Digital Transformation Delivered

Gordon McKenna CTO – Inframon
Microsoft MVP – Cloud and Datacenter
Welcome to the Consortium:

Coeo  
INFRAMON

ccontentandcode

Modality systems  
Program Framework
Digital transformation delivered

“the breadth of a GSI,
the depth of a boutique”
ABOUT INFRAMON

Inframon helps your customers move quickly and effectively to the System Center, EMS and Azure platforms, ensuring they gain maximum benefits from their investments.

• A Specialist Microsoft Systems Management and Cloud transformation specialist
• Experts in helping customers understand benefits of Microsoft System Center, Enterprise mobility and Azure.
• Helping plan strategy, design and move to new platform.
• Heritage of desktop and datacentre modernisation and management.
• Years of successfully building and migrating to new platforms.
Our core: “To help our customers accelerate to cloud business models using IP for extreme automation. As a specialist organisation, our assets provide simplicity, governance and cost control for hybrid cloud.”

It’s all about….

- Extreme automation: IP, DevOps
- Extreme specialisation: MVP led
- P&L transition (PAYG & VL)
- International: UK, ME, US
What we do:
Windows 10 in a cloud world – What’s new in EM+S

Gordon McKenna
CTO – Inframon
Microsoft MVP – Cloud and Datacenter Management
Windows 10

Whats New – Anniversary Update
+350M monthly active devices running Windows 10

“So Windows 10 in three months has “outsold” (out-adopted) all Macs combined by 13 times.”

Paul Thurrott

“Windows 10 will get its first major update on August 2nd, and it’s free.”

Tom Warren / The Verge

“A new Windows 10 update makes Cortana more useful for busy people.”

Haley Tsukayama/Washington Post
Momentum Since Windows 10 Launch

350M
Monthly active devices around the world running Windows 10

33%
Growth in active Xbox Live users

Record
"Brand I Love" scores

19B
Hours spent playing PC games on Windows 10

135B
Hours on Windows 10 since launch

42M
Devices running Windows 10 across enterprise and education customers

 Consortual
Digital Transformation delivered
### Why Windows?

#### Safer and more secure
- **Windows Hello** is the fastest, most secure way to sign in to Windows devices, apps and websites without a password.
- Windows provides the most comprehensive security, including Windows Defender, Firewall, and SmartScreen Filter, to deliver complete, ongoing and built-in protection.
- **Always-enabled free updates** help keep you current on security for the supported lifetime of your device.

#### More productive
- **Windows Ink** is a new set of inking features providing the quickest way to set ideas in motion.
- **Office and Windows** together are the best duo for doing, enhanced by exclusive features like Windows Ink and Cortana.
- **Faster to done** is a great summary of all the new ways Windows helps you get organized, stay focused and finish first.
- Designed to be the most productive browser, **Microsoft Edge** is great for all the things you do online.

#### More personal
- **Cortana** is your truly personal digital assistant who becomes more useful every day in helping you get things done.
- **Xbox gaming** on Windows delivers the top titles, great graphics and the best of Xbox.
- Built-in **Windows Store** is your one-stop shop for apps, games, movies, TV shows, and music, all certified by Microsoft.
- With **Phone Companion app**, your Windows PC or tablet works great with the phone you love, whether it’s Windows, Android or iPhone.

#### Powerful, modern devices
- **Windows powers the broadest range of innovative designs** – like 2-in-1s, portable All-in-Ones, and phones that work like PCs from Microsoft and our partners.
- Windows is delivering new experiences – including inking, voice, and biometrics – that you won’t find anywhere else.
- Windows devices lead the way in best-in-class performance, with the fastest processors, longest-lasting batteries, highest-res displays, and best gaming graphics available.

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**Microsoft Confidential – Shared under NDA**
Enterprise Mobility and Security

What’s new in EM+S
Mobile-first, cloud-first reality

63% of confirmed data breaches involve weak, default, or stolen passwords.

More than 80 percent of employees admit to using non-approved software as a service (SaaS) applications in their jobs.

Gartner predicts global IT spend will grow only 0.6% in 2016.
Is it possible to keep up?
Is it possible to stay secure?

Users

Data leaks

Customers

Apps

Data

Employees

Business partners

Devices

Lost device

Compromised identity

Stolen credentials
Is it possible to keep up?

The Microsoft vision

- Secure and protect against new threats
- Maximum productivity experience
- Comprehensive and integrated

Users

- Employees
- Business partners
- Customers

Data

- Apps

Devices
Microsoft Enterprise Mobility + Security

Customers need

<table>
<thead>
<tr>
<th>Secure against new threats</th>
<th>User freedom</th>
<th>Do more with less</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Lock and gears" /></td>
<td><img src="image2.png" alt="Fingerprint and lock" /></td>
<td><img src="image3.png" alt="Windows and mobile devices" /></td>
</tr>
</tbody>
</table>

Microsoft solution

- **ENTERPRISE MOBILITY + SECURITY**
  - Identity-driven security
  - Managed mobile productivity
  - Comprehensive solution
ENTERPRISE MOBILITY + SECURITY

Identity-driven security
Managed mobile productivity
Comprehensive solution
Identity-driven Security

Data Breaches 63%
Identity is the foundation for enterprise mobility

Identity – Driven Security

- Single sign-on
- Self-service
- Simple connection

Windows Server
Active Directory

Other directories

On-premises

Microsoft Azure Active Directory

Simple connection
Self-service
Single sign-on

Cloud

Azure
Public cloud

SaaS

Office 365
Salesforce
Concur
Box
Dropbox
SAP

On-premises

Cloud

Other directories

Windows Server
Active Directory
Identity at the core of your business

1000s of apps, 1 identity
Provide one persona to the workforce for SSO to 1000s of cloud and on-premises apps with multifactor authentication.

Enable business without borders
Stay productive with universal access to every app and collaboration capability and self service capabilities to save money.

Manage access at scale
Manage identities and access at scale in the cloud and on-premises.

IDENTITY – DRIVEN SECURITY
Access thousands of apps with one identity

- Connect and sync on-premises directories with Azure
- 2500+ pre-integrated popular SaaS apps and self-service integration via templates
- Easily publish on-premises web apps via Application Proxy + custom apps

OTHER DIRECTORIES

Microsoft Azure

SaaS apps

Web apps (Azure Active Directory Application Proxy)

Integrated custom apps
Security landscape has changed

- **Identity**
  - Employees
  - Partners
  - Customers

- **Devices**

- **Apps & Data**
  - Cloud apps
  - SaaS
  - On-premises apps
  - Data breach

**Transition to cloud & mobility** + **New attack landscape** = **Current defenses not sufficient**

Identity breach
Identity anchors our approach to security

Holistic
Addresses security challenges across users (identities), devices, data, apps, and platforms—on-premises and in the cloud.

Identity-driven
Offers one protected common identity for secure access to all corporate resources, on-premises and in the cloud, with risk-based conditional access.

Innovative
Protects your data from new and changing cybersecurity attacks.

Intelligent
Enhances threat and anomaly detection with the Microsoft Intelligent Security Graph driven by a vast amount of datasets and machine learning in the cloud.
IDENTITY – DRIVEN SECURITY

Three steps to identity-driven security

1. Protect at the front door
   Safeguard your resources at the front door with innovative and advanced risk-based conditional accesses

2. Protect your data against user mistakes
   Gain deep visibility into user, device, and data activity on-premises and in the cloud.

3. Detect attacks before they cause damage
   Uncover suspicious activity and pinpoint threats with deep visibility and ongoing behavioral analytics.
IDENTITY – DRIVEN SECURITY

Protect at the front door

Conditions
- Location
- Device state
- User/Application
- Risk

Actions
- Allow access
- Enforce MFA per user/per app
- Block access

Azure AD Identity Protection
Azure AD Privileged Identity Management

Location
Device state
User/Application
Risk

Microsoft Azure

Office 365
IDENTITY – DRIVEN SECURITY

Protect your data against user mistakes

How do I gain visibility and control of my cloud apps?

- Cloud App Security
  - Shadow IT Discovery
  - Risk scoring
  - Policies for data control

How do I prevent data leakage from my mobile apps?

- Microsoft Intune
  - DLP for Office 365 mobile apps
  - Optional device management
  - LOB app protection

How do I control data on-premises and in the cloud?

- Azure Information Protection
  - Classify & Label
  - Protect
  - Monitor and Respond
Detect attacks before they cause damage

**On-premises detection**
- Microsoft Advanced Threat Analytics (ATA)
  - Behavioral Analytics
  - Detection of known malicious attacks
  - Detection of known security issues

**Detection in the cloud**
- Cloud App Security + Azure Active Directory Premium
  - Behavioral analytics
  - Anomaly detection
  - Security reporting and monitoring
IDENTITY-DRIVEN SECURITY

Enterprise Mobility + Security

Extend enterprise-grade security to your cloud and SaaS apps

Azure Active Directory Premium
Manage identity with hybrid integration to protect application access from identity attacks

Microsoft Intune

Microsoft Cloud App Security

Microsoft Advanced Threat Analytics

Detect threats early with visibility and threat analytics

Azure Information Protection
Protect your data, everywhere

Microsoft Cloud App Security

Protect your users, devices, and apps

Microsoft Cloud App Security

Azure Information Protection

Microsoft Cloud App Security

Microsoft Cloud App Security

Microsoft Cloud App Security

Microsoft Cloud App Security

Microsoft Cloud App Security
Identity-driven security

Protect against advanced threats
ENTERPRISE MOBILITY + SECURITY

Identity-driven security

Managed mobile productivity

Comprehensive solution
Managed mobile productivity

Unsecured apps 80%
Mobile device, application, and information protection

- Manage and secure devices
- Office mobile apps
- Data-level protection
- User self-service
MANAGED MOBILE PRODUCTIVITY

Manage and secure mobile devices

Access management
• Conditional access
• Device settings & Compliance enforcement
• Multi-identity support

Built-in security
• Mobile app management (w & w/o a device enrollment)
• File level classification, labeling, and encryption

Gold standard
• Office mobile apps
• Familiar and trusted
Mobile app management

Managed apps

Corporate data

Personal data

Multi-identity policy

Email attachment

Copy

Paste

Save

Paste to personal app

Save to personal storage

Personal apps
Data level protection

- Protect your data at all times
- Enable safe sharing internally and externally
- Empower users to make right decisions
- Maintain visibility and control
Classify and label data based on sensitivity

IT admin sets policies, templates, and rules

Classify data according to policies – automatically or by user

Add persistent labels defining sensitivity to files
Making the lives of users (and IT) easier

- Company branded, personalized application Access Panel: http://myapps.microsoft.com
- + iOS and Android Mobile Apps
- Integrated Office 365 app launching
- Manage your account, apps and groups
- Self-service password reset
- Application access requests
Managed mobile productivity

Secure access to company data with maximum productivity
Comprehensive solution

Global IT Budget growth 2016 0.6%

- Integrates with what you have
- Simple to set up
- Easy to maintain
- Saves you money
COMPREHENSIVE SOLUTION

Protect users, apps, data, and devices

Secure and protect against new threats

Maximum productivity experience

Comprehensive and integrated
COMPREHENSIVE SOLUTION

Flexible architecture that just works

Always up to date
• Real-time updates
• Keep up with new apps and devices

Works with what you have
• Support multiple platforms
• Use existing investments

Simple to set up and connect
• Easy, secure connections
• Simplified management
Simple set up with FastTrack

Envision
Define your vision and plan for a successful rollout

Onboard
Move to EMS smoothly and with confidence

Drive Value
Boost user engagement and manage change

FastTrack is included with EMS to accelerate your deployments

Azure Active Directory Premium

FastTrack will:
Get organizational identities to the cloud
Set up single sign-on for test apps (including Azure Active Directory Application Proxy apps)
Configure self-service options like password reset and Azure Multi-Factor Authentication in the MyApps site

Microsoft Intune

FastTrack will:
Setup and deploy mobile app management policies to help prevent Office 365 data leakage
Setup and deploy device security policies like pin or device encryption
Integrate on-premises System Center Configuration Manager with Intune
Enable conditional access and compliance policies to control access to data

Azure Rights Management

FastTrack will:
Retain control of sensitive documents locally and over email
Automatically protect mail containing privileged information
Ensure files stored in SharePoint are rights protected

COMPREHENSIVE SOLUTION
**Microsoft offers you more for less**

For the cost of Identity & Access Management and MDM/ MAM from other vendors, EMS provides advanced security capabilities to protect *users, devices, apps and data.*

<table>
<thead>
<tr>
<th>Included with Microsoft EMS E5</th>
<th>Available separately from other vendors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Information protection</td>
<td>$$^{1}$$</td>
</tr>
<tr>
<td>User and Entity Behavioral Analysis</td>
<td>$8^{2}$</td>
</tr>
<tr>
<td>Cloud Access Security Broker</td>
<td>$10^{2}$</td>
</tr>
<tr>
<td>Identity and access management</td>
<td></td>
</tr>
<tr>
<td>Mobile device and application management</td>
<td></td>
</tr>
<tr>
<td><strong>Total cost (per user/month)</strong></td>
<td><strong>$18+$</strong></td>
</tr>
</tbody>
</table>

Comprehensive solution

Stay secure and maximize your budget
Identity-driven security

Managed mobile productivity

Comprehensive solution

Holistic, intelligent, innovative security to keep up with new threats.

Encourage secure work habits by providing the best apps with built-in security.

Secure your enterprise fast – while keeping what you have and saving money.
## Enterprise Mobility + Security

<table>
<thead>
<tr>
<th>Identity and access management</th>
<th>Managed mobile productivity</th>
<th>Information protection</th>
<th>Identity-driven security</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EMS E5</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Azure Active Directory Premium P2</td>
<td>Microsoft Cloud App Security</td>
<td>Azure Information Protection Premium P2</td>
<td></td>
</tr>
<tr>
<td>Identity and access management with advanced protection for users and privileged identities (includes all capabilities in P1)</td>
<td>Enterprise-grade visibility, control, and protection for your cloud applications</td>
<td>Intelligent classification and encryption for files shared inside and outside your organization (includes all capabilities in P1)</td>
<td></td>
</tr>
<tr>
<td><strong>EMS E3</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Azure Active Directory Premium P1</td>
<td>Microsoft Intune</td>
<td>Azure Information Protection Premium P1</td>
<td>Microsoft Advanced Threat Analytics</td>
</tr>
<tr>
<td>Secure single sign-on to cloud and on-premises apps, MFA, conditional access, and advanced security reporting</td>
<td>Mobile device and app management to protect corporate apps and data on any device</td>
<td>Encryption for all files and storage locations, Cloud-based file tracking</td>
<td>Protection from advanced targeted attacks leveraging user and entity behavioral analytics</td>
</tr>
</tbody>
</table>
Empower your employees by creating a secure productive enterprise.

- **Trust**: Protect your organization, data, and people.
- **Collaboration**: Create a productive workplace to embrace diverse workstyles.
- **Intelligence**: Provide insights to drive better business decisions faster.
- **Mobility**: Enable your people to get things done anywhere.
Secure Productive Enterprise

Delivered through enterprise cloud services

Office 365

Enterprise Mobility + Security

Windows 10 Enterprise
EMS Benefits for O365 customers

Identity and access management
- Azure AD for O365+
  - Advanced security reports
  - Single sign-on for all apps
  - Advanced MFA
  - Self-service group management & password reset & write back to on-premises,
  - Dynamic Groups, Group based licensing assignment

Managed mobile productivity
- MDM for O365+
  - PC management
  - Mobile app management (prevent cut/copy/paste/save as from corporate apps to personal apps)
  - Secure content viewers
  - Certificate provisioning
  - System Center integration

Information protection
- RMS for O365+
  - Automated intelligent classification and labeling of data
  - Tracking and notifications for shared documents
  - Protection for on-premises Windows Server file shares

Identity-driven security
- Cloud App Security
  - Visibility and control for all cloud apps
- Advanced Threat Analytics
  - Identify advanced threats in on-premises identities
- Azure AD Premium P2
  - Risk based conditional access

Basic identity mgmt. via Azure AD for O365:
- Single sign-on for O365
- Basic multi-factor authentication (MFA) for O365

Basic mobile device management via MDM for O365:
- Device settings management
- Selective wipe
- Built into O365 management console

RMS protection via RMS for O365
- Protection for content stored in Office (on-premises or O365)
- Access to RMS SDK
- Bring your own key

Advanced Security Management
- Insights into suspicious activity in Office 365
## EMS benefits for Windows 10 customers

### Identity and access management
- Conditional access policies for secure single sign-on
- MDM auto-enrollment
- Self-Service BitLocker recovery
- Password reset with write back to on-premises
- Cloud-based advanced security reports and monitoring
- Enterprise State-Roaming

### Managed mobile productivity
- Mobile device management
- Mobile app management
- Secure content viewer
- Certificate, Wi-Fi, VPN, email profile provisioning
- Agent-based management of Windows devices (domain-joined via ConfigMgr and internet-based via Intune)

### Information protection
- Automated intelligent classification and labeling of data
- Tracking and notifications for shared documents
- Protection for content stored in Office and Office 365 & Windows Server on premises

### Identity-driven security
- Cloud App Security
  - Visibility and control for all cloud apps
- Advanced Threat Analytics
  - Behavioral analytics for advanced threat detection
- Azure AD Premium
  - Risk based conditional access
- Windows Defender Advanced Threat Protection
  - Identify advanced threats focused on Windows 10 behavioral sensors

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### Windows 10
- Single sign-on for business cloud apps
- Device setup and registration for Windows devices

### Windows Store for Business
- Traditional domain join manageability
- Manageability via MDM and MAM

### Encryption for data at rest and generated on device
- Encryption for data included in roaming settings
WINDOWS 10 MIGRATION – FIXED PRICE
CHALLENGES

Enabling effective migration from older versions of Windows desktop to Windows 10 can be a daunting task.

- Understanding how to move your users from their current desktop to Windows 10 with little or no downtime.
- Choosing the right features to enable in the new OS.
- How to deal with new update and security features and understanding how much the migration cost.
- Customers want a simple, fixed cost process, delivered on time.
- They want the same control over managing the desktop as they have currently.
WHY INFRAMON FOR ACCELERATING JOURNEY TO WINDOWS 10?

Our unique offering helps Microsoft customers realise key benefits from Inframom engagements:

- Help customers understand the power of Windows 10 ensuring maximum deployment numbers for initial migration.
- Help customers understand how other areas from the Secure Productive Enterprise portfolio can be utilised.
- Quickly moves customers onto Windows 10, allowing them to immediately realise Windows 10 benefits.
- Ensure customers quickly fully utilise the licensing they have purchased.
- Ensure all desktops and devices are migrated and not just a subset.
- Supports customer business case matching business and technical drivers.
- Delivers a fixed cost migration for design, migration and governance at £75 per device (minimum 500 devices).
CUSTOMER BENEFITS

- Gain a better understanding of the breadth of Windows 10
- Unlock the power of the Secure Productive Enterprise to get to market quicker
- Identify a program of work to get to the Windows 10
- Identify new ways of doing things. Build a high level SOE architecture for the new Windows 10 environment
- Assess their hardware and application suitability for the Windows 10
- Simple, cost effective OS design and migration to Windows 10 by a Microsoft trusted leader.
WHAT IS IN THE FIXED PRICED MIGRATION

Inframon works with your customers to help transition them seamlessly from current on desktop version to Windows 10.

The engagement has four key phases:

1. **Envision** – Inframon conducts a series of workshops that explores the various features underpinning Windows 10
2. **Windows 10 Desktop Image** – Inframon will work with the customer to build a secure and feature rich image applicable for Windows 10 which is applicable to their needs
3. **Transformation Planning** – A high level plan and programme of work for moving to Windows 10
4. **Desktop Migration** – Migration of users to Windows 10 with minimum downtime
COMMERCIAL OPTIONS AND POC

FIXED PRICE MIGRATION
• £75 per device (minimum 500 device's)

OPTIONAL EXTRAS
• Application Migration
• SOE Design
• Desktop and Mobile Device Management
• VDI
• Desired State Management
• Desktop Configuration Management as a Service
• CSP: Controlled Desktop

PROOF OF CONCEPT
Accelerating customers onto Windows 10 with Inframon Windows 10 Fixed Price Migration. 30 day Windows 10 PoC, cost approx £20k inclusive of:
- Windows 10 image with applicable security and productivity features enabled
- Desktop Configuration Management with System Center Configuration Manager 2016
- Mobile Device Management and Security and Identity Management with EMS
- Demos and Walkthroughs from Desktop, Device and Security experts
Welcome to the Consortium:
digital transformation delivered