MW and Security Assessments & Workshops
External

Build Intent workshops are partner-led engagements that enable partners to demonstrate value, build customer intent, and maximise opportunities for Modern Work and Security.

Modern Work

- ✔ Collaborative Apps
- ✔ Enable Frontline
- ✔ Endpoint management with Security
- ✔ Hybrid Meetings & Rooms
- ✔ M365 Digital Workforce
- ✔ Viva
- ✔ Viva Insights

Security

- ✔ Defend Against Threats with SIEM Plus XDR
- ✔ Mitigate Compliance and Privacy Risks
- ✔ Protect and Govern Sensitive Data
- ✔ Secure Multi-Cloud Environments
- ✔ Secure Identities and Access

If interested, please reach out to you Account Manager for further information and eligibility status.

Microsoft Solution Assessments Portfolio

Modern Workplace with data-driven insights, understand opportunities to optimise IT costs and empower everyone to securely be creative and work together.

- ✔ In-depth analysis of user application usage and install base, third party vendor mapping to Microsoft suite, security & collaboration consolidation opportunities.
- ✔ Immediate insights on collaboration readiness, ageing devices, security posture and client experience.
- ✔ End of Life/Support analysis of applications and operating systems identifying potential security risks and vulnerabilities.
- ✔ TCO and recommended next steps highlighting immediate areas for cost savings and longer term financial and operational benefits. Sustainability insights, present and future cost avoidance opportunities

Cloud Security comprehensive analysis of an organisation's cyber security posture, identifies security vulnerabilities and provides remediation recommendations.

- ✔ The resulting reports and workbook will provide practical recommendations and quick wins plus a high-level roadmap to help you regain vigilance and control.
- ✔ The secure Infrastructure Assessment utilises the Cyber Security Assessment Tool (CSAT) for collecting and analysing data.
- ✔ CSAT collects information about accounts, firewall settings, installed applications, the OS/Service Pack and Fileshares. CSAT also exports users and groups from Active Directory and Azure AD.
- ✔ Based on these scans the Secure Infrastructure Assessment surfaces potential cyber threats and vulnerabilities.

Microsoft

FastTrack helps your customers to deploy Microsoft cloud solutions.

Customers with eligible Microsoft licenses can use FastTrack at no additional cost.

Eligibility - Purchase at least 150 licenses of an eligible plan, through any program or agreement. Customers with <20% usage per workload would qualify for assistance.

ECIF Pre-sales and Post-sales ECIF

Further funding is available on a case-by-case basis to assist the customer in a PoC or potential deployment

Please utilise the specialists to ensure that the correct funding is being aligned to the customers challenges and needs.

Standardised Pilots enable partners to build on outcomes, demonstrate business and technical value, and accelerate sales opportunities.

- Drive customer intent with intent-building activities and pilots that move sales forward across the discover/try/buy journey
- Showcase the business and technical value of Modern Work experiences for key scenarios and solutions through product trials
- Accelerate sales opportunities with real product experiences, actionable outcomes, and deployment guidance.

Contact us to get started today! Email **tellmemore@bytes.co.uk** and we can get back to you.

BYTES | Smarter together

Microsoft Partner

Gold Data Analytics
Gold Enterprise Resource Planning
Gold Cloud Platform
Gold Datacenter
Gold Cloud Productivity

Winner Microsoft Partner of the Year 2022
Operational Excellence