

Pre-Sales - Build a foundation of secure productivity to get AI-ready

Course Overview

Duration - 4.5 Hours | Level - Intermediate

Microsoft 365 E3 has several features that enhance organizational security and improve the composite organization's ability to identify, investigate, and remediate threats: including a 35% reduction in reduction in likelihood of a data breach. Attend this session to know how you can investigate customer priorities to get them ready for AI and how you can have a technical conversation about Microsoft 365 Copilot with customers and unlock more opportunities for Microsoft 365.

Course Modules

Day 1

Establishing the AI-Ready Foundation with Microsoft 365 E3

Cloud Need for Security and data protection for AI readiness

Cloud Securely harness the power of productivity tools and AI

Cloud Secure AI for everyone with Copilot Chat and Microsoft 365 Copilot

Cloud Copilot and Agents in Microsoft 365 E3

Cloud Showcase the value of AI with Modern Work Business Case Builder

Cloud Address oversharing concerns with Microsoft 365 Copilot

Cloud Protect your devices and stay secure with Microsoft Defender for Endpoint P1

Cloud Optimize cloud infrastructure controls with Copilot Control System

Cloud Total Economic Impact of Microsoft 365 E3

Cloud Discovering more ME3 opportunities

Cloud Partner Demo resources

Cloud Customer Validation

Cloud Getting Started

Day 2

Driving Adoption and Elevating Security in the Modern Workplace

Cloud Cloud Powered Organization

Cloud Build your business case and drive adoption

Cloud Drive Productivity and Collaboration with M365 Copilot

Cloud Govern access with Microsoft Entra ID P1

Cloud Discover the use of AI Apps with Defender for Cloud Apps Discovery

Cloud Mitigate device risks with Microsoft Intune P1 and Defender for Endpoint P1

Cloud Addressing Data Residency in Microsoft 365 E3

Day 3 - Pitch Perfect

Customer case study

Cloud Business background

Cloud Challenges

Cloud Customer Requirements

Cloud Objections

Pitch Perfect

Cloud Build a convincing customer pitch of 3-5 mins

Cloud Provide solutions

Cloud Handle objections