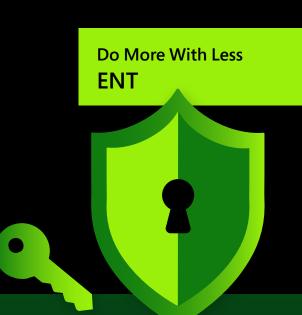
Improve security and reduce your bottom line



Organizations can experience significant savings by integrating product categories from multiple vendors with Microsoft Security solutions

Businesses are under pressure to contain costs

Cost of security breaches is rising



Conventional security tools have not kept pace

Significantly more security decision makers have

felt pressure to cut costs within the past 6 months²





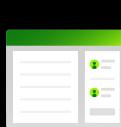
Resources are constrained

feel pressured to lower costs³

priority to reduce cost is improved threat protection³ "Boards are now pushing back for improved understanding of what they have achieved after years of such heavy investment."1 **Paul Proctor** Distinguished VP Analyst, Gartner



Microsoft Security helps you do more with less



Simplify vendor management



Reduce threats with Al & automation



Simplify vendor management



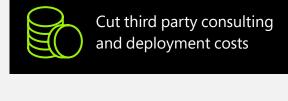
Up to

Eliminate redundant capabilities



contracts to manage

Consolidate number of



savings with Microsoft 365 E5 Security and Microsoft 365 E5 Compliance⁴

Up to

product categories can be replaced

built in Cloud Security Posture Management with Microsoft Defender for Cloud

30% savings from unifying cloud security tools with Defender for Cloud⁵

Reduce threats with AI and automation



Detect and respond faster and more

accurately to attacks and insider risks

Manage and govern your on-premises,



Improve compliance, monitor and remediate

devices in multiple locations

potentially risky activity, and safely enable

productive work for employees using multiple

Protect and govern your sensitive data



multi-cloud, and software-as-a-service (SaaS) data



reduced risk of material breach 90%

reduction in noise, elevating

the most critical issues with

Microsoft Sentinel⁷

60%

\$10.5M additional end user productivity from

less time to investigate threats

65%

in Microsoft 365 Defender⁸

automation and process improvements

Defender, & Microsoft Defender for Cloud⁶

Microsoft Purview⁹

less time spent monitoring

less time responding to threats with

Microsoft Sentinel, Microsoft 365

potential suspicious activity with

Increase SecOps efficiency with a unified SIEM and XDR experience

Improve operational efficiency



Protect against breaches with deeply integrated solutions that secure identities, devices apps and data



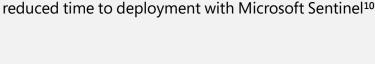
Secure access across your multifaceted digital landscape and the connected world

Improve visibility across identities

and endpoints

\$479k





75% reduction in password requests after introducing Self-service

Single-Sign-On (SSO) with Azure Active Directory¹²

improved efficiency of network-related IT work with Azure

Network Security¹¹

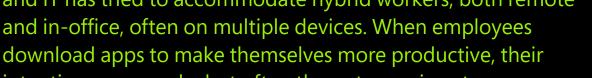
Close security loopholes Percentage of global IT decision makers who believe employees increase security breach risk by:

in human capital freed up by redeploying IT time with Microsoft Endpoint Manager¹³

Letting others use their work devices Downloading software to do their jobs Using personal devices for work¹⁴ that is not approved by IT



Security is top of mind as IT infrastructure has become more complex. Businesses have quickly rolled out new technologies, and IT has tried to accommodate hybrid workers, both remote and in-office, often on multiple devices. When employees





Consolidating apps onto a single platform can help close these security loopholes.

Microsoft 365 provides a holistic approach to security, helping you protect identities, data, applications, and devices across on-premises, cloud, and mobile environments. This approach addresses the four

intentions are good—but often the outcome is not.

foundations of computer system security:

³"Microsoft Pandemic CISO Survey," 2020.

¹⁴WSJ, "Why the Hybrid Workplace Is a Cybersecurity Nightmare," 2021.

Information protection Locating and classifying

information anywhere it lives

Identity and access

Securing identities as part of a Zero Trust strategy

management

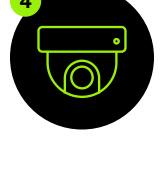


Helping to stop threatening attacks with integrated and

Threat protection

automated security

Security management



Strengthening security posture with insights and guidance

¹"The Urgency to Treat Cybersecurity as a Business Decision," February 2020. ²Vital Findings, "Survey of 501 US Security Decision Makers," commissioned by Microsoft, March 2022.

⁶Forrester Consulting, "The Total Economic Impact™ Of Microsoft SIEM and XDR," commissioned by Microsoft, August 2022. 7Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 Defender," commissioned by Microsoft, April 2022. ⁸Forrester Consulting, "The Total Economic Impact™ Of Microsoft 365 E5 Compliance," commissioned by Microsoft, February 2021. 9Microsoft blog, "Azure Sentinel uncovers the real threats hidden in billions of low fidelity signals," Feb 2020. ¹⁰Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Sentinel," commissioned by Microsoft, November, 2020. ¹¹Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Network Security," commissioned by Microsoft, May 2021. ¹²Forrester Consulting, "The Total Economic Impact™ Of Zero Trust Solutions From Microsoft," commissioned by Microsoft, December 2021.

⁴Savings based on publicly available estimated pricing for other vendor solutions and Web Direct/Base Price shown for Microsoft offerings.

⁵Forrester Consulting, "The Total Economic Impact™ Of Microsoft Azure Security Center," commissioned by Microsoft, June 2021.

¹³Forrester Consulting, "The Total Economic Impact™ Of Microsoft Endpoint Manager," commissioned by Microsoft, April 2021.