

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

Need for Security and data protection for AI readiness
Securely harness the power of productivity tools and AI
Secure AI for everyone with Copilot Chat and Microsoft 365 Copilot
Copilot and Agents in Microsoft 365 E3
Showcase the value of AI with Modern Work Business Case Builder
Address oversharing concerns with Microsoft 365 Copilot
Protect your devices and stay secure with Microsoft Defender for Endpoint P1
Optimize cloud infrastructure controls with Copilot Control System
Total Economic Impact of Microsoft 365 E3
Discovering more ME3 opportunities
Partner Demo resources
Customer Validation
Getting Started

Day 2

Driving Adoption and Elevating Security in the Modern Workplace

Cloud Powered Organization
Build your business case and drive adoption

Drive Productivity and Collaboration with M365 Copilot

Govern access with Microsoft Entra ID P1

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

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

Addressing Data Residency in Microsoft 365 E3

Day 3 - Pitch Perfect

Customer case study

Business background

Challenges

Customer Requirements

Objections

Pitch Perfect

Build a convincing customer pitch of 3-5 mins

Provide solutions

Handle objections