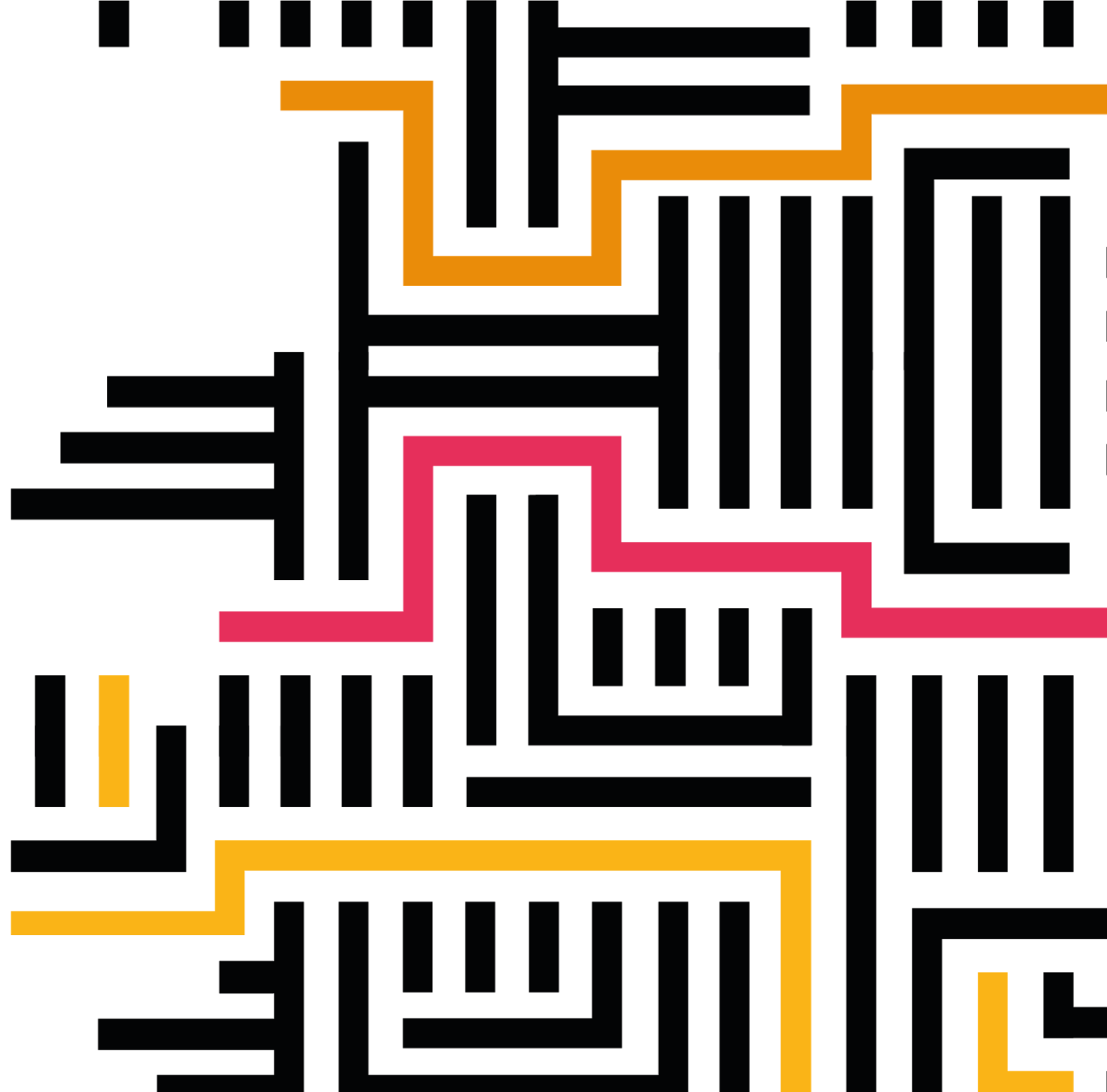


# PwC: Portfolio Rationalisation



# Why choose PwC for your Microsoft cyber journey?

## Experience

**Cybersecurity Consulting Providers** – PwC named as a global market leader. Forrester noted that ‘PwC surpasses its peers with platforms and board-relevant services’ and ‘stands out when it comes to capturing mindshare with C-level stakeholders, primarily due to its cyber risk quantification capabilities and engagements’ – Forrester Q4 2021

## Knowledge

PwC’s status as a Gold Partner for Microsoft in Cybersecurity provides us with certified specialists to bridge the gap between Cyber risk and Microsoft technology.

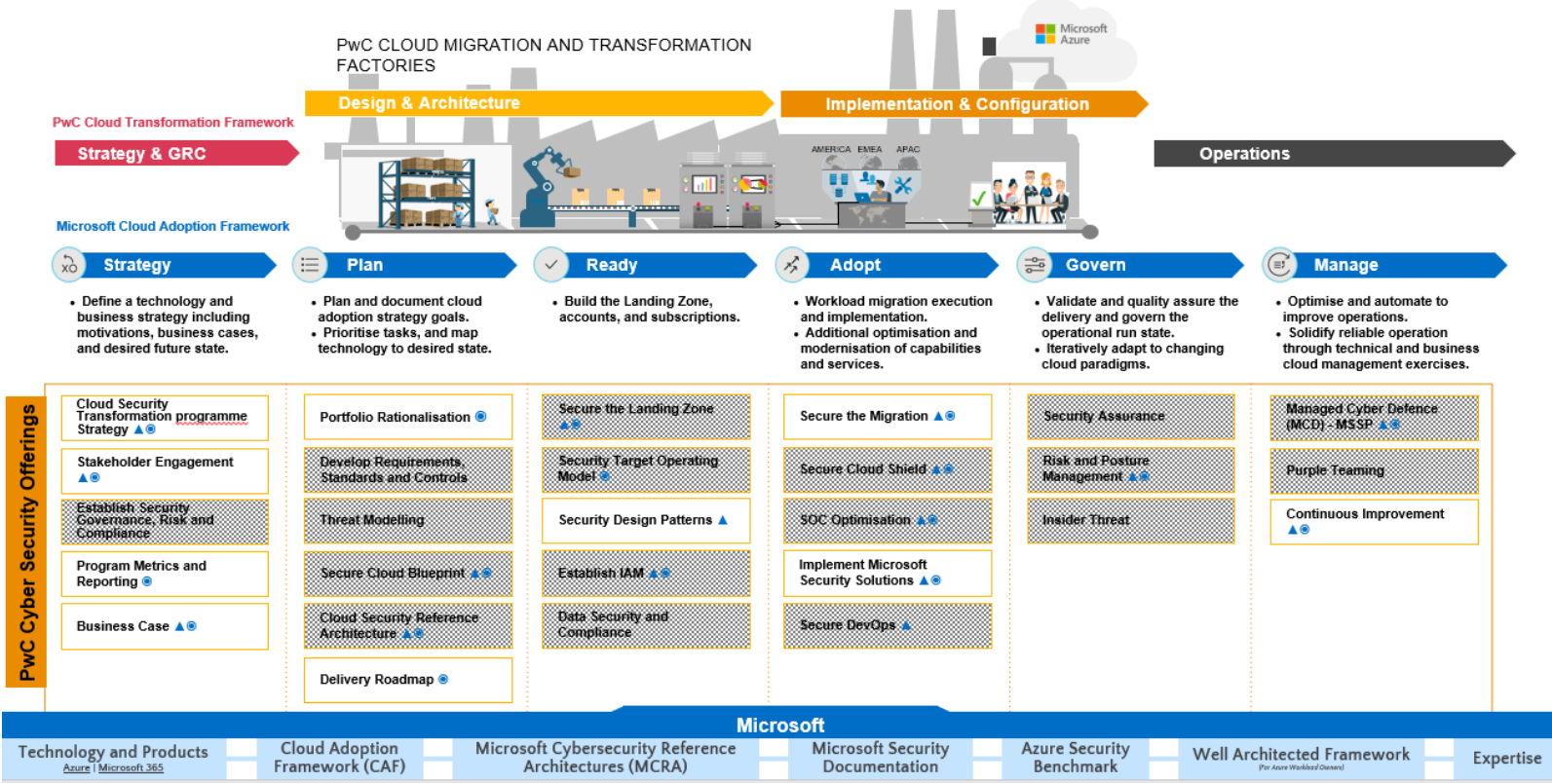
PwC also have 9 Microsoft Advanced Specialisations (inc the 4 security focused specialisations)

## Accelerators

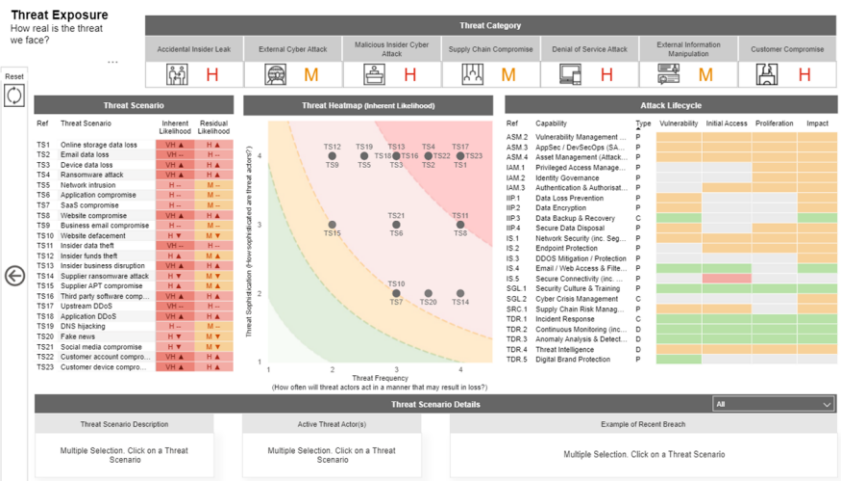
Our Cloud Security Transformation Reference Architecture (CSTRA), Cyber Risk Management and Cloud Cost Assurance provide actionable insights



## The Microsoft Journey with PwC Cyber Security



## Tracking risk reduction over time – Cyber Risk Management Platform



## Tracking cyber security maturity and benchmarking (value derived) – Cloud Cost Assurance



# Portfolio rationalisation

## Client challenge

Cyber security architectures evolve in response to tactical needs, organisational changes, events and market trends resulting in dozens of multi-vendor solutions that have varied estate coverage, overlapping capabilities, poor technology integration and misalignment to processes and associated security policies. This will always result in commercial and operational inefficiencies. It also leads to many risks that are often hidden from the business.

## PwC offering

PwC have years of experience engaging boards and cross business stakeholders to understand real business needs and priorities. That understanding is then used to determine a viable future operating model and the programme of Cyber Security Maturity work (NIST/Zero Trust) required to achieve that model aligned to the ever changing needs of the business. In recent years we have developed a Portfolio Rationalisation process and supporting tool to help clients maximise the value they derive from a consolidation around Microsoft E5 and Azure security.

### 1. Information Gathering

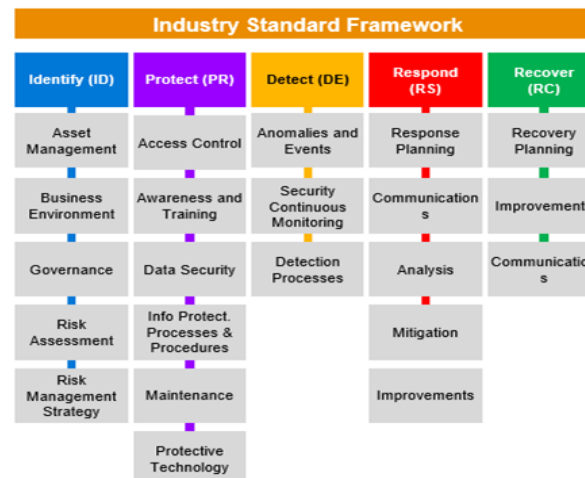
Leveraging automation, data on your tools is collected and standardized around an industry leading framework to **understand your organizations' focus areas and current state of your tools** environment

The **Digital questionnaire** is designed to collect and consolidate organizations' understanding of the current suite of technologies.

-  Core Business Functions
-  Cybersecurity Tools Landscape & Capabilities
-  Standards, Regulations & Industry Best Practices
-  Cost of Ownership

### 2. Scenario Analysis

Assisted by **dynamic visualizations**, Collaborate with you to conduct "what-if" Analysis and identify how the Microsoft technologies can help to **address gaps** and **rationalize solutions**



### 3. Strategic Planning

Develop documentation to recap key pain-points and opportunities. Assist with **additional discussions, workshops and projects** (as necessary)

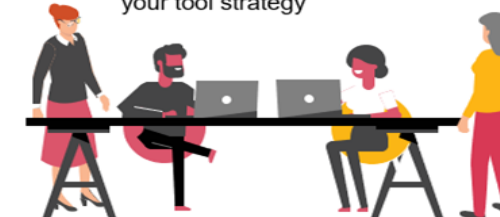


**Finalize your tool strategy** providing a direction for future technology capability growth and allow for informed decision making down the road.

and



**Action plan & roadmap** outlining high level action plan and roadmap to support the execution of your tool strategy



## Contacts

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# PwC and Microsoft – Portfolio rationalisation

## Solution overview

Cybersecurity doesn't have to be complex. The objective of this portfolio rationalisation effort is to simplify your portfolio to reduce the cost and complexity of your environment, Every extra tool you have is an extra tool you manage – our clients often have redundant tools that cost them time and money.

Rationalise your current technology stack – Utilising a collaborative workshop based approach, PwC's Portfolio Rationalisation holistically assesses your organisation's security capabilities across the enterprise to identify areas of improvement and facilitate the adoption of Microsoft 365 cybersecurity technologies and capabilities to Optimise, Rationalise, and Maximise your cybersecurity technologies.

### Portfolio rationalisation – Goals

PwC's Portfolio Rationalisation holistically assess your organisation's security capabilities across the enterprise, identify areas of improvement, and facilitate the adoption of Microsoft 365 cybersecurity technologies to **Utilise**, **Rationalise**, and **Optimise** your cybersecurity portfolio.

#### Utilise existing tools

Help utilising the full potential of tools and optimise your security spend by identifying solutions within your current product stack.

#### Rationalise security solutions

Collaborate with you through interactive workshops to rationalise security solutions to reduce security spend by identifying/eliminating redundant capabilities.

#### Optimise security capabilities

Identify which gaps in the current security landscape can be addressed with your existing technology stack.

### Potential opportunities

Reach out to PwC's Portfolio Rationalisation team to assist you in identifying an opportunity.

The following are some general rules of thumb to follow:

- **Client looking to expand their use of Microsoft Technologies:** Many of our clients are looking to move from a lower Microsoft license tiered to a higher tier for a specific reasons. As part of that process we can help them identify the licencing which enables them to achieve their goals.
- **Clients who have M365 E5 but are not utilising the solutions:** Often clients have already purchased a specific Microsoft SKU and need our help to identify what solutions and capabilities they have available to them and what existing technologies they may be able to replace with a Microsoft solution to cut technology costs.
- **Clients who want to understand what Microsoft has to offer:** Microsoft has expanded their security footprint over the last few years, many clients do not full recognise the breadth of solutions they have to offer. the Portfolio Rationalisation offering can bring light to the Security offerings and what benefits our clients could see with their use.