



**Microsoft Security**

# What is Microsoft Security?

Unify security operations across prevention, detection, and response with a comprehensive, genAI-powered platform. Empower defenders by centralizing security data, capabilities, and threat intelligence.

## The Partner Opportunity

Enterprises and small- to medium-sized businesses (SMBs) are both increasingly interested in Microsoft Security. The explosion of interest in GenAI, the continuing evolution of cyber threats, and ongoing economic uncertainty are among the factors contributing to this in security and compliance solutions.

## Dynamic Defense for Today's Threat Landscape



### Unify, streamline, and simplify threat analysis

Free analysts to focus on high-value tasks by integrate threat protection capabilities across a unified platform – rather than a patchwork of siloed tools.



### Deliver impact across the threat lifecycle

Enhance threat detection capabilities, accelerate response time, and make the shift towards a more holistic security posture.



### Prevent breaches across the multiple-platform, multicloud environment

Proactively improve the security posture with unified exposure management that continuously discovers, learns, and responds to risks in all connected systems, powered by Microsoft global threat intel and security experts.



### Detect and defend against threats with real-time protection

Coordinate defense across security layers and prevent attackers from reaching critical assets with AI-generated decoys and lures, disrupting the kill chain in the early stages, and automating response to significantly reduce dwell time.



### Rapidly remediate threats with generative AI

Improve SOC responsiveness with a unified analyst experience that reduces context-switching and delivers a streamlined threat-intel enriched investigation experience with step-by-step guidance and automation.

Disrupt ransomware attacks in an average of

**3 minutes**<sup>2</sup>

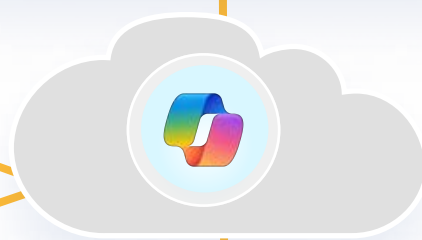
**80–90%**  
of compromise originates from unmanaged devices<sup>1</sup>

**93%**  
reported Copilot helped them improve the quality of their work<sup>3</sup>

Lower the risk of a material breach by **60%** with XDR + SIEM<sup>6</sup>

**97%**  
of security professionals said they want Copilot next time they do the same task<sup>5</sup>

Basic security hygiene still protects against **99%** of attacks<sup>4</sup>



### Microsoft Sentinel

Cloud-native SIEM and SOAR for secure enterprise-wide analytics and threat detection and response.



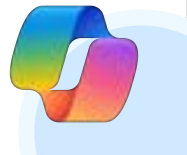
### Microsoft Security Exposure Management

Effective exposure management for a unified view of the attack surface, attack path analysis, and consolidated exposure insights.



### Microsoft Security Copilot

AI-enabled security assistant that offers rapid incident response, security posture management, automated security report generation, and more.



### Microsoft Defender XDR

Extended detection and response with unified security across multiple domains, from endpoints and IoT devices to cloud workloads.

### Microsoft Defender for Cloud

CNAPP for unified visibility, threat protection in the cloud, vulnerability management, and more.

### Microsoft Defender Threat Intelligence

Dynamic threat intelligence to identify cyber attackers, accelerate threat detection and remediation, and enhance existing security workflows.



## New ME5 Partner Discount - 15% off

Partners can receive 15% off Microsoft 365 E5. The promotion is open to all markets for new first-time purchases of up to 2,400 seats, January 1, 2025 - June 30, 2025.



## Unlock Profitability in a Growing Market

Partnering with Ingram Micro and Microsoft Security allows you to elevate your security business in today's cybersecurity-focused world. With a comprehensive suite of solutions, recurring revenue potential, and service-based income opportunities, this collaboration helps resellers meet diverse customer needs while driving sustainable growth in a high-value market.



### High-value market

Cybersecurity is a growing concern for businesses, making Microsoft Security a sought-after solution with a large potential customer base.



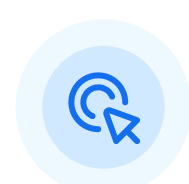
### Comprehensive suite

Microsoft offers a wide range of security products like Defender, Sentinel, Purview, and Identity Protection, allowing resellers to cater to diverse customer needs and sell multiple products within a single suite.



### Recurring revenue

Many Microsoft Security products are subscription-based, providing a consistent revenue stream through ongoing license renewals.



### Service-based opportunities

Beyond just selling licenses, resellers can generate additional income through consulting, implementation, training, and ongoing support services related to Microsoft Security.

## Learn More About Microsoft Security with Ingram Micro

As the threat landscape continues to evolve, more organizations are turning to Microsoft Security to modernize and stay ahead of threats. With an industry-leading portfolio of cybersecurity offerings, Microsoft Security can help unify and strengthen cybersecurity for enterprises and SMBs alike.

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**UNLOCK**  
WHAT'S BEYOND

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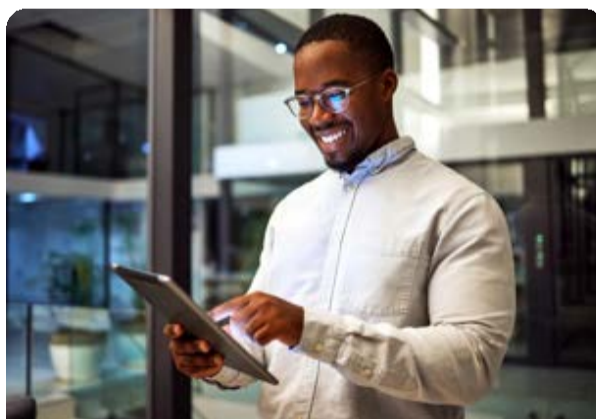
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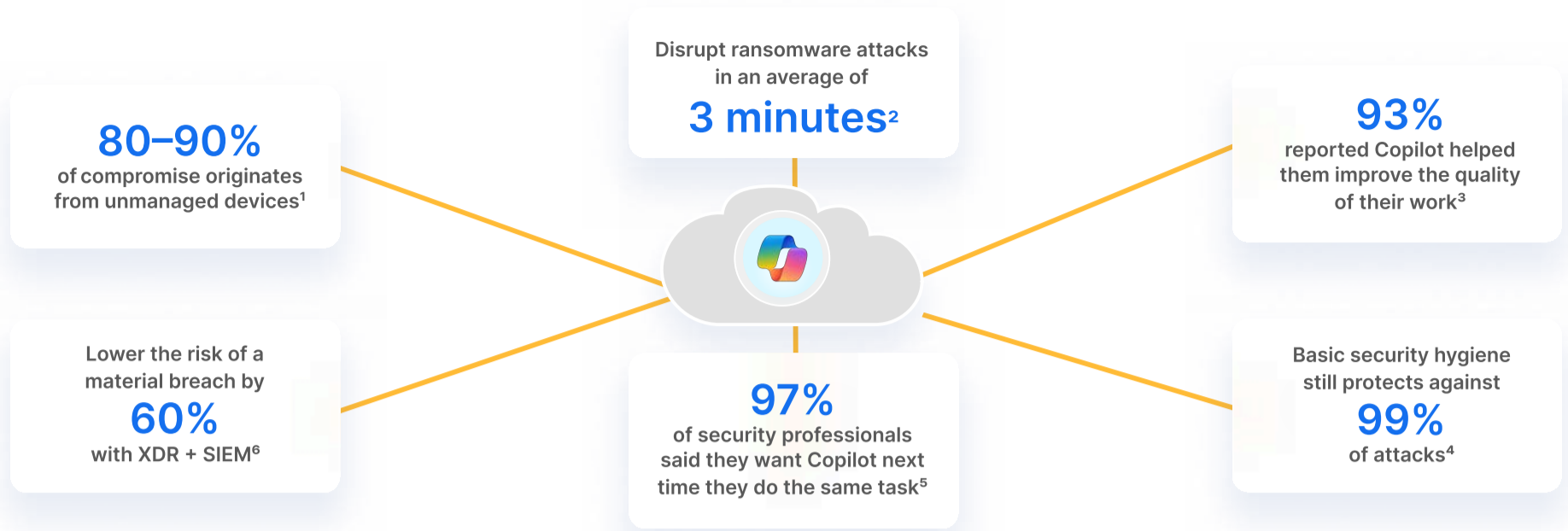


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## Empower Customers to Shut Down Threats Faster and More Efficiently


Give your customers the speed, intelligence, and agility they need to stay ahead of evolving cyber threats. With Microsoft's integrated security capabilities, they can rapidly detect and disrupt attacks, while strengthening their overall security posture.



## Deliver a Unified Security Ecosystem with Microsoft's Comprehensive Portfolio

<p><b>Microsoft Sentinel</b> Cloud-native SIEM and SOAR for secure enterprise-wide analytics and threat detection and response.</p> 	<p><b>Microsoft Defender XDR</b> Extended detection and response with unified security across multiple domains, from endpoints and IoT devices to cloud workloads.</p>
<p><b>Microsoft Security Exposure Management</b> Effective exposure management for a unified view of the attack surface, attack path analysis, and consolidated exposure insights.</p> 	<p><b>Microsoft Defender for Cloud</b> CNAPP for unified visibility, threat protection in the cloud, vulnerability management, and more.</p>
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## Unlock Greater Profits and Value with the New Microsoft 365 E5 Partner Incentives

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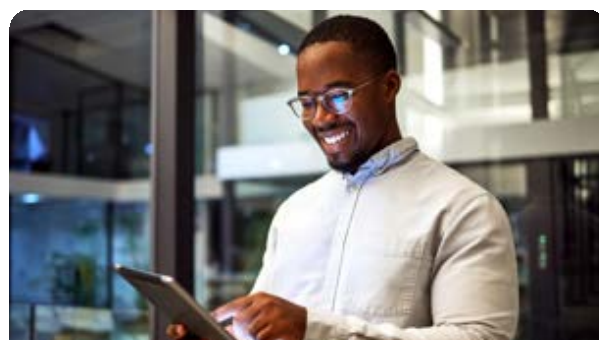
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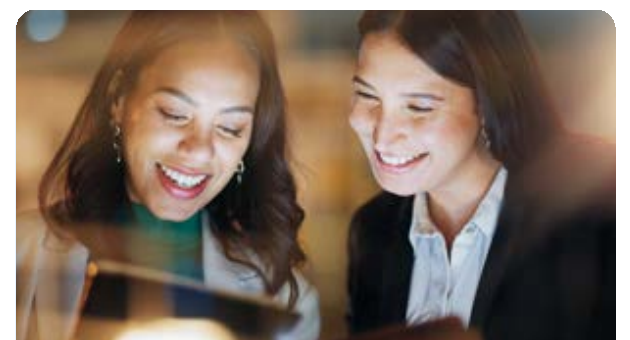
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