eSENTIRE

Unlock the True Potential of the Microsoft Security Stack for Your Customers

With eSentire Managed Detection and Response with Microsoft 365 Defender

Drive growth in your Microsoft cloud business by reselling eSentire Managed Detection and Response (MDR) with Microsoft 365 Defender.
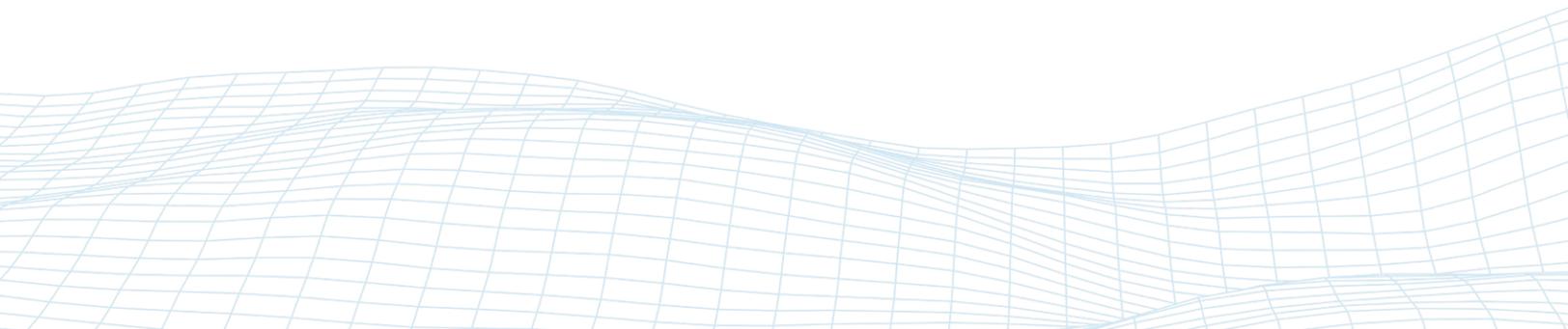
We invented the MDR Category. And we reinvent it everyday.

We're not a managed security service provider (MSSP) that just bolted on MDR. We're the category creator with the depth, breadth and customer trust that comes from years of proven success.

97%	750+	ACROSS 6	IN 60	6+	640+
CLIENT RETENTION RATE	CLIENT RETENTION	CONTINENTS	COUNTRIES	INVESTIGATIONS EVERY MINUTE	CONFIRMED SECURITY INCIDENTS A DAY

Microsoft: Cybersecurity Technology Leader

Microsoft has quickly become an industry leader in many categories including endpoint, email, Security Information and Event Management (SIEM) and cloud security technology. These options are increasingly bundled within their enterprise licencing, providing considerable cost savings to customers in comparison to buying similar tools from individual vendors.

400,000	$10B	40%	GARTNER LEADER IN 4
MICROSOFT SECURITY CUSTOMERS GLOBALLY	MICROSOFT SECURITY RELATED REVENUE	YOY GROWTH IN SECURITY REVENUE	SECURITY CATEGORIES

Value Proposition for eSentire Partners

MATURE 24X7 MDR LEVERAGING MICROSOFT 365 DEFENDER

Threat hunting, investigations and response led by human security analysts leveraging the Microsoft 365 Defender suite of security tools, included in the E5 Licence level.

COMPLEMENTS OTHER MANAGED SERVICES FOR THE MICROSOFT CLOUD

Provides a compelling addition to complement other managed services around Microsoft 365 and Azure, such as IAM, MDM and DLP.

DRIVES E5 LICENCE ADOPTION

Aligns with Microsoft's strategic priority to drive E5 license adoption. Partners enjoy all license-related revenue. eSentire's focus is growing MDR services.

Driving E5 Adoption: How eSentire and Microsoft Reduces Security Total Cost of Ownership

By combining eSentire MDR with Microsoft 365 Defender, your customers can significantly reduce overall cybersecurity total cost of ownership, improve ROI and achieve better security outcomes. We can help you make the business case to your customers to accelerate growth in your Microsoft business.

~35%
TECHNOLOGY COST SAVINGS

~50%
REDUCTION IN OVERALL CYBERSECURITY TCO

Better Relationships

Customer benefit

- Substantial cost savings in overall security spend
- Simplified security
- Reduced cybersecurity risk

Partner benefit

- Microsoft licence revenue growth
- Adds a robust Microsoft managed service offering

eSentire benefit

- Drives MDR revenue and growth

Complements Partner Microsoft Managed Services

Responsibility	Partner and/or customer	eSentire
M365 E5 License Sale and/or Account Ownership	✅	
M365 Core Security Configuration and Management *Management of the core M365 security functionality is not in scope.* *(i.e. Microsoft Security Center, Zero trust/IAM,DLP, ect.)*	✅	
M365 Defender Suite Configuration *Defender suite of tools need to be configured in a certain way for eSentire to ingest signals.eSentire works* *with partner and/or customer in the onboarding process to ensure proper configuration.*	✅	✅
24x7x365 Monitoring, Threat Detection, and SOC support		✅
Threat Response and Mitigation Actions		✅
Threat Remediation *eSentire supports incidents remotely through to full remediation with the partner and/or customer*	✅	✅

eSentire Medallion Program

Collaborate to win

Improve engagement between eSentires partner community and experienced eSentire representatives to win more often together

Increase trust

Build a trusting community and establish expectations for a smoother sales cycle and stronger cybersecurity knowledge for the end customers benefit

Grow new business

Tackle new industries and verticals with trust and collaboration for growing cybersecurity services demand

Drive partner revenue

Increase eSentire's partner revenue by improving their ability to offer products and services that meet new cybersecurity requirements for their customers

Invest in partner resources

Continue to build larger departments and functions within eSentire to invest in and support our partner community

Our accolades

Join our elite partners in offering a cybersecurity solution that secures your customers 24x7x365.

2019 SME CANADA'S TOP SMALL & MEDIUM EMPLOYERS

THE CHANNEL CO. CRN PARTNER PROGRAM GUIDE WINNER 2020

The Top 25 Women Leaders in Cybersecurity 2020 TSR The Software Report

WATERLOO AREA'S TOP EMPLOYERS 2021

TOP 25 Cybersecurity Companies 2019 TSR The Software Report

We don't send alerts to our partners to solve - eSentire contains the threats for you.

Reach out and schedule a meeting to learn more.

eSENTIRE

Member of
Microsoft Intelligent
Security Association
Microsoft

eSentire, Inc., founded in 2001, is the category creator and world's largest **Managed Detection and Response (MDR)** company, safeguarding businesses of all sizes with the industry-defining, cloud-native Atlas platform that removes blind spots and enables 24x7 threat hunters to contain attacks and stop breaches within minutes. Its threat-driven, customer-focused culture makes the difference in eSentire's ability to attract the best talent across cybersecurity, artificial intelligence and cloud-native skill sets. Its highly skilled teams work together toward a common goal to deliver the best customer experience and security efficacy in the industry. For more information, **visit www.esentire.com** and follow **@eSentire**.