



/ Digital

MASTERCLASS
DO MORE WITH LESS SMB

Scopri Microsoft 365
Business Premium: più
produttività, meno tools

MER 15/03 | 16:30-18:00

RESOL/E

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by ErgonGroup



/ CHI SIAMO

SPEAKER

MICHELE RUBERTI

Digital Director & Co-founder @RESOLVE

Direttore Tecnologico della linea Digital di Resolve, Michele è da sempre un appassionato di **innovazione digitale**. Microsoft Certified Solutions Associate, Solution Expert, IT Professional, Technology Specialist e Microsoft Certified Trainer. Michele, da più di vent'anni, ama cimentarsi quotidianamente nelle sfide che il mercato propone alle aziende. Gli ambiti in cui opera sono molteplici ma attualmente le sue aree di riferimento fanno capo ad **Active Directory, SharePoint, Microsoft 365, Azure, EMS, Business Intelligence e Virtualizzazione**.



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/ AGENDA

1

ELIMINA I TOOL DI TERZE PARTI

Un'unica licenza per tutte le soluzioni di Collaboration, Security & Management

2

FONDAMENTI ZERO TRUST

I due concetti «entri solo se verificato» e «proteggi i dati ovunque sono»

3

LA NUOVA ERA DEGLI ENDPOINT

Un unico sistema di gestione e sicurezza con MDM & Antivirus integrati

4

PRODUTTIVITÀ & COLLABORAZIONE

Strumenti moderni per il lavoro in team

5

VANTAGGI ECONOMICI E NON SOLO

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01. ELIMINA I TOOL DI TERZE PARTI

**UN'UNICA SOLUZIONE
PER TUTTO**

/ We hear from our customers

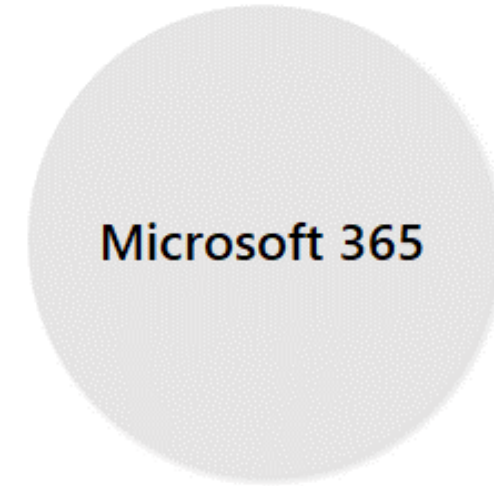
We hear from our customers that they need to:

- Cut costs and eliminate redundant solutions
- Get best-of-breed protection and productivity
- Deliver simple to use solutions, designed to work together

/ Microsoft empowers you to do more with less

“No company is better positioned than Microsoft to help organizations deliver on their digital imperative so that they can **do more with less**. From infrastructure and data to business applications and hybrid work, we provide unique differentiated value to our customers.”

– Satya Nadella, CEO



60%+
savings

1
solution

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Microsoft 365 Business Premium

Secure collaboration



Devices

that meet specific
job requirements



Operating system

that's secure, easy to manage,
update, and use



Security

that defends against cyberattacks
across multiple platforms



Management

that is built for a heterogenous device
estate, including personal devices



Collaboration

that connects every employee
across all devices

Eliminate redundant solutions

Zero Trust foundations

Simplified endpoint management

Productivity and collaboration

Microsoft 365 Business Premium

Secure collaboration



Devices

that meet specific
job requirements



Surface + OEM



Operating system

that's secure, easy to manage,
update, and use



Windows 11 Enterprise



Security

that defends against cyberattacks
across multiple platforms



Azure Active Directory
Microsoft Defender for Endpoint
Microsoft Purview Information Protection



Management

that is built for a heterogenous device
estate, including personal devices



Microsoft Intune
Windows Autopatch
Universal Print



Collaboration

that connects every employee
across all devices



Microsoft Teams
Microsoft 365 Apps

Eliminate redundant solutions

Zero Trust foundations

Simplified endpoint management

Productivity and collaboration

Three simple steps Secure collaboration

1 Zero Trust foundations

Microsoft Azure Active Directory | Microsoft Defender for Endpoint | Microsoft Purview Information Protection | Microsoft Intune

2 Simplified endpoint management

Windows 11 Enterprise | Windows Autopilot | Windows Autopatch | Microsoft Intune | Endpoint Analytics | Universal Print | Org Messages

3 Productivity and collaboration

Microsoft Teams | Word | Excel | PowerPoint | Loop | Outlook | Exchange Online | SharePoint Online | Viva Connections | Viva Learning | Yammer

Microsoft 365 Business Premium

Secure collaboration

Zero Trust foundations

Secure & manage identities

Defend against threats on multi-platforms

Protect sensitive information across data estate

Simplified endpoint management

Improve support and reduce incidents

Deploy any endpoint from the cloud

Deliver the best experience with Windows 11

Productivity and collaboration

Get everyone connected and working together

Enable new patterns of work

Engage and empower your employees

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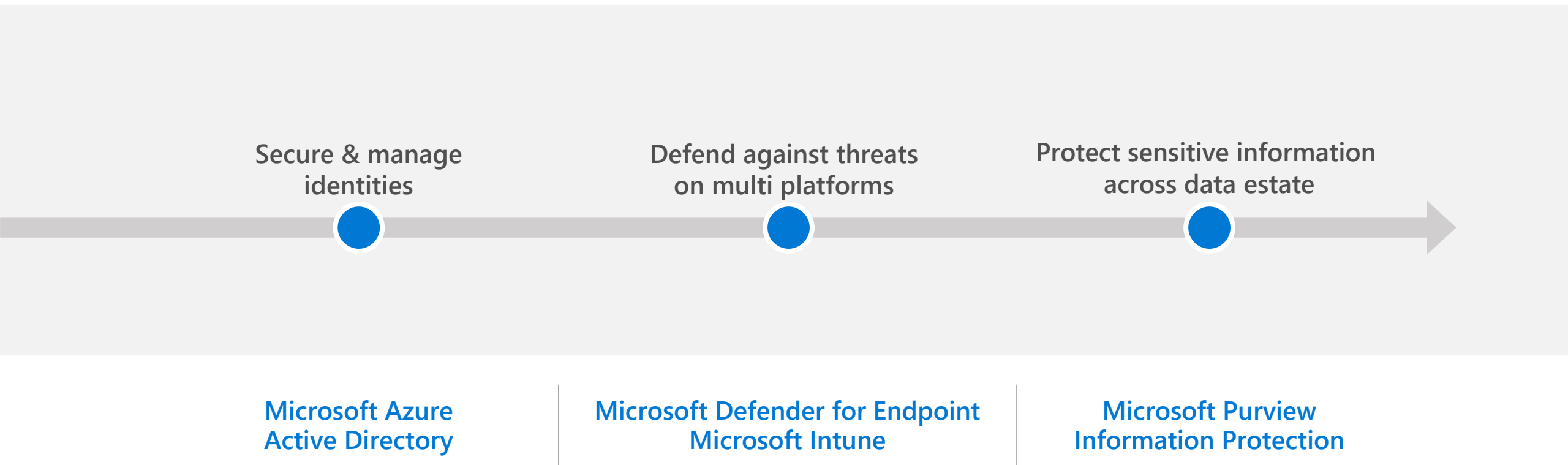


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02. FONDAMENTI ZERO TRUST

PROTEGGERE I DATI DA OVUNQUE

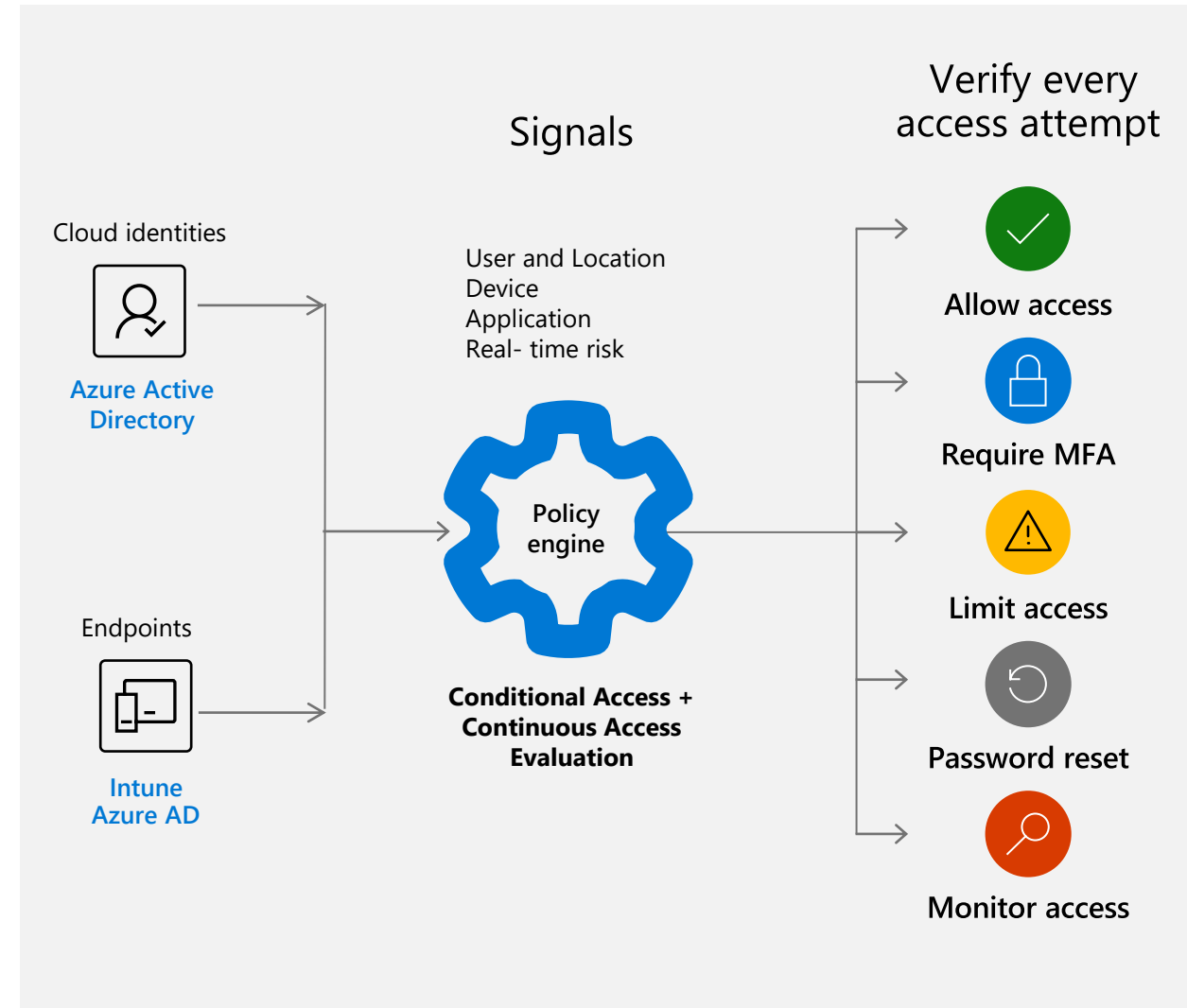
/ Zero Trust is foundational to great security



Secure & manage identities

- 1 **Enable strong authentication** and Conditional Access policies
- 2 **Use Multifactor Authentication (MFA)** methods; including phishing-resistant and passwordless
- 3 **Facilitate single sign-on** and access control over all apps and information
- 4 **Perform Continuous Access Evaluation** to remediate potential compromise in real-time

Azure Active Directory
part of Microsoft Entra

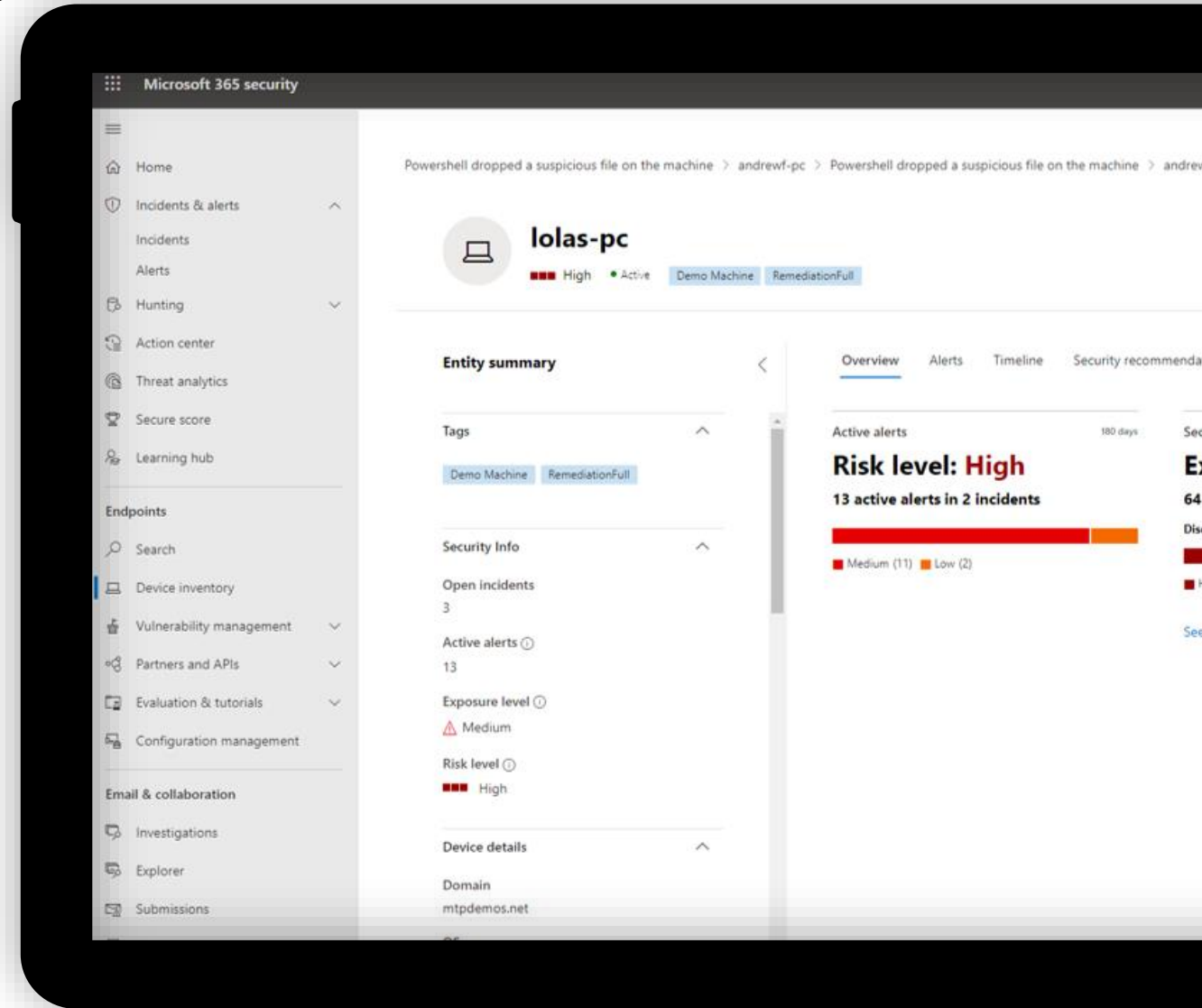


Defend against threats across all your endpoints

- 1 **Get security across platforms** – iOS, Android, Linux, macOS & Windows devices
- 2 **Use industry leading antimalware** to stop ransomware, malware, and other threats
- 3 **Reduce the attack surface** with capabilities to harden devices, prevent zero-day attacks
- 4 **Enable device-based conditional access** for an additional layer of data protection and breach prevention

Microsoft Defender for Business

Defender for Business is a new endpoint security solution designed especially for the small- and medium-sized business

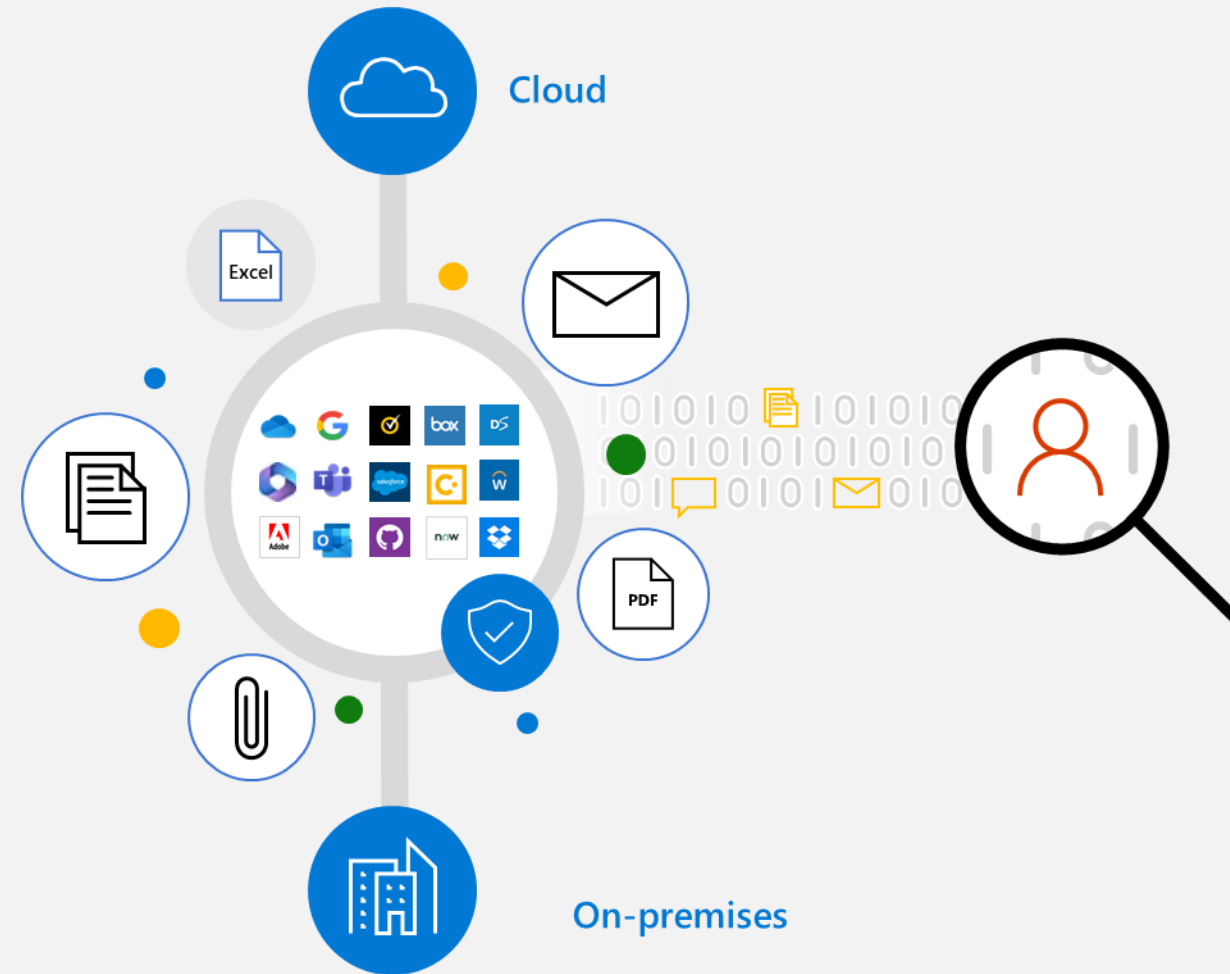


Protect sensitive information across your data estate

- 1 **Use encryption built into Microsoft 365** – data is encrypted at rest, in transit, and in use
- 2 **Discover and classify sensitive** content at scale & extend protection to Microsoft and non-Microsoft apps
- 3 **Prevent accidental sharing** of sensitive information
- 4 **Preserve content** by custodian and send hold notifications

BitLocker

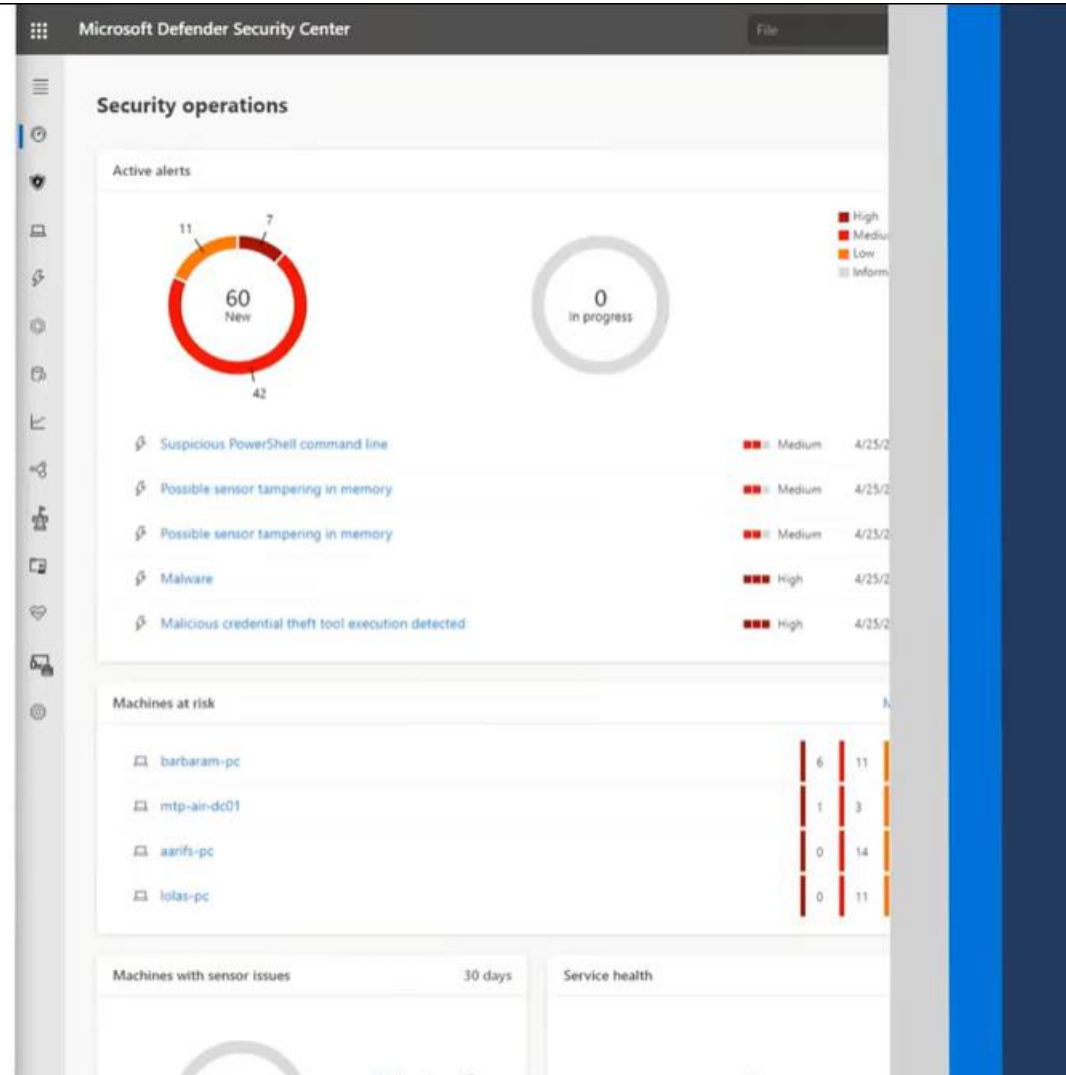
Microsoft Purview Information Protection
part of Microsoft Purview



/ Microsoft Defender for Endpoint

Microsoft Defender for Endpoint

Overview



Zero Trust Foundations

Total Economic Impact

Microsoft 365 E3 has several features that enhance organizational security and improve the composite organization's ability to identify, investigate, and remediate threats

35%

reduction in likelihood
of a data breach

\$1.2M

in value of reduced risk
over three years (more
than \$40 per person)

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03. GESTIONE DEGLI ENDPOINT

**CONTROLLA TUTTI
I DEVICE DA UN'UNICA
CONSOLLE**

Simplified endpoint management

Manage company owned and BYO devices

Deliver the best experience
with Windows 11



Windows 11 Enterprise
App Assure and Test Base

Deploy any endpoint
from the cloud



Windows Autopilot
Windows Autopatch
Microsoft Intune
Azure Virtual Desktop

Improve support and
reduce incidents

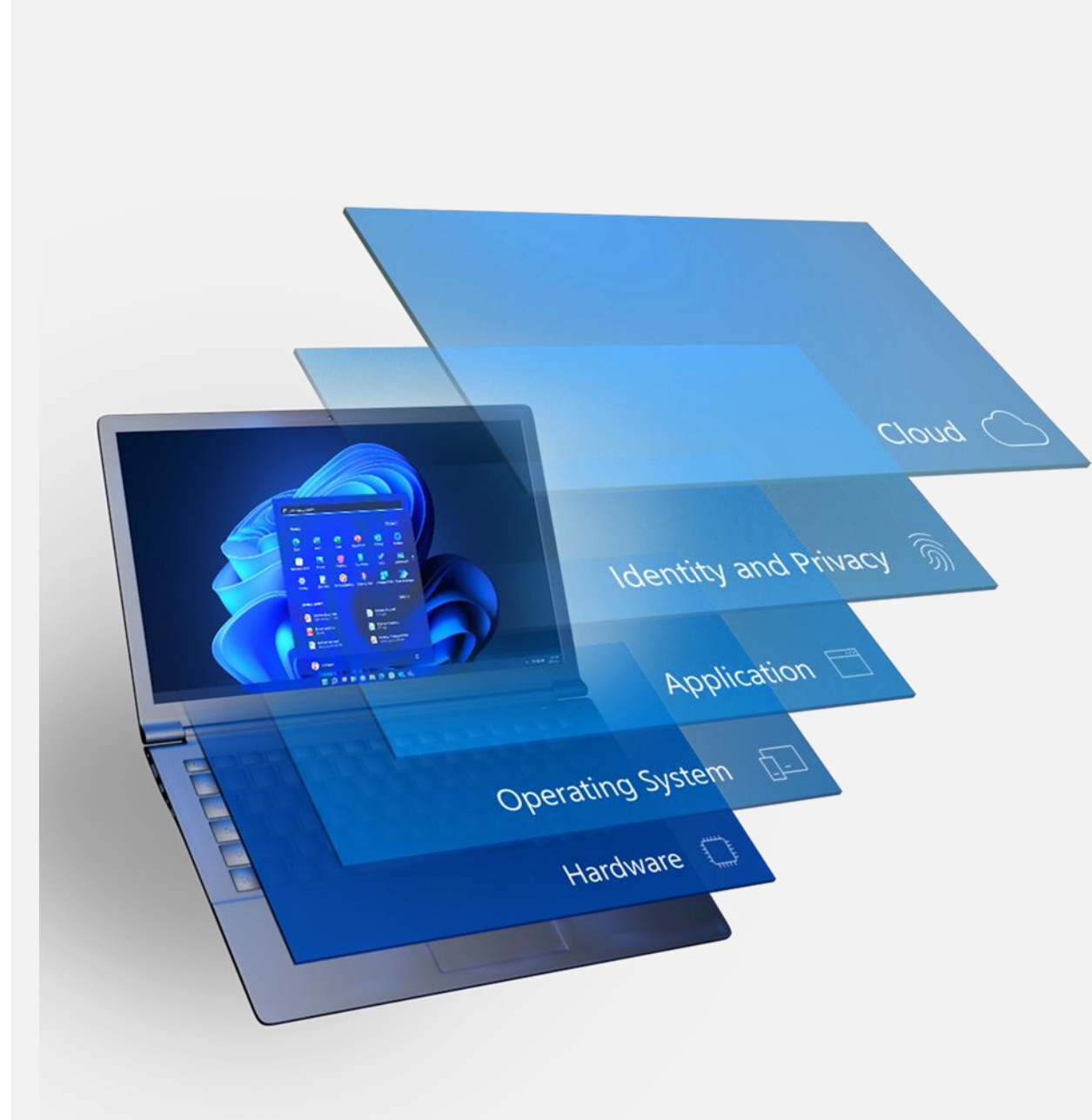


Endpoint Analytics
Universal Print
Organizational Messages

/ Deliver the best experience with Windows 11

- 1 **Keep people, data, & devices protected** and private through hardware and software security designed to work together
- 2 **Upgrade to Windows 11 with confidence**, with over 99% app compatibility and App Assure¹
- 3 **Empower flexible workstyles and smarter work** with snap assist, Microsoft Teams controls from the Task Bar, focus time controls, and more
- 4 **Use enhanced accessibility features**, e.g., system-wide live captions, natural voice access

Windows 11 Pro
App Assure and Test Base

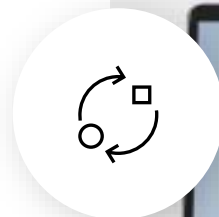
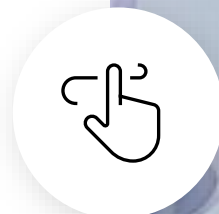


¹ Based on Microsoft AppAssure data 2018-2021.

/ Deploy to virtually any endpoint from the cloud

- 1 **Ship new devices directly to employees** with zero-touch IT endpoint provisioning; enable mobile, BYOD, and personal devices
- 2 **Determine upgrade readiness** through endpoint analytics and machine learning
- 3 **Automate quality and feature updates** using Windows Autopatch
- 4 **Control quality, driver, feature updates,** tailored to your custom compliance policies

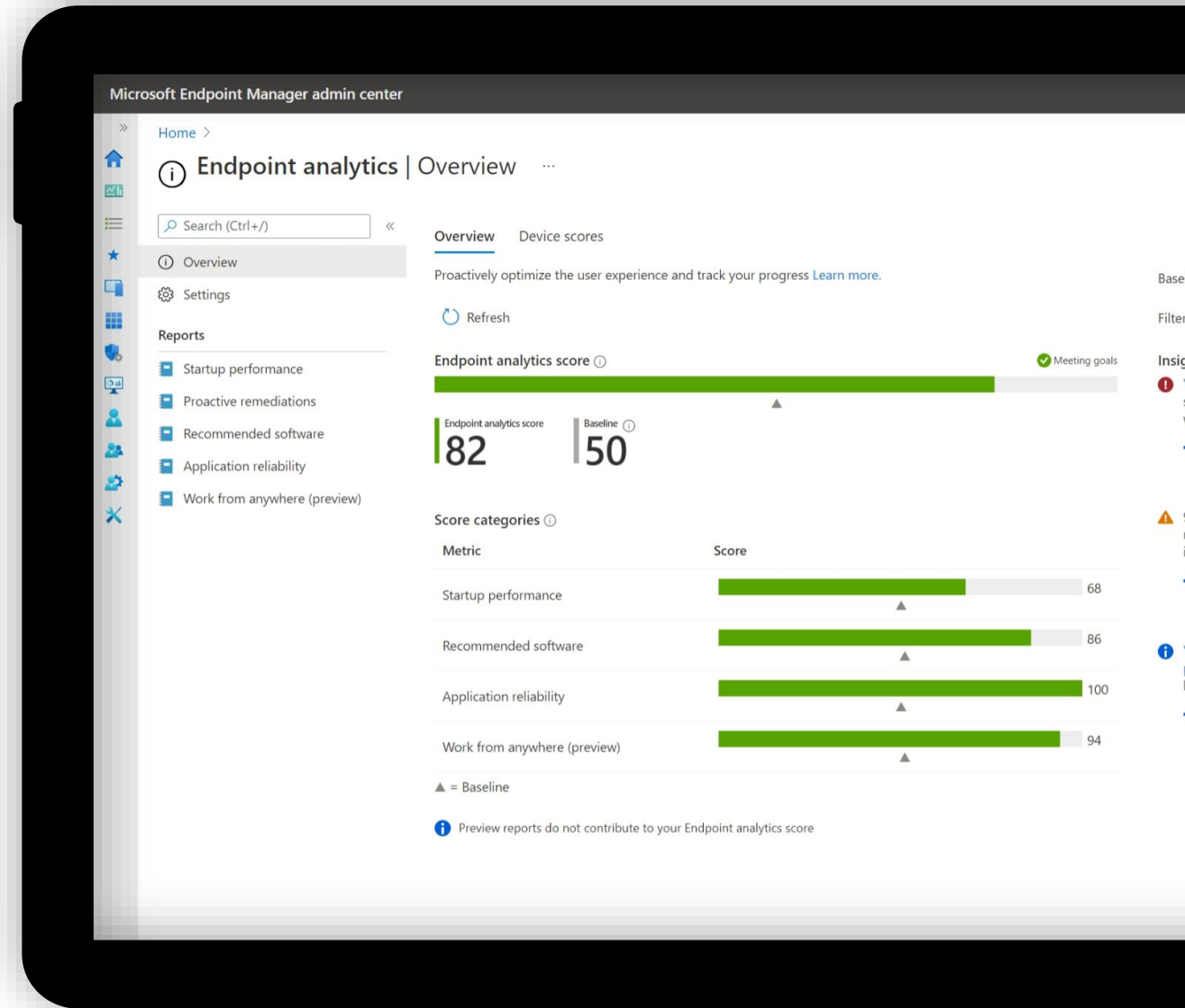
Windows Autopilot
Windows Autopatch
Microsoft Intune



Improve support and reduce incidents

- 1 **Get ahead of issues** and remediate proactively with endpoint analytics
- 2 **Deliver in-product organizational messages**, landing targeted info to users
- 3 **Migrate printers to a cloud** infrastructure and print from anywhere
- 4 **Provision Windows 11 with Cloud PC** for contractors and temp workers.

Endpoint Analytics
Universal Print
Organizational Messages
Windows 365 ¹



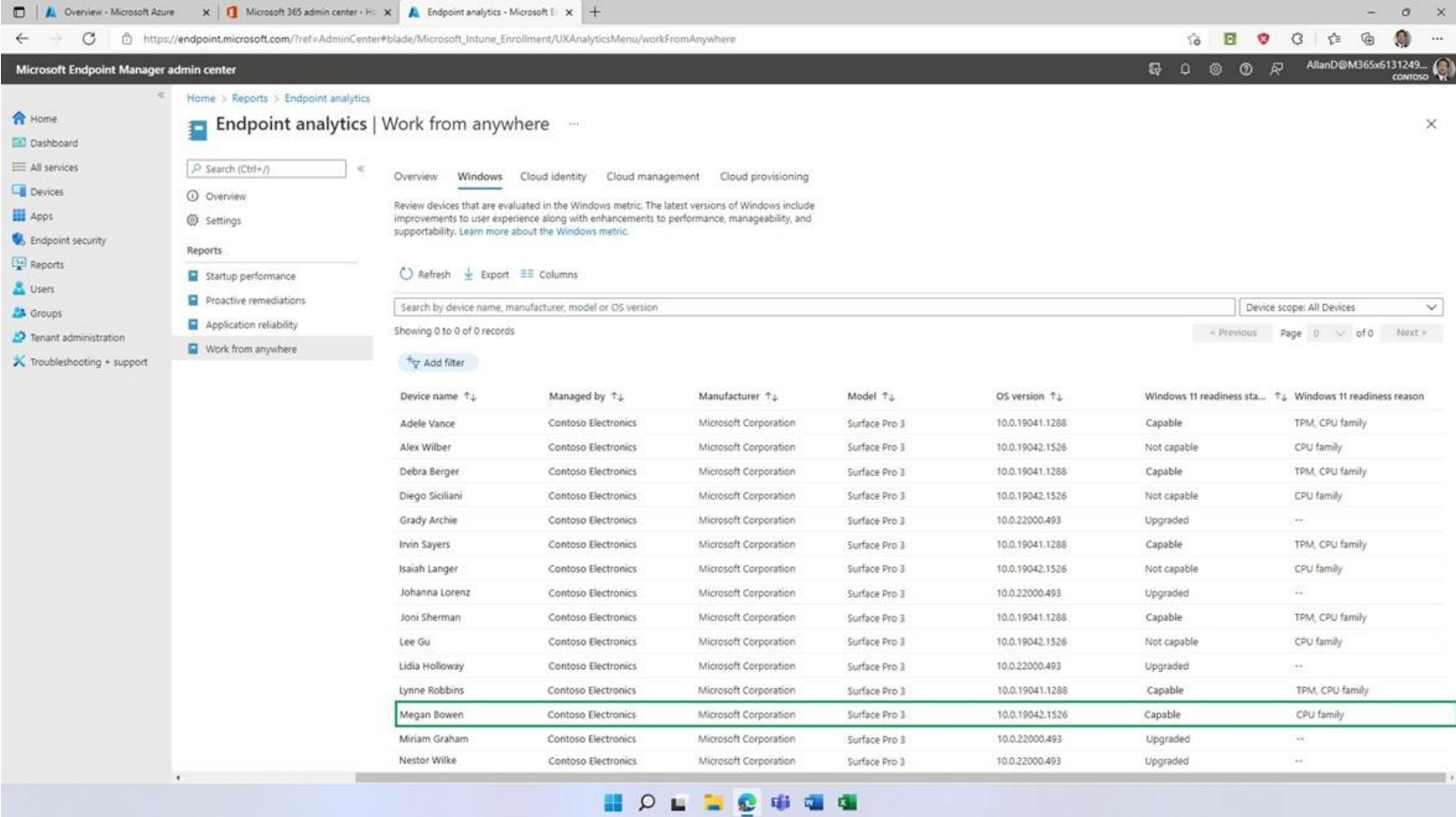
¹ Not included with Microsoft 365 E3

Endpoint Analytics Overview

Recommended software to keep devices cloud connected to support remote workers

Insights to optimize PC startup performance

Proactive remediations to detect and fix common support issues before employees notice



Microsoft Endpoint Manager admin center

Home > Reports > Endpoint analytics

Endpoint analytics | Work from anywhere

Overview Windows Cloud identity Cloud management Cloud provisioning

Search (Ctrl+/)

Overview

Settings

Reports

- Startup performance
- Proactive remediations
- Application reliability
- Work from anywhere

Refresh Export Columns

Search by device name, manufacturer, model or OS version

Device scope: All Devices

Showing 0 to 0 of 0 records

< Previous Page 0 of 0 Next >

Add filter

Device name	Managed by	Manufacturer	Model	OS version	Windows 11 readiness sta...	Windows 11 readiness reason
Adele Vance	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19041.1288	Capable	TPM, CPU family
Alex Wilber	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19042.1526	Not capable	CPU family
Debra Berger	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19041.1288	Capable	TPM, CPU family
Diego Siciliani	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19042.1526	Not capable	CPU family
Grady Archie	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.22000.493	Upgraded	--
Irvin Sayers	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19041.1288	Capable	TPM, CPU family
Isaiah Langer	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19042.1526	Not capable	CPU family
Johanna Lorenz	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.22000.493	Upgraded	--
Joni Sherman	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19041.1288	Capable	TPM, CPU family
Lee Gu	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19042.1526	Not capable	CPU family
Lidia Holloway	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.22000.493	Upgraded	--
Lynne Robbins	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19041.1288	Capable	TPM, CPU family
Megan Bowen	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.19042.1526	Capable	CPU family
Miriam Graham	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.22000.493	Upgraded	--
Nestor Wilke	Contoso Electronics	Microsoft Corporation	Surface Pro 3	10.0.22000.493	Upgraded	--

Simplified Endpoint Management

Total Economic Impact

With Microsoft 365 Business Premium, ninety-seven percent of survey respondents reported efficiency gains for IT personnel specific to deploying endpoint updates

23%

Reduced spending on employee devices through BYOD models

25%

Reduced time spent deploying and managing new software through Intune

75%

Decreased endpoint configuration times through Windows Autopilot

15%

Eliminated help desk tickets and resolution time through self service password reset

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Source: Forrester Consulting, The Total Economic Impact™ of Microsoft 365 E3, commissioned by Microsoft, October 2022. Survey results based on 79 IT representatives of organizations that have users who leverage Microsoft 365 E3. Outcomes based on a composite organization made up of 15 organizations as stated in the linked study. - <https://aka.ms/Microsoft365/E3/TEI>

04. PRODUTTIVITÀ E COLLABORAZIONE

**PIÙ CONNESSI, PIÙ
VELOCI, PIÙ SNELLI**

Productivity and Collaboration

for today's digitally connected and distributed workforce

Get everyone connected and
working together



Microsoft Teams

Enable new patterns
of work



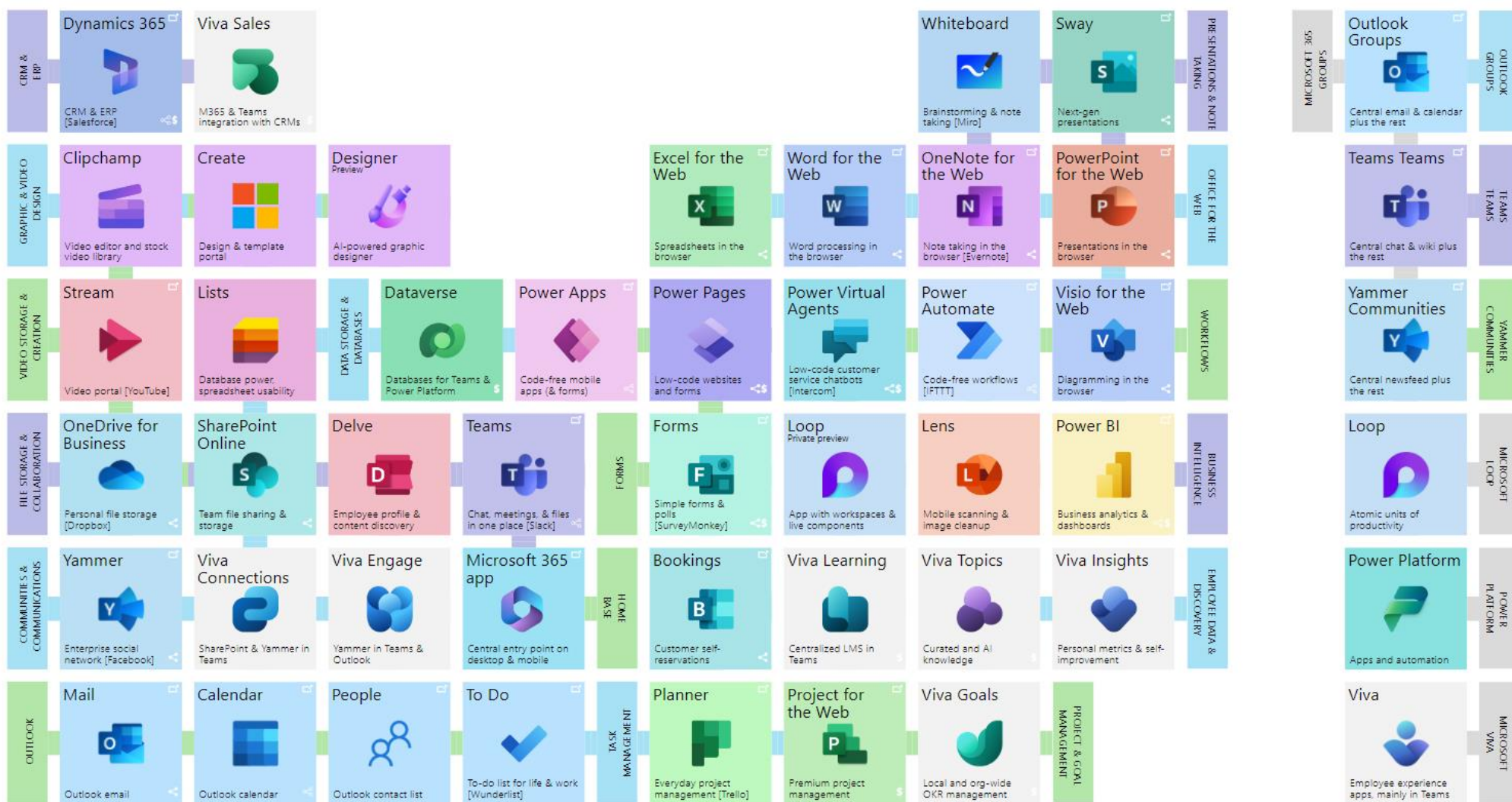
Word, Excel, PowerPoint,
Outlook, Loop

Engage and empower
your employees



Viva Connections
Viva Insights in Teams
Viva Learning in Teams
Yammer

Microsoft 365 Business Basic, Standard e Premium



Get everyone connected and working together

- 1 **Connect and empower everyone** wherever, whenever they are
- 2 **Designed for all types of workers** from information workers to the frontline
- 3 **Chat, meet, collaborate, brainstorm** in one place without context switching
- 4 **Help ensure participants can be seen, heard, and participate** from anywhere

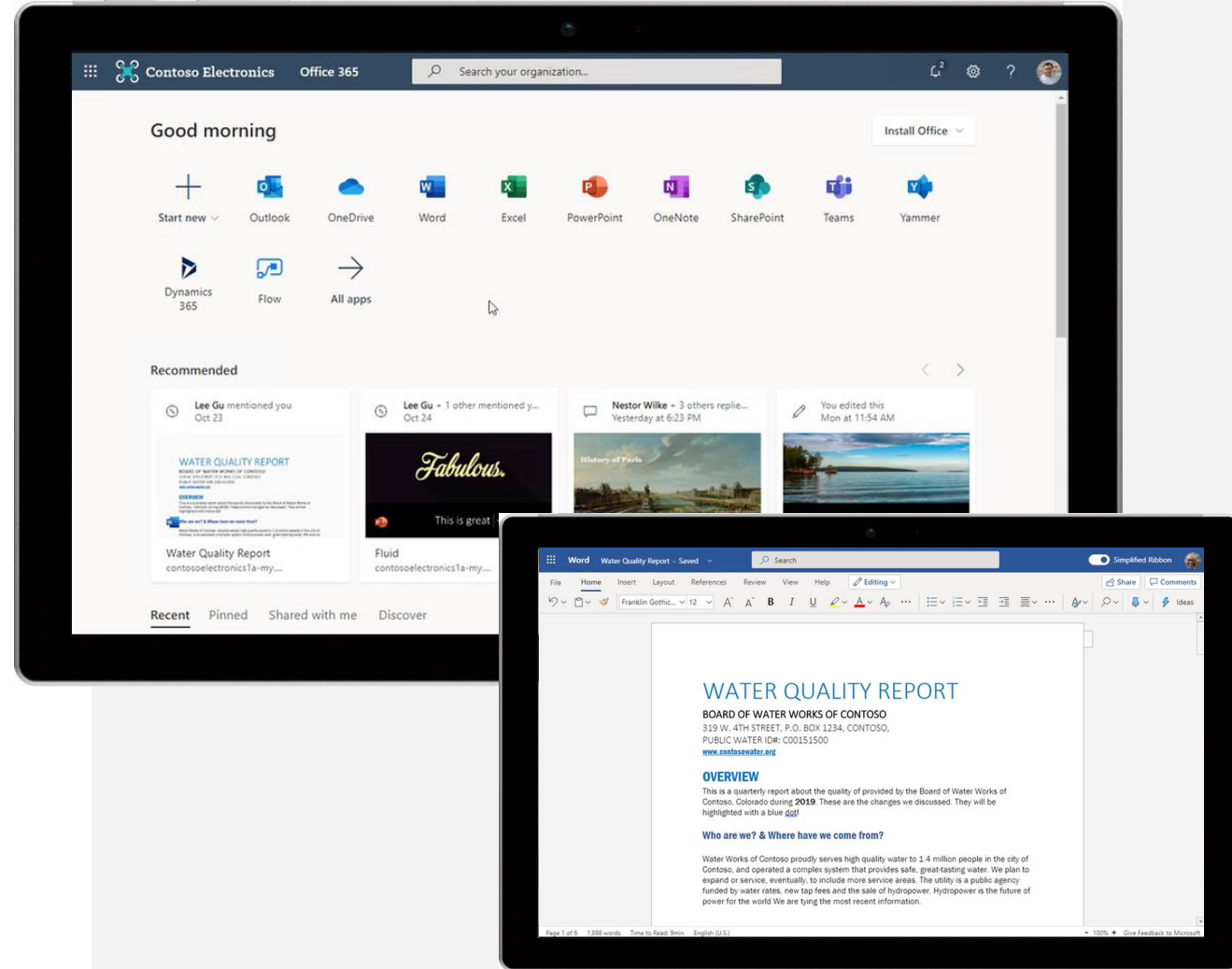
Microsoft Teams



Enable new patterns of work

- 1 **Attend fewer meetings with** automatic meeting summaries, transcripts, and video
- 2 **Rewire creative workflows** with always up-to-date Loop components
- 3 **Get real-time translation** of a meeting into 40 languages with Live Captions
- 4 **Streamline business workflows** in the flow of work with collab apps

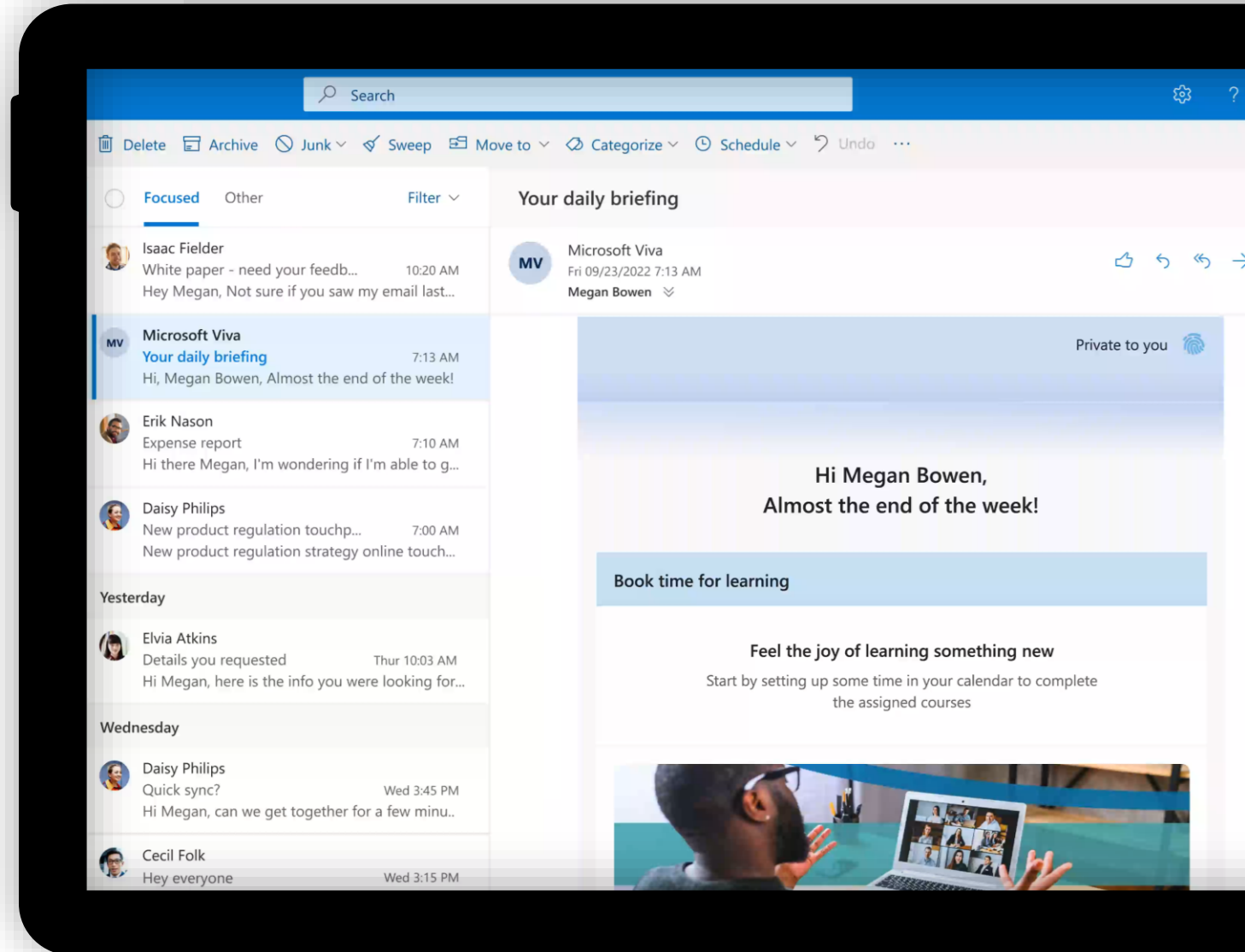
Teams, Word, Excel, PowerPoint, Outlook, Loop



/ Engage and empower your employees

- 1 **Connect employees to everything they need** to get the job done, without leaving the hub for teamwork
- 2 **Put learning into the flow of work** with content from your organization and third parties
- 3 **Engage employees across the org.** with easy to create and host town halls, company meetings, and training

Viva Connections
Viva Insights in Teams
Viva Learning in Teams
Yammer



Productivity and Collaboration

Total Economic Impact

With Microsoft 365 Business Premium respondents highlighted the importance of the ability of their organizations' users to communicate and collaborate anytime, anywhere, and in a secure manner

60h

saved per user per year
through collaborative
apps

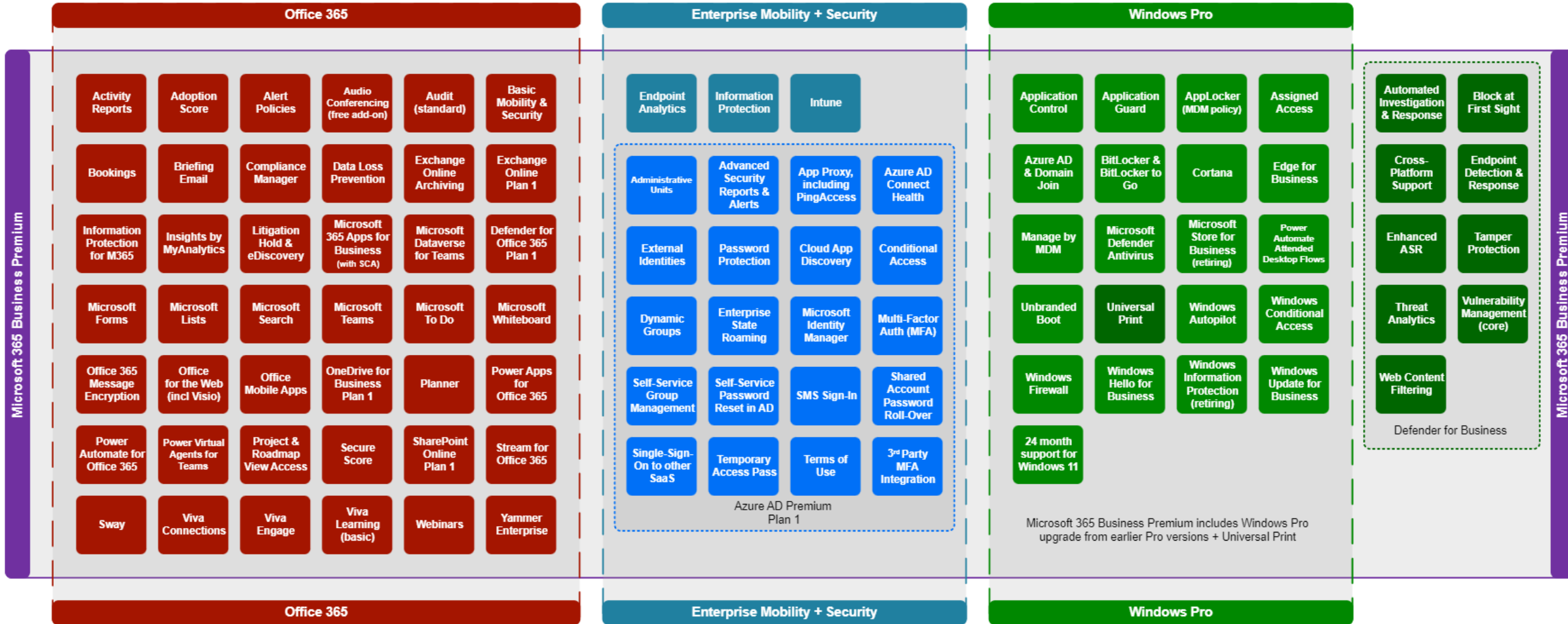
25%

savings on travel and
expenses through virtual
meetings

05. VANTAGGI ECONOMICI E NON SOLO

**MENO COSTI
MENO TEMPO
PIU' MODERNI**

Microsoft 365 Business Premium



/ Reduce costs with Microsoft 365 E3

- Cut licensing costs by 60% or more compared to a patchwork approach of dedicated solutions
- Cut deployment, integration, management and related costs that come with a patchwork approach of dedicated solutions
- Reduce wasted time and effort, investing in a solution designed for more seamless integration

Reduce operation costs

Reduction in the likelihood of a data breach

through conditional access, detailed and integrated security logs, and MFA

35%

Cut spending on employee devices

with BYOD models through Intune

23%

Cut time deploying, managing new software

through Azure AD and Microsoft Intune

25%

Cut endpoint configuration times

through Windows Autopilot's low-touch capabilities

75%

Cut help desk tickets and resolution time

through self service password reset

15%

Cut costs on travel and expenses

through virtual meetings

25%

Improvement of the end user productivity

through Microsoft 365 collaborative apps

60h

Savings of \$18.35 / user / month

Reduce license costs

\$91
PER USER / MONTH

Communication

e.g., Zoom, Webex

Collaboration

e.g., Slack, Google Meet / Hangouts

File Sharing

e.g., Box, Confluence

Endpoint Mgmt.

e.g., Workspace ONE, MaaS360

Email

e.g., Gmail, MDAemon

Storage

e.g., Box, Dropbox

Mobile Device Mgmt.

e.g., Mobile Iron, Airwatch

Identity & Access

e.g., Okta, Henge

Labeling & Encrypt

e.g., SolarWinds, CoSoSys

Endpoint Protection

e.g., CrowdStrike, Fortinet

60%
savings

\$36
PER USER / MONTH

Microsoft 365 E3
\$36

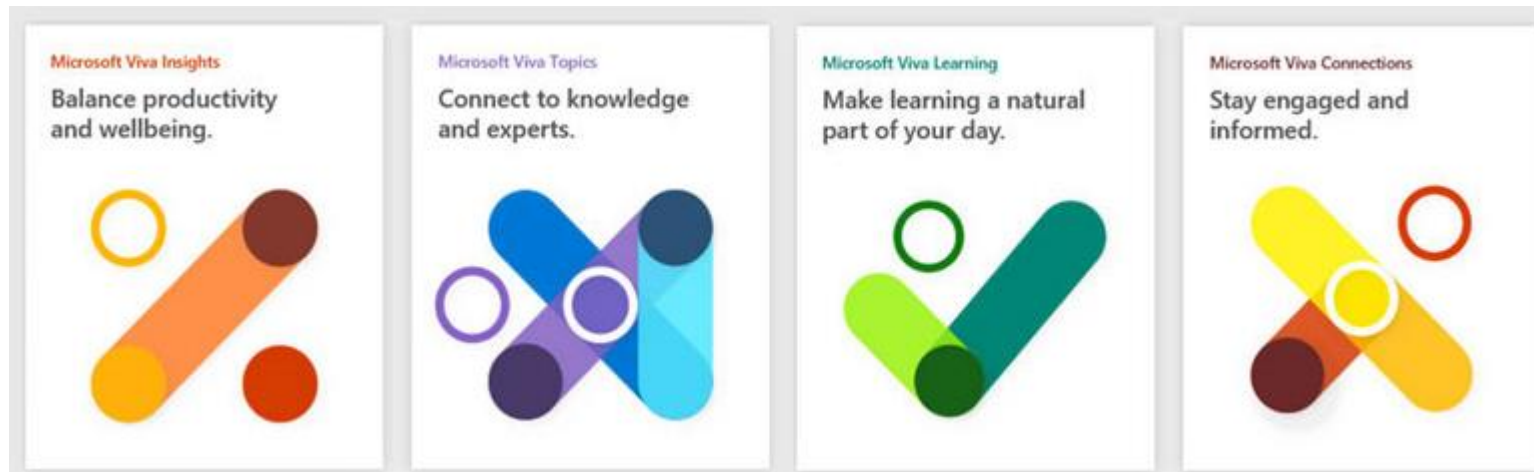
Savings of \$55 / user / month

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/ Tutto qui?



Microsoft Viva Goals



Microsoft Azure

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DO MORE WITH LESS SMB – MS365 BP

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