Cyber Risk Mitigation Services Assessment

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Project Summary

Business Description

Customers utilizing Microsoft's Office 365 cloud services are concerned about their vulnerabilities to cyber-attacks in the cloud, even with all the protection Microsoft provides.

Desired Outcomes

Customers desire to reduce their cloud threat footprint and have better telemetry signals as to the daily activity within their environment. Knowing who, what and where for any incident, will help shorten the time to remediate and restore services.

Cloud Navigator Approach Overview

Our approach will be to work thru our Cyber Risk Mitigation Services Assessments to create a Security Baseline and move you towards a more secure posture within Office 365.

Return on Investment

By leveraging the Cyber Risk Mitigation Services, customers will be able to secure their endpoint devices\users, create multiple layers of security to thwart bad actors, and understand what's happening in their environment in near real-time.

Service Description

Overview

This service description and budget constitutes a quote for operations of Cyber Risk Mitigation Security Assessment Services. This document is not an agreement or contract, but a preliminary summary of services to be provided and costs to be expected during the assessment.

Cloud Navigator's Security offerings leverage solutions from Microsoft and 3rd parties to form a defense-in-depth approach. For many of the Office 365 and Azure security services, Microsoft is responsible for the availability and performance of the platform or offering. Microsoft provides an industry leading Service Level Agreement (SLA) for Office 365 and Azure that is available from Cloud Navigator, or at Microsoft's website.

Cloud Navigator is a Microsoft Cloud Solution Provider (CSP), a Cloud Platform Partner and a member of the Azure Government Accelerate Program.

Proposed Agreement Term

The proposed term for the assessments is two weeks. This can be extended, and each extension may include a modification to services to be provided and associated costs.

Cyber Risk Mitigation Service Description

Security Assessments

The following security assessments will be performed. These assessments are done upfront in order to create a 'Security Baseline' for the customer. We also recommend that the assessments occur on a quarterly or semi-annual basis, so that you can measure progress against the 'Security Baseline' that was initially established.

Security Assessment Offering	Description	Recommendation
O365 Secure Score	Used to identify security controls that can and should be implemented to secure Office 365	Required
Cloud Threat Analysis	Using access logs over a period of weeks, identifies application usage and user behavior anomalies	Required
Cloud Defense	Leveraging Microsoft tools to identify and eliminate legacy services and protocols to reduce the surface attack area	Required
E-mail Reputation	Leveraging industry best practices to identify and carefully block attackers from using customer's domain(s) to phish external recipients	Required

Security Services

During the Security Assessment(s), one or more of the Security Services may be turned on and configured. Cloud Navigator will provide guidance to the client about the proper configuration and the purpose of the service. We use a combination of Security Tools from Microsoft (Multi-Factor Authentication, Cloud App Security, Advanced Threat Protection & Data Loss Prevention), and 3rd parties, to create a secure and productive environment for the client. Depending on the clients current licensing level with Microsoft, they may\may not already own one or more of the tools mentioned above. While licensing is outside the scope of this assessment, Cloud Navigator will provide guidance around licensing needs based on the Services that the client wants to turn on.

E-mail Reputation Monitoring

Cloud Navigator will monitor your external e-mail domain(s) reputation using industry standard tools and best practices during the assessment period. You will receive an e-mail reputation report. This report will show statistics for what e-mail was delivered and what e-mail was blocked from malicious use, such as Phishing.

Cloud Defense

Cloud Navigator will leverage best-practices and analysis to determine unused services and authentication mechanisms that would reduce the clients attack surface and eliminate known security vulnerabilities. Cloud Navigator will recommend any new or identified security features and best practices during the assessment.

Cloud Threat Analysis

Microsoft continuously monitors the cloud for threats but cannot block all attacks. Microsoft is only responsible for securing the underlying hardware and related infrastructure of their cloud solutions such as Office 365 and Azure. Cloud Navigator technicians will turn on security auditing and alerting features available for Office 365 and Azure. When potential security events occur, the proper people will be notified to remediate the issue should it be malicious.

Cyber Risk Mitigation Assessment Cost

Item Description	List Price	Category
Onboarding	$500	Initial Setup
Office 365 Secure Score Assessment	$500	Security Assessment
Email Reputation Assessment	$500	Security Assessment
Cloud Defense Assessment	$500	Security Assessment
Cloud Threat Analysis Assessment	$500	Security Assessment
TOTAL ASSESSMENT COST	$2,500	

About Cloud Navigator

Company Overview

Cloud Navigator specializes in implementing cloud-based systems for businesses that need to keep IT systems modernized and operating effectively. We assess your IT systems and provide you a roadmap to

help your organization realize the benefits of cloud computing. We migrate IT workloads to the cloud, then we help you keep those systems operating at peak effectiveness for cost, performance, reliability and usability.

Microsoft Partner | **Microsoft**
- Gold Cloud Platform
- Gold Cloud Productivity
- Gold Enterprise Mobility Management
- Gold Small and Midmarket Cloud Solutions
- Gold Application Development

Cloud Navigator is a direct reseller via the Microsoft Cloud Solution Provider program. Many customers subscribe to Microsoft cloud platforms with Cloud Navigator and enjoy the benefits of pay-as-you-go, pay for what you use computing. The additional benefit of working with a reseller that understands and supports those platforms can be invaluable.

Cloud Navigator's Gold level credentials reflect success in delivering cloud solutions. Microsoft recognizes Cloud Navigator as a valuable partner, recently writing to a customer:

"Cloud Navigator has a strong track record of successful cloud implementations and belongs to an exclusive Microsoft Partner Program at the highest competency level. I know you will be impressed with their technical aptitude and professionalism."

Cloud Onboarding

Onboarding includes migrating IT systems to the cloud and deploying new IT systems in the cloud. The industry refers to each IT system as a "workload." Many onboarding activities are called "migrations." A common onboarding project is migration to Office 365, which includes deployment of the selected Office 365

Average Onboarding Projects Per Month	*Total onboarding projects to date*
12	**250 +**

features and migration of email and SharePoint content from legacy platforms to Office 365.
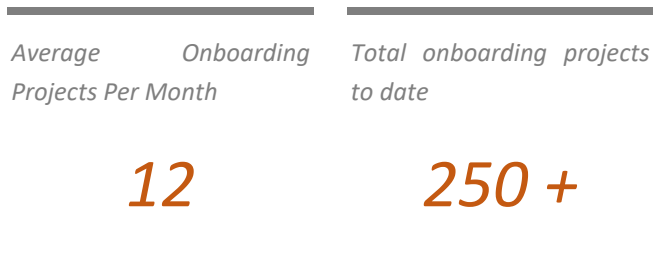
Management Services

Once a workload is migrated to or deployed in the cloud, it requires ongoing management. This is true for all types of workloads although the time, resources and capabilities to manage one workload can vary greatly from that of another. For example, we have a standard management service offering for IaaS deployments that include virtual networks and virtual machines. This service includes continuous monitoring, critical alert response, scheduled operating system updates, backup and reporting. For an Office 365 Exchange Only customer, a management service will include user and license management and second tier help desk support.

Number of Customers under Management*

Customers with Partner relationship

52

118

Focus on The Microsoft Cloud

Cloud Navigator's exclusive focus on delivering services related to The Microsoft Cloud helps reduce complexity and obstacles that others struggle to overcome. Our success with cloud onboarding projects is a big reason for our overall success as a cloud solution provider. We continuously refine our processes, management strategies, technical approaches, tools, templates, roles and responsibilities, and technology to meet the rapidly changing demands of IT in the cloud. It requires substantial learning, coordination, and dedication.