

Lead the conversation Specialize Threat Protection consultation with M365 E5 suites

Course Overview

This deal-ready course prepares partner presales professionals to position Microsoft's comprehensive threat protection portfolio—including Microsoft Defender XDR and integrated solutions—to address evolving security risks. Participants will learn to handle objections, map business value, and deliver confident demos. Through guided discovery, customer case studies, and pitch-building activities, this course enables sellers to build winning proposals aligned to Microsoft 365 E5 Security.



Level - Intermediate



Duration - 6 Hours

Course Modules

Day 1? - Selling Microsoft Threat Protection with ME5

Module 1: Selling Microsoft Threat Protection with ME5

Trends in Threat Landscape

Governance, compliance and Risk concepts

Security Opportunity for CSP Partners

Introduction to Microsoft Threat Protection and Unified SecOps solution with Microsoft Defender XDR

Selling Microsoft Security Threat Protection with ME5

Transformation with Security Copilot- Overview

Build a business case with

Security Business Case Builder

Why Microsoft Security

Partner GTM investments and win formula

Partner call to Action and resources

Q&A

Day 2? - Unified SecOps and Threat protection with Microsoft Defender XDR

Module 2: Unified SecOps and Threat protection with Microsoft Defender XDR

Threat Actors - Introduction

Revisiting Threat Protection with M365 E5 Suite

Product Features and Insights

Microsoft Entra ID P2

Entra Pricing, Objections, Discovery Questions

Microsoft Defender XDR

Defender for Office 365

Defender for Endpoint

Defender for Cloud Apps

Defender for Identity

Extended Threat Protection with Microsoft Defender XDR

Transform SOC with GenAI

How to Demo Security Solutions

Day 3 -? Team Activity and Pitch? perfect



Multi-cloud Security Customer case Study

Customer Background

Business Challenges

Technology background

Customer Requirements

Objections

Build your response (Team Activity)



Pitch perfect

Present your pitch

Handle Objections