

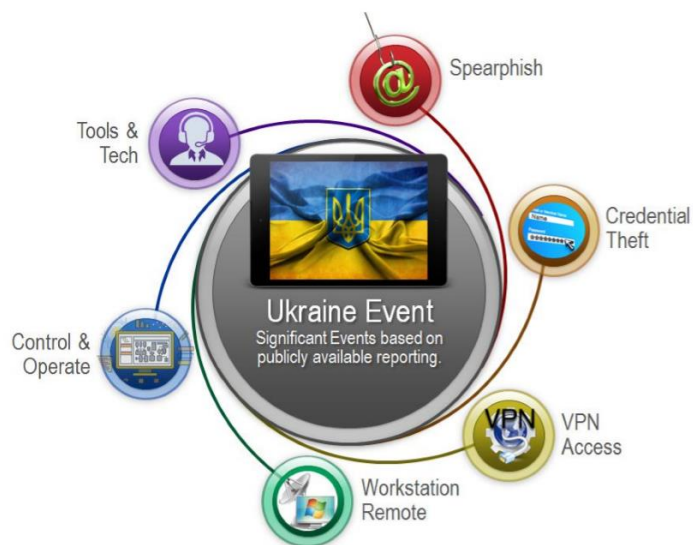
# Microsoft 365

A complete, intelligent solution to empower employees to be creative and work together, securely.

Office 365  
Windows 10  
Enterprise Mobility + Security



# Ukraine Energy Company



**Half of clients without power**

**Manual work (horrible!)**

**Multi-vector attack on many surfaces and with different vectors:**

**Malicious attachments** thru mail system (Word, pdf, URL),

**Attack on firmware** (network card)

***High privilege accounts password steal***(keystroke loggers)

**Hackers got admin access to *critical production systems***

# Modern workplace is top of mind for business leaders

81%

of business leaders plan to increase their modern workplace investments in the next 2 years

72%

of business leaders say it is very important that technology empowers employee creativity and innovation

\$4M

Average cost of a data breach





A complete, intelligent, secure solution to empower employees



Unlocks  
creativity



Built for  
teamwork



Integrated  
for simplicity



Intelligent  
security

# With Microsoft 365, enterprise customers benefit from:

**\$7.2<sub>M</sub>**

TCO savings over three years, per 5,000 users

**13** Months

to full return on investment

**40**%

Reduction in security risk

**2.3** Hours

Productivity hours per week, per person saved





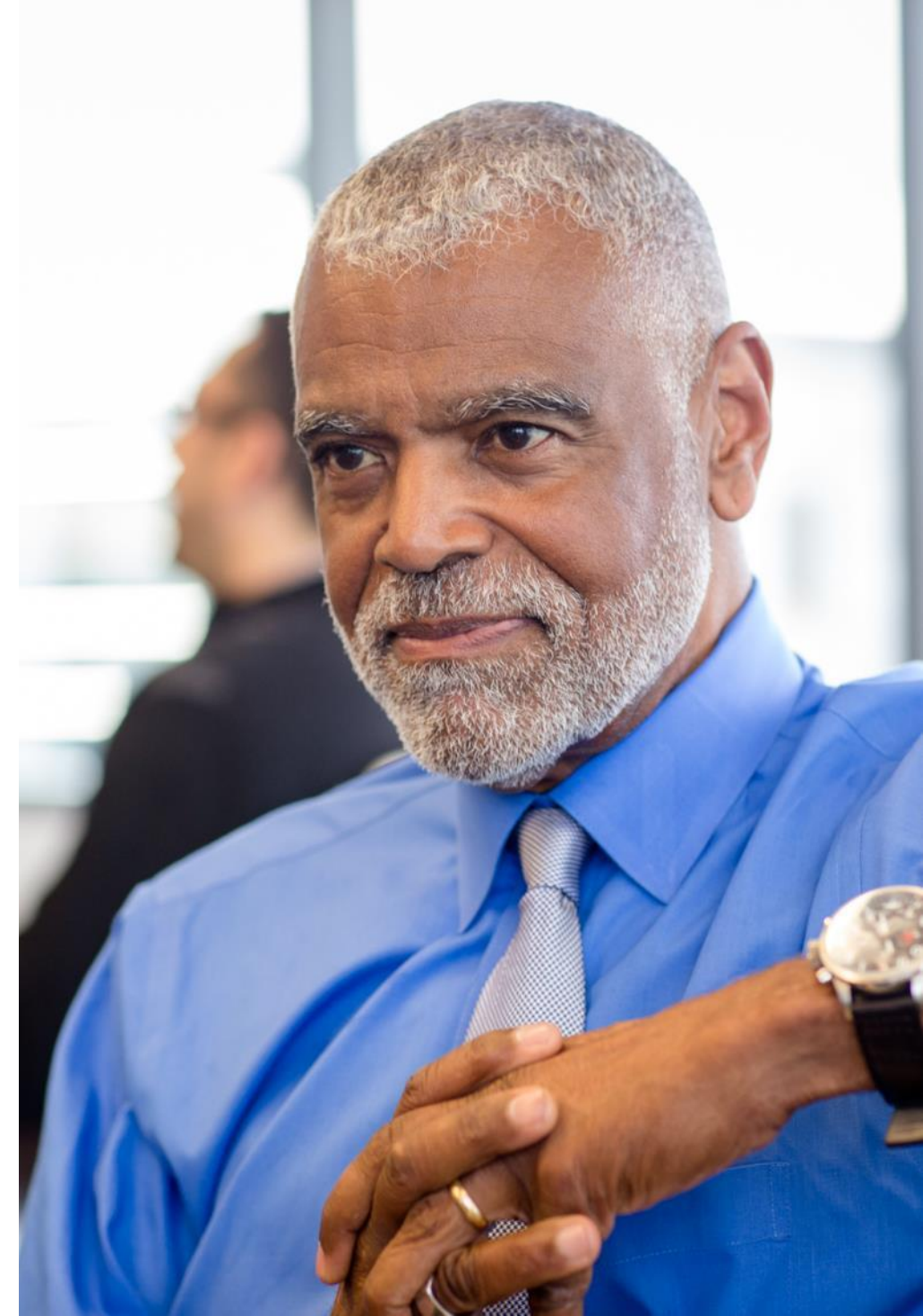
# Nations Trust Bank

## Simplifying the management of productivity services

// Before, we had to deliver our own security and maintain and use all these passwords for multiple systems. Now, I have one IT person managing all our productivity services."

[Thilak Piyadigama](#)

Chief Operating Officer



# Mastercard

Growing into new heights of productivity

// As one of the largest technology companies in the payments space, we give our employees the tools they need to deliver continual innovation to our customers and do it securely. We selected Microsoft 365 to support a modern workplace for our 11,900 employees, giving them the capability to collaborate on the fly and deliver their best work."

**Ed McLaughlin** // President of Operations and Technology  
Mastercard





Defining the future of collaboration

// Today, we're using Microsoft 365 to support the creative teamwork required to innovate in the digital payments space, helping us bring new products to market more quickly and effectively. Microsoft 365 is a key platform in our digital transformation journey."

**Bradley Strock** // CIO  
PayPal





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# "CYBER SECURITY IS A **CEO ISSUE**."

- MCKINSEY

**\$4.0M**

is the average cost of a data breach per incident.

**81%**

of breaches involve weak or stolen passwords.

**> 300k**

new malware samples are created and spread every day.

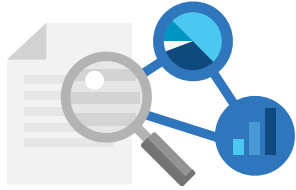
**87%**

of senior managers have admitted to accidentally leaking business data.

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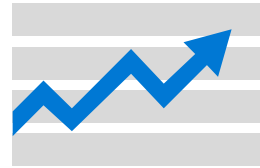
## CYBER THREATS ARE A **MATERIAL RISK** TO YOUR BUSINESS

# Data considerations shaping the Financial Services Industry



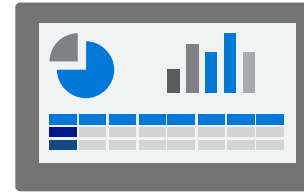
Regulatory pressure  
is intensifying

**60% of surveyed companies** expect budgets to increase for compliance functions<sup>1</sup>



Unstructured  
content is growing

**50x growth** in the digital universe from 2010-2020<sup>2</sup>



FinTechs differentiate  
based on their use of data

**46% of firms agree** or strongly agree their firms are adequately preparing for digital disruption<sup>3</sup>



Cybercrime is pervasive  
and increasingly sophisticated


**\$85B** spent on risk management by financial services with an expected 7% growth rate<sup>4</sup>

Every day there are an average of 200 regulatory updates. Financial Services must adapt to the changing regulatory landscape.

<sup>1</sup>"In Focus: 2016 Compliance Trends Survey", Deloitte, 2016 <sup>2</sup>"The Exponential Growth of Data", insideBIGDATA, 2017 <sup>3</sup>"Digital transformation in financial services," Deloitte, 2016

<sup>4</sup>"Financial Services IT Spending to Reach \$480 Billion Worldwide in 2016", IDC Financial Services, 2016





How can you govern  
your data to keep what  
you need and get rid of  
everything else?

41%

of executives say that enforcing  
information governance policies  
once created is their biggest issue\*

\*Source: Gimmal, "SharePoint Information Governance Programs Can't Rely on Users," 2016 cited ALLM "Information Governance"



# The intelligent, connected cloud introduces both opportunity and risk

81%

of hacking breaches leverage stolen/ weak passwords

Verizon 2017 Data Breach Investigation Report

1,181

cloud apps in the avg. large enterprise, 61% is shadow IT.

Microsoft 2018

90%

of the world's data has been created in the last two years

IBM Marketing Cloud, "10 Key Marketing Trends For 2017"

**TECHNOLOGY HAS CHANGED THE WAY WE DO BUSINESS.  
PROTECTING COMPANY ASSETS REQUIRES A NEW APPROACH.**





# Complexity is the enemy of intelligent security

**70** from **35**

Security products

Security vendors

Is the average for companies  
with over 1,000 employees

[Nick McQuire, VP Enterprise Research CCS Insight.](#)

**\$1.37M**

On average that an  
organization spends annually  
in time wasted responding to  
erroneous malware alerts

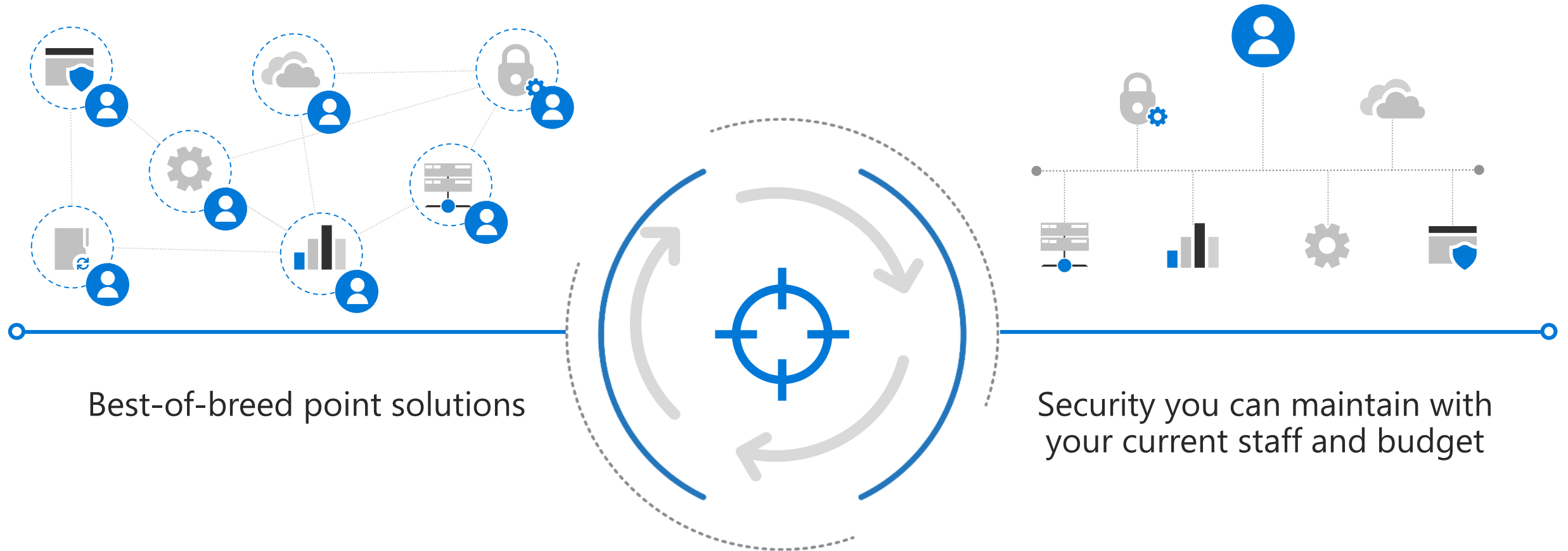
["The Cost of Insecure Endpoints" Ponemon Institute©  
Research Report, June 2017](#)

**1.87M**

Global cybersecurity  
workforce shortage by 2022

[Global Information Security Workforce Study 2017](#)

# The security paradigm needs to change.





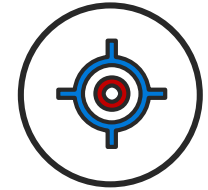
# Security – Simply strategy



Secure data and  
environment



Detect breach



Response

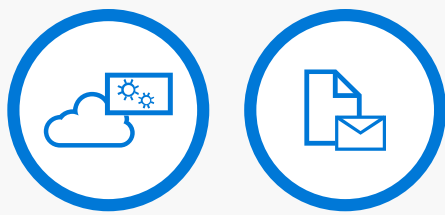
# MICROSOFT THREAT PROTECTION

## INTELLIGENT & INTEGRATED

### IDENTITY



### APPS & DATA



### DEVICES



### INFRASTRUCTURE



MICROSOFT ADVANCED  
THREAT ANALYTICS

EXCHANGE ONLINE PROTECTION

WINDOWS DEFENDER  
ADVANCED THREAT PROTECTION

AZURE SECURITY CENTER

AZURE SECURITY CENTER

OFFICE 365  
ADVANCED THREAT PROTECTION

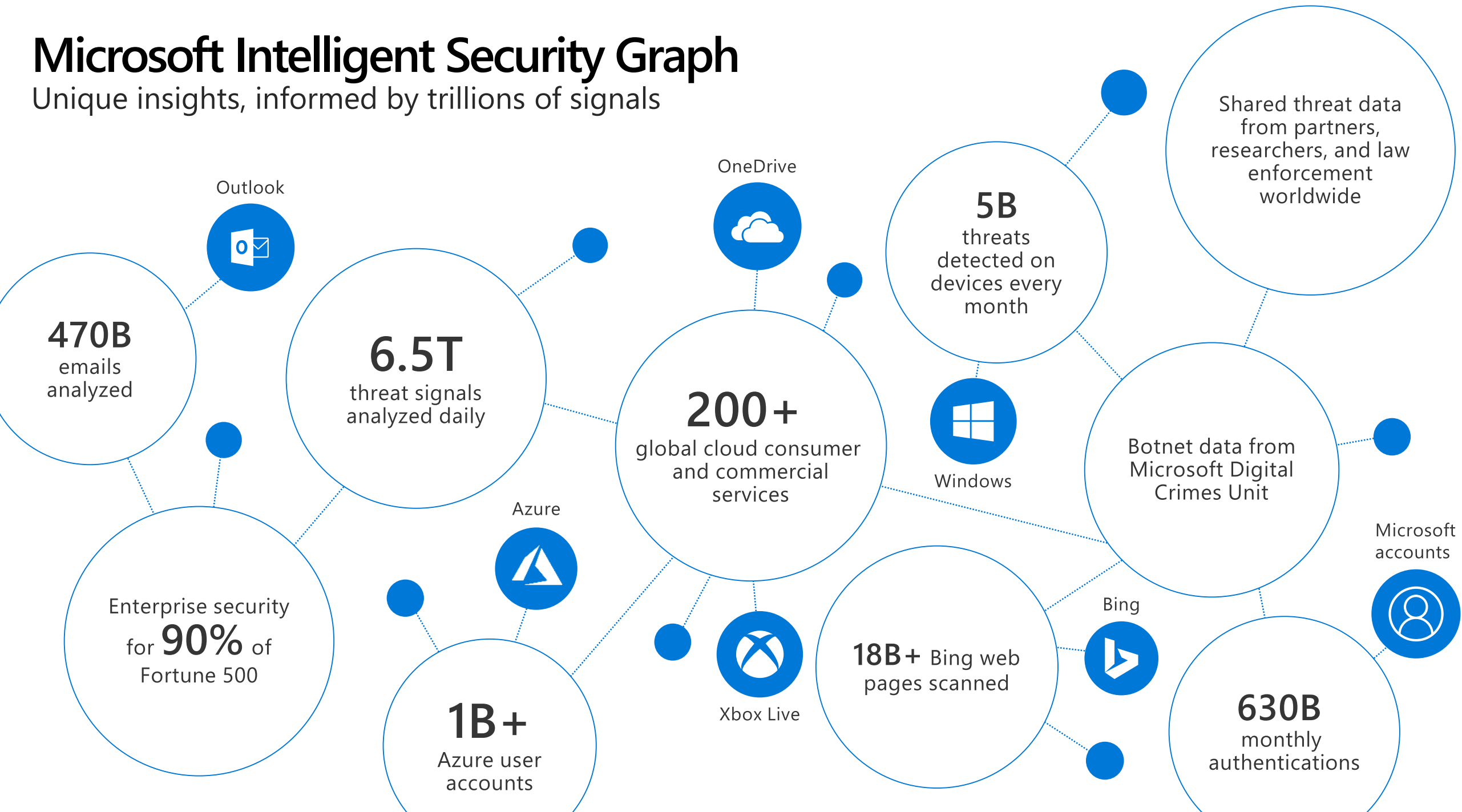
AZURE ACTIVE DIRECTORY

OFFICE 365 THREAT INTELLIGENCE

MICROSOFT CLOUD APP SECURITY

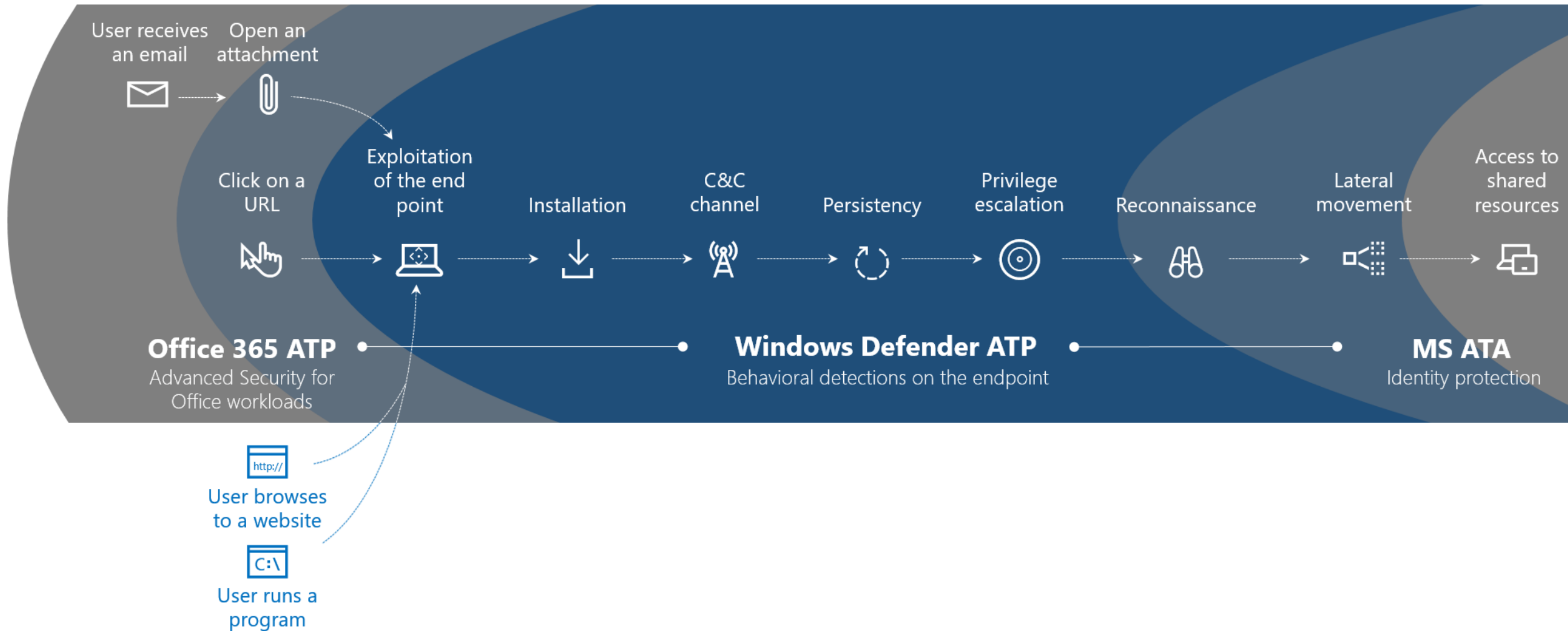
# Microsoft Intelligent Security Graph

Unique insights, informed by trillions of signals





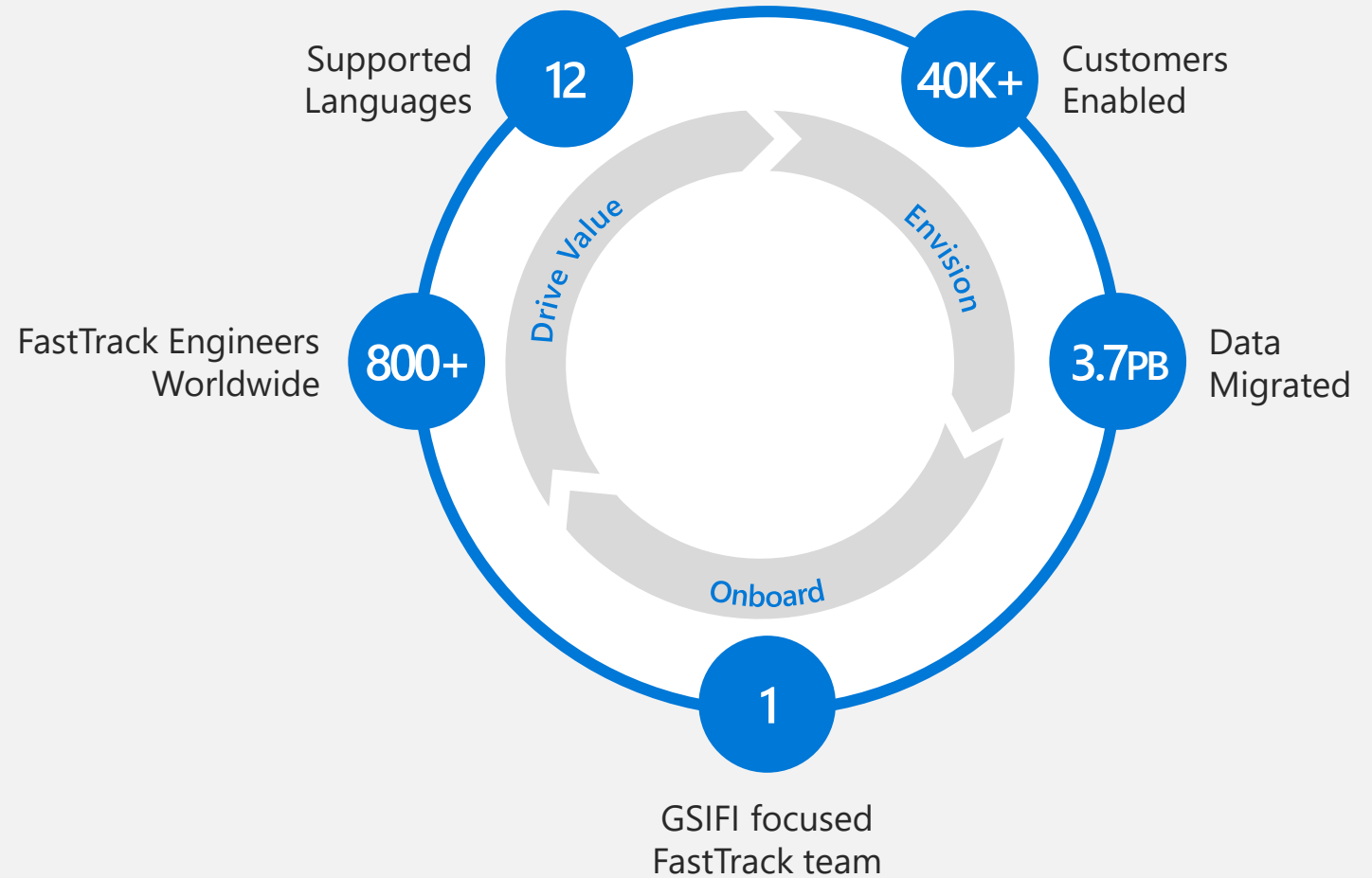
# MAXIMIZE DETECTION COVERAGE THROUGHOUT THE ATTACK STAGES



# Appendix

# Microsoft FastTrack

The customer success service available as part of your Microsoft 365 subscription





# A shifting landscape for banking organizations

More sophisticated  
organizational breaches

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**\$6.9B**

estimated value of online  
banking fraud in the US by  
2020

Entrenched culture and  
organizational silos

---

**22%**

percent of financial services  
companies share data  
across functional areas

Increasing client  
expectations

---

**\$47B**

global investments in  
FinTech startups to engage  
a digital social generation

Unsafe, unproductive,  
obsolete technology

---

**50%**

of banks say legacy  
technology is the biggest  
barrier to digital  
transformation

A photograph of four business professionals (three men and one woman) sitting around a table in a modern office, engaged in a meeting. They are positioned in front of a large, multi-paned window that looks out onto a city skyline. The lighting is warm and natural, coming from the window. The text 'Microsoft 365 | A strong foundation' is overlaid in white on the image.

# Microsoft 365 | A strong foundation

**120M**

Monthly  
active users

---

Office 365

**>600M**

Monthly  
active devices

---

Windows 10

**>1B**

Authentications  
each day

---

Azure AD

**>90%**

Fortune 500

---

Microsoft Cloud

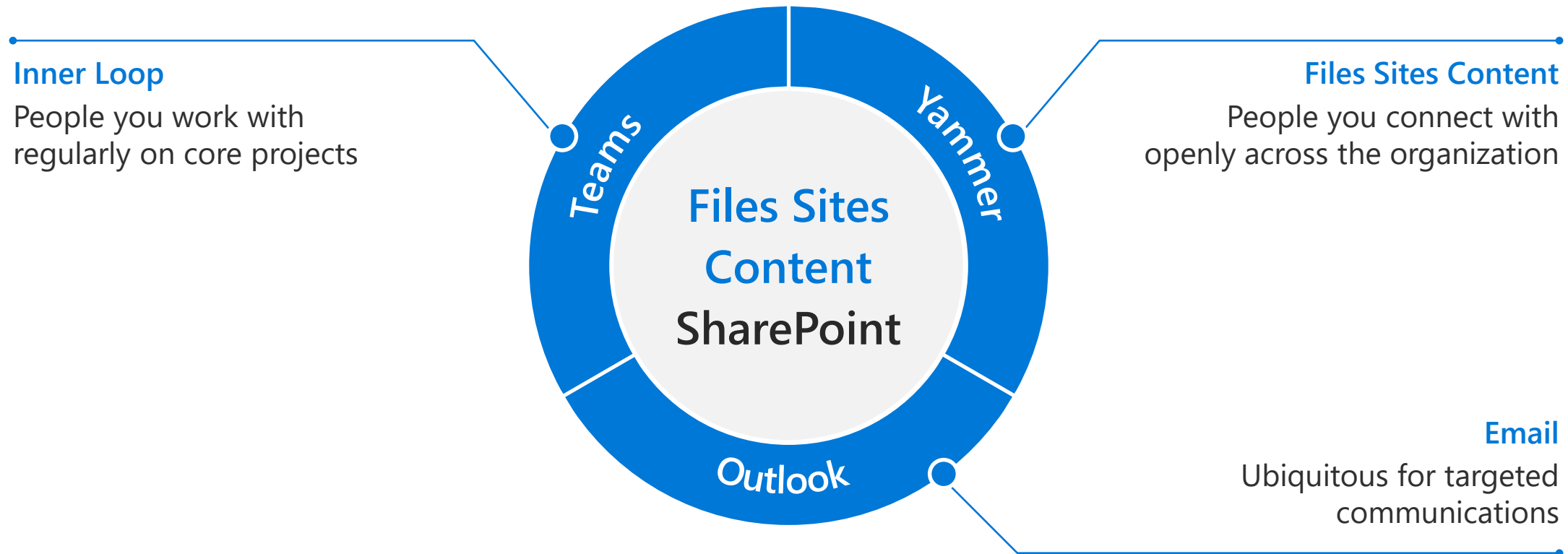
**3.65M**

Devices

---

Surface

# Where to Start a Conversation



Office 365 Groups // *Cross application group membership*



# Compliance Leadership

## Contractual Commitments

GDPR Article 28 now in all contracts

## Regulator Outreach

Regional & WW regulator summits (55 regulators involved)  
NY DFS and CSSF incorporated MS input in latest regulation

## Audit Delivery

13 GSIFI audits; no significant findings; GSIFI customer quote: "I have been doing this for over 10 years and this is the cleanest supplier review I've done yet."



ISO 27001



SOC 1



FIPS 140-2



Cloud Control Matrix



SOC 2



PCI DSS Service  
Provider Level 1



European Union  
Model Clauses



SOC 3



FedRAMP  
FedRAMP Moderate



BITS Shared  
Assessments



ISO 27018



IRS 1075



ENISA-IAF



Japan Financial Services

# Teamwork

## Microsoft 365

### Built for Teamwork



## Teamwork

---

# The landscape has changed

2x

### More collaboration

People work on twice as many teams and spend 50% more time collaborating

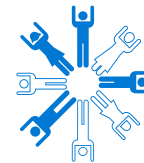
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### Internal, external & remote

People need to connect and communicate across organizations, locations & time zones

---



### Diverse workforce

People have different expectations, preferences, skillsets and abilities

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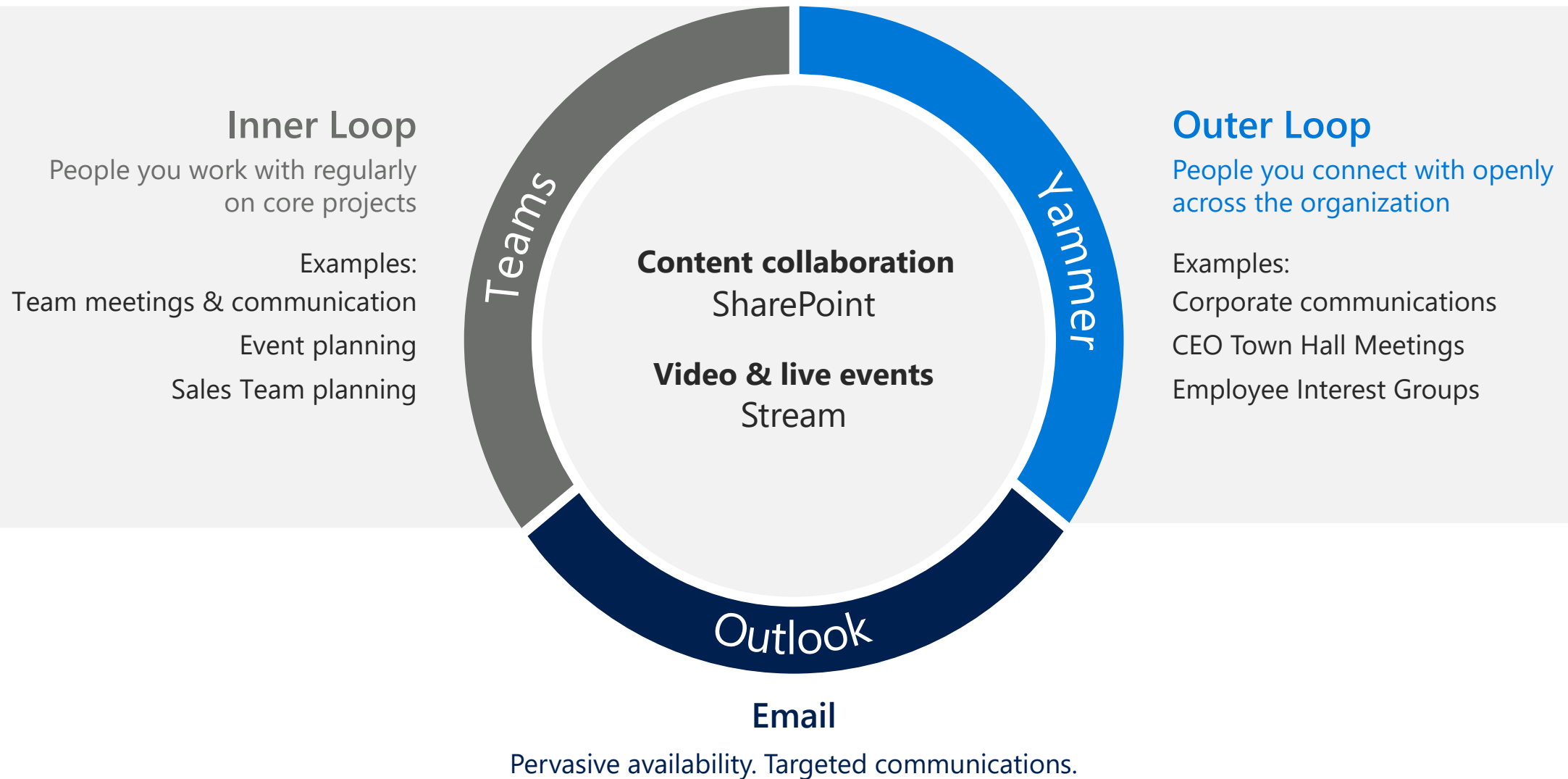


### Employee engagement

Globally, employee engagement is 15%, but at the best performing companies, 70% of employees are engaged and profits are 21% higher



# Teamwork in Microsoft 365



# Communicate through chat

Communicate without effort and keep your team in the know

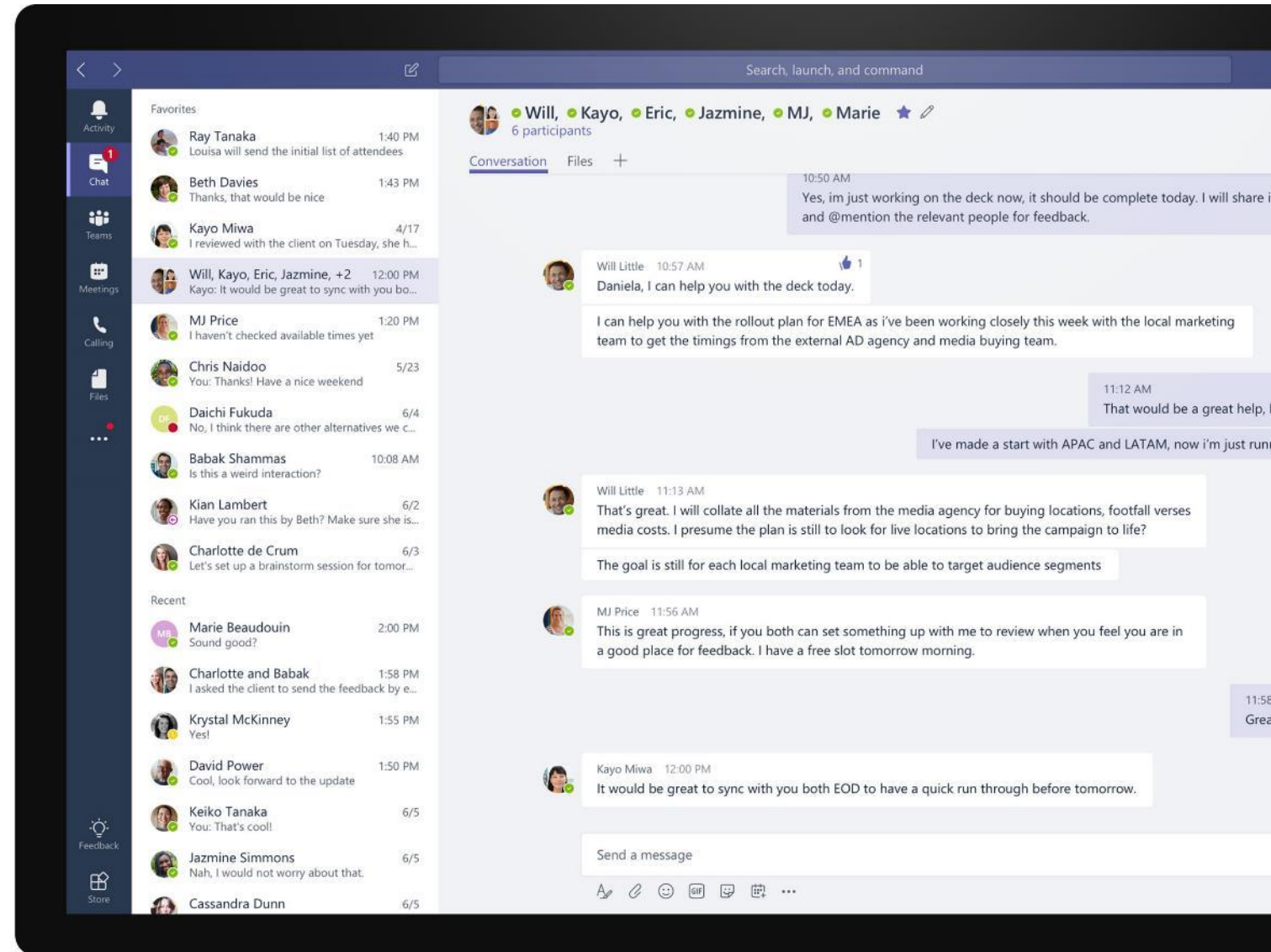
Threaded, persistent and contextual chat

Private chats for 1:1 or group conversations

Share information in an open and transparent way

Communicate across geographies

Humanize the workplace – with gifs, stickers, emojis





# Collaborate with integrated Office 365 apps

Quick access to the apps you love and are familiar with

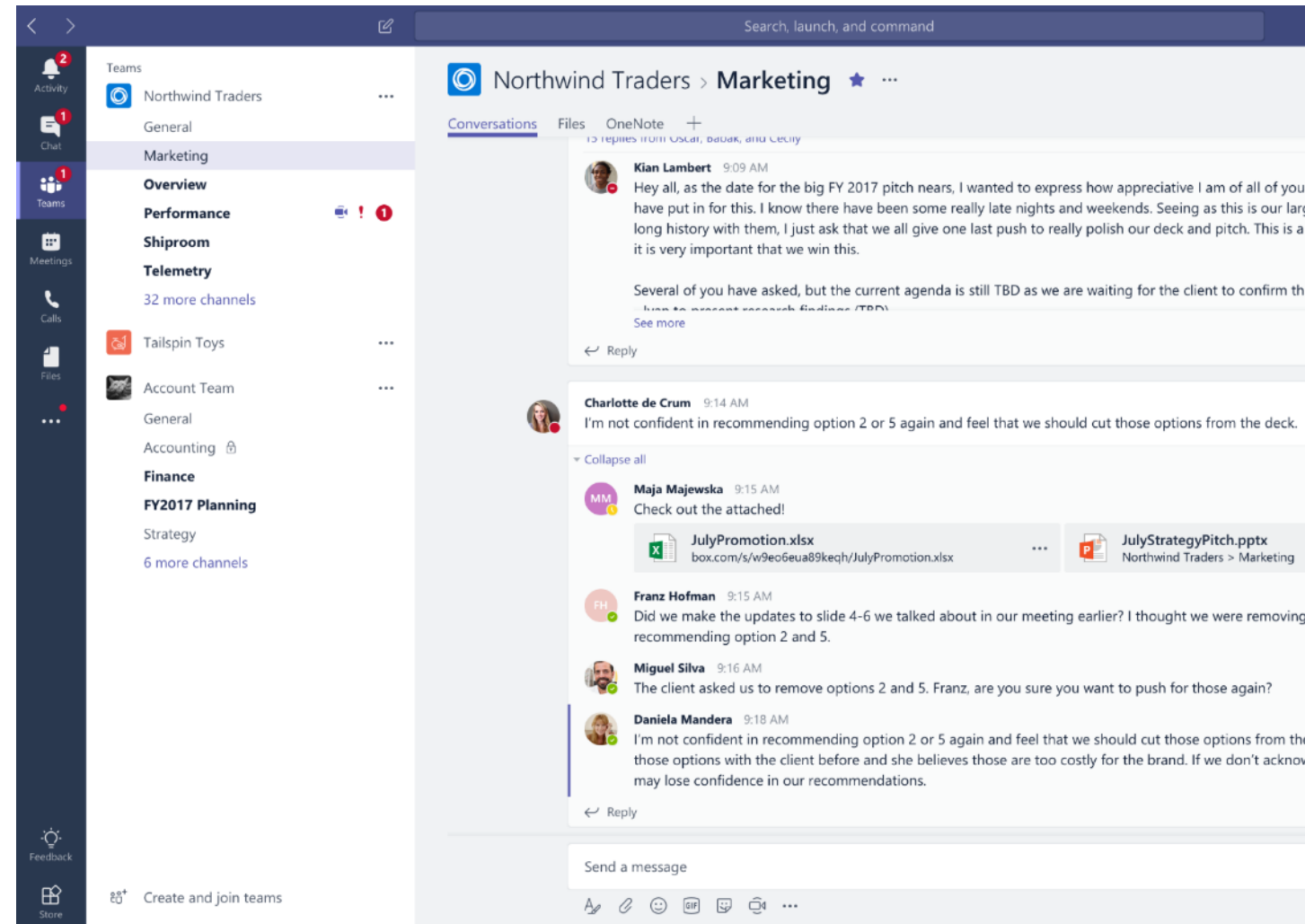
Conversations, files and tools in a team workspace

Share, and co-author Office and other files in the app

SharePoint, OneNote, Power BI and Planner integration

Search across people, files and chats

Email integration to keep the whole team in the loop





# Customize and extend

Tailor your workspace to include the apps and services you need

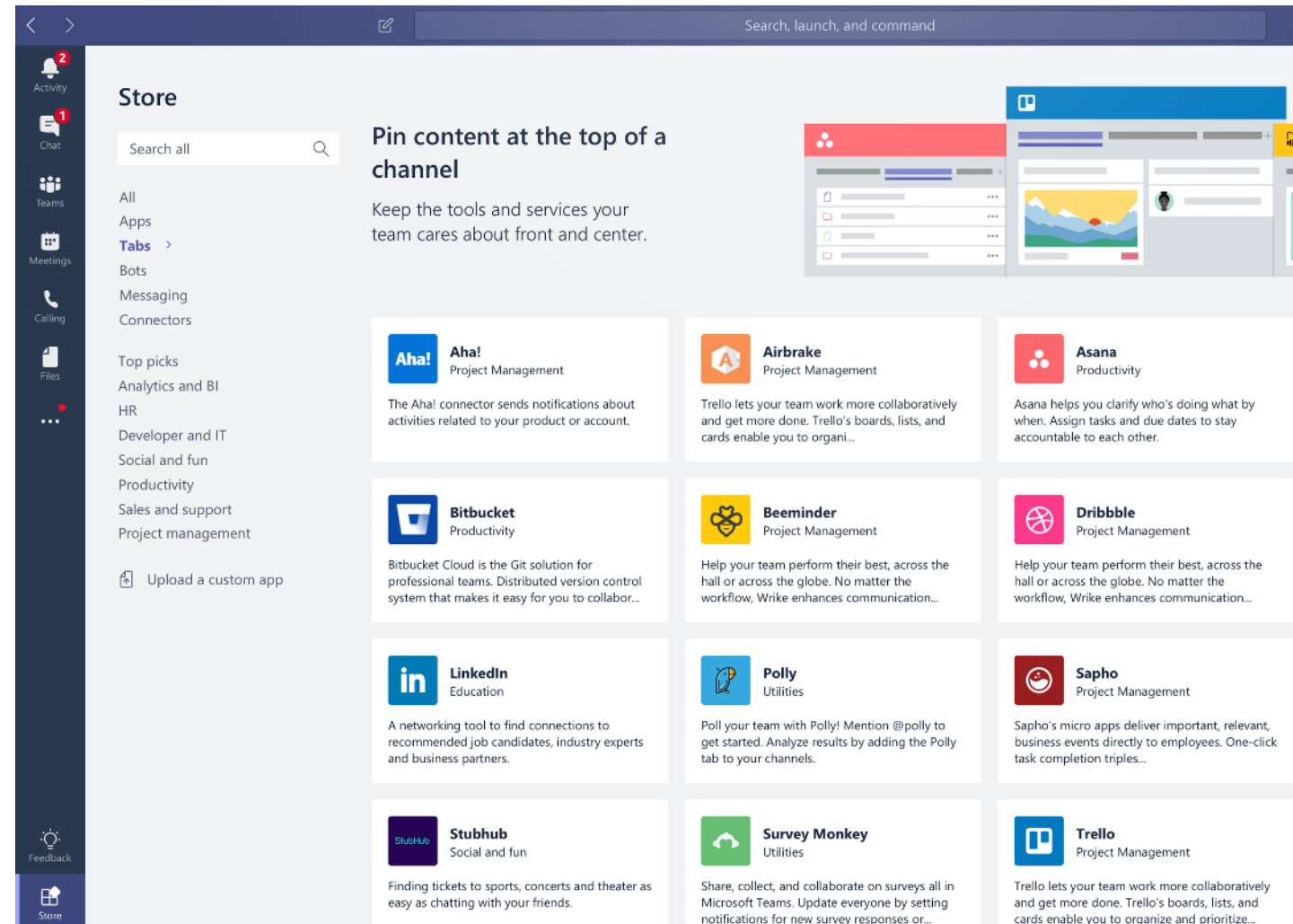
Pin important files for easy reference in the workspace

Add bots that work on a team's behalf

Integrate 3<sup>rd</sup> party services your team uses every day

Build integrations to existing business processes

Manage trusted apps for employees and the organization





# Work with confidence

## Get built-in security, compliance and manageability from Office 365

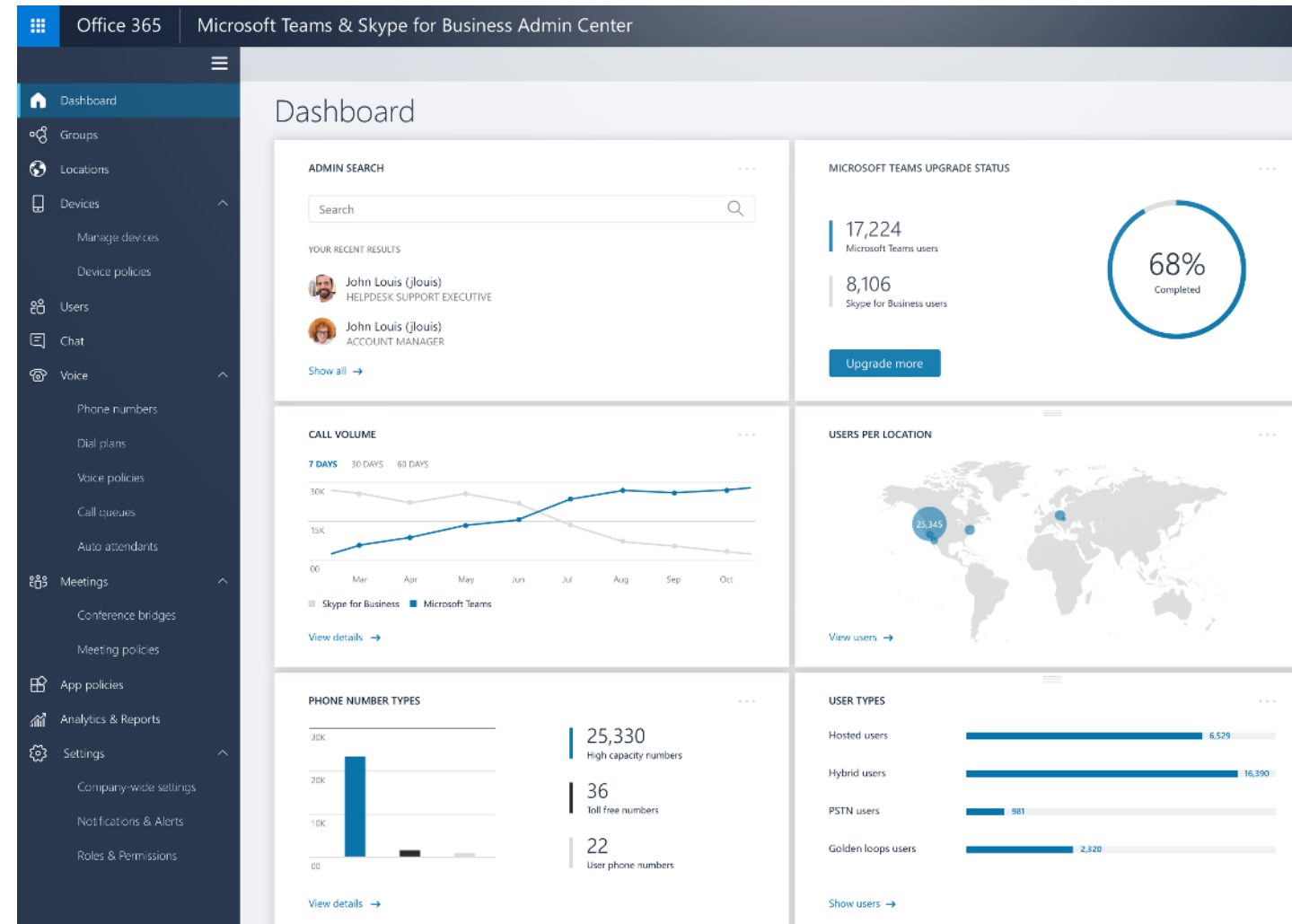
Global hyper-scale cloud, including the ability for local data residency

Compliance leadership with EUMC, HIPAA & more

Built-in information protection with eDiscovery and audit

Multi-factor authentication and secure guest access

Manage all aspects in a single coherent admin experience





# Communicate through meetings

## More effective, real-time conversations

Join online meetings with HD video, VoIP, and dial-in audio conferencing options

Available for mobile, desktop, browser and certified devices

One-touch join with Skype Room Systems

Support for Surface Hub and existing rooms

## Intelligent meetings

Meeting recommendations based on attendee availability

Related files and chat history at your fingertips

Cloud recording of meetings with transcription and translation, indexed for searching



# Communicate through calling

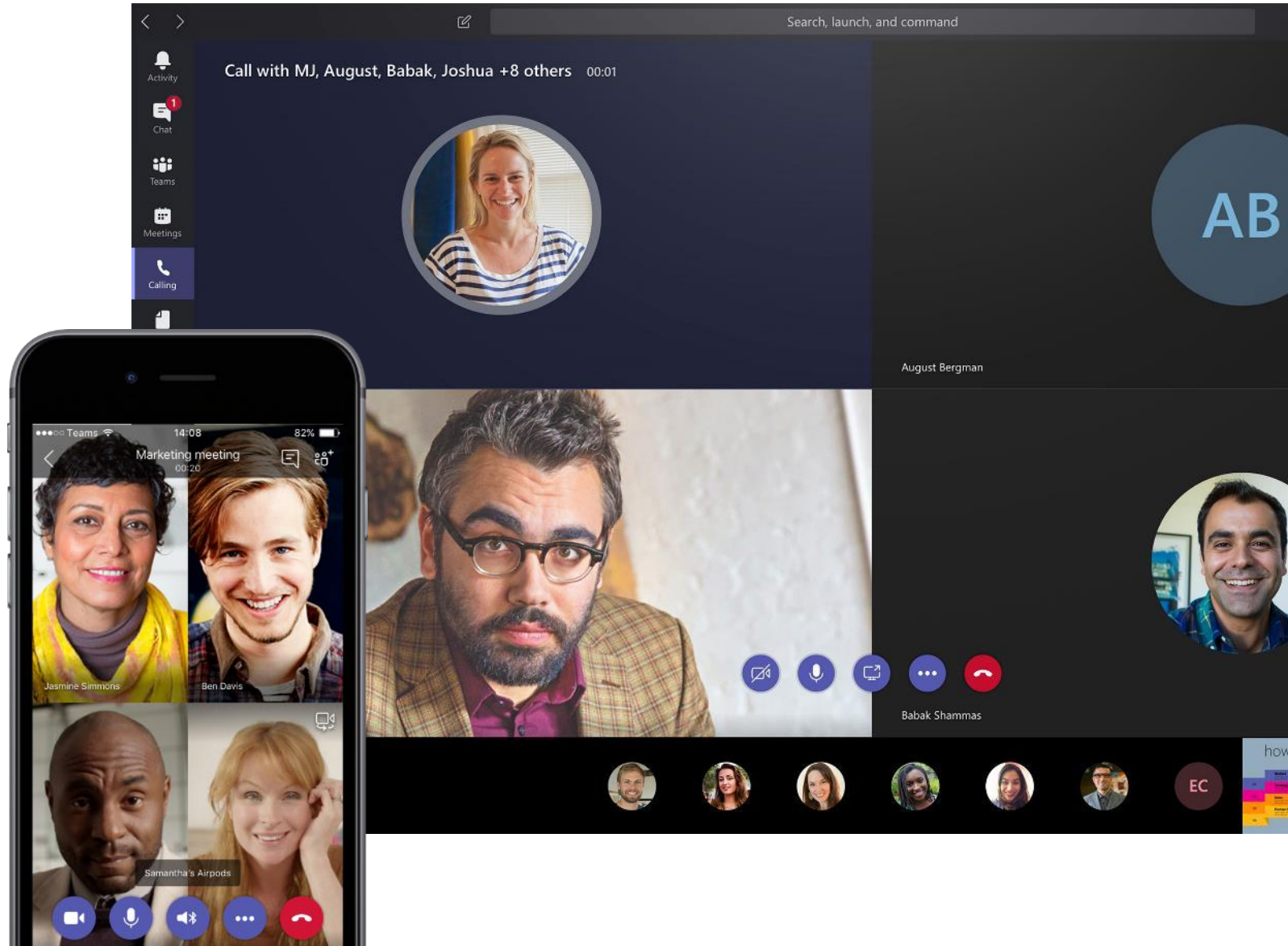
## Connect with anyone through Phone System and Calling Plans

Have a dedicated phone number for domestic and international calls

Advanced features including voicemail, transfer and emergency calling (e911)

Advanced call management including call routing, auto attendant and reporting

Future support for hybrid voice using on-premises PSTN connectivity





# Teams for different departments and industries

## Marketing

Deliver marketing campaigns and go-to-market activities across a diverse group of internal and external stakeholders.



## Sales

Build and deliver proposals with input from different stakeholders. Manage sales planning, training and sales readiness in the same place.



## Human Resources

Manage recruitment, training, and reviews across departments.



## IT

Drive IT transformation and change management. Plan, execute and manage all phases of IT deployment, adoption and rollout.



## Engineering

Move quickly between ideation, development and deployment. Integrate with developer tools.



## Project Management

Manage project stakeholders, tools, budgets, project reviews, and feedback.



## Firstline Workers

Empower your Firstline Workforce with tools that will support schedule management and provide oversight to what's most relevant to their day.



## Healthcare

Provide the best care possible enabled by a secure platform with secure messaging, streamlined care coordination and health team huddle capabilities.



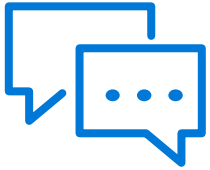
## Education

Empower your students to create the world of tomorrow with a simple and safe experience that promotes teamwork and unlocks creativity.



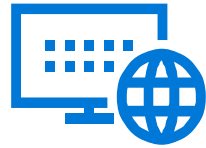
# Microsoft 365: Universal Toolkit for Teamwork

Teams



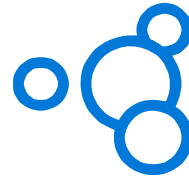
Hub  
for Teamwork

SharePoint



Intranets &  
Content Management

Yammer



Connect Across  
the Organization

Office Apps



Co-Author

Outlook



Email  
& Calendar

**Office 365 Groups**

Single team membership  
across apps and services

**Microsoft Graph**

Suite-wide intelligence  
connecting people and content

**Security and Compliance**

Centralized policy management

Learn more about our vision for  
teamwork at [Office 365](#)

# Demo

[Hub for Teamwork](#)  
[Employee Engagement](#)

