Managed Security Services in the Office 365 Era

TREND MICRO

Expand your Managed Email Security Offering and **Identify Opportunities**

In the Office 365 era, complementing the built-in security of Office 365 and other cloud services can not only unlock additional recurring revenue streams, but also enable compliance, visibility and better overall protection for your customers. Leverage the check-list to discover opportunities

☑ BUSINESS CHECKLIST

Office 365

☐ Advanced security controls specifically for Office 365 are part of customer agreement

Office 365 revenue continues to grow giving the opportunity to attach additional services. Security controls for Office 365 must expand beyond just email and include OneDrive & SharePoint. Ensure you are speaking to your customers about:

☐ How their current security solution is performing and what risks are missed

☐ Conducting Office 365 security assessments

☐ Flexible Licensing & Billing

A major benefit of cloud services such as Office 365 is the flexible licensing model. When offering additional managed security services, ensure the solution vendor's licensing and model aligns to proving with you with these options:

☐ Monthly

☐ Usage/consumption-based

☐ Aggregate customer pricing

☐ Scalability & Automation

Additional security services should be applicable to 75%+ of your customer base. Multitenancy, cross-customer analysis and visibility are key items to review when determining the solution set. Ensure your solution has:

☐ Central management and visibility for operational efficiency

☐ SaaS based

☐ Strong cloud-to-cloud API

☑ SECURITY CHECKLIST

☐ Optimized Solution

Changes in infrastructure will require changes in your security approach. Make sure your solution has:

☐ Direct cloud-to-cloud integration via API (no MX records)

☐ Consistent security controls across Exchange, OneDrive & Share-point

☐ Unknown Threat Strategy

Email continues to be a top threat vector with built-in security only protecting against known threats. 95% of all malware is unknown which provides you an opportunity to complement security and maximize protection with advanced security capabilities such as:

☐ Pre-execution machine learning

☐ Document exploit detection

☐ Sandbox Analysis

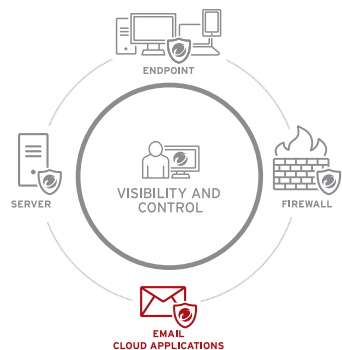☐ Writing Style DNA

☐ Regulatory & Compliance Strategy

Moving to cloud services does not absolve customer obligations to regulatory and compliance standards. Cloud services adoption requires a shared responsibility approach for security & and compliance. Ensure these data protection controls are in place for your customers:

☐ Visibility into user file-sharing behavior and data

☐ Controlling sensitive data using DLP policies across email and file-sharing

EMAIL & CLOUD SERVICE SECURITY IS JUST A PART OF A COMPLETE, CONNECTED SOLUTION

Maximize better protection and visibility when email and endpoint security work together. Learn more about building scalable managed security services at **www.trendmicro.com/mssp**