### Microsoft Defender for Business

### **Elevate your security**

Al-powered device protection specially designed for businesses with up to 300 employees



#### **Enterprise-grade protection**

Protect your devices against ransomware and other cyberthreats with industry-leading Defender technologies like vulnerability management and endpoint detection and response with Al-powered automatic attack disruption.



#### Easy to use

Easy, wizard-based onboarding and out of the box policies get you up and running quickly. Simple monthly summary reports show you threats detected and prevented so you know Defender is working around the clock to help protect you.



#### **Cost-effective**

One affordable solution optimized for your business instead of separate and expensive add-ons.

Available in two flexible plans as part of Microsoft 365 Business Premium, or as a standalone solution for \$3 per user per month.

Microsoft Defender for Business now generally available:

aka.ms/DefenderforBusiness >>

Microsoft Defender for Business servers add-on now generally available:

aka.ms/MDB-TechblogNov22

### Microsoft Defender for Business is included in Business Premium

### Microsoft Defender Business (\$3pupm)<sup>1</sup>

Enterprise-grade endpoint security powered by AI



#### Per user license

- Next generation protection
- Cross-Platform support (iOS, Android, Windows, MacOS)<sup>2</sup>
- > Endpoint Detection and Response
- Automatic Attack Disruption
- Vulnerability Management
- Monthly Security Summary Reports
- Streaming APIs
- ...and more

#### Microsoft 365 Business Premium (\$22pupm)<sup>1</sup>

Comprehensive productivity and security solution

#### Per user license

Microsoft 365 Business Standard (\$12.50)<sup>1</sup> Office apps and services, Teams



Microsoft Defender for Business

Microsoft Defender for Office 365 Plan 1

Intune

Microsoft Entra ID P1

Microsoft Purview Information Protection

**Exchange Online Archiving** 

Autopilot

Azure Virtual Desktop license

Windows 10/11 Business

**Shared Computer Activation** 

#### **Licensing Options**

- 1. As standalone SKU, up to 300 users
  Entitlement for use on up to 5 devices
- 2. Included as part of Microsoft 365
  Business Premium, up to 300 users
- 3. Add-on server offering now available

<sup>&</sup>lt;sup>1</sup>Price is subject to change based on subscription term, currency and region.

<sup>&</sup>lt;sup>2</sup>Add-on for server support is now available. iOS and Android security without Intune for MDB standalone now GA. Intune Plan 1 is included in Microsoft 365 Business Premium. See <u>Documentation</u> for detail.

### Microsoft Defender for Business brings many E5 capabilities to SMB

Cross platform and Al-powered enterprise grade protection with next-gen protection, endpoint detection and response, and vulnerability management.

Available as a standalone device security solution and as part of Microsoft 365
Business Premium.

Defender for Business server add-on is now available.

Supports multi-customer viewing of security incidents with **Microsoft 365 Lighthouse** for partners.

Customer size	< 300 seats	> 300 seats		
Device security capabilities\SKU	Microsoft Defender for Business	Microsoft Defender for Endpoint Plan 1	Microsoft Defender for Endpoint Plan 2	
Centralized management	✓	✓	<b>✓</b>	
Simplified firewall and antivirus configuration for Windows	✓			
Vulnerability Management	✓		✓	
Attack surface reduction	✓	✓	✓	
Next generation protection	✓	✓	✓	
Endpoint detection and response	<b>√</b> 1		✓	
Automatic Attack Disruption	<b>√</b> 1		✓	
Automated investigation and remediation	<b>√</b> 1		✓	
Monthly Security Summary Reporting	<b>√</b> 1		✓	
Threat hunting and 6-months data retention			✓	
Threat analytics	<b>√</b> 1		✓	
Cross-platform support for Windows, MacOS, iOS, and Android clients	✓	✓	✓	
Windows server and Linux server	Microsoft Defender for Business servers add-on	<b>√</b> <sup>2</sup>	<b>√</b> <sup>2</sup>	
Microsoft Threat Experts			✓	
Streaming APIs	<b>√</b> 1		✓	
Partner APIs	✓	✓	✓	
Microsoft 365 Lighthouse for multi-tenant management	<b>~</b>			

<sup>&</sup>lt;sup>1</sup>Optimized for SMB. <sup>2</sup> Requires server add-on. See <u>Documentation</u> for detail.

# Defender for Business brings enterprise grade device security to Microsoft 365 Business Premium

		Microsoft 365 Business Premium	Microsoft 365 Business Premium	Microsoft Defender for Business (MDB)
eDiscovery and audits	eDiscovery	•	•	
	Litigation hold	•	•	
	Email archiving	•	•	
Information protection	Information rights management	•	•	
	File classification/labeling	•	•	
	File tracking and revocation	•	•	
Data loss prevention	Message encryption	•	•	
	Data loss prevention	•	•	
	Data app security	•	•	
Email and collaboration security	Safe links	•	•	
	Safe attachments	•	•	
	Anti-phishing	•	•	
Device management	Windows device setup and management	•1	<b>•</b> 1	
	Device health analytics	•	•	
	Mobile device management	•	•	
	Mobile app management	•	•	
Identity and access management and security	Conditional Access	•	•	
	Multi-factor authentication	•	•	
Device security	Centralized management	•	•	•
	Simplified client configuration		•	•
	Next generation protection	Win10	•	•
	Attack surface reduction	Win10 <sup>1</sup>	•	•
	Network protection		•	•
	Web category blocking		•	•
	Endpoint detection and response		•	•
	Automatic attack disruption		•	•
	Cross platform support (Windows, MacOS, iOS and Android clients)		•	•
	Automated investigation and response		•2	•2
	Threat and vulnerability		•	•
	Threat intelligence		•2	•2

**PRE MDB** 

WITH MDB

<sup>&</sup>lt;sup>1</sup>Limited. <sup>2</sup> Optimized for SMB.

### Additional resources

Live partner webinars will provide practical sales and technical training with live Q&A <a href="https://aka.ms/SMBM365Masters-TechnicalTrack">https://aka.ms/SMBM365Masters-TechnicalTrack</a> and <a href="https://aka.ms/SMBM365Masters-SalesTrack">https://aka.ms/SMBM365Masters-SalesTrack</a>.

## Microsoft Defender for Business resources

- Review the technical documentation https://aka.ms/MDB-Docs
- Review the Partner asset <u>https://aka.ms/MDBPartnerKit</u>
- Attend SMB Partner Webinars https://aka.ms/SMBM365Masters-TechnicalTrack https://aka.ms/SMBM365Masters-SalesTrack
- Microsoft Mechanics: https://aka.ms/MDB-MicrosoftMechanics
- Stay up to date on the latest: https://aka.ms/smbtc
- MDB To Partner Objection Handling https://aka.ms/MDB-ToPartner-ObjectionHandling

### Microsoft 365 Lighthouse resources

- Microsoft 365 Lighthouse Partner Page https://aka.ms/M365Lighthouse
- Review the technical documentation https://aka.ms/M365LighthouseDocs

### Start Microsoft 365 Business Premium Upsell conversations with your customers

- Partner Playbook https://aka.ms/M365BPPartnerPlaybook
- Updated upsell guides:
   Exchange Online to Business Premium
   Business Standard to Business Premium
   Business Basic to Business Premium
- > Updated Microsoft 365 Business Premium customer pitch decks: <u>Business Decision Maker Pitch Deck</u> IT Decision Maker Pitch Deck
- New webinar: Having a customer conversation on security for Business Premium upsell