



Microsoft 365 Copilot

Your AI assistant at work

Cloud Partner Day

Get ready for more

Alt det du også skal vide af nyt
fra Microsoft og TD SYNnex #3

- Microsoft Solution Assessments
- Azure opportunity
- Security Operations Center

Assessment Strategy – SMB

Welcome to Microsoft Solution Assessments

Today's technologies can be complex no matter where you are on your journey to the cloud. Explore the Microsoft Solution Assessment choices below to help your company migrate to the cloud, increase your security protocols, get started with AI, and understand how to optimize your company's cost savings.



SELF-GUIDED

Self-Service Cyber Security Assessment

This self-guided cybersecurity assessment provides a fast data-based assessment of your company's cyber vulnerabilities and threats. The cybersecurity report succinctly outlines the level of your risk and required mitigations.



SELF-GUIDED

Copilot for Microsoft 365 Optimization Assessment

The Copilot for Microsoft 365 Optimization Assessment has been developed to assist customers and partners in assessing their organizations' readiness for adopting Microsoft Copilot for Microsoft 365.



EXPERT-LED

Azure Expert Assessment

The Azure Expert Assessment is a new way to collaborate with specialized experts. It is designed with automation in every step of the process to expedite your unique needs for cloud migration.



MICROSOFT-CURATED

Microsoft Portfolio of Solution Assessments

Microsoft offers customers a full portfolio of curated assessments free of charge. Whether you are moving your servers to the cloud, or looking to fully understand your cybersecurity risks, there is a customized assessment that fits your business need.

Solution Assessments Request

* Complete this form to be contacted by the Solution Assessments Team and receive an email regarding next steps.

Language Select

Requestor Information



Are you a microsoft partner requesting an assessment for your customer?

Are you a microsoft customer requesting an assessment for your company?

Partner Name *

Partner Country/Region *

Select

Partner Email *

Partner Phone Number *

Indirect Provider Name

Indirect Provider Email

MPN ID *

Customer information

Name *

Job Title *

Company Name *

Department *

Select

Corporate Email *

Company Website *

Country/Region *

Select

Nomination Type *

Select

Number of Users *

Select

Number of Servers *

Select

Areas of Interest

What IT projects do you have in mind? (Check all that apply) *

Copilot readiness

Cybersecurity Assessment

Cloud Migration

Modernize Applications

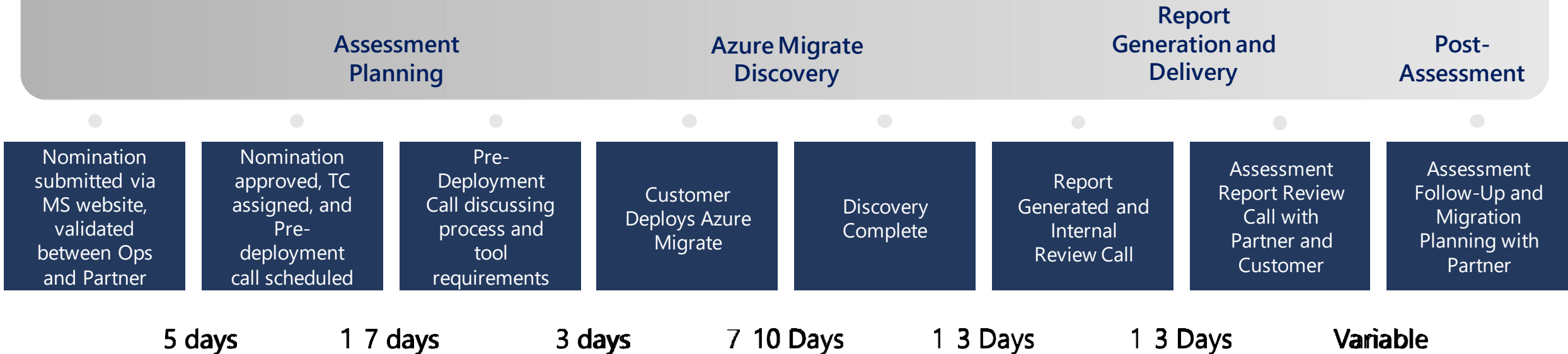
Other

How soon are you looking to implement these changes? *

Select

Rapid Migration Assessment | Estimated Timeline

Assessment Stages



Total Estimated Time from Nomination approval to Report Delivery: 2-3 weeks

Services on the Cloud Journey

Upsell Opportunities:

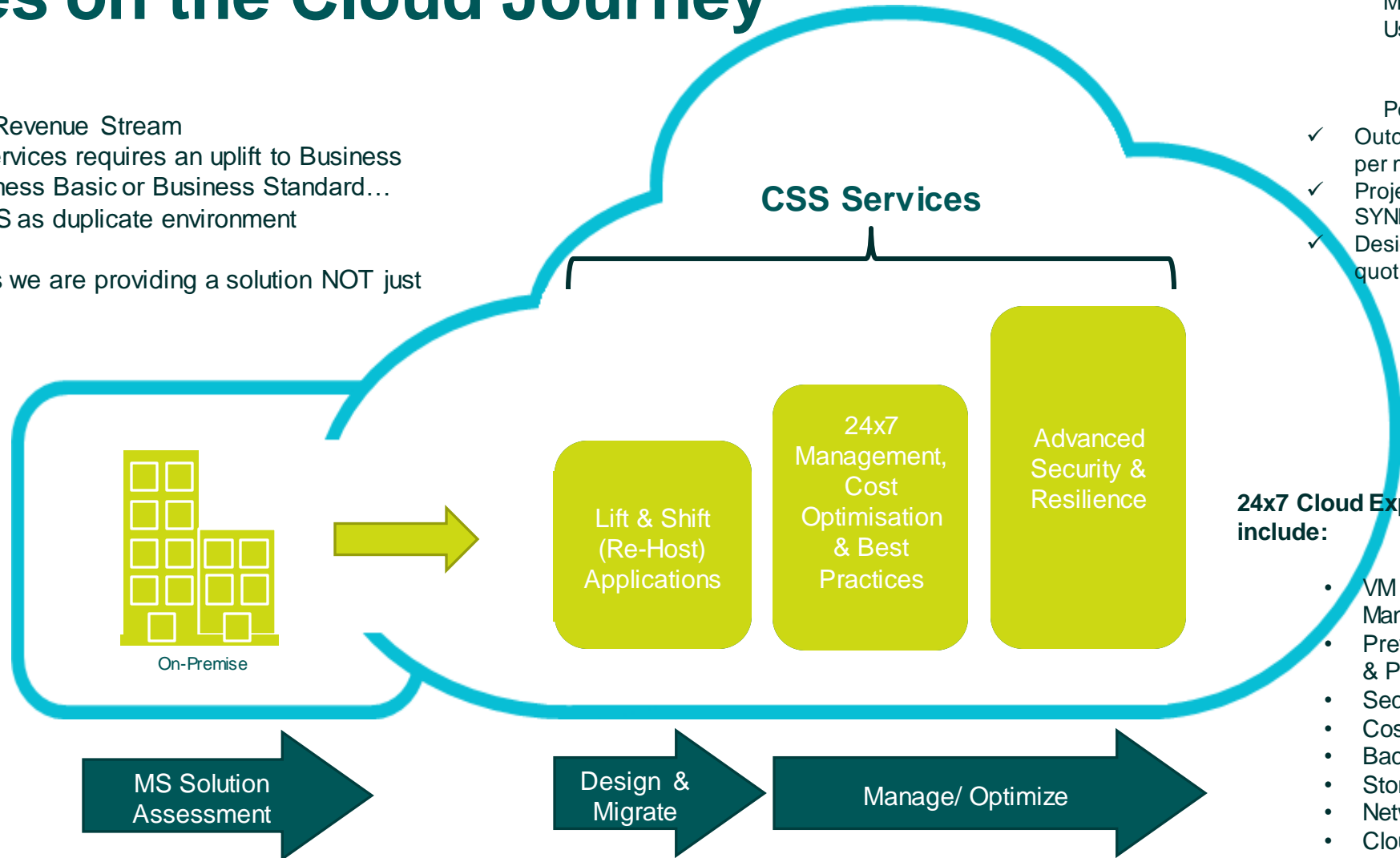
- Additional Managed SOC Revenue Stream
 - Providing MXDR Services requires an uplift to Business Premium from Business Basic or Business Standard...
- Increased ACR with DRaaS as duplicate environment

Increases Partner Retention as we are providing a solution NOT just consumption.

The start of the Cloud journey begins with a Microsoft Solution Assessment.

The Assessment output highlights potential cost savings and future costs analysis as Customers move from on-premise into the cloud.

This report provides a compelling Business Case justification for moving to the cloud



- No minimum deal size
- ✓ Re-Hosting **fixed price** packaged offering includes:
 - Migration Design & Plan
 - User Acceptance Testing (UAT) support
 - Post migration support
- ✓ Outcome based pricing – per migrated VM
- ✓ Project Managed by TD SYNnex Services Team
- ✓ Design for Quick & Easy quoting

24x7 Cloud Express features include:

- VM Monitoring & Management
- Preventive maintenance & Proactive Management
- Security Monitoring
- Cost Optimization
- Backup Service
- Storage Management
- Network Management
- Cloud Environment Management

Acquisition & growth programs & incentives

Azure CSP Customer Add in MCI



Azure CSP customer add incentive rewards partners when their customer, identified by the customer's unique tenant ID, has an Azure workload generate Azure consumed revenue (ACR) for the first time.

15%

Earning opportunity for Azure customer add

\$250K USD

Maximum earning opportunity per partner and per tenant for up to 12 months

Stacks with other Azure CSP incentives for an incentive up to 21%

4% baseline



2% workload accelerator (if applicable)



15% CSP customer add (if applicable)



21% incentive earning potential on associated ACR



Managed Security Services (MDR & MXDR)



About Chorus

Managed IT & Cyber Security Provider

- Cyber Security services
- Managed IT services
- Digital Transformation services
- Microsoft specialists – Azure, Microsoft 365, Dynamics 365, SharePoint & Power Platform

UK-based 24/7 Service Desk & CSOC

Leading Microsoft partner with over 100 people

Our mission is using technology to put people first



Microsoft Intelligent Security Association



Chorus VALUES

Stay curious

Champion the truth

Embrace the future

Enjoy the journey

The opportunity

- Cyber security is a **business priority** – the threat of an attack poses a great risk with cost and reputational impact
- There is an incredible **opportunity and demand** for managed security services
- However, only **15-20%** of organisations have some form of MDR service in place
- Building an internal CSOC is not realistic for many organisations, due to:
 - Cost
 - People & Skills
 - Complexity
 - Urgency

Which is why companies are looking for Managed Security

CSOC = Cyber Security Operations Centre
MDR = Managed Detection & Response
MXDR = Managed extended Detection & Response





Webinar 21st March: Start delivering Microsoft managed security services



Start delivering Microsoft managed security services

Cyber security is a top priority for organisations - cyber-attacks are increasing in frequency and complexity and organisations of all sizes are a target. Today, companies are looking for managed security services providers (MSSP) to deliver managed security and provide 24x7x365 protection, detection and response to reduce their cyber risk.

There is a huge opportunity in the market for Managed Security and Managed Detection and Response (MDR) - with Gartner predicting 60% of companies will be using MDR services by 2025. However, building a Cyber Security Operations Centre (CSOC) to deliver MDR services has many challenges - such as large upfront costs, staff recruitment/retention, and a long time to build and go to market.

This is why MSP's and IT providers are partnering with an MSSP. By partnering, you can deliver these in-demand services to your customers immediately, increase your profits, improve customer loyalty, and reduce customer risk.

TD SYNnex have partnered with Chorus, a leading MSSP with a 24x7x365 UK-based CSOC, that deliver advanced MDR and MXDR services on Microsoft Defender XDR and Microsoft Sentinel. This webinar will introduce you to the cyber security opportunity, the benefits for you and your customers and show you how you can start delivering managed security services rapidly.

Webinar: Start delivering Microsoft managed security services

Agenda

- The cyber security opportunity
- Managed security: build vs partner?
- MDR & MXDR services explained
- Why Microsoft for security?
- The benefits to you and your customers.

Date: 21st March

Time: 09:30-10:15 CET (10:30-11:15 FI)

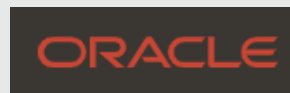
Where: Online via Teams Live

Speakers: Raffaella Palladino Hansen - Partner Developer Executive Chorus
Mahmod Ahmad - Nordic Business Development Manager, Cyber Security
NordEast Security at TD SYNnex

Our Top Vendors



Other Vendors



Roadmap for legacy to NCE enforcement

January 2024 to June 2024



Education and Charity available in NCE

- Microsoft has announced educational SKUs and nonprofit SKUs will become available in NCE from ~~January 1, 2024~~ – now from **March 1, 2024**.
- Some products may not become available in NCE – ex, special old promotion offers – and may retire on renewal date after January 1, 2024. Please refer to [Microsoft Retirement Guide](#).
- Please consult TD SYNEX for assistance to plan your transition to Microsoft New Commerce.

January 2024



Automatic renewal of legacy subscriptions to NCE (Commercial Subscriptions)

- From **January 11, 2024**, Microsoft has started to enforce renewals of legacy subscriptions to NCE on annual term.
- The Microsoft-led migration will occur on the anniversary date, starting with all subscriptions renewing on **January 11, 2024**, and continuing throughout the 2024 calendar year.
- Resellers will have 7 days after migration is complete to change the subscription term, quantity or cancel the subscription if necessary.
- After 7 days, reseller will be committed for a full annual term with no change or cancellation option until next anniversary date.
- Resellers will not be notified by Microsoft upon or after renewal.
- Please consult TD SYNEX if you prefer to manual manage migrations with the option to amend term and billing settings or change products.

July 2024



Automatic renewal of legacy subscriptions to NCE (Educational and Charity)

- From **July 2024** Microsoft will start enforce renewals of legacy subscriptions to NCE on annual term.
- The Microsoft-led migration will occur on the anniversary date, starting with all subscriptions renewing in July 2024 and continuing until June 2023.
- Resellers will have 7 days after migration is complete to change the subscription term, quantity or cancel the subscription if necessary.
- After 7 days, reseller will be committed for a full annual term with no change or cancellation option until next anniversary date.
- Resellers will not be notified by Microsoft upon or after renewal.
- **We recommend to renew in NCE as early as possible.**