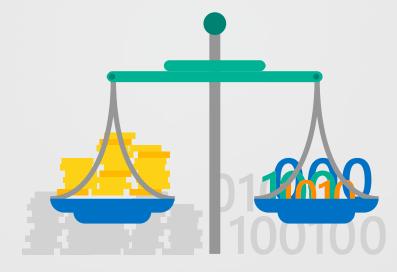






Cybercrime and cyber espionage are big business

\$500 Billion in global impact



300 million new malware variants

Increased use of zero-days

Using legitimate IT tools

10% of breaches are in EDU





33% of organizations take 2+ years to discover breach

\$5.9M Average cost of a breach in the United States

60% of data stolen in hours

65% of organizations say attacks evaded existing preventative security tools

Cost to **hire an outside firm** to audit level of breach

Costs to **remediate breach** like credit monitoring etc

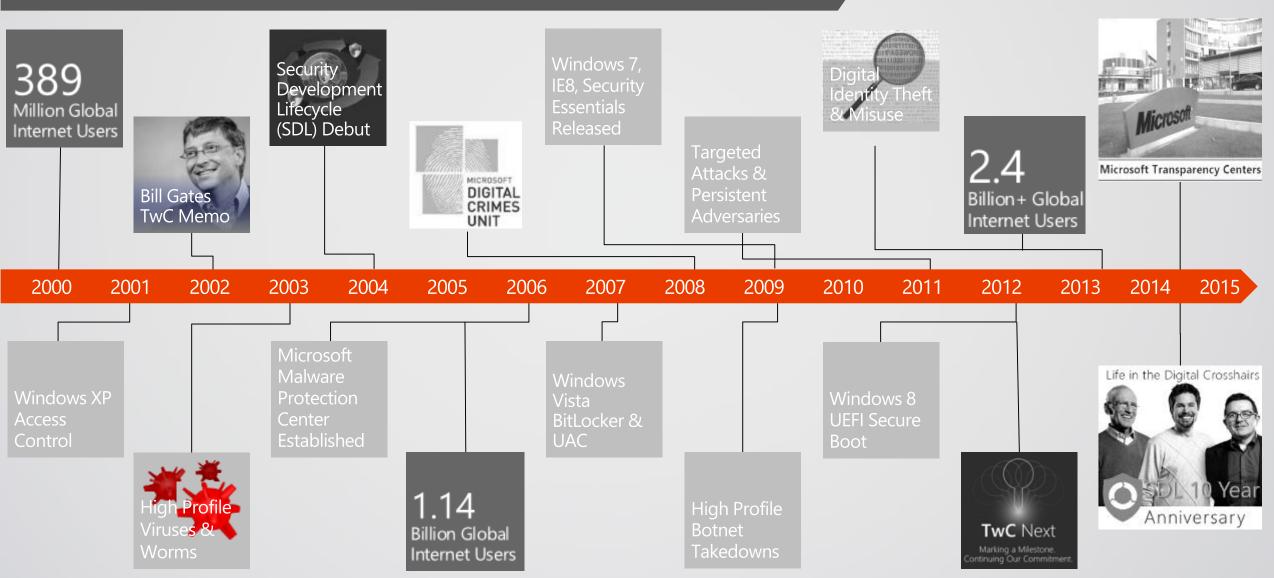
Litigation costs arising from breach

Cost to **Brand Reputation**

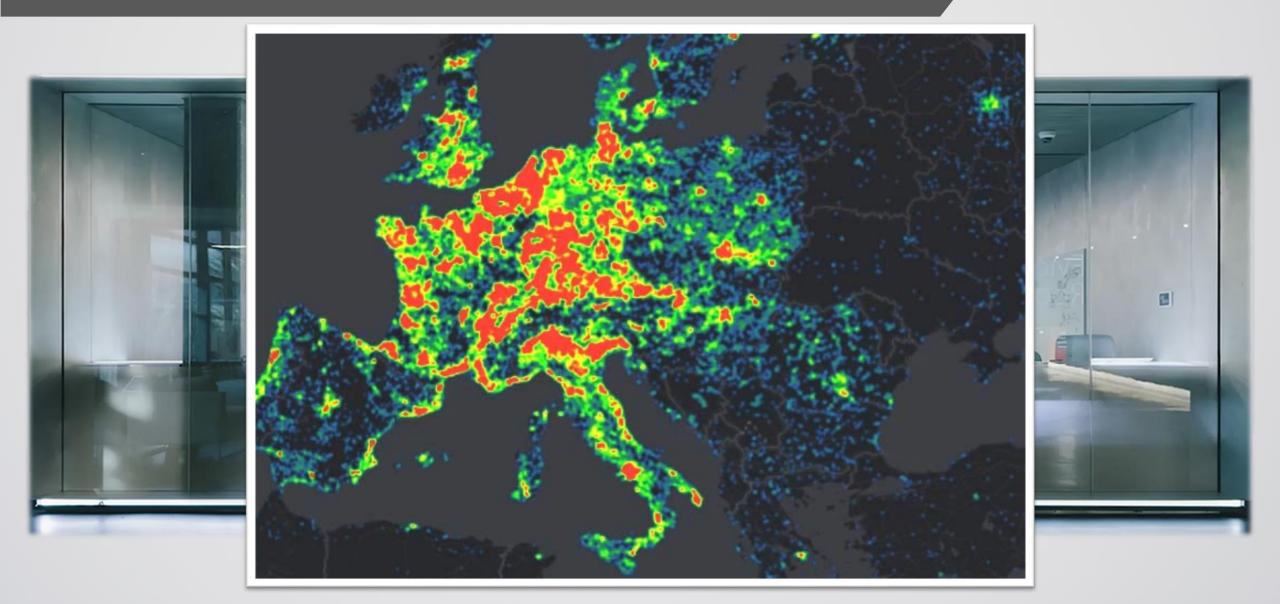




Microsoft Experience & Credentials Second decade of perspective & progress



Big Data in the fight against cybercrime



Next-Gen Protection Benchmarks

Leverage big data and machine learning

Analyze signature and behavior for zero-day protection

Deep insights driving rapid iterative innovation

Actionable reporting that cuts through the noise

People-centric protection







Simplify and Protect Securing Identity with AADP

Enabling users and organizations with a common identity on-premises and in the cloud



Optionally add Multi-Factor Authentication per-app for additional user identity verification









Typical Attack Profile When you assume breach, you need to detect & respond ASAP

First Host Domain Admin Compromised Compromised

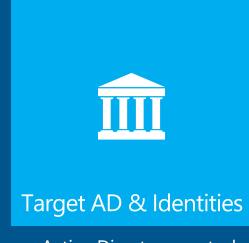
Breach Discovered



← CYBERTHREATS →

24-48 hours

← DATA EXFILTRATION (Attacker Undetected) 11-14 months →



- Active Directory controls
 access to business assets
- Attackers commonly target AD & IT Admins

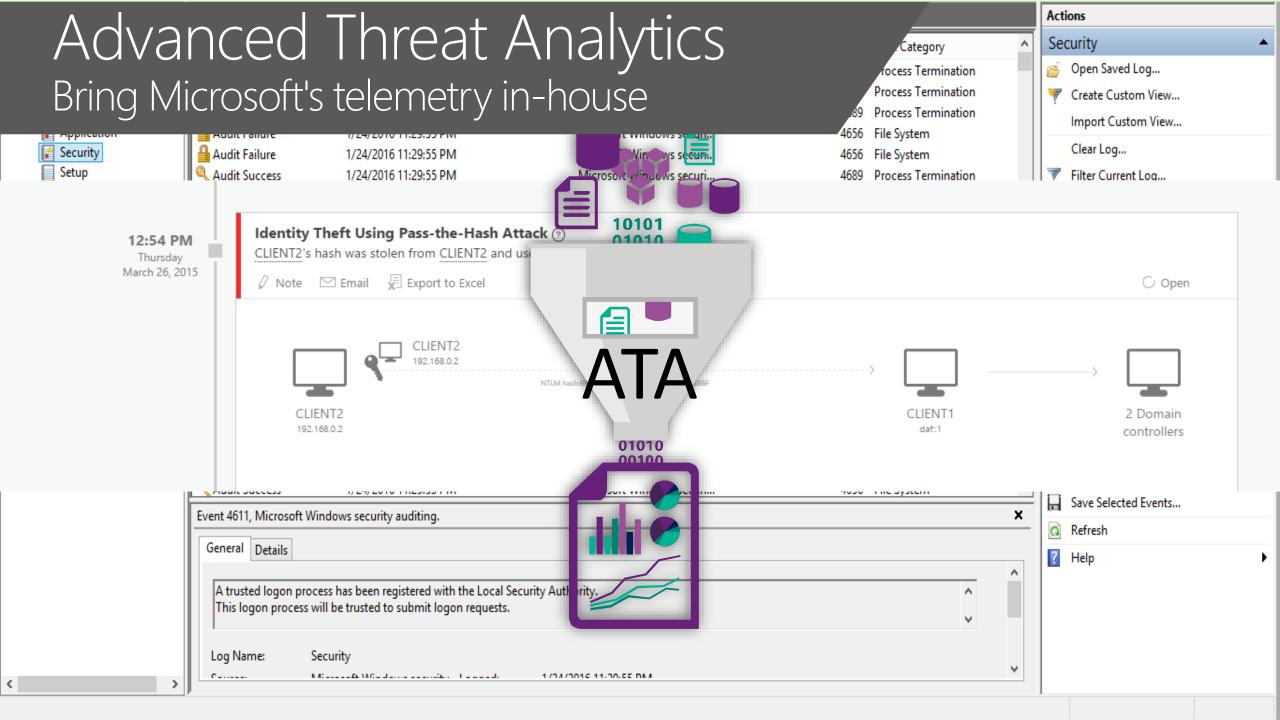


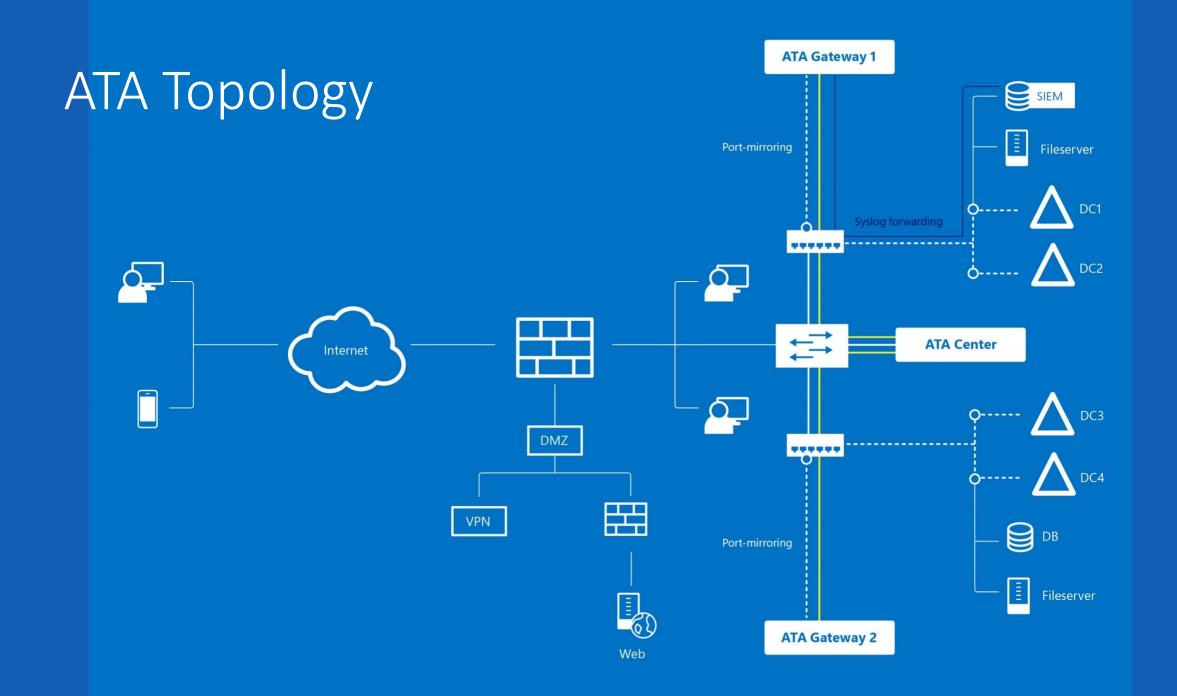
- Current detection tools miss most attacks
- You may be under attack (or compromised)



Response & Recovery

- Response requires advanced expertise & tools
- Expensive & challenging to successfully recover

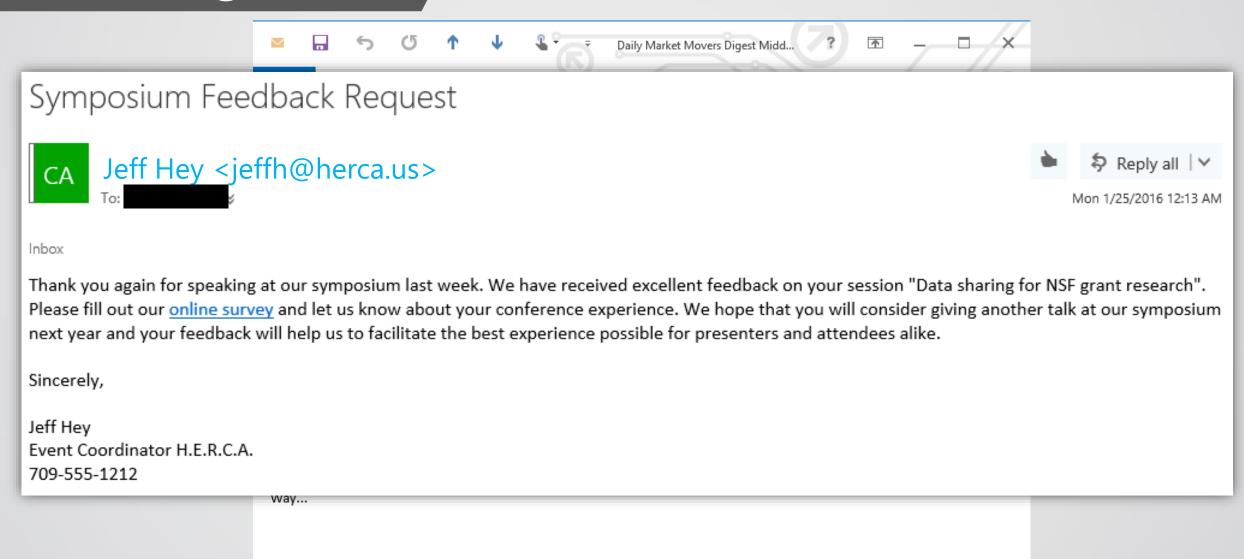




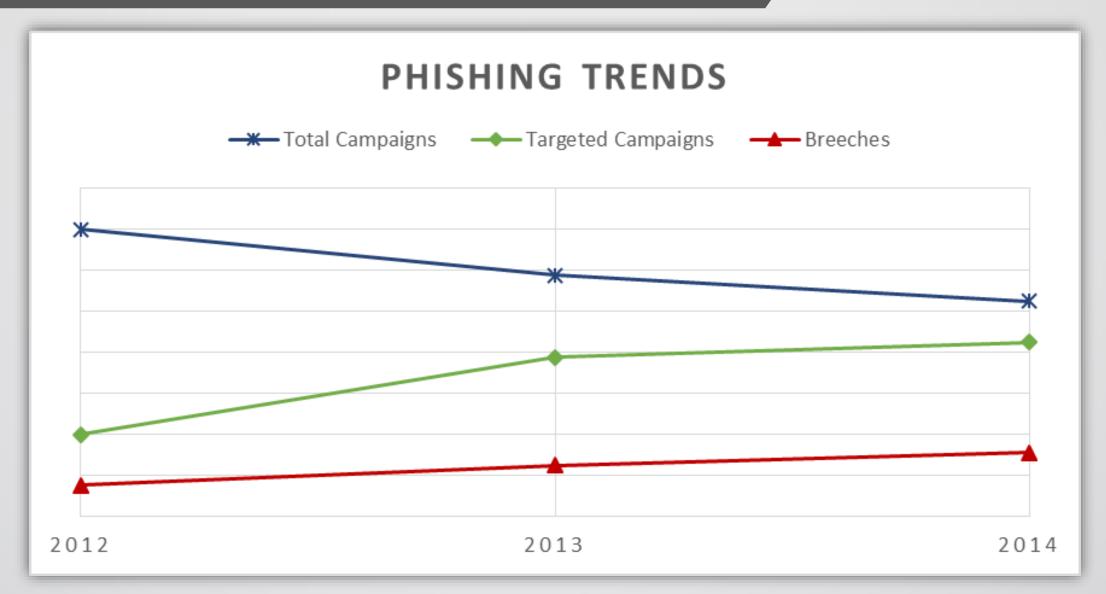


Phishing 101

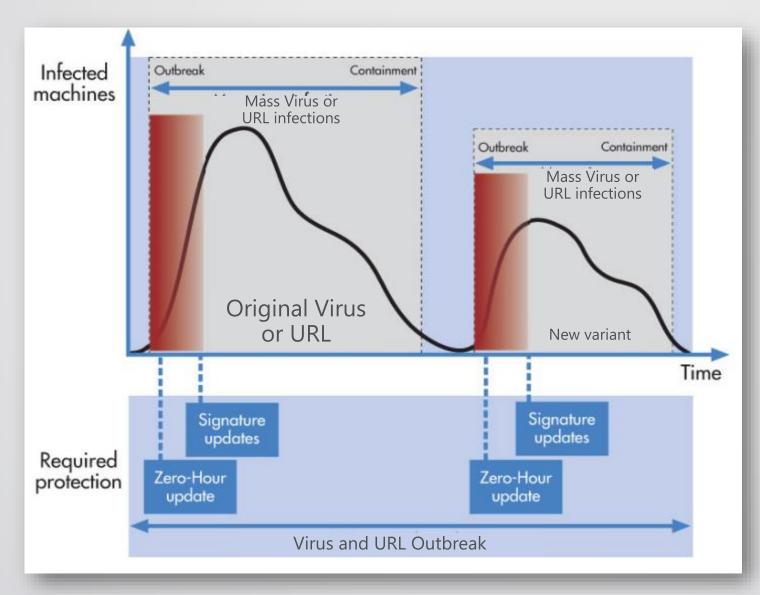
littlekim@reline.ru No Items



Phishing Trends By the numbers



Malware variant explosion



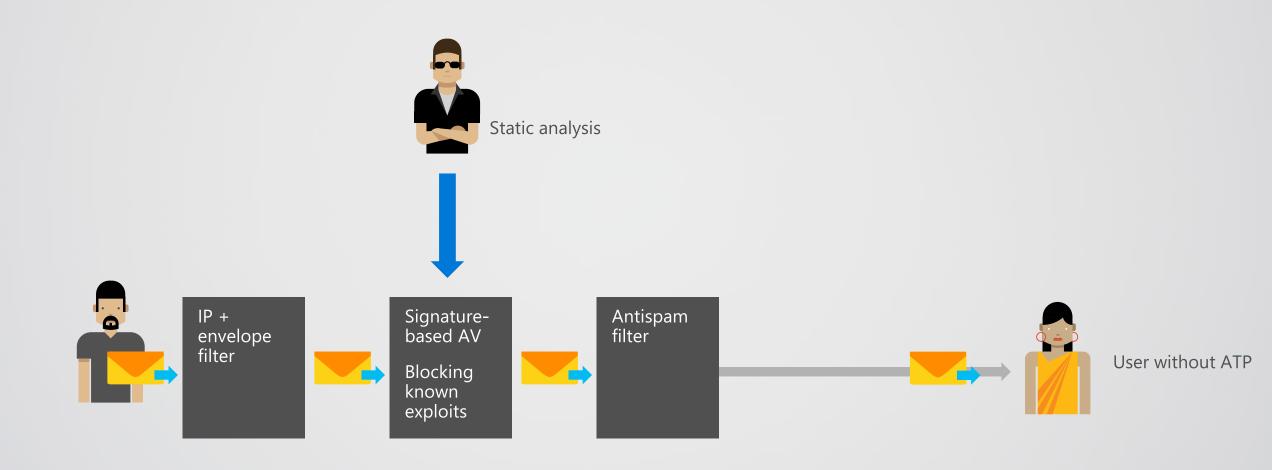
Any new outbreak consists of two parts

- A. Zero hour attack
- B. Elongated period of attack

Traditional signaturebased AV/AS cannot provide comprehensive protection against zero day attack

Attackers can go completely unnoticed during zero day attack

Traditional Malware Detection



Signature based Malware detection has a large latency due to static analysis

Exchange Online Advanced Threat Protection



Protection against unknown malware/virus

- Behavioral analysis with machine learning
- Dynamic Delivery
- Admin alerts



Time of click protection

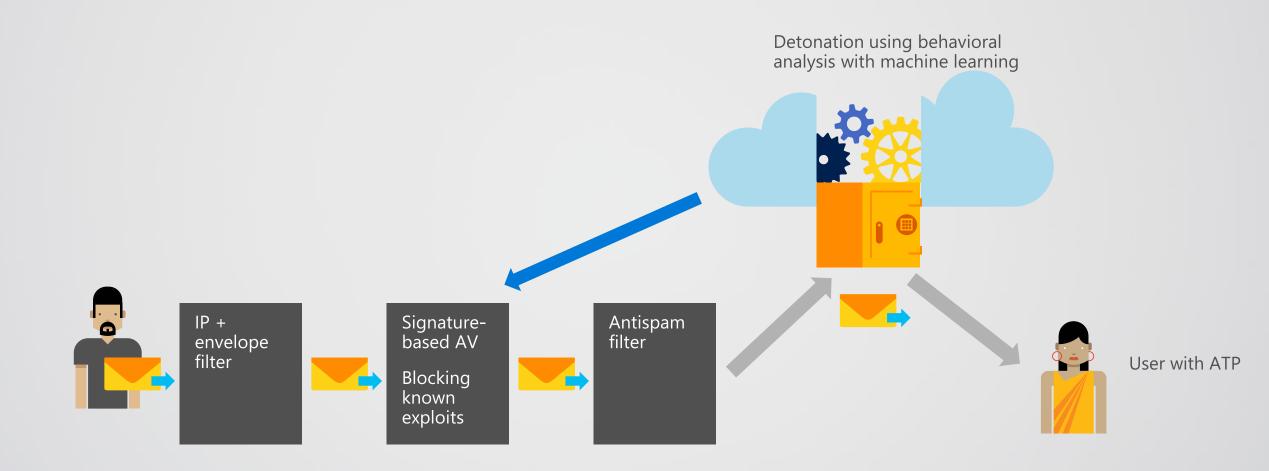
- Real time protection against Malicious URLs
- Dynamic URL coverage
- Zero Hour Auto Purge



Rich reporting and tracing

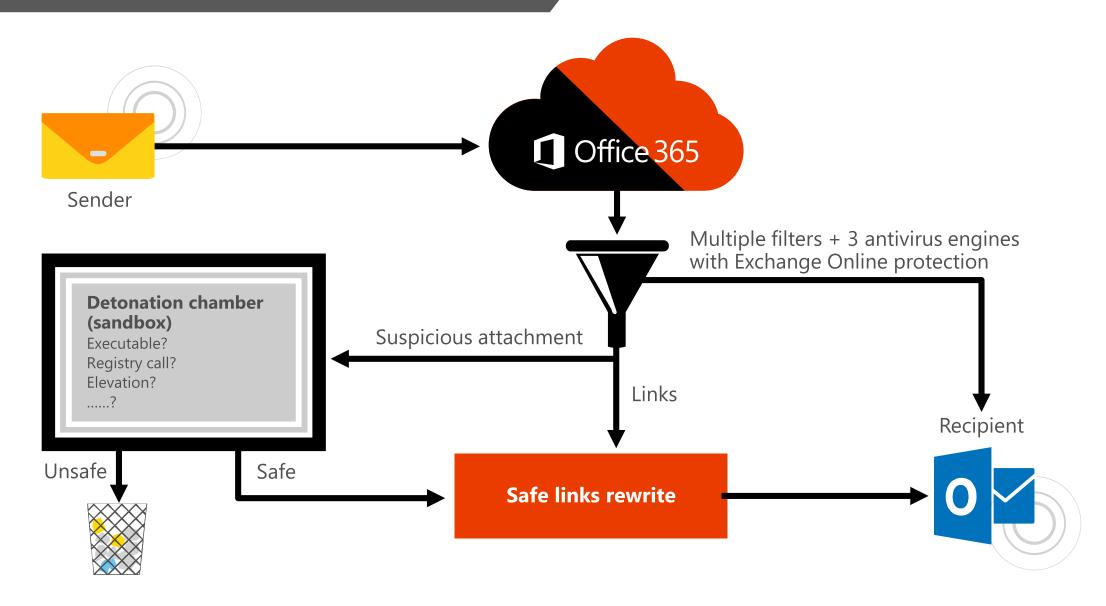
- Built-in URL trace
- Reports for advanced threats

Next-Gen Malware Detection



Behavior based Malware detection uses Machine Learning to flag Malware

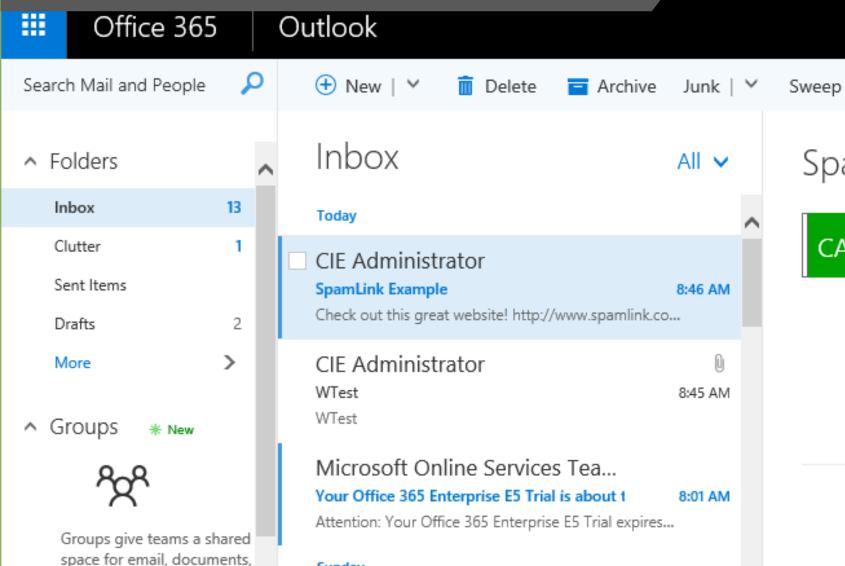
ATP Service architecture



Safe Link Rewrite



Move to ∨



SpamLink Example



CIE Administrator <admin@edude

...

Categories ∨

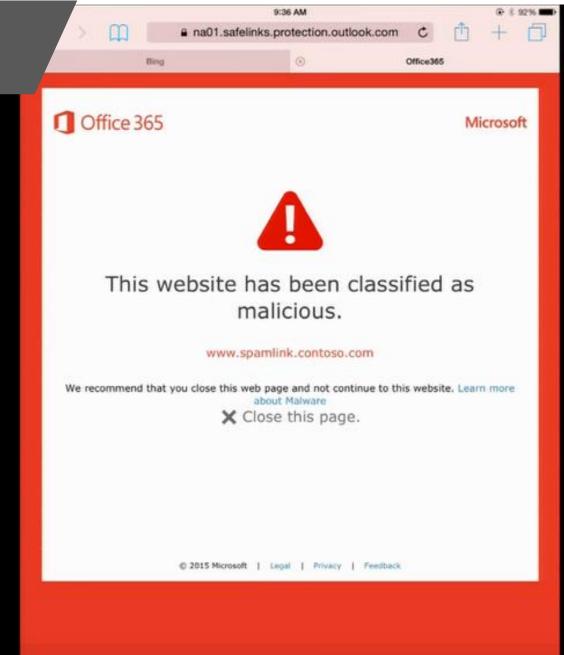
Check out this great website! http://www.spamlink.contoso.com

https://na01.safelinks.protection.outlook.com/?url=http%3a%2f%2fwww.spamlink.contoso.com&data=01%7c01%7csteve...

Sunday

and scheduling events.

Blocked URL







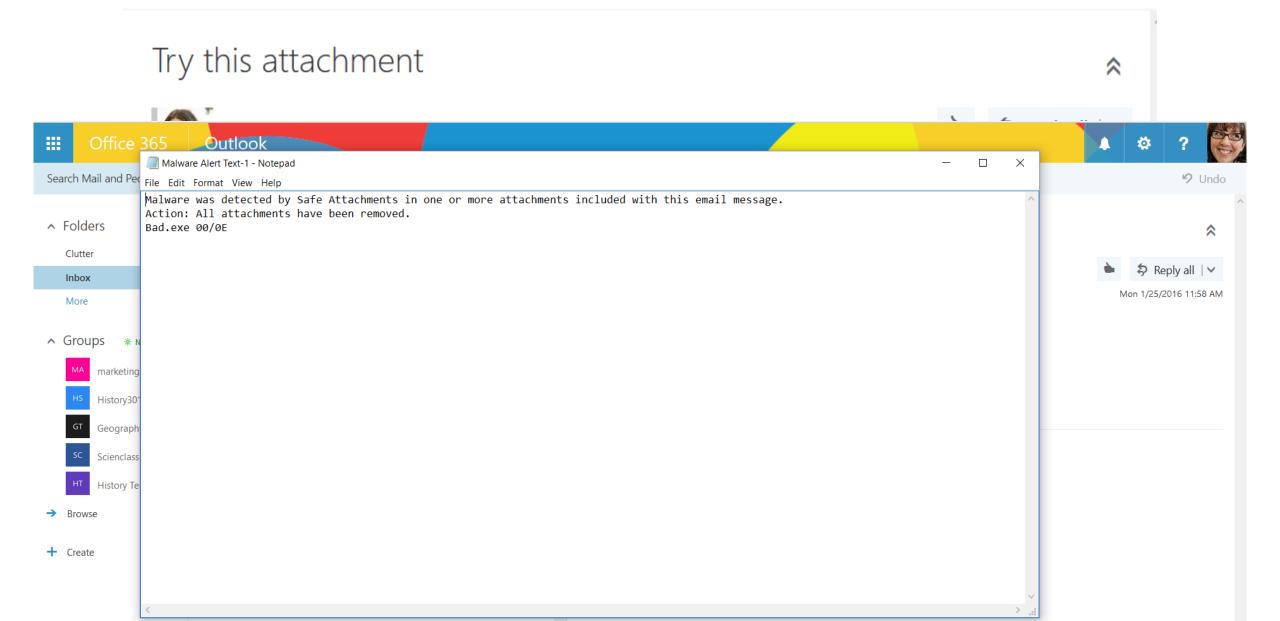
Url Trace Results



TIME OF CLICK (UTC)	۳	RECIPIENT	URL	BLOCKED	CLICKED THROUGH	MESSAGE ID
5/6/2015 3:56:46 PM		jchapman@Ignite2015.on	https://ignite2015-my.sharcURL it.com/personal/asafk_igni	No	No	<bn3yl1smtp0< th=""></bn3yl1smtp0<>
5/5/2015 3:06:36 PM		asafk@Ignite2015.onmicros	https://ignite2015-my.sharepoint.com/personal/asafk_ignite	No	No	<bn3yl1smtp0< td=""></bn3yl1smtp0<>
5/5/2015 1:19:18 PM		asafk@Ignite2015.onmicros	https://ignite2015-my.sharepoint.com/personal/asafk_ignite	No	No	<bn3yl1smtp0< td=""></bn3yl1smtp0<>
5/4/2015 8:55:50 PM		jchapman@ignite2015.onmi	http://www.bing.com	No	No	<col129-w942< td=""></col129-w942<>
5/4/2015 8:55:30 PM		jchapman@ignite2015.onmi	http://www.spamlink.contoso.com	Yes	No	<col129-w942< td=""></col129-w942<>
5/4/2015 6:19:53 PM		jchapman@ignite2015.onmi	http://www.spamlink.contoso.com	Yes	No	<col129-w942< td=""></col129-w942<>
5/4/2015 5:18:28 PM		jchapman@Ignite2015.onm	https://ignite2015-my.sharepoint.com/personal/asafk_ignite	No	No	<bn3yl1smtp0< td=""></bn3yl1smtp0<>
/4/2015 2:56:45 PM		jchapman@Ignite2015.onm	https://ignite2015-my.sharepoint.com/personal/asafk_ignite	No	No	<bn3yl1smtp0< td=""></bn3yl1smtp0<>
5/4/2015 12:31:13 PM		jchapman@Ignite2015.onm	https://ignite2015-my.sharepoint.com/personal/asafk_ignite	No	No	<bn3yl1smtp0< td=""></bn3yl1smtp0<>
5/4/2015 1:19:52 PM		jchapman@Ignite2015.onm	https://ignite2015-my.sharepoint.com/personal/asafk_ignite	No	No	<bn3yl1smtp0< td=""></bn3yl1smtp0<>
5/3/2015 6:10:22 PM		jchapman@ignite2015.onmi	http://www.bing.com	No	No	<col129-w942< td=""></col129-w942<>
5/3/2015 6:09:52 PM		jchapman@ignite2015.onmi	http://www.spamlink.contoso.com	Yes	No	<col129-w942< td=""></col129-w942<>
E/2/2015 12-21-50 DM		ichanman@ianita3015.anmi	http://www.epamlink.contoco.com	Var	No	COL130 M043

1 selected of 22 total

Blocked Attachment



How to Purchase – Education Pricing

Product	Channel	ERP
Advanced Threat Protection	Direct, Open, and EES channels	\$1.40/ Faculty/month \$.70/Student/month
Advanced Threat Analytics	Direct, Open, and EES channels	Included with ECAL or EMS
Enterprise Mobility Suite (AADP+ Intune+ Azure RMS+ ATA)	Direct, Open, and EES channels	\$1.07/ Faculty/month
Azure AD Premium (stand alone)	Direct, Open, and EES	\$.55/ Faculty/month \$.22/Student/Month

Thank you for attending!

Microsoft

Next steps

- To learn more about Microsoft Advanced Threat Protection:
 https://products.office.com/en-us/exchange/online-email-threat-protection
- To learn more about Microsoft Advanced Threat Analytics:
 http://www.microsoft.com/ata
- To learn more about Microsoft Enterprise Mobility Suite:
 http://www.microsoft.com/en-us/server-cloud/enterprise-mobility/

Who to contact for price details:

- Bryan Zatkulak <u>bzatkulak@belltechlogix.com</u> 888-989-8560 USM Institutions and JHU Affiliates
- Dana McNeil dmcneil@belltechlogix.com 877-394-7900
 All K-12 Private Schools and K-12 Public Schools M-Z
- Lisa Goolsby <u>Igoolsby@belltechlogix.com</u> 877-213-5990
 Public Libraries, Community and Private Colleges,
 and K-12 Public Schools A-L
- Sarah Taggart <u>staggart@belltechlogix.com</u>
- Click to view the <u>Contract # N139976 Roadshow presentation</u>



