

11/1/2024



Microsoft CSP webinar
To SIEM or not to SIEM and Contraforce

11/1/2024



Agenda

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- Microsoft CSP Updates
- Microsoft CSP Copilot and M365 E3 Promo.
- Deciding to Sentinel or not to Sentinel: What are your options?
- Microsoft Sentinel: What does it do and how to plan for the cost?
- Introducing ContraForce: A fresh approach to managing Microsoft Sentinel and Microsoft Defender as the Managed Security Services Provider.

11/1/2024



Microsoft CSP Updates

Microsoft Licensing Changes Summary

Starting April 1, 2024,

New Microsoft/Office 365 Enterprise without Teams and Teams SKUs were added to CSP Pricelist

- New Enterprise suites without Teams are US\$1.75-\$2.25 cheaper per user per month, while the new standalone Teams SKU for Enterprise costs US\$5.25 per user per month
- End the sale of net-new subscriptions to all existing Enterprise SKUs with Teams (Office 365 E1/E3/E5 and Microsoft 365 E3/E5)
- Existing SMB and Frontline suites with Teams (Business Basic/Standard/Premium, MF1, MF3, OF31) continue to be available alongside the new versions without Teams
- Existing customers can continue using their current subscriptions.

Starting Oct 1, 2024

Old Microsoft/Office 365 Enterprise with Teams SKUs were deprecated from CSP pricelist

- New subscriptions could no longer be provisioned.
- Existing customers can still upgrade from O to M365 Enterprise.
- Change of billing term and billing frequency no longer possible
- NFP/Edu customers not affected
- If you have customers on legacy O365 SKUs and want monthly commit, will need to schedule migration

Launching Office LTSC 2024 for GA Oct 1, 2024

- Beginning on October 1, 2024, Microsoft Partners will be able to transact the following Office LTSC software via Partner Center:

Product	Product ID
Access LTSC 2024	DG7GMGF0PN5J
Excel LTSC 2024	DG7GMGF0PN5H
Excel LTSC for Mac 2024	DG7GMGF0PN5G
Office LTSC Professional Plus 2024	DG7GMGF0PN5F
Office LTSC Standard 2024	DG7GMGF0PN5D
Office LTSC Standard for Mac 2024	DG7GMGF0PN5C
Outlook LTSC 2024	DG7GMGF0PN5V
Outlook LTSC for Mac 2024	DG7GMGF0PN5W
PowerPoint LTSC 2024	DG7GMGF0PN47
PowerPoint LTSC for Mac 2024	DG7GMGF0PN46
Project Professional 2024	DG7GMGF0PN45
Project Standard 2024	DG7GMGF0PN44
Visio LTSC Professional 2024	DG7GMGF0PN43
Visio LTSC Standard 2024	DG7GMGF0PN42
Word LTSC 2024	DG7GMGF0PN41
Word LTSC for Mac 2024	DG7GMGF0PN40

Microsoft 365 NCE NFP Promo

Summary

- 20% NCE monthly commit premium waived for eligible NFP NCE M365 SKUs on NCE monthly commit, monthly payment subscription

Eligible Product

- M365 Business Standard
- M365 Business Premium
- M365 E3
- M365 E5

Promo period

- March 18 – Dec 31 2024

Customer Eligibility

- New NFP customers purchasing M365 for the 1st time
- Existing nonprofit customers upgrading to a more premium product
- Legacy CSP customers renewing on the new commerce experience

Reminder: Public Sector NCE Migration Timeline

NCE mandatory date for Edu/NFP

- Beginning **August 1, 2024**, new subscription purchases for available Education and Nonprofit SKUs must be on new commerce

Auto-migration of NFP/Edu legacy CSP subscriptions

- Began since September 1, 2024.
- Expiring subscriptions with retired products will not be renewed under NCE, and partners will need to migrate to a new corresponding replacement and assign the new licenses to users to avoid disruption to user services.

NFP/NCE CSP Incentives retirement

- March 31, 2025

Legacy CSP Admin Fee

- From April 1, 2025

More details:

- For Microsoft announcement, please visit <http://rhi.pe/1as>
- For more details, please refer to our [blog](#)

Key milestone	Date
New subscription purchase must be on new commerce	August 1, 2024
Microsoft led migration for Public Sector	September 1, 2024
End of legacy incentives	March 31, 2025

Copilot for Microsoft 365

Help customers get started quickly and with confidence

Accelerate M365 Core Suites

Scale your Copilot GTM

Cross-sell with Premium value

15% off

Copilot for Microsoft 365

Unlocks

- Get started with a team or department
- Partner as Customer Zero
- Capitalize on customer interest

Details

- Annual Term | Annual Bill
- New and existing Copilot for M365 customers with qualified [pre-req SKUs](#)
- Min 10 seat, max of 300 seats

Recipe for success

- Create a fixed-fee Getting Started offering that bundles key customer essentials needed to get started
- Identify and review data and security recommendations
- Configure settings, assign licenses, and communicate to end users
- Provide training and change management services

Available to All Markets from September 1st – December 31st, 2024

For more details review the FAQ: <https://aka.ms/CopilotCSPPromoFAQ>

New Global Promo Readiness Guide available September 3: <https://aka.ms/PromoReadinessGuide>

All Copilot Promos

Offer 1: Copilot Readiness Assessment

Earn cashback to spend on your customer’s Copilot readiness assessment when you have a qualified Copilot opportunity. Book a meeting with our experts and we will guide you through the assessment process.

Tip: Get 1.5 times more cashback when you use AvePoint's Policies and Insights for your Copilot assessment! Plus you will have access to AvePoint experts to help you interpret assessment results.

Eligible purchase: 5 minimum seats of eligible Copilot opportunities across multiple customers

Customer Tenant Size	Option 1: Copilot Readiness Assessment with AvePoint	Option 2: Copilot Readiness Assessment
Up to 40	\$150	\$100
40 - 80	\$300	\$200
80 - 120	\$450	\$300
120 +	Contact Us	Contact Us

Offer 2: Copilot Cashback

Earn up to \$2k cashback – the more Copilot you sell, the more you earn

- 10 minimum seats of eligible Copilot SKU the seats can be across multiple customers.

# of Microsoft Copilot for Microsoft 365 seats sold by partner	Cashback
10 - 19	\$250
20 - 49	\$600
50 - 99	\$1,000
100 +	\$2,000

All Copilot Promos

Offer 3: 15% off 10+ seats offer plus free Crayon workshop and more!

In this offer, you'll receive:

- 15% off when you add a new Copilot subscription with 10 or more licenses over one tenant
- Microsoft Launch Kit Resource to guide you design your copilot offer the best possible way
- Free half-day workshop from Crayon for your customers
- Free 2.5 hours training from Microsoft for your customers

Promotion Period: 1 September - 15 December 2024

Eligible Product Microsoft Copilot for Microsoft 365 (NCE Product) *Offer ID: CFQ7TTC0MM8R:0002

Eligible number of seats: 10 - 300 seats

# of Copilot for M365 seats sold by partner	Discount
10 +	15% off

Offer 4: Copilot 10:10 Offer

You could be eligible to earn 10% cashback on billed revenue when you sell 10+ licenses in one transaction. See 10:10 brochure [Here](#).

# of Copilot for M365 seats sold by partner	Cashback
10 + (with a minimum order value of \$3,420 USD)	10% of billed revenue



If you need additional support to navigate Copilot, sign up to our [Copilot QuickStart Program](#) and receive a Copilot Welcome Kit.

Trial with Co-termination

Try out Copilot by aligning Copilot subscription end date with existing annual commit NCE subscription

Scenario 1: Microsoft 365 with Copilot add-on

- Partner have a customer on a Microsoft 365 Business Premium subscription.
- The subscription is due to renew in three months, but the customer wants to add Copilot licenses for their executive team.
- By using co-termining, you can align the new Copilot licenses to the Business Premium subscription end date.

Blog: [How to streamline subscription renewals with co-termination \(crayonchannel.com\)](https://crayonchannel.com/blog/how-to-streamline-subscription-renewals-with-co-termination)

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Other Promos

11/1/2024



Dynamics 365

Bridge to the Cloud 2 promotion

Promotion summary

This promotion provides discounted Dynamics 365 online services for eligible Dynamics on-premises commercial customers committed to migrating to the cloud.

Duration

February 1, 2023, to December 31, 2025

Geography

Global

Promo type

New commerce experience, partner-led (CSP)

Products

Most Dynamics 365 SKUs with a three-year term are eligible; see product list in Exhibit A of the [policy document](#)

Discount percent and discount description

Discount of 40 percent for a three-year fixed term (non-renewable, non-cancellable)

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

Customer eligibility

Available to existing Dynamics on-premises commercial customers (as of September 1, 2022) with current/active Enhancement Plan (EP); promo not available for net-new customers

Customer's monthly CSP cost must be equal or greater than its EP cost (at suggested pricing per month)

End customer value prop

Provides "introductory" promotional price for customers migrating from Dynamics on-premises to Dynamics 365 online

Partner value prop

Receive CSP/NCE margins while helping your customer transition to the cloud

How it works

Partners placing eligible purchases through NCE partner-led motion should select the promotion during the purchase process and then update customer's on-premises account.

Next steps/Learn more

[Bridge to the Cloud 2 Policy and FAQ](#)



Microsoft

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New Commerce Transition promo for Nonprofits: Business Applications

New commerce experience promotions

Promotion summary

The Dynamics 365 and Power Platform New Commerce Transition promo for nonprofits was created to enable partners to accelerate customer acquisition. This promo provides a 16.67 percent discount to Dynamics and Power Platform customers who are new to NCE, existing nonprofit customers upgrading to a more premium product, or customers on legacy CSP migrating to the new commerce experience (NCE) who chose to start with a low-risk monthly commitment (MoM) on any of the items listed in the Products section.

Duration

March 18, 2024, to December 31, 2024

Geography

Global

Promo type

New commerce experience, partner-led (CSP)

Products

Dynamics 365

Power Platform

Discount percent and discount description

16.67 percent discount on monthly subscription

Customer eligibility

- New nonprofits purchasing Dynamics 365 or Power Platform first time
- Existing nonprofits upgrading to a more premium product
- Legacy CSP nonprofits renewing to the new commerce experience

Customers need to meet the [Nonprofits Grants and Credits Eligibility | Microsoft Nonprofits](#) requirements to be eligible for nonprofit offers and this promo. Education customers who do not meet the nonprofit eligibility requirements do not qualify for this promo.

End customer value prop

This new promotion provides discounted Dynamics 365 and Power Platform solutions to support customers starting or continuing their digital transformation journey as licensed through NCE.

Partner value prop

The Nonprofit BAP NCE promotion will help partners acquire new nonprofit customers, upsell to existing nonprofit customers, and help them transition from CSP legacy to CSP new commerce experience.

How it works

N/A

Next steps/Learn more

N/A

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

Dynamics 365 Business Central 10 percent discount for Microsoft 365 customers

New commerce experience promotions

Promotion summary

We're offering new Business Central customers a 10 percent discount on Business Central Essentials and Premium licenses for Microsoft 365 users. With the recent launch of Microsoft Copilot for Microsoft 365, the ability to work seamlessly between Business Central and Excel, Outlook, and Teams brings the power of AI to small and medium-sized businesses to improve the way work gets done.

Duration

August 1, 2024 to June 30, 2025

Geography

Global

Promo type

New commerce experience, partner-led (CSP)

Products

Dynamics 365 Business Central (Essentials and Premium)—annual commitment

Discount percent and discount description

10 percent off Dynamics 365 Business Central Essentials or Premium annual subscription

Customer eligibility

Available to new Business Central customers who have either Microsoft 365 Business Standard or Microsoft 365 Business Premium subscriptions, maximum of 300 seats.

End customer value prop

Microsoft Dynamics 365 Business Central is a comprehensive business management solution that helps small and medium-sized businesses (SMBs) connect their finance, sales, service, and operations teams within a single easy-to-use application. Join over 30,000 businesses that have moved to the cloud with Business Central to work smarter, adapt faster, and perform better.

When Dynamics 365 Business Central and Microsoft 365 work together, small and medium-sized businesses can boost productivity and redefine how work gets done. With data connected from Business Central to familiar apps like Excel, Outlook, and Teams, employees get the information they need without switching between applications. Using next-generation AI with Microsoft Copilot, employees can further streamline routine tasks like drafting content, summarizing meetings, providing email follow-up, and quickly finding answers to questions—all within the tools where they work best.

Partner value prop

This Business Central 10 percent discount helps CSP partners to cross-sell Business Central to Microsoft 365 customers looking for AI-powered business management solutions.

How it works

Offer applies automatically to eligible Microsoft 365 customers purchasing Business Central

Next steps/Learn more

See the [Offer FAQ](#) for more details and next steps.

Visit the [Dynamics 365 page](#) for additional AI resources.

Read [the blog](#) to learn more about Business Central + Microsoft 365.

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

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M365 E3

New! Do More with Microsoft 365 E3 Accelerate promotional offer

New commerce experience promotions

Promotion summary

We're pleased to announce that a new Microsoft 365 E3 15 percent offer is now available to CSP partners. With the Do More with Microsoft 365 E3 Accelerate promo, CSP partners can continue offer 15 percent off Microsoft 365 E3 for eligible, new-to-Microsoft 365 E3 customers.

This continues to be a great opportunity for partners to position this offer to re-engage with existing Office 365 E3 customers to consider upgrading for a secure productivity solution.

This offer will replace the previously available Do More with Less (DMWL) Microsoft 365 E3 offer.

Duration

July 1, 2024 to June 30, 2025

Geography

Worldwide

Promo type

New commerce experience, partner-led (CSP)

Products

Microsoft 365 E3 (including EEA and No Teams), annual commitment

Discount percent and discount description

15 percent off Microsoft 365 E3, annual commitment only

Customer eligibility

Available only to new-to-Microsoft 365 E3 customers ("FirstPurchase" constraint).

Note that customer subscriptions purchased prior to July 1, 2024, with the previous

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

DMWL 15 percent offer applied **will not** renew with the new promotion.

End customer value prop

Microsoft 365 E3 empowers customers to do more with less, eliminating redundant licenses to save costs, simplifying IT management, and protecting their digital workers.

Microsoft 365 also enables customers to safely run their business from anywhere with a secure, comprehensive, AI-powered cloud solution. Get ready to put the power of AI to work.

Partner value prop

The Do More with Microsoft 365 E3 offer was created for partners to accelerate new customers migrating from on-premises software to the Microsoft 365 cloud and/or upsell existing customers from eligible subscriptions (such as Office 365 E3) to Microsoft 365 E3 through AI and cloud-only value.

How it works

Offer applies automatically to eligible customers purchasing Microsoft 365 E3

Transaction Limits

1–2,400 licenses

Next steps/Learn more

See the [offer FAQ](#) for more details and next steps.



Microsoft 365 E3 3-year 10% Accelerate offer in CSP

New commerce experience promotions

Promotion summary

We launched three-year subscriptions of Microsoft 365 E3 in CSP on September 1, 2024, with a 10 percent promotional discount. This offer is designed to provide partners another option to drive Office 365 E1/E3 upsell to Microsoft 365 E3 with customers who are concerned about long-term price predictability.

M365 E3 continues to be the foundational suite of productivity and security, especially as customers embrace enterprise-grade AI.

Duration

September 1, 2024 to June 30, 2025

Geography

LATAM, ASEAN (excluding Singapore), Japan, Korea, and India

Promo type

New commerce experience, partner-led (CSP)

Products

Microsoft 365 E3, Microsoft 365 E3 No Teams

Discount percent and discount description

10 percent off three-year subscriptions
Billing availability: Prepaid (three years upfront) | Annual

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

Customer eligibility

New-to-Microsoft 365 E3 ("FirstPurchase" constraint)

Transaction limits

100–2,400 licenses

End customer value prop

Microsoft 365 E3 provides customers with a foundational suite of productivity and security applications for the modern workplace. It includes additional features such as advanced security, compliance tools, and full access to Office applications.

Partner value prop

When transacting three-year Microsoft 365 E3 SKUs with eligible customers and eligible deal sizes, CSP partners will receive 10 percent off the net partner price over the entire subscription term.

You can pitch this offer to customers who prefer longer-term guaranteed pricing to protect against FX fluctuations, complex migration timelines, and other pricing frictions.

Next steps/Learn more

Review the [Offer FAQ](#) for additional details.

Office 365 E1/E1 Plus

Office 365 E1 Plus CSP 30% launch promotion

New commerce experience promotions

Promotion summary

Microsoft launched Office 365 E1 Plus in Cloud Solution Provider (CSP) on September 1, 2024. This new product launch and 30 percent off promotional offer is designed to provide partners another option to acquire new, price-sensitive customers on an entry-level SKU that still retains key security features for a M365 zero trust advantage.

Normally priced at 20 USD per user per month, Microsoft is also launching a 30 percent promotion for eligible customers to help fuel partner acquisition efforts in markets where pricing sensitivity and budget constraint headwinds exist.

Duration

September 1, 2024 to June 30, 2025

Geography

LATAM, India, ASEAN, Africa*, the Middle East*, and Central Asia*

*available to select markets starting October 1, 2024

Promo type

New commerce experience, partner-led (CSP)

Products

Office 365 E1 Plus, Office 365 E1 Plus No Teams

Discount percent and discount description

30 percent off annual subscriptions

Billing availability: Prepaid (one year upfront) | Monthly

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

Customer eligibility

New-to-Office 365 E1 Plus ("FirstPurchase" constraint)

Licenses minimum/maximum

Seat minimum: 100 licenses

Seat maximum: 2,400 licenses

End customer value prop

Office 365 E1 Plus builds upon Office 365 E1's basic Office applications and email bundle by adding Intune, Entra ID, and O365 DLP. At 20 USD per user per month, O365 E1 Plus serves as a budget alternative for price-sensitive customers unable to purchase M365 E3.

Partner value prop

Designed as an alternative option for customers without the budget flexibility to purchase M365 E3, partners can use this offer to standardize their customer base on an offer that still has entry-level security value.

With the 30 percent discount, partners can use O365 E1 Plus to:

1. Acquire new customers
2. Drive on-premise to M365 migration
3. Upsell existing O365 E1 customers to a product with security

Next steps/Learn more

Review the [Offer FAQ](#) for additional details.

Office 365 E1 60% Acquire promo for ASEAN

New commerce experience promotions

Promotion summary

On September 1, 2024, we're launching the ASEAN Emerging Markets Office 365 E1 promotion for eligible new-to-Microsoft Cloud commercial customers. This 60 percent offer is designed for customers looking to migrate from non-Microsoft cloud subscriptions or on-premises perpetual products to an Office 365 E1 Microsoft Cloud subscription.

Duration

September 1, 2024 to June 30, 2025

Geography

ASEAN, excluding Singapore (See the [promo terms and conditions](#) for specific market coverage.)

Promo type

New commerce experience, partner-led (CSP)

Products

Office 365 E1, annual commitment

Discount percent and discount description

60 percent off Office 365 E1 and Office 365 E1 (No Teams), annual commitment

Customer eligibility

See the [promotion terms and conditions](#) for customer eligibility criteria. This offer is designed to provide "introductory" promotional pricing for customers migrating from non-Microsoft cloud licenses or current on-premises solutions.

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

Eligible customers currently cannot have more than 100 seats of a Modern Work cloud license (see Schedule 1 in the T&Cs for products that count toward the limit) and must purchase a minimum of 100 seats of Office 365 E1.

End customer value prop

This introductory promotional pricing will help alleviate migration costs to the Microsoft 365 environment. Partners should use this offer as a fallback option for customers looking to migrate from third-party solutions or on-premises software to Microsoft 365, but whose budget cannot support Microsoft 365 E3 adoption.

How it works

Partners placing purchases for eligible customers who fit the promotional T&Cs through NCE partner-led motion should select the promotion during the checkout flow in Partner Center.

Optional promotion: Partners must validate their customer's eligibility under the terms and conditions and then manually select or apply the promotion to the customer's transaction in Partner Center.

Transaction limits

100–2,400 seats of Office 365 E1. For transactions under 100 seats or over 2,400 seats, partners won't have the option to apply the promotion in the checkout flow.

Next steps/Learn more

See the [Offer FAQ](#) for more details and next steps.

Windows 365 CSP 15 percent promo

New commerce experience promotions

Promotion summary

Windows 365 Cloud PC has revolutionized hybrid end-user computing. To create more partner and customer excitement, we've introduced a 15 percent off promo for all Windows 365 SKUs (Business, Enterprise, and Frontline) for new-to-Windows 365 customers on CSP.

Windows 365 Enterprise has a licensing prerequisite of at least Windows E3, Intune, Azure AD P1, all which are covered by Microsoft 365 Business Premium, E3, or E5.

Duration

September 1, 2024 to February 1, 2025

Geography

Global

Promo type

New commerce experience, partner-led (CSP)

Products

Windows 365 Business, Enterprise, and Frontline (all performance SKUs)—annual and monthly commitment subscriptions

Discount percent and discount description

15 percent off Windows 365 Business, Enterprise, and frontline annual or monthly subscription for new-to-Windows 365 CSP customers

See the latest [Operations Promo Guide Excel](#) file for the latest list of promotion IDs and product SKU IDs for all new commerce promotions. The new commerce promotion details tab in the Excel file allows partners to filter by promotion type.

Customer eligibility

Available only to new-to-Windows 365 Customers

End customer value prop

Securely stream your Windows experience—including your personalized apps, content, and settings—from the Microsoft Cloud to any device with your Windows 365 Cloud PC.

Combine the power and security of the cloud with the versatility and simplicity of the PC. From contractors and interns to software developers and industrial designers, Windows 365 enables a variety of new scenarios for the new world of work.

Partner value prop

In partnership with Microsoft, partners can sell Windows 365 and offer services to address their customers' primary use cases, including hybrid work and elastic workforces, while increasing their own revenues.

How it works

Offer applies automatically to eligible customers purchasing Windows 365 Business, Enterprise, or Frontline.

Next steps/Learn more

See the [Offer FAQ](#) for more details and next steps.

Changes to storage policies for unlicensed OneDrive accounts

Summary

- Beginning **January 27, 2025**, any OneDrive user account that has been unlicensed for longer than 93 days becomes inaccessible to admins and end users.
- The unlicensed account is automatically archived, viewable via admin tools, but remains inaccessible until administrators take action on them.
- You can identify unlicensed OneDrive accounts by generating unlicensed user report at SharePoint Admin center.
- After identifying the unlicensed OneDrive account, you can choose to license or delete the account. If no action is taken, the account is automatically archived from **January 2025**.
- Changes do not apply to EDU, GCC, or DoD customers.

Archive and access unlicensed OneDrive Account

Archival

- If no action is taken, the account remains archived through [Microsoft 365 Archive](#) for retrieval later.

Retrieval

- If you want to access the data of the now inaccessible unlicensed OneDrive account, reactivation is required, and you must do the following prerequisites to set up [Microsoft 365 Archive](#):
 1. Set up and link Azure subscription in [Syntex pay-as-you-go](#).
 2. Must have Global admin or SharePoint admin permissions.
 3. [Enable Microsoft 365 Archive](#) Unlicensed Account billing (billing is available starting April 2025).



Charges from archived accounts

Archived data tier storage: **\$0.05/GB**

Reactivation of archived data after 7 days:
\$0.60/GB

Charges from archived accounts

Microsoft 365 Archive charges for both storage and account reactivation. For more information about Microsoft 365 Archive pricing, see [Pricing model for Microsoft 365 Archive \(Preview\)](#).

Once a payment method is provided, billing follows the routine cycle for archived content. If the billing is put down to reactivate one particular unlicensed account, the reactivation fee is applied for \$0.60/GB for that account, and from that month onward, the storing fee of \$0.05/GB/Month will also be applied for all unlicensed accounts within the organization that's longer than 90 days.

For example, if an organization has 100 unlicensed OneDrive accounts, each consuming 1 TB for a total of 100 TB, and enforcement occurs between January and March 2025, the 100 unlicensed accounts are automatically archived. If the organization needs to reactivate a specific account in October 2025 and set up billing, they incur the following costs:

- A one-time reactivation fee of \$0.60/GB for 1TB, totaling \$614.40.
- A monthly storage fee of \$0.05/GB for 100TB, amounting to \$5,120/month starting from October 2025.

[Manage unlicensed OneDrive user accounts - SharePoint in Microsoft 365 | Microsoft Learn](#)



When to Sentinel

Security Consultant: Michael Brooke



INTRODUCTION

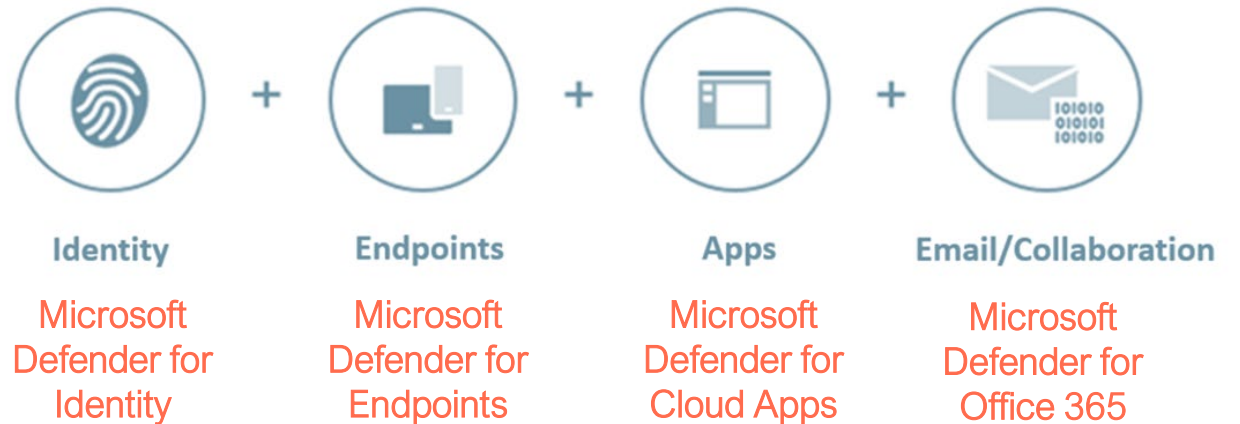
Alert logging with a Basic Security Posture



Microsoft 365 Defender

- Coordinates the detection, prevention, investigation, and response to threats.
- Protects identities, endpoints, apps, and email/collaboration.
- Integrated protection against sophisticated attacks

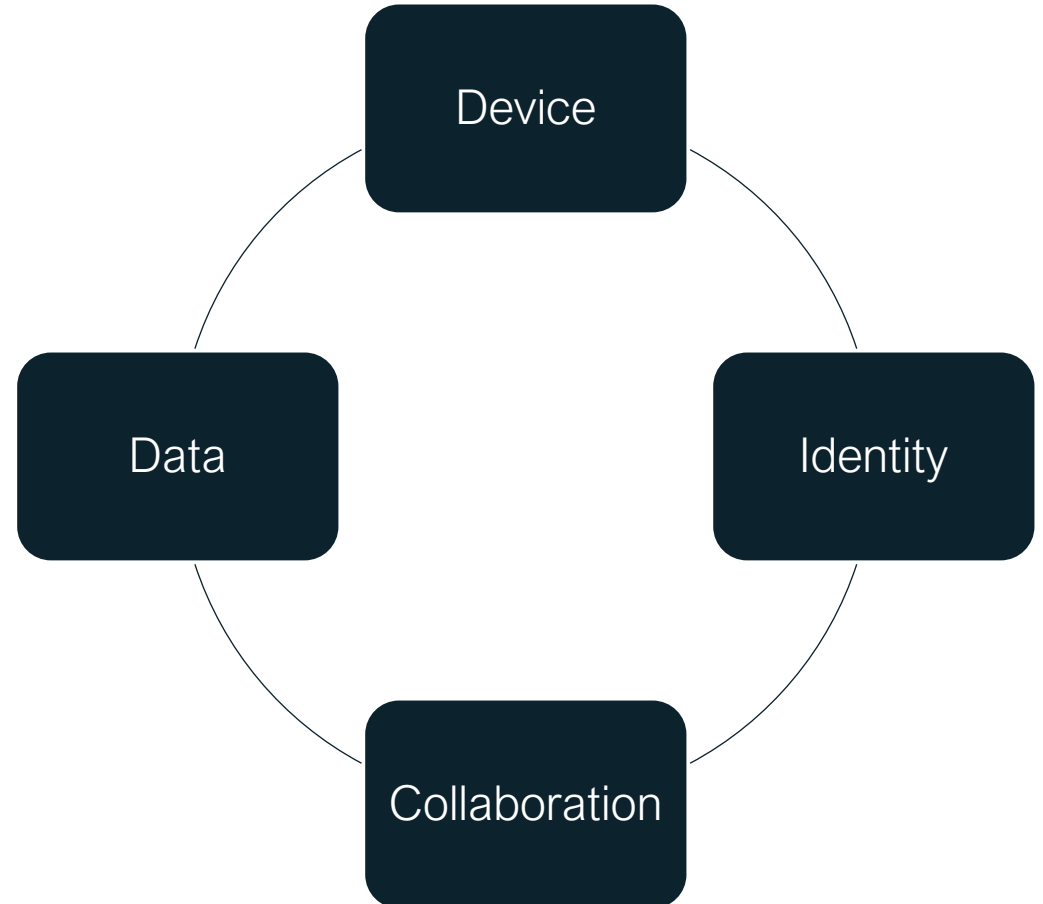
Integrated Microsoft 365 Defender Experience



INTRODUCTION

When Defender XDR – M365 Defender


- Organisation is primarily M365 Business Premium, M365 E5 or E5 Security
- Limited / No on premise server infrastructure
- 1 month detailed alert and incident data / 6 months of alert information




Move faster with simplified threat detection and response


Infrastructure


Devices


Users


Applications



Modernize your SecOps with Microsoft Sentinel

Cloud-native

Powered by AI

300+ partner integrations

Built-in automation

Across multicloud, multiplatform

Powered by community + backed by Microsoft security experts



Detection

Correlate alerts into actionable incidents using machine learning



Investigation

Visualize the full scope of an attack



Response

Act immediately with built-in automation



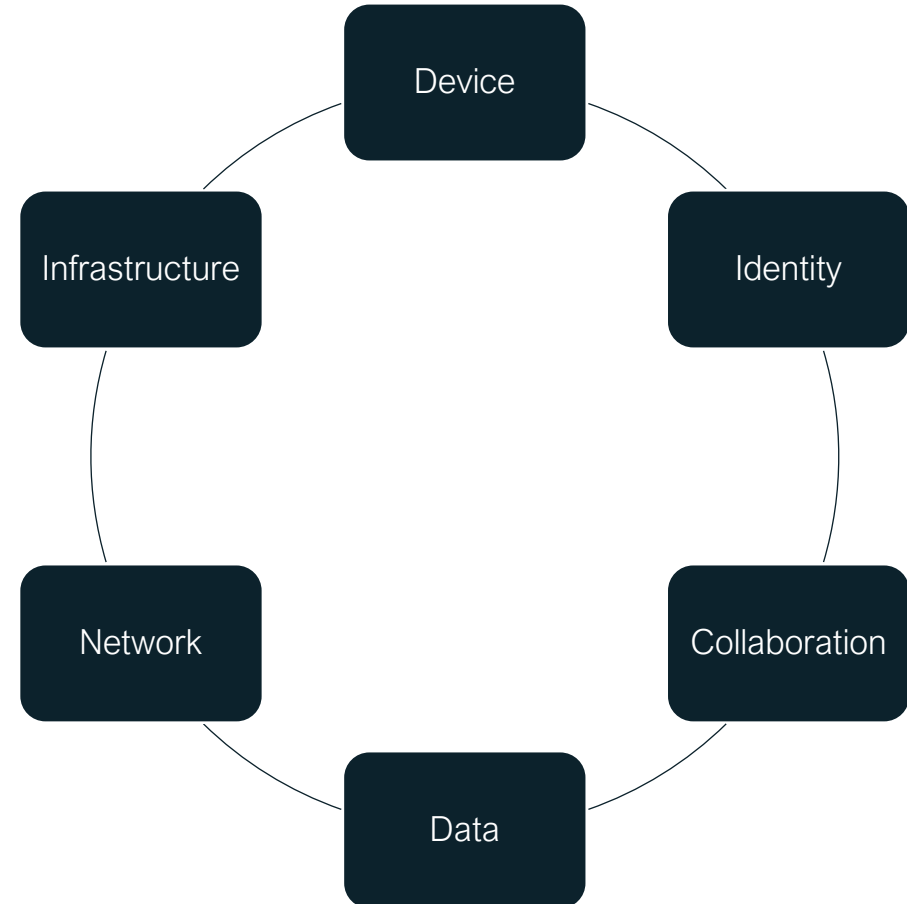
Threat hunting

Hunt across all data with powerful search and query tools

INTRODUCTION

Choose Microsoft Sentinel, when:

- You want to use Security Copilot for more comprehensive analysis
- Client requirement log data must be retained
- Part of a Security Operations Centre
- Advanced threat hunting
- Data is required to be retained for >90 days
- Log ingestion from non M365 sources



Free Ingestion sources (Sentinel)

- Azure Activity Logs
- Microsoft Sentinel Health
- Office 365 Audit Logs, including all SharePoint activity, Exchange admin activity, and Teams
- Defender 365 (XDR) alert data
 - Microsoft Defender XDR
 - Microsoft Defender for Cloud
 - Microsoft Defender for Office 365
 - Microsoft Defender for Identity
 - Microsoft Defender for Cloud Apps (excluding Firewall logs)
 - Microsoft Defender for Endpoint
- M365 E5, E5 Security, A5, F5: 5 MB per user/per day
 - Azure Active Directory (Azure AD) sign-in and audit logs
 - Microsoft Defender for Cloud Apps shadow IT discovery logs
 - Microsoft Information Protection logs
 - Microsoft 365 advanced hunting data



Microsoft Sentinel

Managing Sentinel costs

Sentinel is an effective and powerful SIEM, to minimise costs, here are some ideas

- Use Basic logs for high volume sources like Firewall / Network
- Set up Cost Management alerts
- Enable the least number of connectors needed



Reducing Sentinel spend



ContraForce

Security Service Delivery Platform

Security Operations is Our DNA

Meet ContraForce



Microsoft Intelligence Security Association
Member



ISO 27001
In Progress



SOC 2 Type II
Certified



GDPR
In Progress



Our team has over 150+ years of combined Security Operations experience

Our Investors:



DATATRIBE



Key Takeaways



Enable Security Service Delivery

ContraForce enables your security operations management for security service delivery



Complement Your Existing Security Stack

ContraForce utilizes your existing security stack and turns detections into remediation



Reduce Risk and Generate Revenue

ContraForce is simple, affordable, and provides robust security coverage

Security Services Are Table Stakes

Why is now the right time?

Security Services for SMBs and SMEs are in Demand



Record SMB Attacks

The 2023 ITRC Business Impact Report shows 73% of SMBs experienced a cyberattack, data breach, or both in the past 12 months, up from 43% in 2022.



Security Service Growth

Security Operations management represents a \$500B total addressable market with only a ~5% current penetration, with the MDR market growing at 26% CAGR.



MSSPs Need Help

MSSPs are on the front lines with customers, requiring security operations support for enterprise security tools to deliver effective 24x7 security service outcomes.

Gartner | [Forecast Analysis: Information Security and Risk Management, Worldwide.](#)

McKinsey | New survey reveals \$2 trillion market opportunity for cybersecurity technology and service providers

Expand Your Security Operations, Grow Your Business

Benefits for Service Providers



Grow Revenue

Jump start a new revenue stream with ContraForce, and reduce overhead and labor costs.



Expand Margin

With a standard operating model and automation, deliver margin with the resources you have now.



Reduce Risk

ContraForce manages deliverables, terms, and ensures threat coverage so you can focus on your expertise.

Managed Microsoft Defender for Business

Supercharge Business Premium Security

Key Elements	Business Standard	Business Premium
Price	\$12.00/User/Mo	\$25.00/User/Mo
Office Desktop Apps	✓	✓
Office Online Apps	✓	✓
Device Management	✗	✓
Entra ID (User Signals)	✗	⚡
Defender for O365	✗	⚡
Defender for Business	✗	⚡
ContraForce for EDR	✗	⚡

\$25.00 price based on Microsoft Business Premium monthly price of \$22 per User plus \$3 per Endpoint for ContraForce Storm.

Focus on the Things That Matter

Threat Detection, Investigation, and Response Workflow

Deliver World Class Security Services





Continuous Improvement







Quickly Generate New Revenue Streams

Stand-up an MDR Service

Traditional Roadblocks

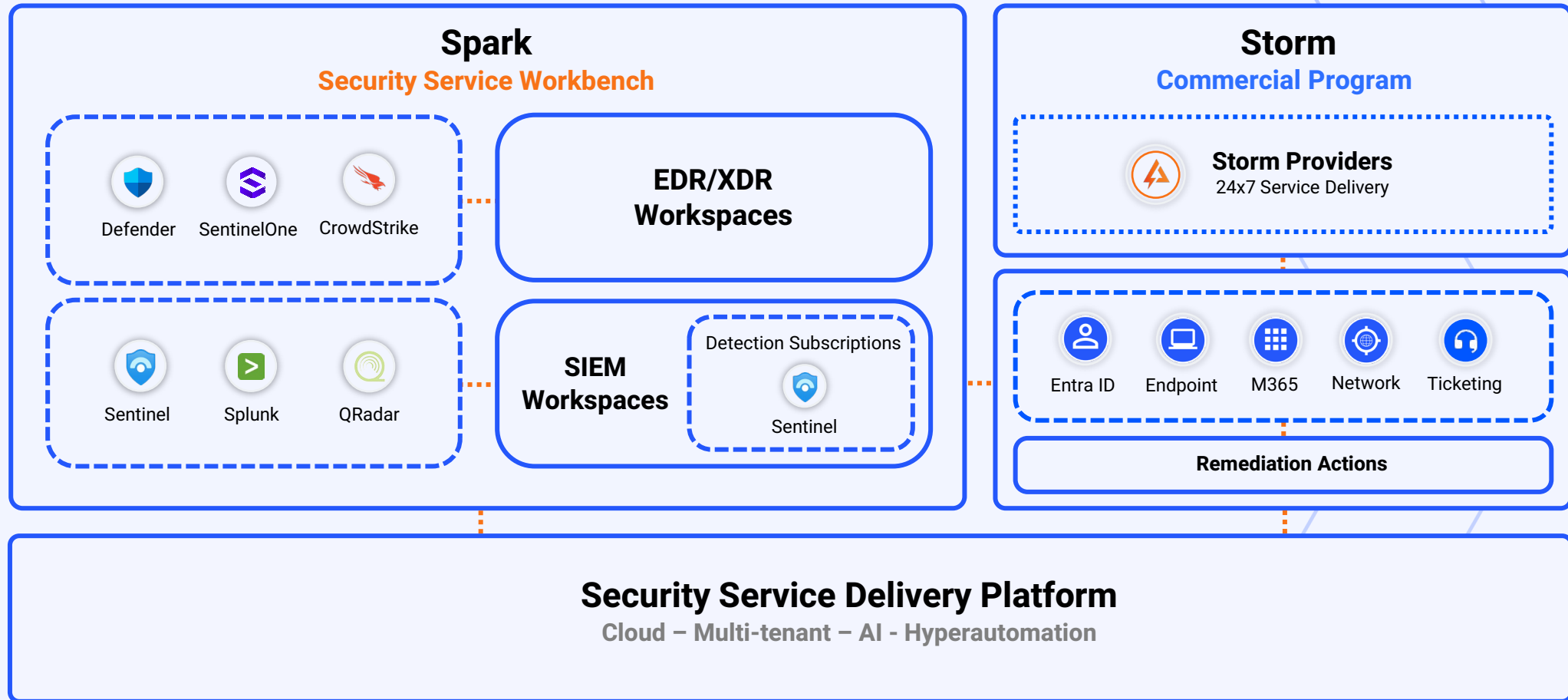
-  Cyber and engineering labor shortage
-  High setup costs
-  Evolving threat landscape
-  Multi-Tenant Service Management

MDR Delivery with ContraForce

-  No infrastructure investments
-  Minimal engineering cost
-  Up-to-date security content
-  Multi-tenant remediation automation

Security Service Delivery Platform (SSDP)

The ContraForce Platform



Enhance Security and Simplify Operations

Storm Service Deliverables



Standard Objectives

24x7 continuous monitoring for threat detection, investigation and remediation.



< 1 Hour SLA

Time to notify and respond for confirmed high severity security incidents using authorized actions.



Human Powered

Real-time continuous monitoring, response, and remediation for around the clock support.



Customer Satisfaction

Customer satisfaction (CSAT) surveys and SLA adherence for quality assurance.



MICROSOFT
Defender XDR



SENTINELONE
SentinelOne XDR



CROWDSTRIKE
CrowdStrike XDR



MICROSOFT
Sentinel



CISCO
Splunk



IBM
QRadar



Service Objectives

Supported EDR/XDR and SIEM modules

How is ContraForce Priced?

Choose Your Service Delivery

Spark Self-Managed

Select Your Client's Workspace:

EDR
/User/Mo

SIEM
/User/Mo

OR

Storm Co-Managed

Select Your Client's Workspace:

EDR
/User/Mo

SIEM
/User /Mo

Available Add-On: • Custom Detection Rule Creation

Choose Your Service Delivery

Spark Self-Managed

Select Your Client's Workspace:

EDR
\$1.00
/User/Mo

SIEM
\$2.00
/User/Mo

OR

Storm Co-Managed

Select Your Client's Workspace:

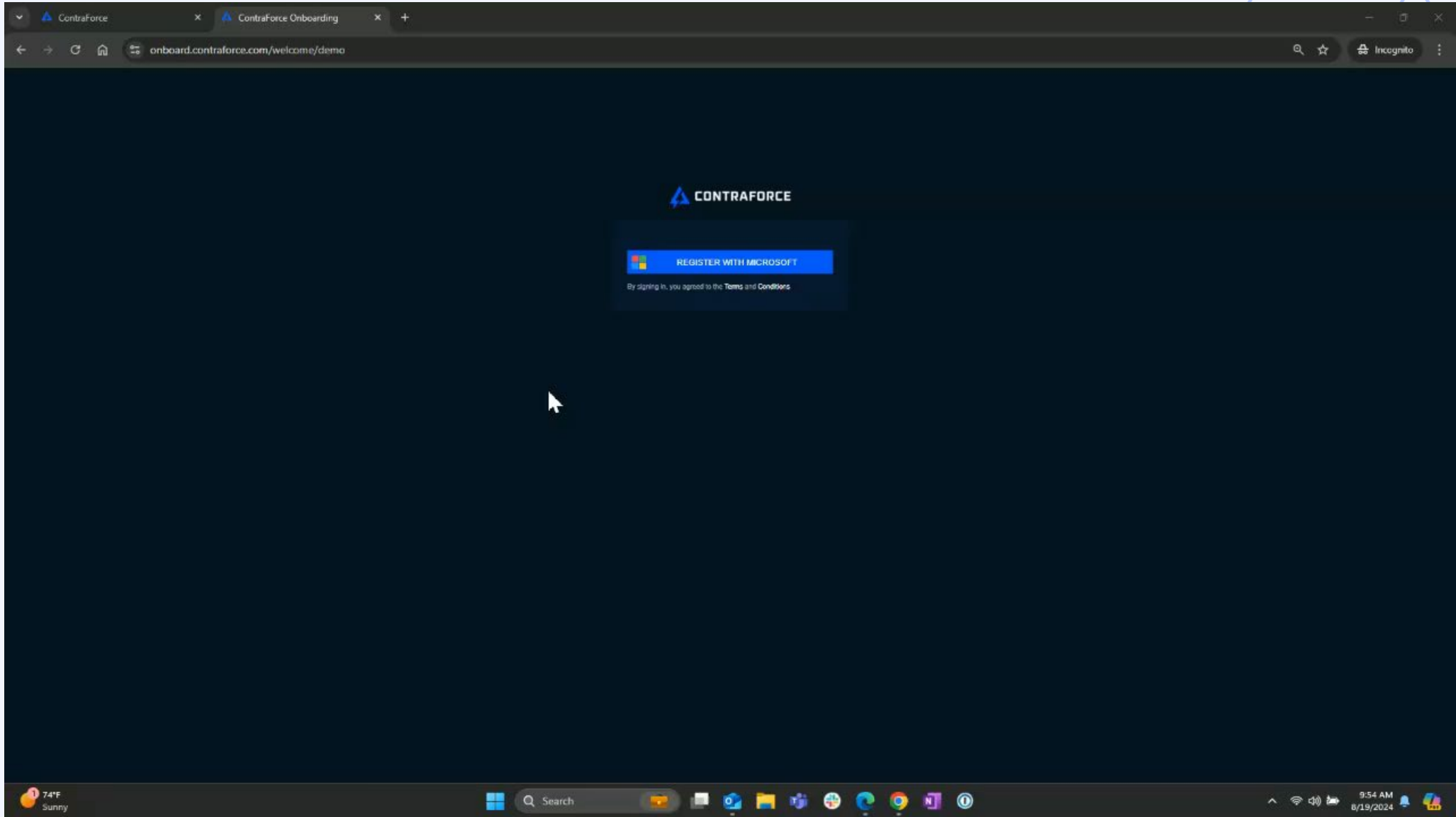
EDR
\$3.00
/User/Mo

SIEM
\$6.00
/User/Mo

Discount bands available. Storm suggested client sale price: Managed EDR \$6.00, Managed SIEM \$8.00

ContraForce Onboarding

Onboard with ContraForce in 3 Easy Steps!



The Old Way...

Microsoft Sentinel Remediation Workflow with AutoTask

The screenshot displays the Autotask web interface. At the top, there is a navigation bar with the Autotask logo, a search bar containing '54808', and menu items for Dashboards, Create, My, Calendar, and Bookmarks. The main content area is titled 'Ticket Search' and includes a 'Search Filters' dropdown. Below this, there are buttons for '+ New', 'Export', and a refresh icon. A table lists search results with columns for Ticket Number, Title, Description, Account, Contract, Queue, Resources, Role, Status, Priority, Created, Due, Total Hours Worked, and Billed Hours. One ticket is visible with the following details:

Ticket Number	Title	Description	Account	Contract	Queue	Resources	Role	Status	Priority	Created	Due	Total Hours Worked	Billed Hours
T20240425.0004	#54808 - Severity: High - Successful Sign-in after Credential Dumping - Microsoft Entra ID	The user 'John Doe 1' had a successful sign-in after their credentials were dumped in plaintext. It is recommended to perform an immediate password reset for the affected user. For more information on	Microsoft		Triage			New	High	04/25/2024 05:25 PM	04/26/2024 05:24 PM	0.00	0.00

At the bottom of the table, it shows '1 - 1 of 1 (0 selected)' and '25 rows per page'. The Windows taskbar at the bottom indicates a temperature of 54°F, 'Partly sunny' weather, and the date/time as 3:32 PM on 4/25/2024.

The Best Way!

ContraForce Remediation Workflow

The screenshot displays the ContraForce Remediation Workflow dashboard. The interface is dark-themed and includes a sidebar with navigation icons. The main content area is titled "Command" and features a "Home" link. A "Last Refreshed" indicator shows the time as 11:22:56 AM with a refresh icon and a "24 Hours" filter.

Incident Tracker

Workspace	High	Total
cf-la-ws-20201105050627	↑ 146 178	↑ 431 529

Latest Gamebook Activity (1)

Workspace	Status	Incident	Owner
cf-la-ws-20201105050627	Finished	38	50

Data Connector Anomalies

- cf-la-ws-20201105050627: Microsoft Entra ID Identity Protection (By Microsoft)
- cf-la-ws-20201105050627: Microsoft Defender for Identity (By Microsoft)
- cf-la-ws-20201105050627: Security Events via Legacy Agent (By Microsoft)
- cf-la-ws-20201105050627: [Unreadable]

Incidents

Search: [] UPDATE INCIDENTS [] All Workspaces [] Severity [] Status []

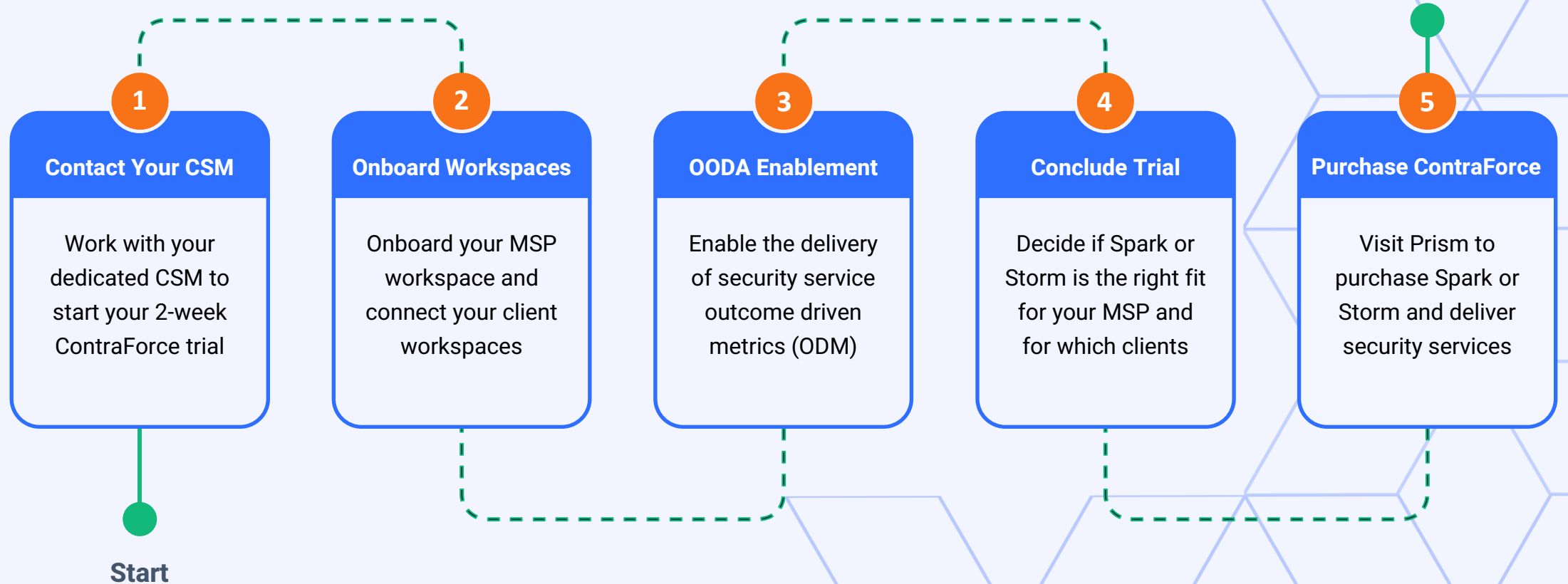
Source	Severity	Workspace	Title	ID	Creation Time	Status	Owner	
<input type="checkbox"/>	Sentinel	High	cf-la-ws-20201105050627	User Assigned Privileged Role	54937	4/29/2024 9:22:42 AM	New	Jessica Jones
<input type="checkbox"/>	Sentinel	High	cf-la-ws-20201105050627	Test Sam Lockout involving one user	54856	4/29/2024 8:39:10 AM	New	Matt Murdock
<input type="checkbox"/>	Sentinel	High	cf-la-ws-20201105050627	User Assigned Privileged Role - Microsoft Entra ID	54855	4/29/2024 7:47:10 AM	New	Matt Murdock
<input type="checkbox"/>	Sentinel	Medium	cf-la-ws-20201105050627	Attempt to Obtain Domain Information - Microsoft Defender for Endpoint	54893	4/29/2024 5:32:41 AM	New	Luke Cage
<input type="checkbox"/>	Sentinel	Medium	cf-la-ws-20201105050627	Attempt to Obtain Domain Information - Microsoft Defender for Endpoint	54892	4/29/2024 5:27:41 AM	New	Jessica Jones
<input type="checkbox"/>	Sentinel	Info	cf-la-ws-20201105050627	An automated investigation was triggered in Windows Defender	54891	4/29/2024 5:22:53 AM	New	Jessica Jones

The Windows taskbar at the bottom shows the system tray with weather (48°F, Partly sunny), search, and various application icons. The system clock indicates 11:25 AM on 4/29/2024.

What's the Process?

Help Every Step of the Way

How Do I Get ContraForce?



What Did We Cover?

Key Takeaways



Massive Market Opportunity

Looking to provide MDR or improve your existing offering? We can help.



High Perceived Customer Value

Increase customer retention, capture new logo acquisition and increase margin!



Have the Conversation!

Engage with your local Crayon sales team to facilitate an intro, demo or evaluation.

MSP Only Promotion

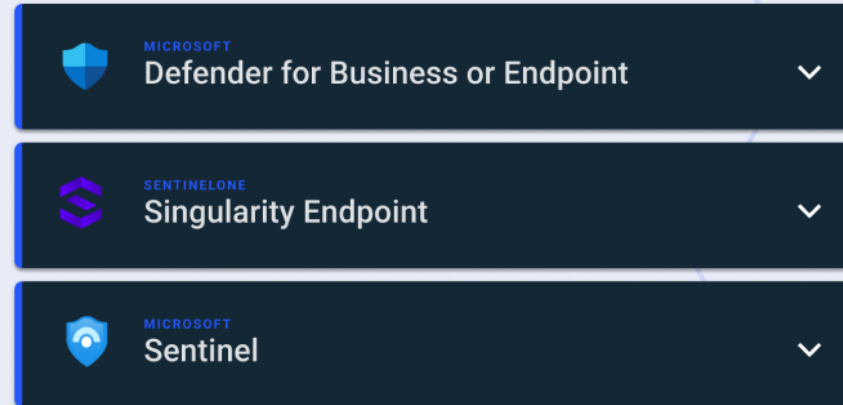
Storm Internal NFR

Storm
Co-Managed

Secure Your MSP:

EDR
FREE
/User/Mo

SIEM
FREE
/User/Mo



Storm Internal NFR Supports:
24x7 Support for EDR and SIEM modules

Initial Storm internal NFR is free for 2-months up to 20 seats.
To continue access to your NFR, place an order within the first 2-months.

At anytime..

Contact Me



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Service Provider Lead



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