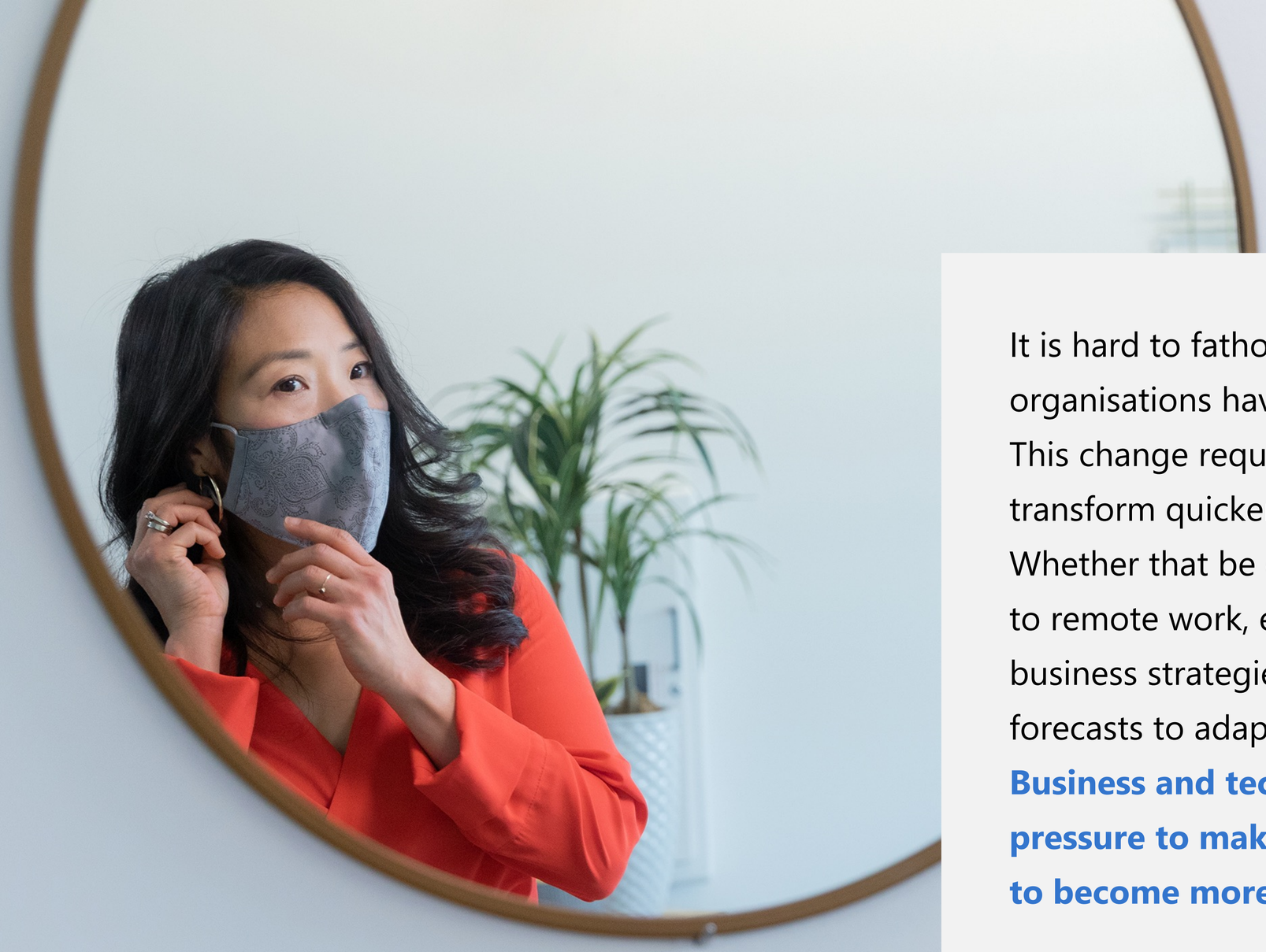
Microsoft 365

Guide to strengthen and streamline security

Three strategies to streamline and strengthen security during times of change

- Create an efficient, cost-effective approach to security
- Deliver seamless end-user experiences
- Reduce cyber-risk with integrated, best-in-class protection



It is hard to fathom the amount of change most organisations have faced over the past year. This change required organisations to digitally transform quicker than originally planned. Whether that be quickly transitioning people to remote work, evolving financial models and business strategies or trimming budget or forecasts to adapt to the new world of work: **Business and technology leaders are under pressure to make decisive decisions, in order to become more resilient.**

One critical area where operational resilience is important is with cybersecurity. It's easy to fall into a reactive mode in responding to new threats or quickly changing business needs, but in order to become resilient you need to develop a strategic combination of planning, response and recovery. Today, only 42% of global executives are confident their organisation can recover from a major cyber event without impacting their business.[1] To maintain cyber resilience, one should be regularly evaluating their risks and risk thresholds and their organisation's ability to operationally manage those risks through a combination of human efforts and technology products and services.

It is important for leaders to take the time now to assess security environments and develop an approach that can accommodate change while being efficient with resources, enabling user productivity and reducing cyber-risk with best-in-class security. Here we take a practical approach to exploring how you can streamline and strengthen your security, drawing from third-party research that Microsoft commissioned to Forrester, and real-world results from our customers. Several topics we will explore include:

- **Savings on automation and process improvements**
- **Reduced total cost of risk**
- **Security vendor cost consolidation**
- **IT administration and deployment savings**

[1] Forbes Insight Study, 'Perception Gaps in Cyber Resilience', August 2019

Resource guide

This guide provides you with practical steps you can take to streamline and strengthen your security with Microsoft 365 E5 to protect against new security threats while managing the rising costs to the organisation. Refer to the below list to identify areas of interest for you and use the links to jump directly to that information.

Challenges	Start with
Security landscape cost and complexities ▸ Procurement and IT management of multiple security vendors is difficult, time-consuming and expensive. ▸ Our IT team spends too much time trying to make our estate of security products connect to each other, and to our internal systems. ▸ Maintaining a diverse set of security products to protect across multiple fronts is costly.	→ **Create an efficient, cost-effective approach to security.** Microsoft can help you streamline your security vendor landscape so you can realise savings with an integrated, large-scale security solution.
End-user productivity and security ▸ Our employees cannot remember every unique password for each business app, burdening our helpdesk with calls and added costs. ▸ We are concerned that by having a multivendor approach to security, we deliver an inconsistent security experience for users, and introduce new performance and support challenges. ▸ We lack a consistent way to enforce security for sensitive data, from how it's accessed, to how it's shared.	→ **Deliver seamless end-user experiences for greater security.** Microsoft can help you streamline your end-user experiences so they can be more productive, and your IT teams more efficient.
Increasing cyber-risks ▸ We're worried about the patchwork of expensive domain specific security tools that don't understand incidents from a holistic end to end perspective leaving us vulnerable to new threats. ▸ Our security team is overwhelmed by the high volume of security alerts we receive. ▸ We're too slow when responding to threats – we have too many tools, making it hard to get end-to-end visibility and prioritise actions.	→ **Reduce cyber-risk with integrated, best-in-class protection.** Microsoft can help you reduce your cyber-risks with an integrated, best-in-class protection for your organisation.

Create an efficient, cost-effective approach to security.

The reality for most organisations when it comes to their security landscape is one of complexity and high costs. Many organisations have upward of 100 security products across a multitude of security vendors.[2] Managing all of this complexity and protecting against new and existing threats isn't easy. A recent study found that 88% of organisations that consolidate their security portfolio diminished their risk of breach.[2]

Lower cost of ownership

Microsoft's unified approach to security can help reduce your security landscape total cost of ownership. Organisations can identify ways to consolidate security vendor licensing costs where Microsoft 365 E5 Security provides comparable solutions across key security categories as:

- Identity and access management
- Threat protection
- Cloud security
- Data protection
- Unified endpoint management

With Microsoft E5 Security, you get a leading solution while reducing security costs and complexity through consolidating.

That's because Microsoft is recognised as a Leader by Gartner and their Gartner Magic Quadrants across all five categories with Microsoft Security: access management; cloud access security brokers; enterprise information archiving; endpoint protection platforms; unified endpoint management tools.

Click below for more information on Microsoft's recognition in Gartner's Magic Quadrants.

Learn more

[2] BizTech Magazine, 'RSA 2019: Most Organisations Use Too Many Cybersecurity Tools', March 2019 3 Forrester Consulting, 'Achieve greater security through simplicity', December, 2018

Save 60% with Microsoft Security

With Microsoft Security, you can replace up to 40 disparate products with integrated, end-to-end security, across the five security categories. On average, you can save 60% with Microsoft Security by consolidating security capabilities like cloud security, email protection, endpoint protection, endpoint detection and response and identity management.

For example, an average multi-vendor security strategy can cost 30 USD per user, per month (based on published prices across disparate security solutions based on typical use). You can lower that cost by consolidating those security capabilities, adding Microsoft 365 E5 Security to your existing Microsoft 365 E3 subscription for only an additional 12 USD per user, per month.

Average multi-vendor security

30 USD per user

Cloud access security broker **6 USD**	Email protection **5 USD**	
Endpoint protection platform **7 USD**	Endpoint detection and response **7 USD**	Identity Governance and Protection **5 USD**

Microsoft security solutions

12 USD per user

Microsoft 365 E5 Security add-on to Microsoft 365 E3

+

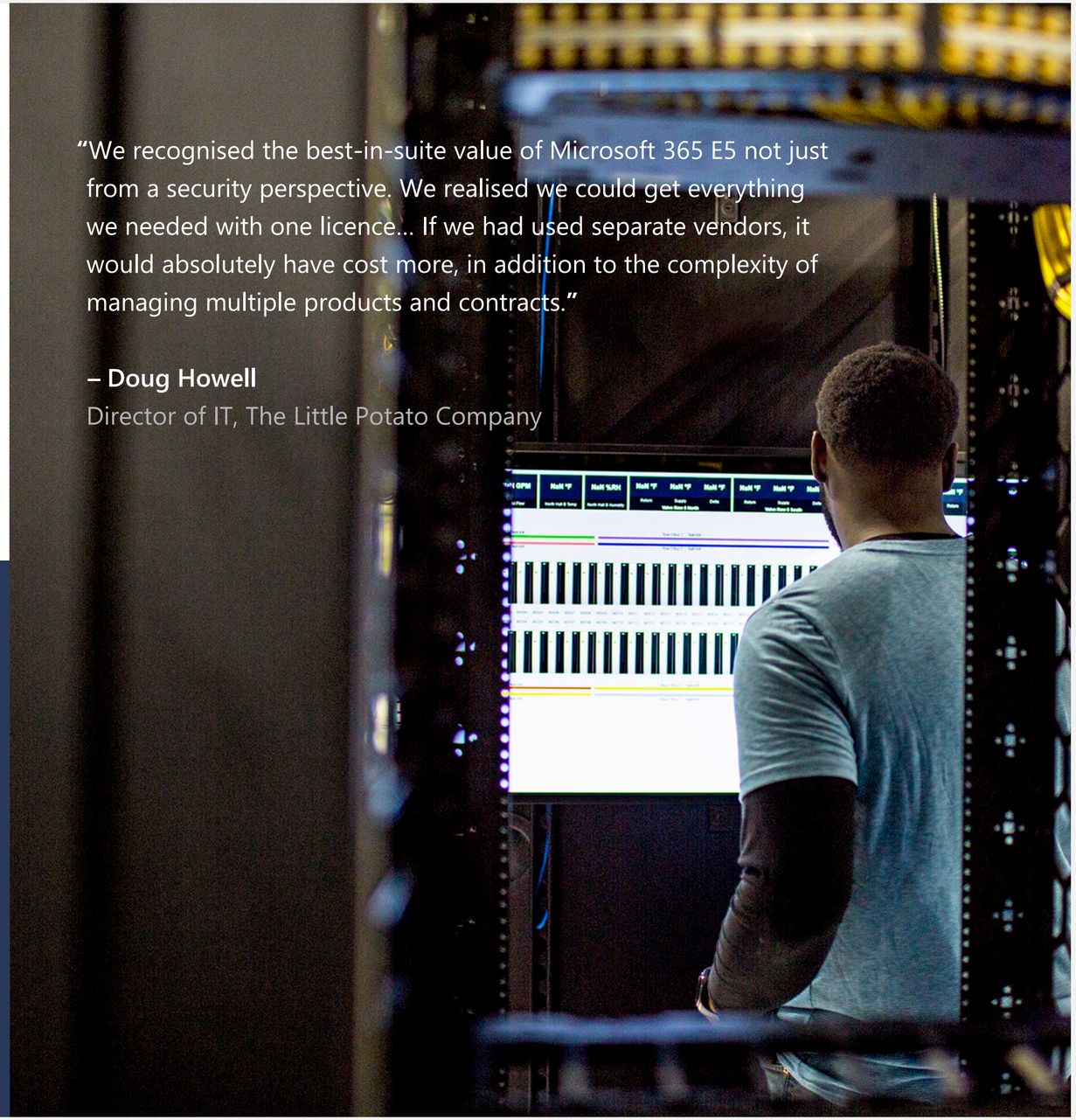
Microsoft 365 E3

Driving operational efficiencies with a unified approach to security

Microsoft Security is designed to work seamlessly across your employee identities, devices, apps, data and cross-cloud infrastructure. This unified approach streamlines security management tasks through automation and process improvement opportunities that are built around holistic end-to-end visibility rather than a series of domain specific silos. Your IT and Security teams will be spending less time sifting through hundreds if not thousands of security alerts and multiple consoles – freeing them up to focus on the most important security, and compliance matters.

Lower cost of ownership data points[3]

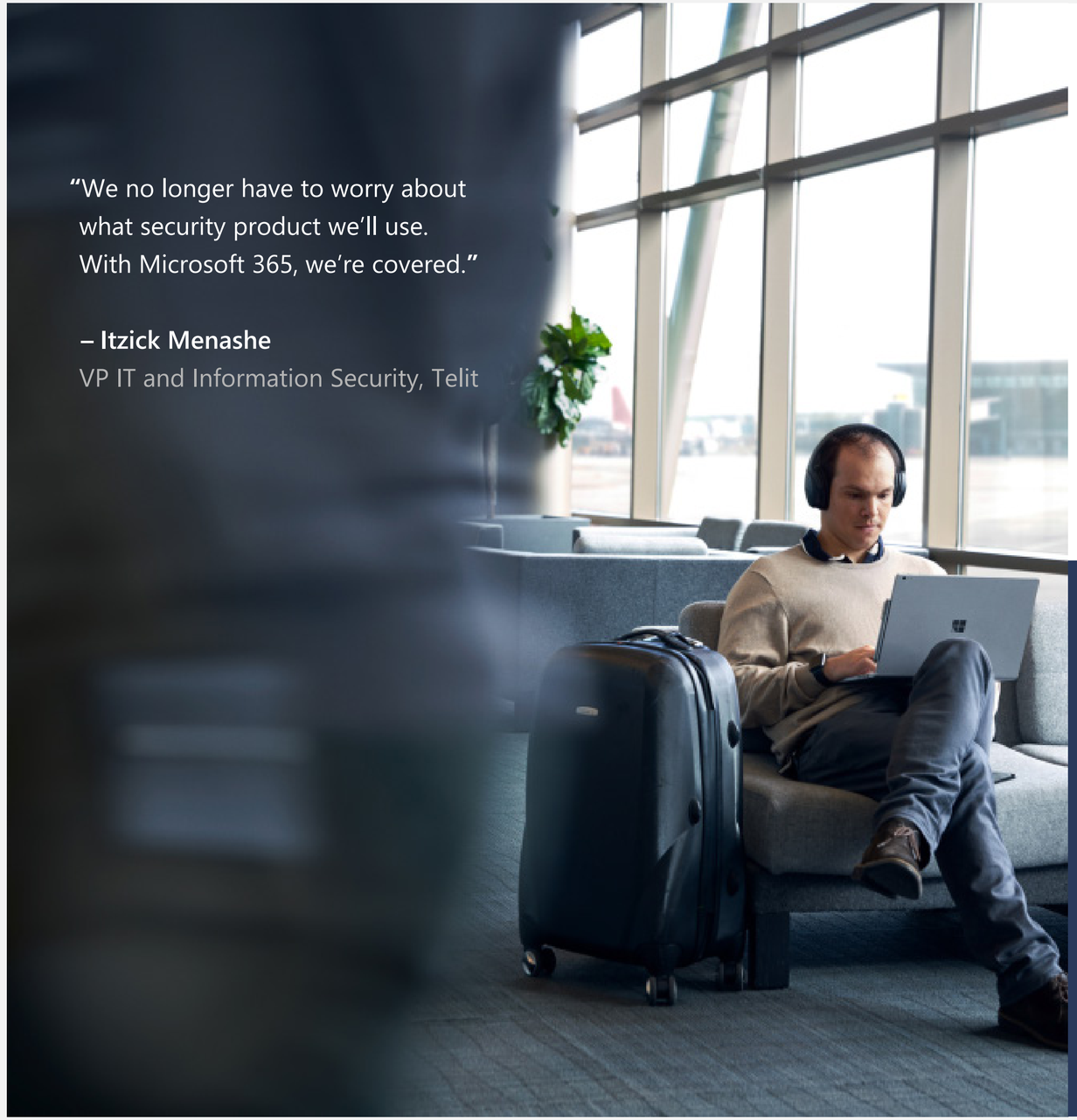
Lower cost of ownership	Annual value
Vendor licence cost consolidation: Reduce licence cost by	**4,300,000 USD**



"We recognised the best-in-suite value of Microsoft 365 E5 not just from a security perspective. We realised we could get everything we needed with one licence... If we had used separate vendors, it would absolutely have cost more, in addition to the complexity of managing multiple products and contracts."

– Doug Howell
Director of IT, The Little Potato Company

[3] Rounded estimates based on Forrester TEI reports and Microsoft Total Cost of Risk calculator and illustrate first-year savings for a 20,000 employee organisation. Contact your Microsoft representative for estimates for your organisation.



"We no longer have to worry about what security product we'll use. With Microsoft 365, we're covered."

– Itzick Menashe
VP IT and Information Security, Telit

Operational efficiencies

Microsoft, working with customers and research organisations like Forrester, has created a total cost of risk calculator that returns cost-savings opportunities based on your organisational parameters (e.g., number of employees, device, etc.). Here we look at a composite company with 20,000 employees that can benefit from the operational efficiencies that Microsoft Security provides.

Operational efficiency benefits[4]	Annual value
Integration efficiency gains	**126,000 USD**
Lower costs to support third party solutions	**150,000 USD**[5]

[4] Rounded estimates based on Forrester TEI reports and Microsoft Total Cost of Risk calculator and illustrate first-year savings for a 20,000 employee organisation. Contact your Microsoft representative for estimates for your organisation.

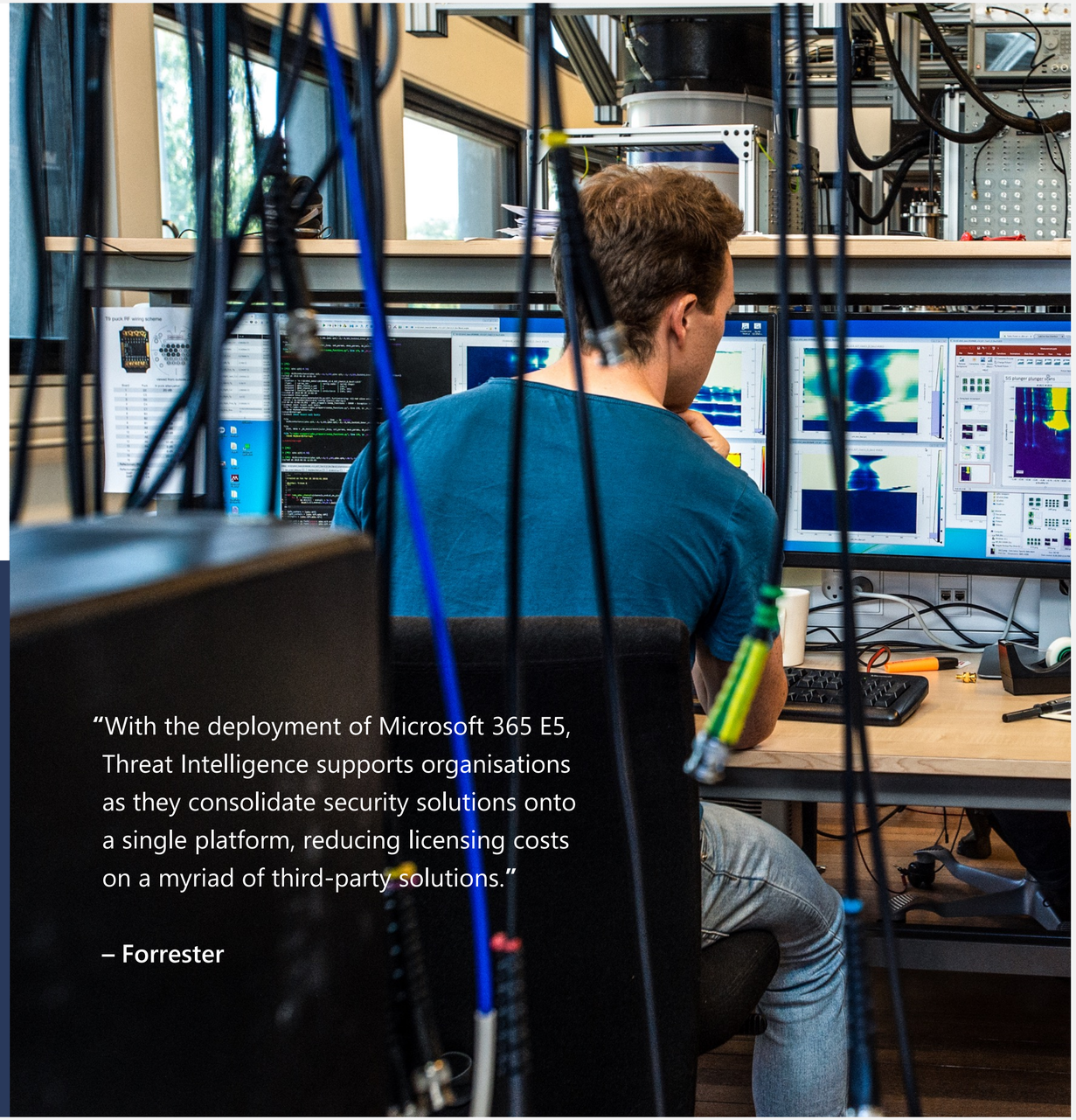
Faster time to value

Another challenge organisations face is the time, cost and complexity required to deploy new security solutions. Microsoft understands this challenge and provides resources to accelerate time to value, including Microsoft FastTrack, which, on average, reduces the time to onboard Microsoft security capabilities by one month.[5]

- Gain faster elimination of costs associated with the previous environment
- Get faster access to value with increased security and productivity

Faster time to value data points[6]

Faster time to value	Annual value
Deployment cost reduction with Microsoft FastTrack	**1,300,000 USD**



"With the deployment of Microsoft 365 E5, Threat Intelligence supports organisations as they consolidate security solutions onto a single platform, reducing licensing costs on a myriad of third-party solutions."

– Forrester

[5] 'The Total Economic Impact™ Of Microsoft FastTrack.' Forrester. October 2017
[6] Rounded estimates based on Forrester TEI reports and Microsoft Total Cost of Risk calculator and illustrate first-year savings for a 20,000 employee organisation. Contact your Microsoft representative for estimates for your organisation.

Create an efficient, cost-effective approach to security.

Microsoft Security enables you save through consolidation of your security capabilities and through IT admin and deployment efficiencies. For a 20,000-employee organisation, that can mean savings of nearly 6 million USD per year.

Summary of estimated cost savings[7]

Operational efficiency benefits	Annual value
Integration efficiency gains	126,000 USD
Lower costs to support third party solutions	150,000 USD
Deployment cost reduction with Microsoft FastTrack	1,300,000 USD
Vendor licence cost consolidation: Reduce licence cost by	4,300,000 USD
Total estimated annual savings	**5,900,000 USD**

[7] Rounded estimates based on Forrester TEI reports and Microsoft Total Cost of Risk calculator and illustrate first-year savings for a 20,000 employee organisation. Contact your Microsoft representative for estimates for your organisation.

Deliver seamless end-user experiences for greater security.

With large numbers of employees working remotely, it's more important than ever for organisations to provide their people with the right resources for securely accessing apps and data, from anywhere. A recent Gartner survey found that 82% of leaders intend to allow remote working some of the time as employees start to return to the office.[8]

While some organisations have taken this as an opportunity to modernise how they deliver user experiences to their workforce, many others struggle with a mixture of legacy applications and infrastructure that is siloed and hard for employees to navigate.

When user experiences hamper rather than promote employees' productivity, it can leave an organisation open to more security risks and higher costs. Weak or lost passwords, unsecured access via personal devices or unfettered sharing of sensitive data are just some of the challenges.

- 80% of breaches involve the use of lost or stolen passwords.
- 60% of bring your own devices are not secured by IT.
- 34% of all data breaches are caused by insider threats.[9]

Microsoft's integrated approach helps you deliver seamless user experiences that keep your people both productive and secure across all facets of your employees' daily experiences.

"If you make security hard, people may work around it. With Microsoft 365, we get native capabilities, visibility into our operational environment and simplicity for all employees."

– Simon Hodgkinson
Group Chief Information Security Officer, bp

[8] Gartner press release, 'Gartner Survey Reveals 82% of Company Leaders Plan to Allow Employees to Work Remotely Some of the Time', June 2020.
[9] 'Verizon 2020 Data Breach Investigations Report'

Simplify authentication

The moment an employee logs in to start their day represents one of the biggest security challenges organisations face – that of verifying user identities in order to grant access to internal systems and data. Most companies use passwords for this initial authentication. Yet passwords are easily forgotten – they represent a sizeable percentage of all helpdesk costs. Microsoft 365 removes this burden from your team by providing IT admins with the ability to offer self-serve password resets, reducing the number of helpdesk calls by 20%.[10]

Microsoft helps you drive stronger authentication by offering multi-factor authentication. Just by introducing this step, organisations can reduce the risk of a user account getting breached by 99%.[11] You can also eliminate passwords altogether by adopting passwordless authentication with Windows Hello for Business.

Unify management across devices and apps

With employees working from home in record numbers, organisations have needed the use of more personal devices. Yet that new reality makes more difficult the challenge of managing and securing access to sensitive data, something that is quickly becoming a top concern for security and compliance teams. A study found that on average, the cost for a mobile security incident was 176,000 USD, making protecting against these threats paramount for organisations.[12]

Microsoft streamlines this effort through unified management with Microsoft Endpoint Manager (MEM), providing a single place from which to control all devices, whether corporate or personal.

Self-service password reset can reduce helpdesk calls by **20%**[13]

Microsoft IT reduced hard and soft costs by **87%**[14]

26% reduction in IT support costs with Microsoft Endpoint Manager[15]

176,000 USD is the average cost for a mobile security incident[16]

[10] Microsoft study
[11] Forrester Consulting, 'The Total Economic Impact Of Microsoft 365 E5 Solution', 2018 2 Microsoft study
[12] Check Point: 'Check Point Capsule: 2014 Mobile Security Survey Report' 2014
[13] Forrester Consulting, 'The Total Economic Impact Of Microsoft 365 E5 Solution', 2018
[14] ZDNet: 'Microsoft: 150 million people are using passwordless logins each month', Catalin Cimpanu, May 7, 2020
[15] IDC: 'A First Look at How Windows Intune Can Lower Costs and Raise Productivity' by Randy Perry et al, March, 2011
[16] Check Point: 'Check Point Capsule: 2014 Mobile Security Survey Report' 2014

Seamless SSO experience saves each worker **eight hours** per year[17]

97% of high-risk login attempts are automatically blocked[17]

64% of data theft incidents could be prevented[18]

Built in information protection for better end-user experience

Secure access to apps

As employees access productivity apps through their workday Microsoft Azure Active Directory enables you to provide single sign-on (SSO), so your people are not tasked with remembering passwords for every single app. On average, SSO saves workers eight hours per year, and protects your helpdesk staff from additional support calls. In a 20,000 employee organisation, that equates to 160,000 hours saved per year.

Microsoft also helps you verify your users' access to specific apps through Conditional Access, which enables you to confirm which devices and users are allowed access to your corporate resources. Microsoft Conditional Access can block 97% of high risks login attempts.[17]

Protect sensitive data

All organisations have segments in their employee base that must work with highly sensitive data on a recurring basis. With workers more distributed than ever, and using a medley of BYOD and corporate devices, how can organisations ensure that sensitive data stays protected?

Microsoft 365 E5 offers built-in information protection for better, and safer, end-user experiences.

64% of data theft incidents could be prevented with Data Loss Prevention technology, a built-in protection in Microsoft Security that ensures data gets to the right recipients and is blocked from accidental, unsanctioned sharing, such as with external parties.[18]

[17] Microsoft internal security research data
[18] McAfee: 'Grand Theft Data: Data exfiltration study: Actors, tactics, and detection', 2017

Deliver seamless end-user experiences for greater security.

With Microsoft Security, you can deliver great user experiences for your people while also gaining savings through automation and process improvements, IT admin and deployment efficiencies, as well as reduced cost of risk. A 20,000-employee organisation can see estimated savings of 15 million USD on an annual basis.

Summary of estimated cost savings[19]

Seamless end-user experiences	Annual value
Annual user productivity gains	9,000,000 USD
Reduce help desk spends by	620,000 USD
Annual BYOD hard cost avoidance	3,900,000 USD
Reduce cost of mobile security incidents	1,900,000 USD
Total estimated annual savings	**15,000,000 USD**

[19] Rounded estimates based on Forrester TEI reports and Microsoft Total Cost of Risk calculator and illustrate first-year savings for a 20,000 employee organisation. Contact your Microsoft representative for estimates for your organisation.

Reduce cyber-risk with integrated, best-in-class protection.

In a recent Microsoft survey to security leaders in large organisations, the number one priority for those leaders is to improve threat protection to reduce the risks of a costly breach. Many security leaders face headwinds in achieving this priority. Cyberthreats continue to evolve and take advantage of our current and continually evolving conditions.

How CISOs are navigating the challenges of COVID-19

- 82% feel pressured to lower costs.
- 67% identified pandemic-themed phishing attacks.
- #1 priority to reduce cost is improved threat protection.[20]

To protect against threats, organisations rely on a complex collection of disparate security solutions to help them protection, detect and respond across full attack kill chain. Finally, security teams are often overwhelmed with the sheer volume of security alerts – wasting time trying to discern the difference between a real incident and false positives.

Microsoft 365 E5 Security was built to address these challenges with integrated, best-in-class and breed protection across each stage of the attack kill chain to reduce cyber-risk and reduce the number and cost of breaches. It enables organisations to streamline the security solutions required to protect against cyber-attacks while empowering their security teams to focus on the important activities by automating mundane tasks through artificial intelligence.

[20] 'Microsoft Pandemic CISO Survey' 2020

Integrated protection across the attack kill chain

A major challenge organisations face today is the complexity that exists to detect, respond and remediate cyber-attacks across the kill chain. Many companies rely on a collection of security products provided by different security vendors to protect specific steps in the kill chain. To create connection and across this collection requires complex and costly integration and ultimately it fails to provide the desired level of visibility and improved efficacy.

With Microsoft Security, organisations benefit from an integrated approach across the entire attack kill chain. Using built-in AI and automation, Microsoft Security solutions reduce the signal to noise ratio enabling them to better protect you from attacks before they become incidents – and then remediate quickly when they do.

In fact, Microsoft recently participated in a MITRE ATT&CK evaluation to evaluate how Microsoft Threat Protection performs against an advanced attack simulation. The result found that Microsoft provided nearly 100% coverage across attack kill chain stages.[21]

Email protection

Endpoint protection

Identity protection

Cloud app protection

[21] Microsoft blog, 'Microsoft Threat Protection leads in real-world detection in MITRE ATT&CK evaluation.' May 1, 2020

Let’s explore how Microsoft Security protects across the common steps of an attack.

Email protection	**Endpoint** protection	**Identity** protection	**Cloud app** protection
Protects users from malicious links and files in email, SharePoint, OneDrive, Teams and Office applications.	**Prevent, detect, investigate and respond to advanced threats on endpoints.**	**Detect threats early in the kill chain before identities are compromised and used to move laterally.**	**Protect cloud-based apps and data while reducing shadow IT.**
Provides real-world phishing and training simulations to help security teams drive secure employee behaviours.	**Accelerate response and remediation, at scale, with automation.**	**Protect user identities through sophisticated access capabilities like conditional access.**	**Protect your sensitive information anywhere in the cloud.**
“89.3% reduction investigation and remediation time with Office 365 ATP.” – Forrester[22]	“Automatically contain and remediate on 97% of post-breach detections. This eliminates many of the manual tasks associated with attack response.” – Forrester[23]	“Customers who use risk policies have 96% less compromise.” – Microsoft internal security research data	“75% of threats automatically eliminated with Microsoft Cloud App Security due to automated processes.” – Forrester[24]

[22] Forrester ‘The Total Economic Impact™ of Microsoft Office 365 Threat Intelligence Cost Savings and Business Benefits Enabled by Threat Intelligence as Part Of Office 365 E5’, September 2018
[23] Forrester ‘The Total Economic Impact™ of Microsoft Defender ATP Cost Savings And Business Benefits Enabled By Microsoft Defender ATP’, April 2019
[24] Forrester ‘The Total Economic Impact™ of Microsoft Cloud App Cost Savings and Business Benefits Enabled By MCAS’, May 2020

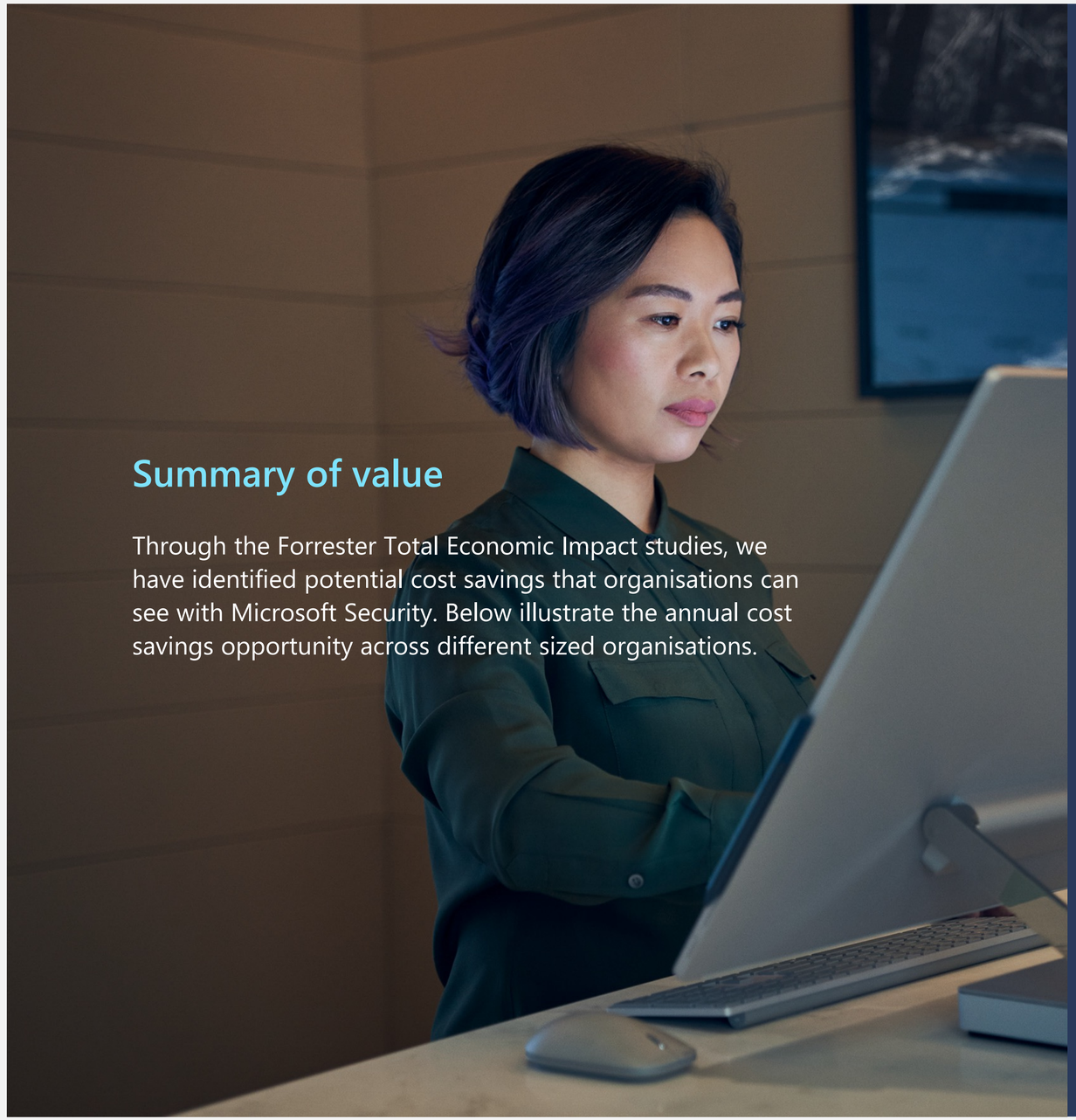
Reduce cyber-risk with integrated, best-in-class protection.

Microsoft Security not only helps you reduce your cyber risk across the kill chain, it can also enable savings through IT automation, process improvements and reduced total cost of risk from breaches. In total, that can mean over 3 million USD annually for a 20,000-employee organisation.

Summary of estimated cost savings[25]

Reduce cyber-risk	Annual value
IT and SecOps efficiency gains	1,200,000 USD
Reduced end-user downtime cost reduction due to faster remediation	1,760,000 USD
Reduce data loss from breaches by	289,000 USD
Total annual savings	**3,250,000 USD**

[25] Rounded estimates based on Forrester TEI reports and Microsoft Total Cost of Risk calculator and illustrate first-year savings for a 20,000 employee organisation. Contact your Microsoft representative for estimates for your organisation.



Summary of value

Through the Forrester Total Economic Impact studies, we have identified potential cost savings that organisations can see with Microsoft Security. Below illustrate the annual cost savings opportunity across different sized organisations.

Summary of estimated cost savings[26]

Cost savings categories	20,000 users	1,000 users	50 users
Vendor licence cost consolidation	4,300,000 USD	220,000 USD	11,000 USD
IT administration and deployment savings	6,100,000 USD	330,000 USD	41,000 USD
Reduce total cost of risk	2,200,000 USD	390,000 USD	290,000 USD
Save on automation and process improvements	12,000,000 USD	600,000 USD	30,000 USD
Potential cost savings per year	**Up to 25M USD**	**Up to 1.5M USD**	**Up to 380K USD**

[26] Rounded estimates based on Forrester TEI reports and Microsoft Total Cost of Risk calculator and illustrate first-year savings for a 20,000 employee organisation. Contact your Microsoft representative for estimates for your organisation.

Microsoft 365

Contact a Microsoft representative or partner to:

Continue the conversation

We can help you get started in streamlining and strengthening your security so you can achieve a stronger posture while saving on costs.

- Get a customised Total Cost of Risk report for your organisation.
- Request a Microsoft Security Workshop to learn how Microsoft can help improve your security posture.

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