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Audience Question

Who has a spare \$2.6M in their budget as a contingency?



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Our Journey today

1Origins of Microsoft Audits

2The new Stealth Audit that you need to be aware of

3What to do to avoid this Stealth Audit



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Our Journey today


1Origins of Microsoft Audits

2The new Stealth Audit that you need to be aware of

3What to do to avoid this Stealth Audit



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# Why **listen** to SHI about Microsoft?



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# Why **listen** to SHI about Microsoft?

1  
SHI is the Largest Microsoft Partner

2  
SHI works globally with our clients

We see **more Microsoft agreements** than anyone else in the world

We see trends ***before*** they are trends



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# Origins of Microsoft audits

Official legal Microsoft Audit


Microsoft ESA Scheme

Microsoft SAM Engagement

Microsoft Cloud Economics



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### Origins of Microsoft audits

Official legal Microsoft Audit → ESA Fee Scheme → Microsoft SAM Engagement → Cloud Economics → Microsoft Telematics

Microsoft Telematics (Q1 2011 to Q1 2012)

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### Our Journey today

1. Origins of Microsoft Audits

2. The new Stealth Audit that you need to be aware of

3. What to do to avoid this Stealth Audit

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### Customer Story

ABC Corporation → Microsoft 365 Usage

Product	Count
M365 E3	9,379
M365 E5	200
M365 F3	1,661

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### Customer Story



ABC Corporation



Microsoft Security

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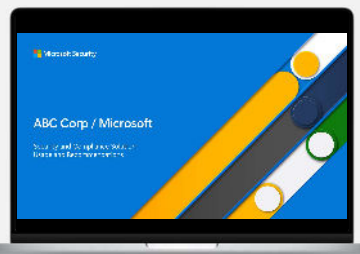
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### Customer Story




ABC Corporation



ABC Corp / Microsoft

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### Customer Story



ABC Corporation



ABC Corp Today

Category	Item	Price	Quantity	Total
Food & Beverage	Buffet	\$120	1	\$120
Room	Deluxe King Room	\$150	1	\$150
Spa	Signature Massage	\$80	1	\$80
Transportation	Limousine	\$200	1	\$200
Tax	Hotel Tax	\$10	1	\$10
Total				\$560

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### Customer Story



ABC Corporation



Security Features



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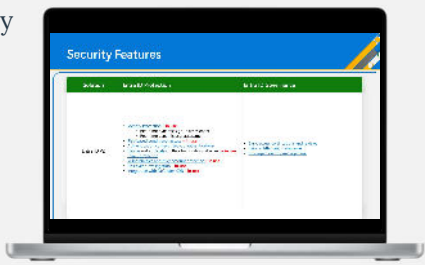
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### Customer Story



ABC Corporation



Security Features



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### Customer Story



ABC Corporation



Security Features



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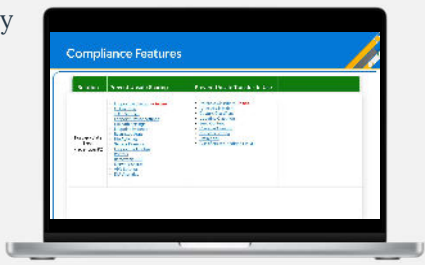
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### Customer Story




ABC Corporation



Compliance Features

Category	Item	Value
Compliance Features	1. Compliance Features	1. Compliance Features
	2. Compliance Features	2. Compliance Features
	3. Compliance Features	3. Compliance Features
	4. Compliance Features	4. Compliance Features
Compliance Features	5. Compliance Features	5. Compliance Features
	6. Compliance Features	6. Compliance Features
	7. Compliance Features	7. Compliance Features
	8. Compliance Features	8. Compliance Features

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### Customer Story



ABC Corporation



Compliance Features

Category	Item	Value
Compliance Features	1. Compliance Features	1. Compliance Features
	2. Compliance Features	2. Compliance Features
	3. Compliance Features	3. Compliance Features
	4. Compliance Features	4. Compliance Features
Compliance Features	5. Compliance Features	5. Compliance Features
	6. Compliance Features	6. Compliance Features
	7. Compliance Features	7. Compliance Features
	8. Compliance Features	8. Compliance Features

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### Customer Story




ABC Corporation

M365 E3  
9,379

M365 F3  
~~200~~

M365 F3  
1,661

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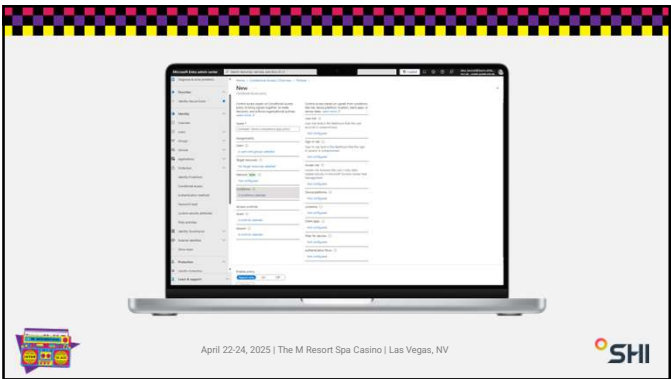
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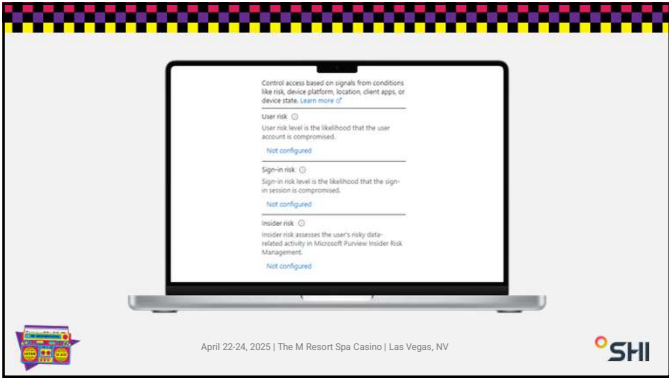
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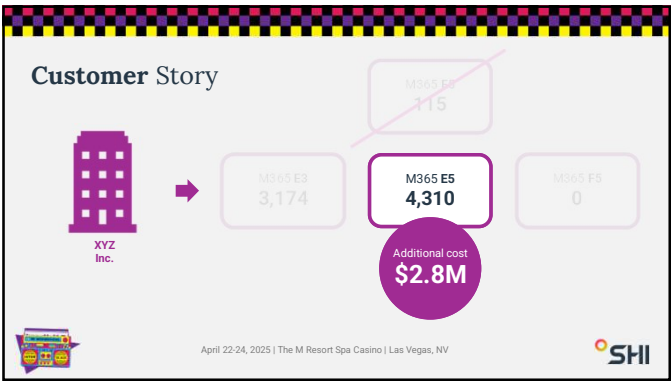
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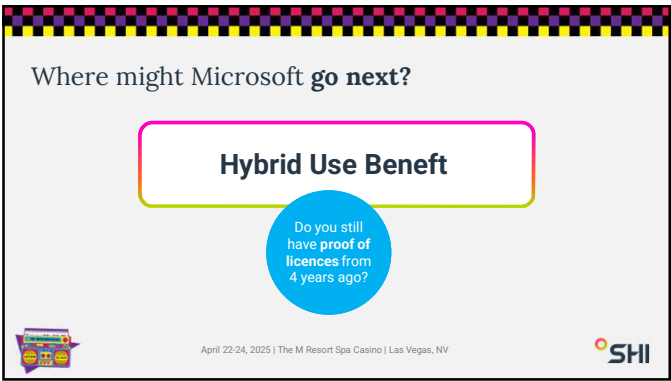
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Audience Discussion

# What's your reaction to this?





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# Our Journey today


1Origins of Microsoft audits

2The new stealth audit that you need to be aware of

3What to do to avoid this Stealth Audit



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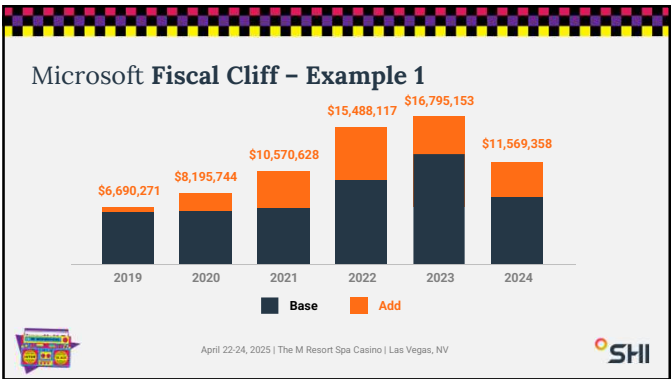
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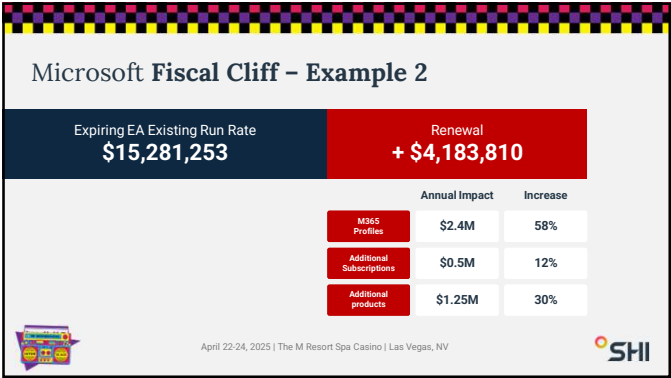
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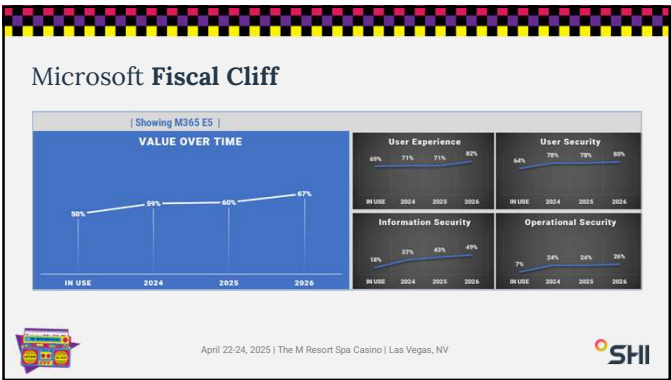
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## Introducing SHIELD

An orchestration platform that helps understand your current Microsoft landscape and unlocks its full potential in zero time.

Discovering Current State

Delivering Microsoft Value


DISCOVER  
MODULE

SHIELD


DEPLOY and  
DEFEND MODULES

SHIELD provides expansive discovery on tenant level products matched only by MSFT's internal tools

SHIELD fully configures Microsoft security tools (Conditional Access, Defender, Intune, Sentinel etc) to best practice states in a fraction of the time compared to manual implementation



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## Customer Story



A1  
Corporation


6,000  
Seats

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16,000  
Seats

Accounts being archived

License count going up and up due to Defender for Identity



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## What we find



E  
Corporation


Infrastructure problems

Processes broken

Issues not thought about



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Audience Question

# What Questions are in your minds?



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## Conclusion and Key Takeaways

1  
Specialized software to help

2  
Optimize your long term management of Microsoft Estate

3  
Be fully prepared for your renewal



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Connect with me

Neil Frodsham





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