

Secure all your clouds with Microsoft Defender for Cloud

Course Overview

Duration - 1.5 Hours | Level - Beginner

In this session sales professionals will learn how to position Microsoft Defender for Cloud as the leading multicloud security solution. Discover how to articulate key value pillars—risk prioritization with CSPM, unified lifecycle protection, and real-time threat response with CWP. Understand Microsoft's multicloud strategy, competitive differentiators, pricing and licensing options, and how to guide customers through their cloud security journey using validation stories, value mapping, and partner-ready resources.

Course Modules

Day 1

What we'll cover

Cloud Security Threat landscape
Microsoft's multicloud security strategy
Multicloud Security value pillars
Prioritize Risks with Cloud Security Posture Management (CSPM)
Unify Security across full app lifecycle
Remediate threats in near real time with Cloud Workload Protection (CWP)
Pricing and Licensing
Why Microsoft?
Value and capability mapping
Microsoft Security Business Case Builder
Partner skilling and demo resources
Customer validation
Recent promotions and incentives announced + How to deliver MCI