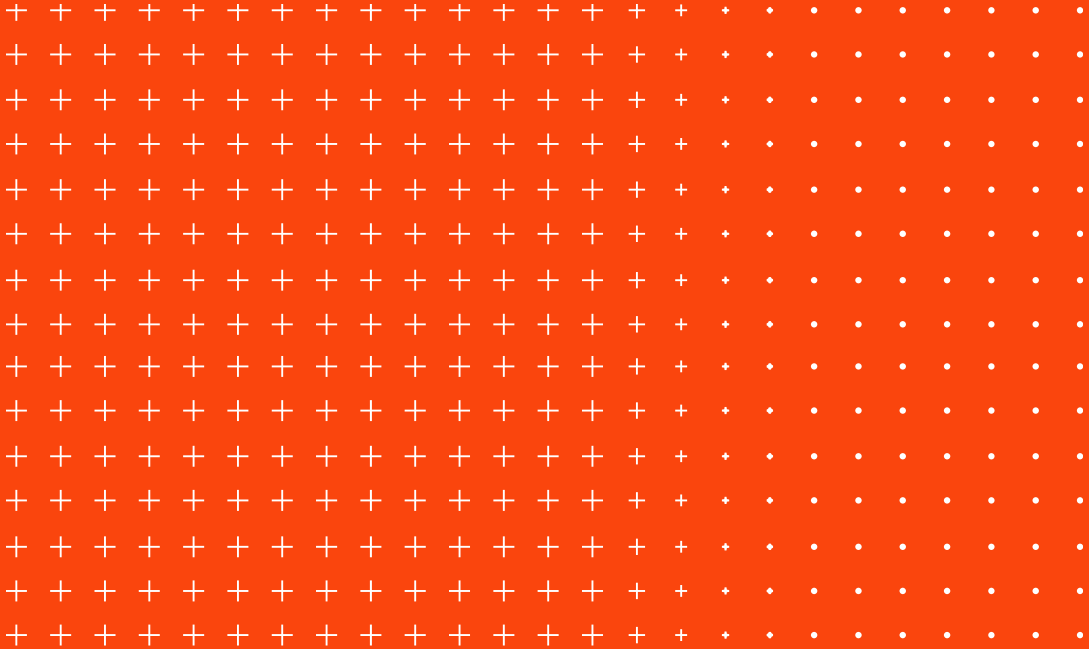# Content +Cloud

Microsoft Cloud Application Security (MCAS)

**Living+Breathing
Client Success**

Content + Cloud Group

Multiple brands in a single integrated business

IT Lab: Managed Services, Dynamics 365, Cyber Security

Content and Code: Office 365, SharePoint and Power Platform

+

Perspective Risk: Penetration Testing Specialists

Mirus: SMB Sector Specialists

Sol-Tec: Azure Migration focused on Public Sector

What's in a name?

Content

Content, secondary only to people, is an organisation's most valuable resource. Whether in the form of files, processes, data or systems, without content, work as we know it is impossible. Content fuels the work that we do, how we collaborate and ultimately the value that we create…

Cloud

To maximise the potential of their content, we help our clients to not only transition to the cloud, but to scale, secure, evolve and transform the way they work using the vast array of functionality and capabilities of the cloud.

As we at Content+Cloud align ourselves with the strategy of Microsoft's Three Clouds, ensuring that we can deliver our services through the cloud, a secure and scalable resource is more important than ever.

While our name benefits from its recognisability with Microsoft, it is also a true reflection of what we do every day for our clients, and our evolution as a group of businesses.

Our Vision

Our vision is to
"create a world in which organisations can grasp all that technology can offer, improving results and the experiences of their people."
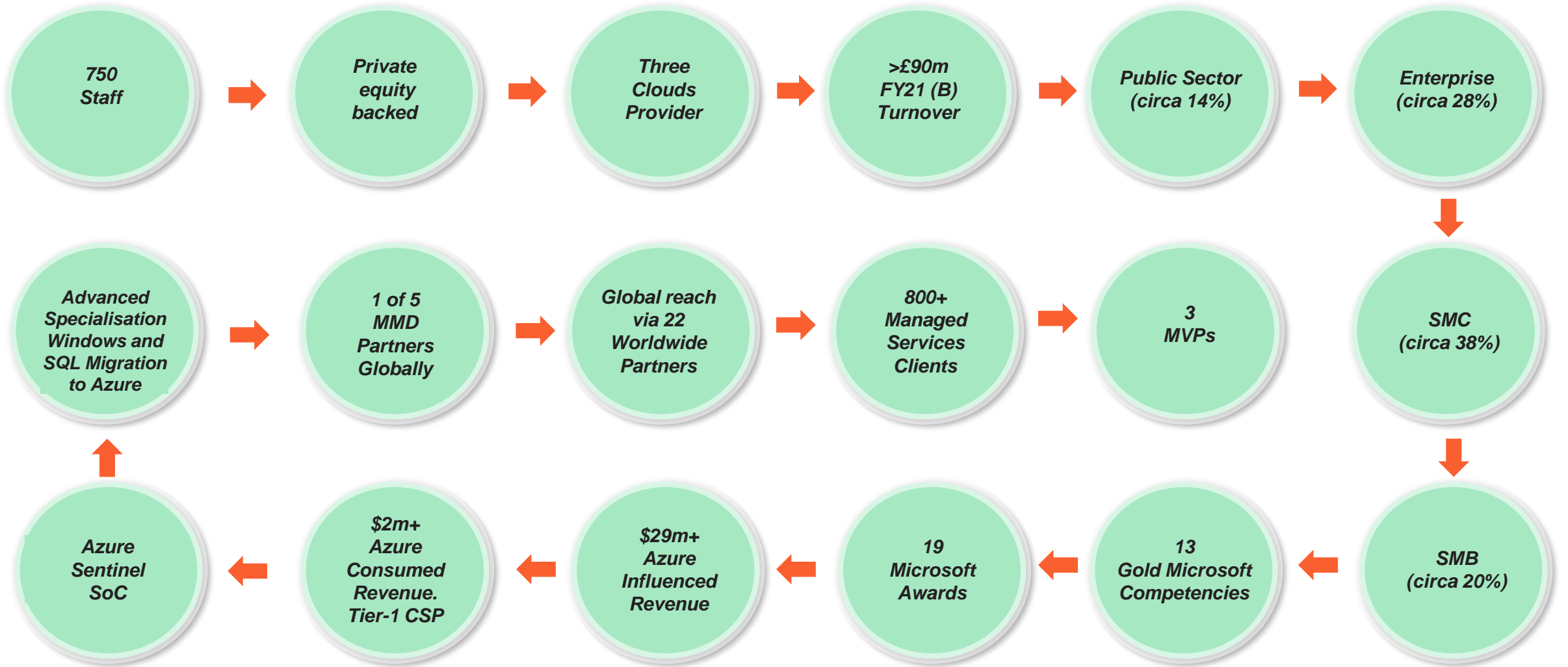
Our Mission

We do this by:
"Empowering ambitious organisations, and their people, to succeed."

Our Business Today

c+c

750 Staff → Private equity backed → Three Clouds Provider → >£90m FY21 (B) Turnover → Public Sector (circa 14%) → Enterprise (circa 28%)

Advanced Specialisation Windows and SQL Migration to Azure → 1 of 5 MMD Partners Globally → Global reach via 22 Worldwide Partners → 800+ Managed Services Clients → 3 MVPs → SMC (circa 38%)

Azure Sentinel SoC → $2m+ Azure Consumed Revenue. Tier-1 CSP → $29m+ Azure Influenced Revenue → 19 Microsoft Awards → 13 Gold Microsoft Competencies → SMB (circa 20%)

Microsoft Partner of the Year
2020 Finalist
Customer Experience

Microsoft Partner of the Year
2020 Finalist
Modern End Point Management

Microsoft Partner of the Year
2019 Finalist
Modern Workplace Transformation

Microsoft Partner of the Year
2019 Finalist
Customer Experience

Microsoft Partner of the Year
2019 Finalist
Azure Influencer Award

Microsoft Partner of the Year
2018 Winner
Customer Experience

Microsoft Partner of the Year
2018 Finalist
Modern Workplace

Microsoft Partner of the Year
2017 Winner
Cloud Productivity

Microsoft Partner of the Year
2017 Finalist
Customer Experience

Microsoft Partner of the Year
2017 Finalist
United Kingdom

Microsoft Partner of the Year
2016 Winner
Collaboration and Content

Microsoft Partner of the Year
2015 Finalist
Collaboration and Content

Microsoft Partner of the Year
2014 Finalist
Cloud Excellence

Microsoft Partner of the Year
2012 Finalist
Office 365 Solution

Microsoft Partner of the Year
2011 Finalist
Content Management

Microsoft Partner of the Year
2010 Winner
Enterprise Content Management

Microsoft Partner of the Year
2010 Winner
United Kingdom

Microsoft Partner of the Year
2009 Winner
Portals and Collaboration

Microsoft Partner of the Year
2007 Winner
Enterprise Search

We live and breath Microsoft

We've received 19 best in the world awards from Microsoft in 13 years

Microsoft Gold Partner

MVP Microsoft® Most Valuable Professional

Microsoft 1-TIER CSP PARTNER

Gold Collaboration and Content
Gold Cloud Productivity
Gold Communications
Gold Cloud Platform
Gold Messaging
Gold App Development
Gold Datacentre
Gold Data Analytics
Gold Data Platform
Gold Dev Ops
Gold Windows and Devices
Gold Small add Mid Market Solutions
Gold Enterprise Mobility Management
Silver Enterprise Resource Management
Silver Security

- ✓ Microsoft Azure Elite Partner
- ✓ Microsoft Advanced Specialisation Windows and SQL Migration to Azure
- ✓ FastTrack Ready Partner
- ✓ Best ranked blogs and Microsoft books published
- ✓ On Beta and TAP programmes
- ✓ In Redmond working with product teams
- ✓ Office 365 launch partner
- ✓ Microsoft 365 launch partner
- ✓ Microsoft F1 launch partner
- ✓ Microsoft Managed Desktop launch partner
- ✓ Azure Sentinel Launch Partner
- ✓ Office 365 Partner Advisory Council
- ✓ Modern End Point Mgmt Partner Advisory Council
- ✓ Security Partner Advisory Council

ISO 27001 Certified — Information Security Management

ISO 9001:2015 Certified — Quality Management

ISO 22301 Certified — Business Continuity Management

ISO 45001:2018 Certified Company — Health & Safety Management

CYBER ESSENTIALS PLUS — Security Cleared Engineers

Our Services

Content+Cloud are the UK's most experienced Office 365 and SharePoint consultancy. We don't just implement technology; we help to transform businesses. We ensure the solutions we deliver are successfully adopted by users, supported in an efficient manner, and have user and stakeholder buy in from the start.

SharePoint & Office 365 Services

- Office 365 & SharePoint deployments
- Fresh Intranet (cloud & on-prem)
- SharePoint Platform Health Checks, Design & Build
- SharePoint Migrations
- Exchange Migrations (on-prem, hybrid & online)
- Skype for Business Deployments
- Identity Integration Design & Configuration
- Custom SharePoint Development
- Enterprise Mobility + Security Design & Implementation
- Yammer, Delve, Office 365 Groups & Teams

Technology Consulting

Technology Roadmaps & Business Cases

Cloud Readiness Assessment

Information Architecture Design

Azure Consulting

Business Change & Adoption

IT Programme/Project Management

IT Training & User Documentation

Technical Design Authority (TDA) & IT Governance

Workflows Re-engineering & Implementation

GDPR Assessments & Compliance Reviews
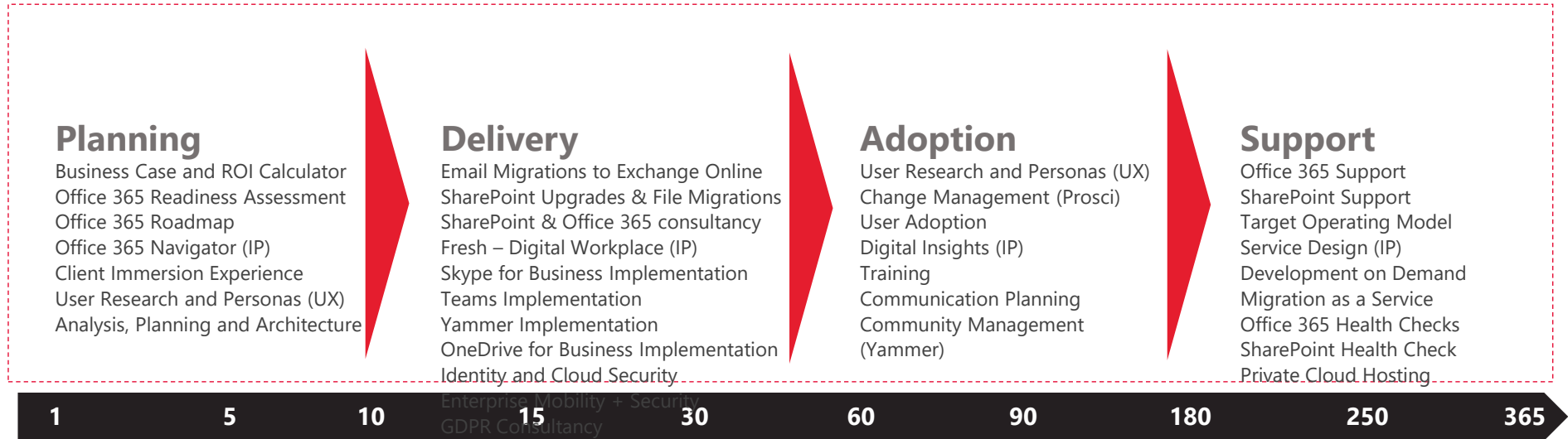
Managed Services

Office 365 Support (incl. 24/7)

SharePoint Maintenance & Support

Service Design & Target Operating Models

Migration as a Service

Health Checks

Digital Insights (Analytics)

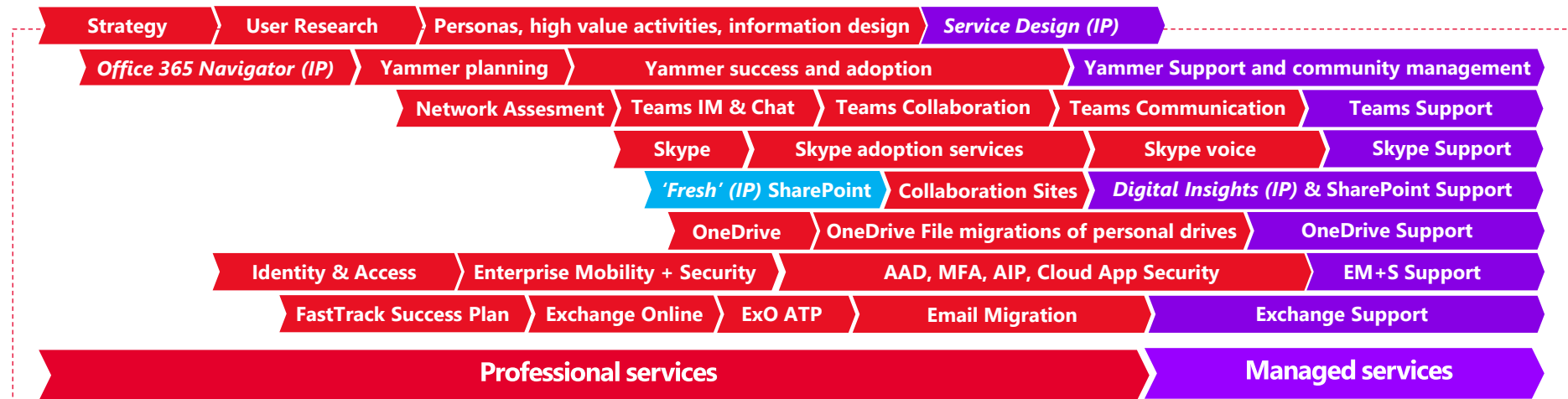Development-on-Demand

Private Cloud Hosting

How can we help?

We can deliver services and IP for every step of the client journey to the Cloud and ongoing support and benefits realisation thereafter.

Planning
Business Case and ROI Calculator
Office 365 Readiness Assessment
Office 365 Roadmap
Office 365 Navigator (IP)
Client Immersion Experience
User Research and Personas (UX)
Analysis, Planning and Architecture

Delivery
Email Migrations to Exchange Online
SharePoint Upgrades & File Migrations
SharePoint & Office 365 consultancy
Fresh – Digital Workplace (IP)
Skype for Business Implementation
Teams Implementation
Yammer Implementation
OneDrive for Business Implementation
Identity and Cloud Security
Enterprise Mobility + Security
GDPR Consultancy

Adoption
User Research and Personas (UX)
Change Management (Prosci)
User Adoption
Digital Insights (IP)
Training
Communication Planning
Community Management (Yammer)

Support
Office 365 Support
SharePoint Support
Target Operating Model
Service Design (IP)
Development on Demand
Migration as a Service
Office 365 Health Checks
SharePoint Health Check
Private Cloud Hosting

1	5	10	15	30	60	90	180	250	365

Activities and Technology workstreams

| Strategy | User Research | Personas, high value activities, information design | Service Design (IP) |

| Office 365 Navigator (IP) | Yammer planning | Yammer success and adoption | Yammer Support and community management |

| Network Assesment | Teams IM & Chat | Teams Collaboration | Teams Communication | Teams Support |

| Skype | Skype adoption services | Skype voice | Skype Support |

| 'Fresh' (IP) SharePoint | Collaboration Sites | Digital Insights (IP) & SharePoint Support |

| OneDrive | OneDrive File migrations of personal drives | OneDrive Support |

| Identity & Access | Enterprise Mobility + Security | AAD, MFA, AIP, Cloud App Security | EM+S Support |

| FastTrack Success Plan | Exchange Online | ExO ATP | Email Migration | Exchange Support |

| Professional services | Managed services |

Our Team

Category	Certification	Description
Development	Microsoft certified developers	Custom solutions Line of business applications
Technology Enablement	Microsoft certified consultants	Identity & security Platform / device consultancy & build
SharePoint Architects	Microsoft certified architects	Solution design & build planning SharePoint consultancy
Managed Services	Microsoft certified engineers	Proactive & reactive support Service desk
Client Success	PROSCI certified change consultants	End-user profiling & storyboards Training & implementation
Project Management	AgilePM, CSM & PRINCE2 certified project managers	Project management Budget, risks & client contact

MVP — Microsoft® Most Valuable Professional

Chris O'Brien
SharePoint, Office 365 and Azure

Steve Goodman
Office 365, Teams and Exchange

Jason Wynn
Office 365, Teams and Voice

MICROSOFT'S SECURITY APPROACH

Identity & access management

Threat protection

Information protection

Security management
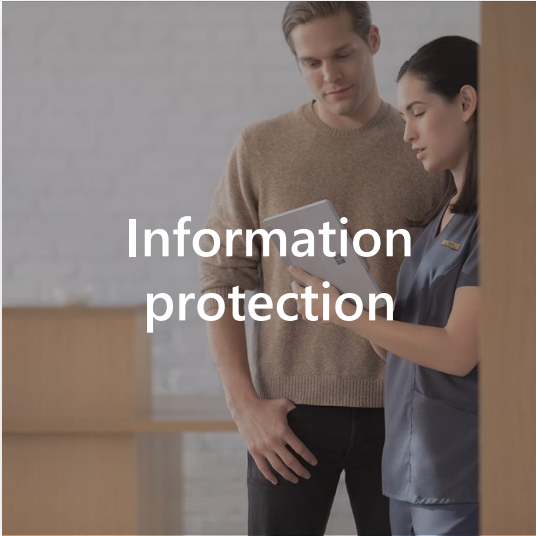
Microsoft Cloud
App Security

CLOUD SERVICES ARE KEY TO TODAY'S IT STRATEGIES

1,181
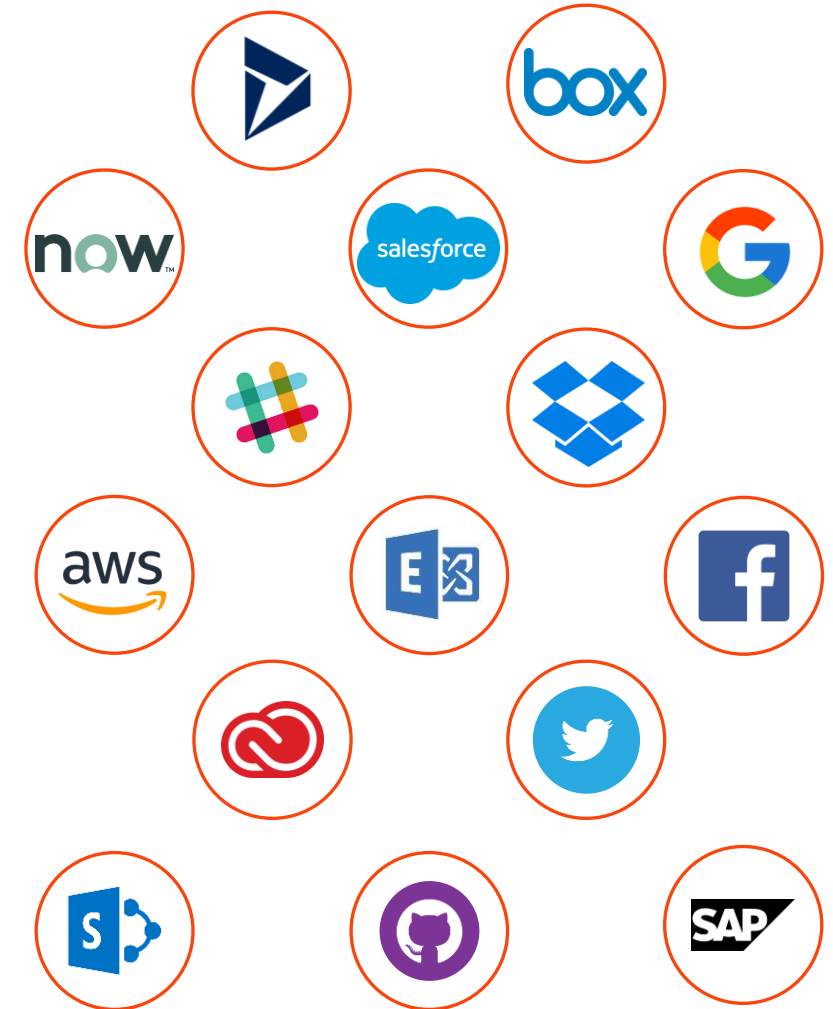different cloud services are used by enterprises on average

75%
of companies consider SaaS tools essentials to their business

61%
of cloud applications IT isn't aware of

80%
of workers use non-sanctioned cloud apps

CLOUD ACCESS SECURITY BROKERS

Cloud Access Security Brokers (CASBs) are defined by Gartner as:

On-premises, or cloud-based security policy enforcement points, placed between cloud service consumers and cloud service providers to combine and interject enterprise security polices as the cloud-based resources are accessed. CASBs consolidate multiple types of security policy enforcement.

- Estimated to be the fastest growing security market
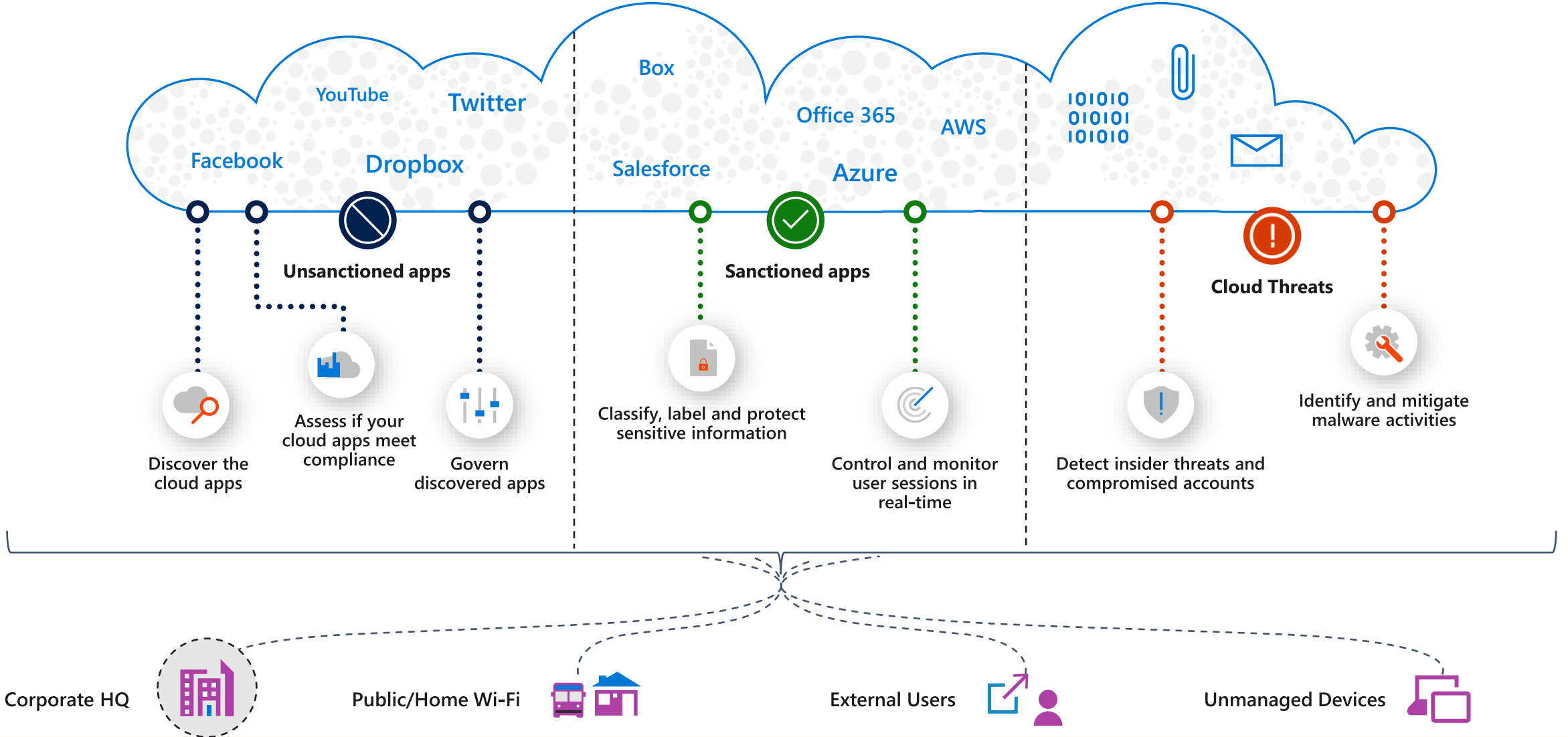
- Top security project planned in the next 2 years

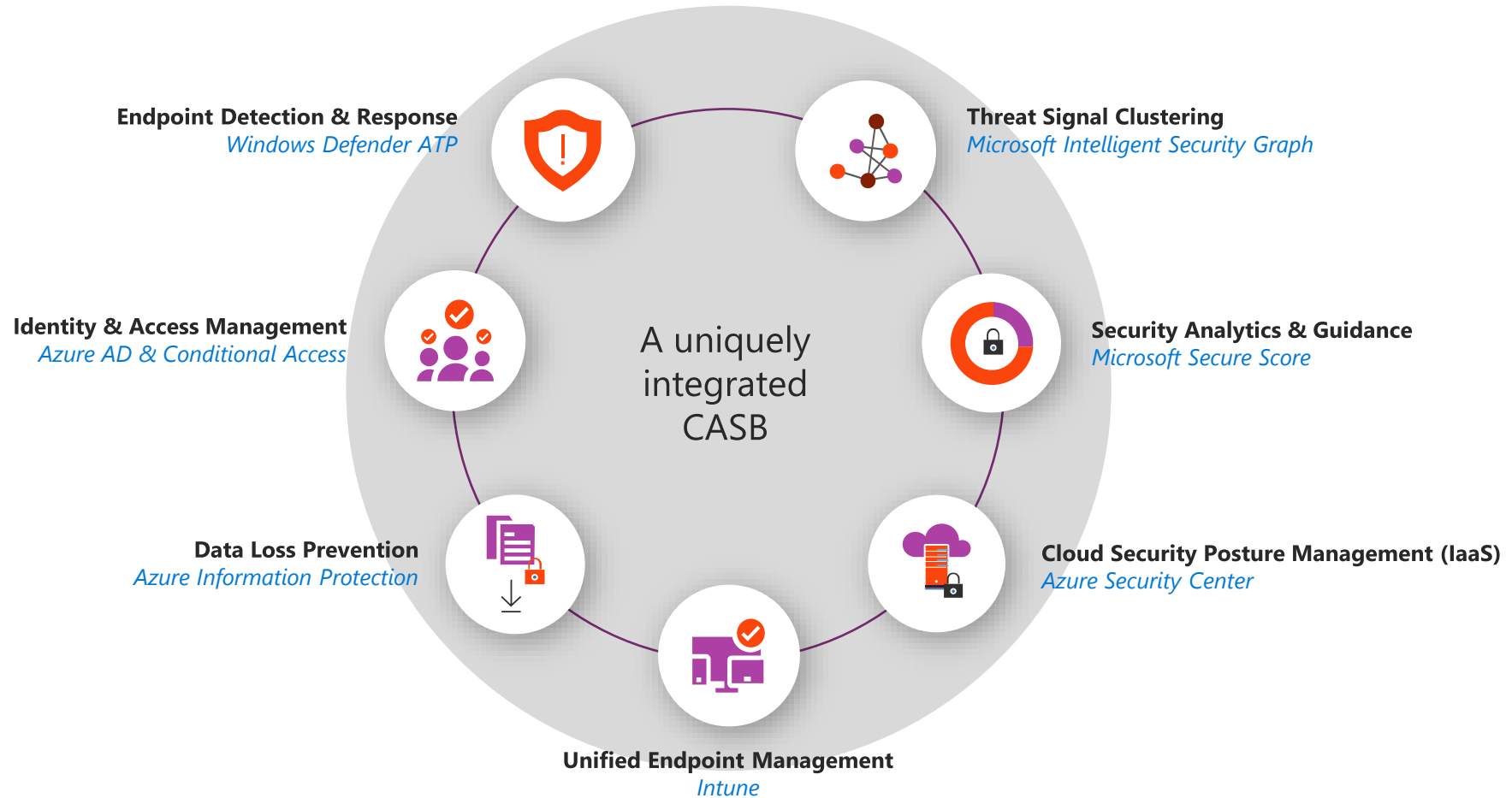By 2020 85% of large enterprises will use CASBs*

TOP CASB USE CASES

Unsanctioned apps

Facebook
YouTube
Twitter
Dropbox

Sanctioned apps

Box
Salesforce
Office 365
Azure
AWS

Cloud Threats

Discover the cloud apps

Assess if your cloud apps meet compliance

Govern discovered apps

Classify, label and protect sensitive information

Control and monitor user sessions in real-time

Detect insider threats and compromised accounts

Identify and mitigate malware activities

Corporate HQ

Public/Home Wi-Fi

External Users

Unmanaged Devices

MICROSOFT CLOUD APP SECURITY

Elevate the security for all your cloud apps and services

Endpoint Detection & Response
Windows Defender ATP

Threat Signal Clustering
Microsoft Intelligent Security Graph

Identity & Access Management
Azure AD & Conditional Access

A uniquely integrated CASB

Security Analytics & Guidance
Microsoft Secure Score

Data Loss Prevention
Azure Information Protection

Cloud Security Posture Management (IaaS)
Azure Security Center

Unified Endpoint Management
Intune

How Microsoft Cloud App Security works

Discovery

Use traffic log data to discover the cloud apps in your organization and get detailed insights about traffic- and user data

Managing discovered cloud apps

Evaluate the risk of discovered cloud apps and take action by sanctioning, tagging or blocking them

App connectors

Be alerted on user or file behavior anomalies and control the data stored in your cloud apps leveraging our API connectors
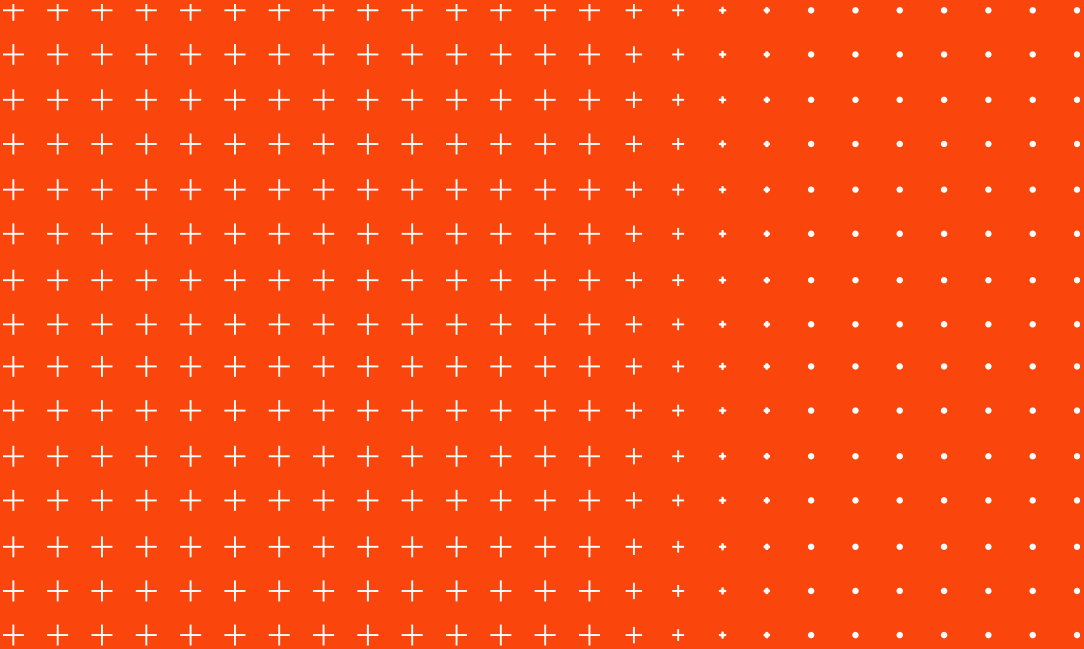
Conditional Access App Control

Leverage our reverse proxy infrastructure and integration with Azure AD Conditional Access to configure real-time monitoring and control

Cloud apps

Your organization

APIs

App connectors

Reverse Proxy

Cloud traffic

Proxy

Microsoft Cloud App Security

Cloud traffic logs

Configuration scripts

Cloud discovery

Fire wall
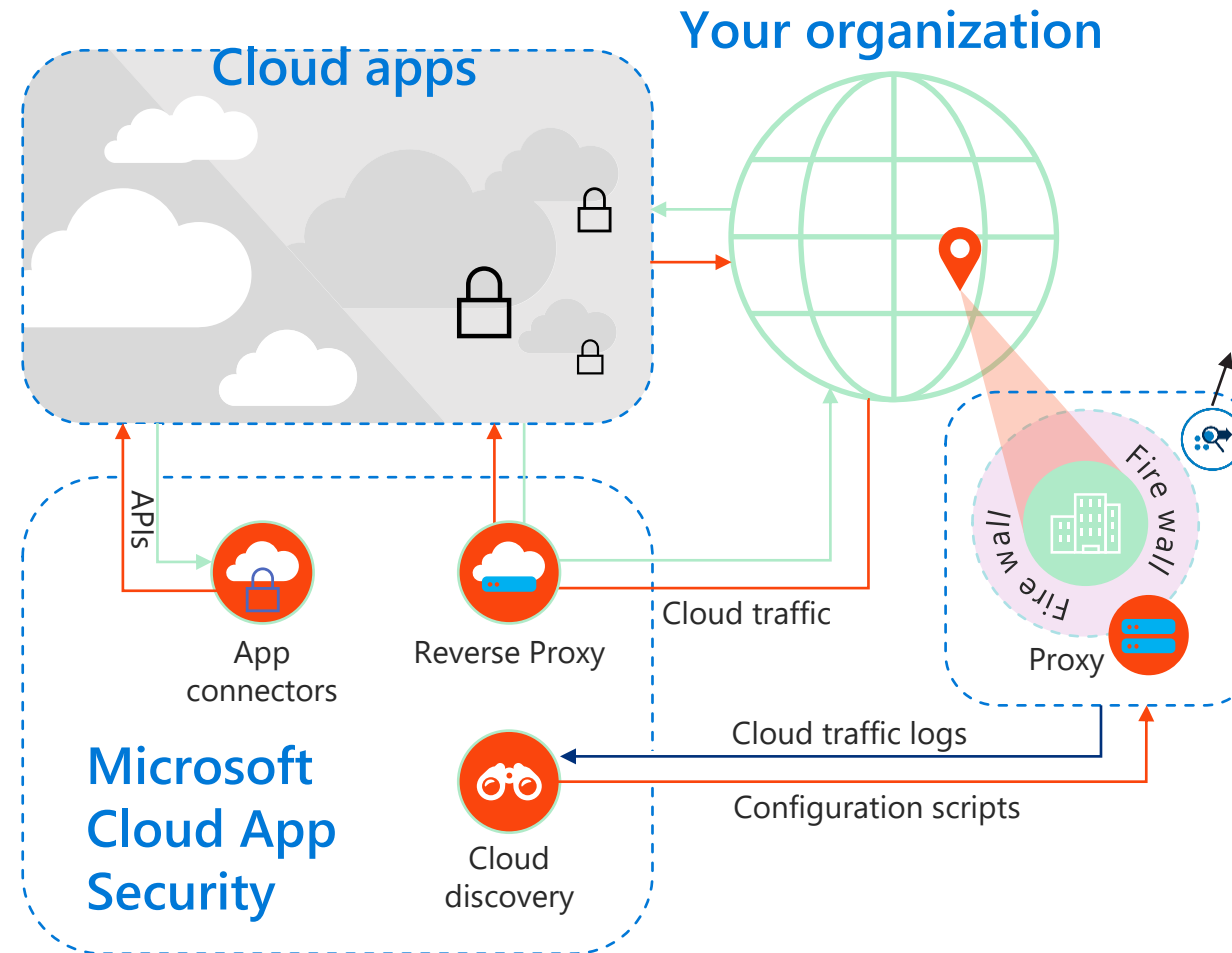
Content
+Cloud

Living+Breathing
Client Success

Microsoft Cloud Application Security – Workshop + Concept and Deployment + Configuration

Microsoft Cloud App Security (MCAS) will allow you to manage sanctioned and unsanctioned Cloud application usage, apply granular Conditional Access Policies, undertake behavioural anomaly analysis and apply an extremely sophisticated governance policy engine. MCAS builds upon and extends the foundations laid by other EMS technologies and provides these benefits to resources within and beyond Microsoft's clouds. We will run a workshop with you and produce a concept document that educates and elicits the way you would like to use MCAS. It informs the deployment and configuration of your solution, capturing the intended model and example policies. We will provide a concept document post workshop which captures these definitions and usage requirements to allow deployment and configuration.

Discover

Classify

Protect

Monitor

We provide MCAS deployment and configuration support to implement the intended model captured from the MCAS Workshop and Concept. We prioritise your tenant configuration and the establishment of integrations, and can work flexibly dependent on your requirements to inform and create policies.

We're changing the way the world works.