Microsoft Global Alliance SI Partner of the Year for the 17th time



2x

Microsoft Security **Winner** as "Zero Trust Champion – SI" (2024 & 2024)

Winner: Microsoft Entra Partner Excellence award in the 'External Identities' category (2024)

Avanade is the leading provider of innovative digital and cloud services, business solutions and designed experiences on the Microsoft ecosystem. With over 60,000 professionals across 82 locations in 26 countries, we are the power behind the Accenture Microsoft Business Group, helping companies to engage customers, empower employees, optimize operations and transform products, leveraging the Microsoft platform. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation.

Learn more at [www.avanade.com](http://www.avanade.com).

# Data Privacy & Information Protection

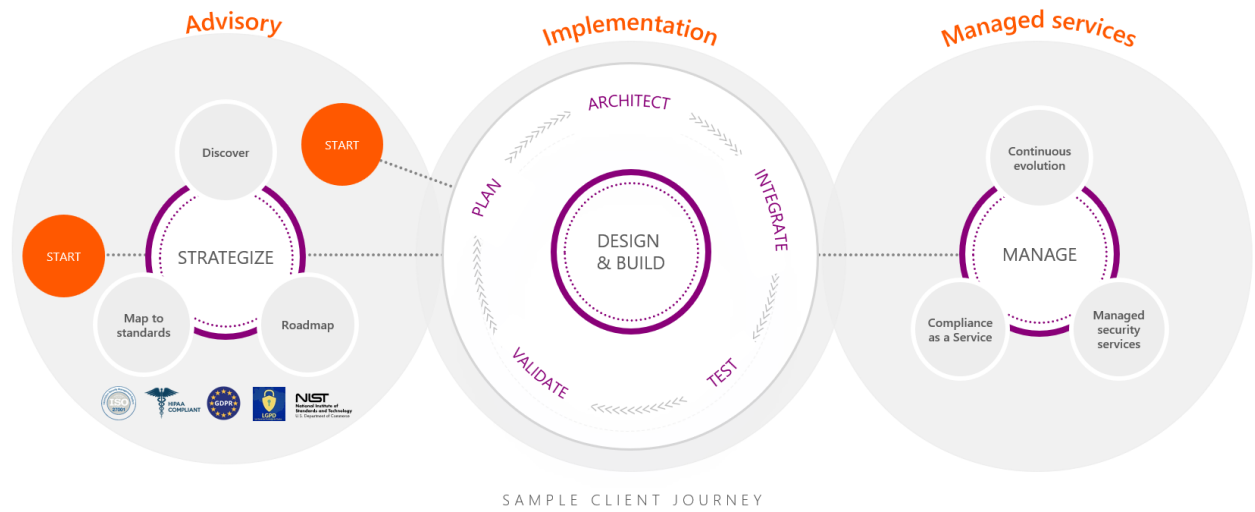
## Organizations are rethinking how to manage data and strengthen security

- We help evaluate cybersecurity strategy with a focus on cost optimization and meeting compliance and regulatory requirements
- We enhance protection and monitoring of key assets and data within the workplace environment
- We help clients securely accelerate to the cloud with differentiated IP and experience

## What Clients get

- Protect valuable company information
- More easily manage compliance, retention and auditing requirements
- Enable secure collaboration across platforms and applications
- Protect documents with protection labels and policies that improve user experience
- Enable safe external access for third party suppliers/partners for information sharing and application access

As your business-critical data expands and your workforce shifts to remote work, having an integrated security approach to migrating and controlling privacy and regulatory risks is more important than ever.



**Know your data** Data Privacy Program | **Protect your data** Securing data within the modern workplace | **Govern your data** M365 Managed Security Services

## Case Study : Leading Edge Security for Hybrid Work

- A large financial institution had undergone a significant digital/cloud migration to Microsoft 365. But, since it deals with sensitive financial, policy and regulatory information, it needed to better understand who was accessing the company information from which apps, their location and what devices they were using.
- To ensure all business and third-party data was protected, the company wanted to implement technical and operational transformations, leverage the security features of its current E5 subscription, and enforce corporate guidelines and policies to support the technology as a part of its overall data loss prevention program.

## Results :

- We helped to define a modern security strategy, leveraging Microsoft 365 security solutions to mitigate new security risks that come along with adoption of cloud services, which enabled the client:
- The solution reduced risk of data exfiltration with Microsoft Purview Information Protection leveraging the Entra ID, multi-factor authentication to enforce protection, and Office 365 data loss prevention and cloud access security broker for better visibility to monitor
- Avanade also helped the company establish an integrated change management program to facilitate the adoption of the corporate policies and security controls.

# Secure Data Platforms

## Protect data and address compliance needs

- With rising cyberattack incidents C-level suites are concerned around managing their organization's data and their customers privacy across the enterprise ensuring they maintain trust in doing business.
- Clients need to understand what data they have, what needs to be secured and how to remain compliant.
- Identify risks and provide guidance on how to address and mitigate cybersecurity risks, meet compliance requirements.
- Secure data in platforms such as M365, Power Platform, Dynamics 365 and Azure IaaS / PaaS, Fabric

## Client Outcomes

- Controls and helps secure sensitive business information that enterprises share within and outside the company
- Ensures data is protected with encryption and access controls that enable rather than hinder productivity enabling the organization meet all compliance and regulatory requirements
- Modernize the security posture through expert guidance by implementing a comprehensive product/tool enablement roadmap informed by leading industry practices and aligned to their specific needs and priorities
- Scope could include Information Protection & governance, risk management, compliance management, insider risk management

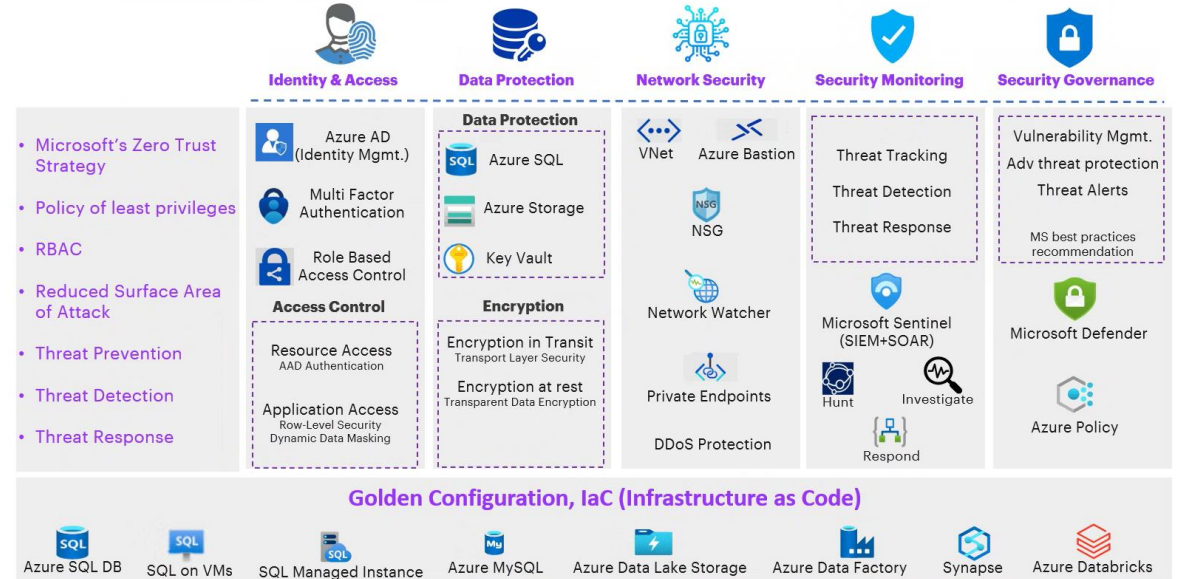
## Case Study : Enhanced experience and increased security

- The client was subject of a ransomware attack and have since been on a journey to improve the protection of their information assets. An implementation plan and roadmap provided the client with an actionable plan to adopt Information protection technologies that will improve security posture, protect information assets and reduce IT related risks.

How we can support clients on their Data Protection journey in securing Data across platforms

## Azure Database and Analytics Platform Security

Solution Blueprint of Our Accelerator



## Results :

- This project included a pilot to define tools, processes, education campaigns and learnings to inform a broader deployment across client. Additionally this project included scope that addressed key risk areas and integration with SIEM for improved alerting

# Gen AI security & M365 co-pilot security

## Identify and Protect Data in preparation for M365 Copilot enablement

- Most organizations planning on deploying M365 Copilot have concerns that their users overshare internal or personal information
- Employees may have excessive access to sensitive information. Such a user might have access to sites and files they should not have access to
- If access is not restricted and governance controls are not in place, users might have access to unauthorized data

## Client Outcomes

- Provide customers with an overview of Copilot and impact of data oversharing
- Data Discovery across Microsoft Online Services
- Identify Sensitive data across Teams, SharePoint, and One Drive
- Identification of "Data Oversharing" and Overview of Teams and SharePoint Lifecycle governance

## Tools & approach :

- Microsoft Purview to identify sensitive data
- Analysis, review of classifications and suggest remediation roadmap
- Customised PowerShell to analyse SharePoint OneDrive file permissions and labelling or use of Syntex SAM when available.

## Our Approach to Microsoft 365 Copilot Security



## Value Delivered

- Visibility of sensitive data and oversharing scenarios
- Assessment report on discovered risks
- Remediation roadmap and best practices recommendations to ensure "Just enough Access" is applied in preparation for an M365 Copilot rollout

### Optional:

- Remediation implementation support
- POC/Pilot support

# Managed Information Protection Security Services

## Detect and respond to advanced cyber attacks across the environment.

- Comprehensive & Market leading Microsoft security Strategy, Configuration and Managed Security Services powered by Azure Active Directory and Azure Sentinel
- A Managed Security service can provide a robust solution to allow early detection of attacks, reduce dwell time, advanced analysis of security, and automated response at scale
- Organizations choose to buy MSS for a variety of reasons; often this decision is driven by a lack of in-house resources or expertise for certain areas of security or the need for security monitoring and management outside of normal operating hours.

## Client Outcomes

- Comprehensive SOC capabilities that grow with the business and allow visibility across client's environment
- Effective and efficient real-time protection against threats across the industry and geography
- Matured service operating model for integrated processes
- Continuous improvement and innovation across cybersecurity services, low-risk, zero-disruption transition
- Measurable and flexible operations, scalable delivery model

## Case Study : Leading Edge Security for Hybrid Work

- A leading global supplier of tooling, engineered components and advanced materials that are consumed in production processes. They serve a vast array of end markets including industries such as aerospace, automotive, construction and farm machinery, power generation and transmission equipment, home appliances, and oil and gas exploration. They are represented in more than 60 countries and employ more than 11,000 people in 40 countries worldwide.


## Results :

- Don't have an existing SOC solution and rely on multiple appliance vendor tools for monitoring
- New CISO looking to deploy mature SOC solution on a short timeline
- Looking for a 24x7 fully Managed SOC with Emergency Incident Response Support
- Looking for MSSP to pick up and manage their existing EDR solution



# Avanade Global Team – Who to contact

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