

SECURE AI & CLOUD APPS - IMPLEMENTATION

Implement Microsoft-aligned security and governance controls for AI and cloud applications

AI and cloud apps are adopted faster than security and governance can be enforced

AI and cloud apps are adopted faster than security teams can enforce controls. Although priorities are often defined, organizations struggle to operationalize identity, data and app governance consistently across their environment.



Primary challenges

Security teams lack the capacity and resources to implement and enforce Microsoft-aligned identity, data and application controls at scale.



Ideal solution

A Microsoft-native approach that enforces Zero Trust-aligned identity, data and application controls to securely operationalize AI and cloud app usage across the environment.



Desired outcomes

Enforced and auditable security controls, reduced AI and cloud app risk exposure, and secure, compliant AI and cloud app operations aligned with Microsoft best practices.



Realizing Secure AI & Cloud Apps

We help organizations implement and enforce Microsoft-aligned security and governance controls for AI and cloud applications across identity, data and applications.



Governance Enforcement

Implement identity, data and app governance controls using Microsoft Zero Trust principles.



Risk Reduction

Reduce AI and cloud app risks by enforcing consistent policies for users, apps and integrations.



Operational Readiness

Enable secure and compliant AI and cloud app operations with scalable, Microsoft-native controls.



Engagement Roadmap

Implementation Preparation

- Project kick-off and stakeholder alignment
- Confirm implementation scope, control mappings and success criteria based on existing requirements or assessment results
- Validate implementation scope, risks, control mapping and execution plan

Identity & Access Control Implementation

- Implement identity, access and app permission controls for AI and cloud apps using Microsoft Entra
- Enforce identity and access configurations with documented policies

Cloud App & Data Protection Implementation

- Configure and deploy cloud app security, data protection and compliance controls across AI and cloud workloads
- Enforce cloud app and data protection controls aligned with governance requirements

Validation & Handover

- Validate implemented controls, dry-runs, fine-tune configurations, stakeholder alignments
- Validation summary and operational documentation for ongoing operations
- Transfer ownership to operational team (customer or managed service)

Milestone #1

• 4 days

Milestone #2

• 8 days (depends on maturity level)

Milestone #3

• 10 days (depends on maturity level and scope)

Milestone #4

• 8 days

Engagement Overview

Duration:	5+ weeks
Cost:	€ 29.500+
Countries:	DACH, EU
Technologies:	Entra, A365, Defender, Purview
Company Size:	SME&C
Industry:	all



Contact us

We are embedded in a trusted partner framework with close alignment to Microsoft.
For further information, detailed discussions on specific service components, or next steps, provided contact channels remain available.
We look forward to continuing our collaboration together with you and Microsoft.



Peter Altheimer

Associate Partner



DE, Munich



p.altheimer@reply.de



+49 151 1471 0011



Christoph Sonderrmann

Head of Security



DE, Cologne



c.sonderrmann@reply.de



+49 174 966 7335



Visit us on

reply.com



Solution



REPLY COMPANY INFORMATION



ABOUT REPLY

Since 1996, Reply has been at the forefront of digital technologies disruption.

We are made of a decentralized and highly specialized network of companies, with extensive industry expertise and deep technology know-how.

As one of the leading digitalization partners for large enterprises, we provide end to end services – design, implementation and operations – for connected products, technology solutions and digital platforms.

Automotive & Industrial Systems	CPG & Retail	Manufacturing & Logistics	Energy		
Telco & Media	Banking & Insurance	Healthcare			
People Digital Humans Copilots Workplaces			Machines Robotics Autonomous Things IoT & Connected Products		
Digital Experience Product Design Brand Experience Digital Marketing Immersive Experiences			Enterprise Platforms Advanced Analytics Industry Specific Platforms Application Suites & CX Platforms		
AI					
Foundations					
Computing Platforms	Data Platforms	Web 3.0	Cybersecurity	Network	3D & Spatial Computing

15,000+ PEOPLE



38 NATIONALITIES



200+ CONSULTANCY NODES IN THE NETWORK



\$2.3B REVENUE (2024)



WHERE WE ARE





OUR MISSION

Reply combines digital transformation experts and Microsoft technology enthusiasts that design and deliver high-value solutions to drive businesses forward.

MICROSOFT SOLUTION AREA & SOLUTION PLAY RESPONSIBILITIES @REPLY GERMANY



Microsoft Alliance Manager
Janosch Kuhn
 j.kuhn@reply.de



Tomasz Mistrzyk
 t.mistrzyk@reply.de

Solution Plays
 Migrate and Modernize Your Estate



Marcus Peters
 ma.peters@reply.de

Solution Plays
 Data Security (AI Workplace)



Philip Pradzinski
 p.pradzinski@reply.de

Solution Plays
 Innovate with Azure AI Apps and Agents (Cloud Native Solutions)



Christoph Sondermann
 c.sondermann@reply.de

Solution Plays
 Modern SecOps with Unified Platform
 Protect Cloud AI Platform and Apps
 Data Security



Sandor Djarmati
 s.djarmati@reply.de

Solution Plays
 Innovate with Azure AI Apps and Agents (Agentic DevOps – GitHub solutions)



Christina Brand
 c.brand@reply.de

Solution Plays
 Sales Transformation with AI



Levon Melikbekjan
 l.melikbekjan@reply.de

Solution Plays
 Innovate with Azure AI Apps and Agents (Platform Engineering)



Dennis Bushuven
 d.bushuven@reply.de

Solution Plays
 Innovate with Low Code AI and Agents



Timo Jäger
 ti.jaeger@reply.de

Solution Plays
 Innovate with Azure AI Apps and Agents



Martin Hermes
 m.hermes@reply.de

Solution Plays
 Service Transformation with AI
 Scale Business Operations with AI



Vincent Calil-Hanna
 v.calilhanna@reply.de

Solution Plays
 Unify Your Data Platform



Marcus Peters
 ma.peters@reply.de

Solution Plays
 Secure AI Productivity (Adoption)
 Copilot & Agents at Work



Yannick Rollwage
 y.rollwage@reply.de

Solution Plays
 Scale with Cloud and AI Endpoints
 Secure AI Productivity (Deployment)



