



# November Americas Partner Insider Call



Develop. Sell. Grow.



# Americas Partner Insider Call

## Helane Cohen

Americas Scale Comms Strategy Lead

**Partner Audience:** All

#Event #CrossSolution #GoToMarket



 [Helane Cohen | LinkedIn](#)

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# Agenda

Topic	Speaker
Welcome	<b>Helane Cohen</b> Communications Strategy Lead, Microsoft Americas, GPS
Data Governance and Security for Microsoft 365 Copilot	<b>Robert Gates</b> Principal Partner Solution Architect, Microsoft 365 Copilot
	<b>Karin Skapski</b> Senior Partner Solution Architect, Microsoft 365 Copilot
	<b>David Branscome</b> Senior Partner Solution Architect, Security
Technical Presales and Deployment Services	<b>Dave Field</b> Principal Partner Technical Consultant
Closing	<b>Helane Cohen</b> Communications Strategy Lead, Microsoft Americas, GPS



# Insider Scoop

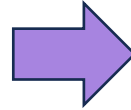


# Join the Microsoft Partner Insider Calls



Register for our monthly  
Partner Insider Call!  
[Microsoft Events - Americas  
Partner Insider Call | December  
Edition](#)

## Mark Your Calendar:



December 4, 2024 @ 10:00 AM PT

## Responsible AI

- **Dennis Garcia**, General Counsel, who will discuss how the Microsoft legal department uses Copilot to achieve more.
- **Adriana Bade** Microsoft Director, Partner Marketing, who will discuss strategies for governing and securing organizational data for Microsoft 365 Copilot.

**If you missed any calls before November 2024!!**  
[Americas Partner Insider Call](#)[LATAM Partner One](#) ([microsoft.com](https://microsoft.com))



New in FY25

# NO SLIDES ATTACHED

## AI Stories with Microsoft Partners

### We've launched our own Partner Podcast!

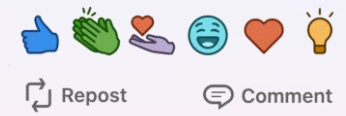
Tune in to **meaningful conversations** that combine the **inspiring stories** of partners and the **expertise** of Microsoft leaders.



Listen, Subscribe...  
NoSlidesAttached.com



...& Share!



## EPISODE GUIDE:

### Season 1: Copilots



Insight.

REPLY  
VALOREM

<epam>

BlueVoyant

LANTERN

GigXR

### Season 2: Industry is happening now!

territorium

zafin

3Cloud



# Skilling Events

**Nov 12 – Disti Clinics - Azure**  
[Register Here!](#)

**Nov 13 – Disti Clinics – Security**  
[Register Here!](#)

**Nov 14 – Disti Clinics - Modern Work**  
[Register Here!](#)

**Nov 21 – Copilot Prompt-a-Thon | Word and PowerPoint**  
[Register Here!](#)

**Nov 26 –Partner Education Sales Enablement Update**  
[Register Here!](#)

**Dec 3 – SFI – Digital Apps and Innovation partners**  
[Register Here!](#)

**Dec 5 – SFI – Infrastructure Partners**  
[Register Here!](#)

**Dec 10 – SFI – Data & AI partners**  
[Register Here!](#)

**Dec 11 – SFI – Business Applications partners**  
[Register Here!](#)

**Dec 12– SFI – Modern Work partners**  
[Register Here!](#)

**Dec 19 – Copilot Prompt-a-Thon | Vacation Mode**  
[Register Here!](#)



# Data Governance and Security for Microsoft 365 Copilot

## Robert Gates

Principal Partner Solution Architect, Microsoft 365 Copilot

**Partner Audience:** All

#Copilot #DataGovernance #Security #M365



 [Robert J. Gates | LinkedIn](#)

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# Data Governance and Security for Microsoft 365 Copilot

## Karin Skapski

Senior Partner Solution Architect, Microsoft 365 Copilot

**Partner Audience:** All

#Copilot #DataGovernance #Security #M365



 [Karin Skapski | LinkedIn](#)

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# Data Governance and Security for Microsoft 365 Copilot

## David Branscome

Senior Partner Solution Architect, Security

**Partner Audience:** All

#Copilot #DataGovernance #Security #M365



 [David Branscome | LinkedIn](#)

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# Microsoft 365 Copilot Business Strategy

ROBERT GATES





# Microsoft 365 Copilot Advantage

Your AI assistant for work

## Integrated in the tools millions use every day

Word, Excel, PowerPoint, Outlook and Teams

## Understands your work context

Trillions of signals in the Microsoft Graph deliver personalized and relevant responses

## Extends to your business data

1400+ pre-built connectors to reason over your systems of record and line of business apps

## Customize to make it your own

Create agents with your 1P or 3P data and apps using Copilot Studio

## Enterprise-grade security, privacy, and compliance

Inherits Microsoft 365 security, permissions, policies, and admin controls. Built-in data governance with enterprise data protection. Responsible AI

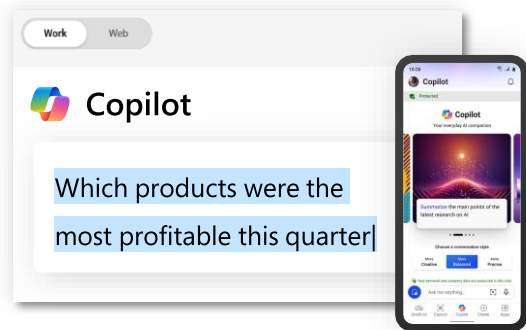
## Measure AI impact and business value

Tools to drive adoption and impact with Copilot Lab, Learning Academy and the Copilot Dashboard



# Microsoft 365 Copilot

Your AI assistant for work



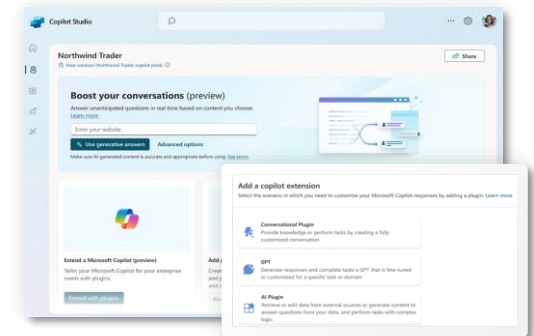
Single chat destination  
for web and work



Microsoft 365  
Apps



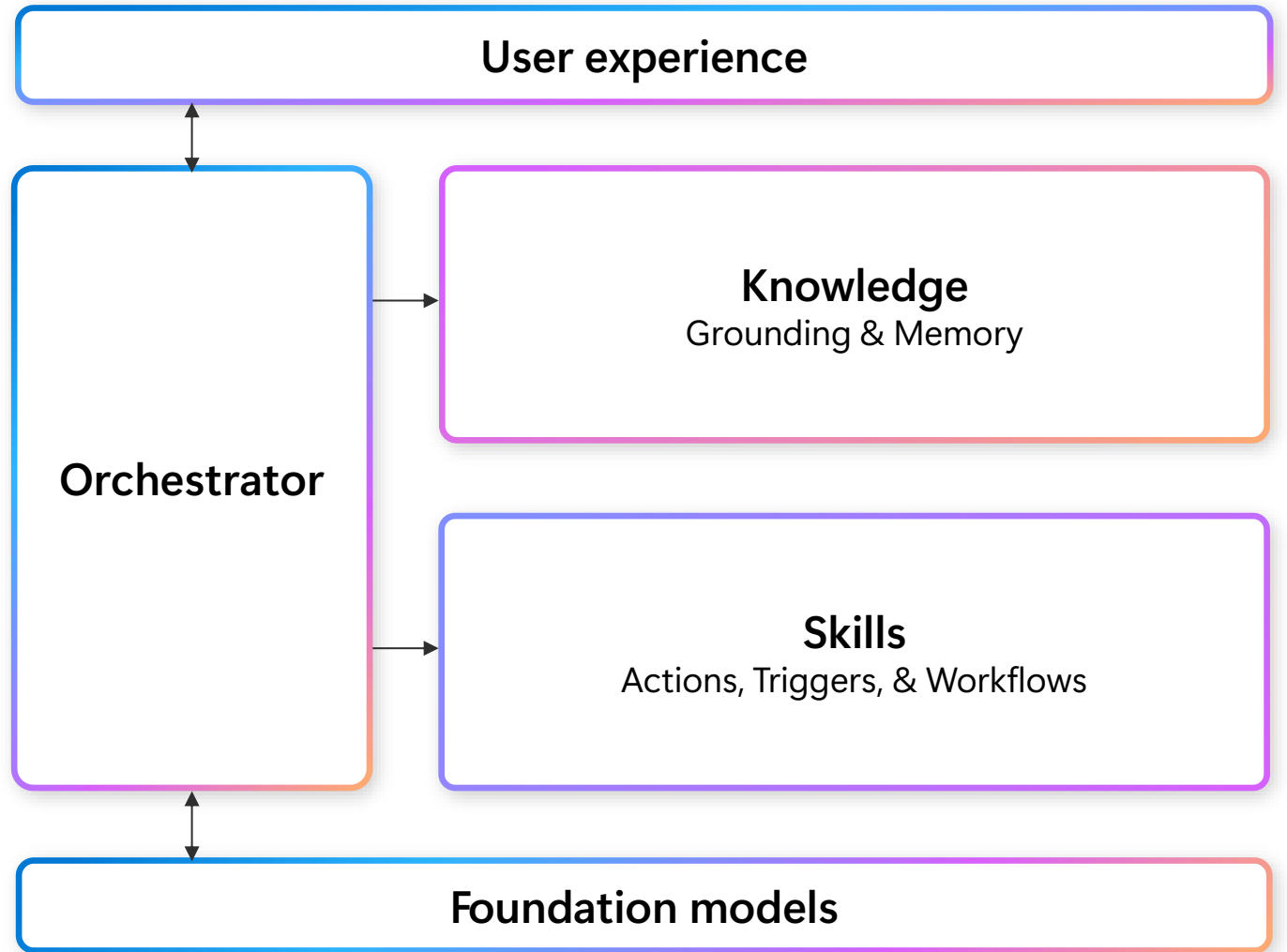
Microsoft  
Graph



Copilot  
Studio

Enterprise-grade security, privacy, and compliance

# How Microsoft 365 Copilot works



# Microsoft 365 Copilot is the AI assistant you can trust



## Security

Honors your existing permissions

Persistent label inheritance and DLP policies

Risk-based conditional access and endpoint management



## Governance & Compliance

Ramp your data preparedness for AI

Detect and investigate non-compliant usage

Guided assistance to remain compliant with AI regulations



## Privacy

You control your data

You control your data location

Your data isn't used to train foundation models

Your Microsoft 365 security, governance, compliance, and privacy policies

# Security, Governance, Resources, and Skilling

KARIN SKAPSKI





# Security and governance go hand in hand



When customers talk about securing data for Copilot, they're not always *just* talking about securing data... they may be thinking about **data governance**, too.

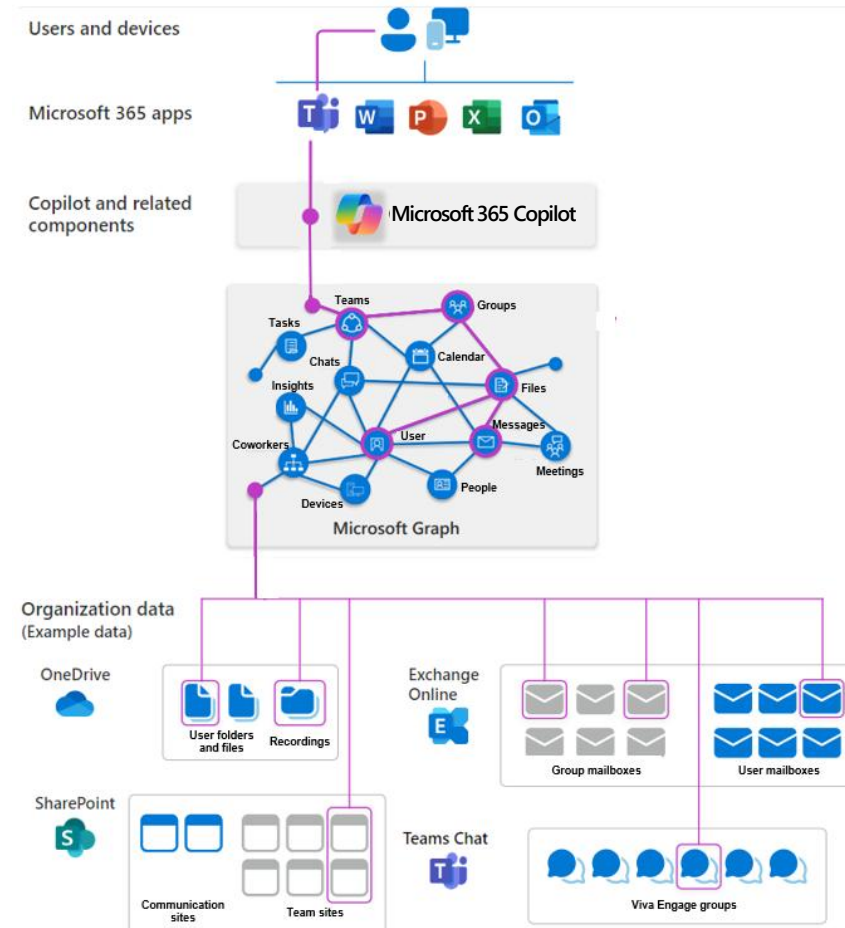


# Microsoft 365 tenant data security and governance



Securing and governing **Microsoft 365 tenant** data  
= securing and governing data used with Microsoft 365 Copilot\*

\*does not apply to extensibility



# SharePoint and OneDrive data security and governance



Securing and governing **SharePoint and OneDrive** data  
= securing and governing data used with Microsoft 365 Copilot\*

\*not *all* data used by Microsoft 365 Copilot

The screenshot shows the 'Sharing' settings in the SharePoint admin center. The page title is 'Sharing' and it includes a sub-header: 'Use these settings to control sharing at the organization level in SharePoint and OneDrive. [Learn more about managing sharing settings](#)'. The 'External sharing' section is active, showing 'Content can be shared with:' and two radio buttons for 'SharePoint' and 'OneDrive'. Below this are two vertical sliders: the left one is set to 'Most permissive' and the right one is set to 'Least permissive'. The 'Least permissive' slider has four options: 'Anyone' (Users can share files and folders using links that don't require sign-in), 'New and existing guests' (Guests must sign in or provide a verification code), 'Existing guests' (Only guests already in your organization's directory), and 'Only people in your organization' (No external sharing allowed). Below the sliders, there is a note: 'You can further restrict sharing for each individual site and OneDrive. [Learn how](#)'. A dropdown menu for 'More external sharing settings' is visible. The 'File and folder links' section has two sub-sections: 'Choose the type of link that's selected by default when users share files and folders in SharePoint and OneDrive.' with radio buttons for 'Specific people (only the people the user specifies)', 'Only people in your organization' (selected), and 'Anyone with the link'; and 'Choose the permission that's selected by default for sharing links.' with radio buttons for 'View' (selected) and 'Edit'.

# SC-400 Exam: Microsoft 365 Copilot readiness skills



Learn Discover Product documentation Development languages Topics

Sign in

Credentials Browse Credentials Certification Renewals FAQ & Help



CERTIFICATION

## Microsoft Certified: Information Protection and Compliance Administrator Associate

Demonstrate the fundamentals of data security, lifecycle management, information security, and compliance to protect a Microsoft 365 deployment.

### At a glance

**Level**  
Intermediate

**Role**  
Administrator

**Renewal Frequency**  
12 months

**Product**  
Microsoft 365

**Subject**  
Security

**Last Updated**  
08/22/2023

# SC-400 Exam: Microsoft 365 Copilot readiness skills



## Prepare for the exam



COURSE

Administering Information Protection and Compliance in Microsoft 365

[Continue course >](#)

Training in this course



SC-400: Implement Information Protection in Microsoft 365

🕒 5 hr 29 min • Learning Path • 7 units



SC-400: Implement Data Loss Prevention

🕒 3 hr 10 min • Learning Path • 4 units



SC-400: Implement Data Lifecycle and Records Management

🕒 3 hr 11 min • Learning Path • 3 units



SC-400: Monitor and investigate data and activities by using Microsoft Purview

🕒 4 hr 35 min • Learning Path • 5 units



SC-400: Manage Insider and Privacy Risk in Microsoft 365

🕒 5 hr 32 min • Learning Path • 7 units

[+ Add](#)

# Partner skilling resources



## Microsoft Learn

- Self-paced courses
- Documentation

[learn.microsoft.com](https://learn.microsoft.com)



## Enterprise Skills Initiative

- Microsoft-delivered courses
- Virtual training days
- Practice exams

[esi.microsoft.com](https://esi.microsoft.com)



## Customer Digital Experiences

- CDX Experiences
- CDX Demo Tenants

[cdx.microsoft.com](https://cdx.microsoft.com)

# Defining data residency



Data residency ensures that an organization's data is stored in a specific geographical location or within a boundary.

## Data residency can be required by

- A local, national, or regional law or regulation
- A nongovernmental requirement such as an industry standard and certification of compliance
- The contractual terms of a business agreement

## Data states

### Data at rest

Data that is not actively moving and stored to a cloud storage location (e.g., email, calendar, files).

### Data in transit

Data that is actively moving from one location to another. This can be across the internet, within a private network, or from one device to another.

### Data in process

Any operation or set of operations performed on personal data or on sets of personal data, whether or not by automated means.

# Microsoft 365 Copilot and data residency



- **Data at rest:** interactions are stored in the relevant geography
  - Copilot uses the Preferred Data Location (PDL) for users and groups
  - If PDL not set or invalid, data is stored in the tenant's primary provisioned geography location
- **Data in transit:** LLM calls are routed to closest data centers in the region
  - Can call into other regions during high utilization periods
- **Advanced Data Residency (ADR) add-on** for Microsoft 365 enterprise customers who have comprehensive data residency requirements
  - Requires migration
- Additional safeguards in place for European Union users: EU traffic stays within the **European Union Data Boundary (EUDB)**





# Multi-Geo capabilities add-on



- Granular **user-based** data storage controls
- **Collaboration** across your global organization
- **Simplified IT management** controls

## Covered workloads



Exchange Online



OneDrive



SharePoint



Microsoft Teams



Microsoft 365 Copilot




Microsoft 365 Groups


# Advanced Data Residency (ADR) add-on



- Guaranteed data residency (storage at rest) in local datacenter regions for key **Microsoft 365 workloads**
- **Priority migration** to local datacenter regions
- Customer data at rest is stored in multiple cloud fault zones to support business continuity and disaster recovery

## Covered workloads

 Exchange Online  
Exchange Online Protection

 OneDrive

 SharePoint

 Microsoft Teams

 Microsoft 365 Copilot

 Viva Connections

 Microsoft 365.com

 Microsoft Purview

# European Union Data Boundary (EUDB)



The European Union Data Boundary (EUDB) enables customers in EU and EFTA countries to process and store their customer data in the EU.

## Promises

- Store and process data in the EU
- Expand data centers in the EU
- Provide for global security
- Provide in-region support model

**Additional information:** [aka.ms/EUDataBoundary](https://aka.ms/EUDataBoundary)

# Data lifecycle management



- Helps to ensure that Microsoft 365 Copilot responses are accurate
- “Off-label”, indirectly decreases data security risk
- **Purview Data Lifecycle Management Retention Labels and Policies:**
  - Ensure documents are retained, archived, and/or deleted as needed
  - Can also manage:
    - Lifecycle of user prompts to Microsoft 365 Copilot
    - Microsoft 365 Copilot responses to users
- **Microsoft 365 Groups expiration policies:**
  - Clean up unused Microsoft 365 Groups, group-associated SharePoint Sites, and Teams
  - Requires Microsoft Entra ID P1 or P2 licenses for the members of all groups to which the expiration policy is applied



# Security and compliance scenarios for Copilot for Microsoft 365 (Enterprise SKUs)



	Scenario	O365 E3	M365 E3	M365 E5
Identity & Access Management	Login to Copilot for Microsoft 365 with a single identity	✓	✓	✓
	Enforce MFA when accessing Microsoft 365 to use Copilot	Basic MFA	✓	✓
	Enable end-user password reset, change, and unlock when accessing Microsoft 365	Cloud only	✓	✓
	Implement Conditional Access policies based on identity, device, and location when accessing Microsoft 365 to use Copilot		✓	✓
	Enable near real-time access policies enforcement, evaluate critical events, and immediately revoke access to Microsoft 365		✓	✓
	Control access over cloud apps (Microsoft 365 and third party)			✓
	Review who has access to content in Microsoft 365 – Copilot – to reduce oversharing			✓
	Require just-enough and just-in-time approval for admin roles that can manage Copilot app access			✓
Endpoint Management	Push/deploy the Microsoft 365 apps to devices and grant access to Copilot in these apps		✓	✓
	Manage Microsoft 365 apps updates		✓	✓
	Restrict the use of the Microsoft 365 apps and Teams – as well as Copilot in these apps – on personal devices		✓	✓
	Prevent saving files – including those generated by Copilot – to unprotected apps		✓	✓
	Wipe all work content – including content generated by Copilot – if a device is lost		✓	✓
	Revoke work access on noncompliant devices		✓	✓
Data security & compliance	Search for Copilot generated data by content, keyword search, apply legal hold, and export the search results; investigate incidents related to Copilot and respond to litigations	Standard	Standard	Premium
	Audit logs for Copilot interactions	Standard	Standard	Premium
	Apply a retention policy for Copilot interactions	Standard	Standard	Automated
	Data Loss Prevention policies to protect sensitive data, generated by Copilot and saved in Microsoft 365 locations, from exfiltration	Files & email	Files & email	+ Endpoint, Teams
	Inherit sensitivity labels and cite sensitivity label in output and references in Copilot	✓	✓	✓
	Prohibit Copilot from summarizing or including data that users have no extract permissions in its response messages for the said users	✓	✓	✓
	Exclude sensitive files that users have no view permission from being processed by Copilot for the said users	✓	✓	✓
	Label and protect Microsoft 365 content, used by Copilot	Office only	Manual	Automated
	Detect business or code of conduct violations for Copilot prompts and responses			✓
	Prevent Copilot access to content encrypted with Double Key Encryption			✓
Use ready-to-use machine learning trainable classifiers to identify sensitive information and create custom classifiers			✓	
Threat Protect	Discovery and risk evaluation across 400+ AI apps in an organization			✓
	Ability to block or sanction the use of any discovered AI app in the organization			✓

**Additional information:** [go.microsoft.com/fwlink/?linkid=2139145](https://go.microsoft.com/fwlink/?linkid=2139145)

# Security and compliance scenarios for Copilot for Microsoft 365 (Business SKUs)



	Scenario	Business Basic	Business Standard	Business Premium
Identity & access management	Login to Copilot for Microsoft 365 with a single identity	✓	✓	✓
	Enforce MFA when accessing Microsoft 365 to use Copilot	✓	✓	✓
	Enable end-user password reset, change, and unlock when accessing Microsoft 365	Cloud users	Cloud users	✓
	Implement Conditional Access policies based on identity, device, and location when accessing Microsoft 365 to use Copilot			✓
	Enable near real-time access policies enforcement, evaluate critical events, and immediately revoke access to Microsoft 365			✓
Endpoint management	Push/deploy the Microsoft 365 apps to devices and grant access to Copilot in these apps			✓
	Manage updates for Microsoft 365 apps that use Copilot			✓
	Restrict the use of the Microsoft 365 apps and Teams, as well as Copilot in these apps, on personal devices			✓
	Prevent saving files, including those generated by Copilot, to unprotected apps			✓
	Wipe all work content, including content generated by Copilot, if a device is lost	✓	✓	✓
	Revoke work access on noncompliant devices that have access to Copilot	iOS, Android	iOS, Android	✓
Data security & compliance	Search for Copilot generated data and interactions with eDiscovery capabilities	Search and export results	Search and export results	+ Case management and legal hold
	Audit logs for Copilot interactions	Audit (Standard)	Audit (Standard)	Audit (Standard)
	Apply a manual retention policy for Copilot interactions	✓	✓	✓
	Data Loss Prevention policies to protect sensitive data, generated by Copilot and saved in Microsoft 365 locations, from exfiltration			Files and email
	Inherit sensitivity labels and cite sensitivity label in output and references in Copilot			✓
	Prohibit Copilot from summarizing or including in its responses if users don't have permission to extract that data	✓	✓	✓
	Manually apply sensitivity labels and protect Microsoft 365 content used by Copilot			Files and email

# Security and compliance add-ons available for Business Premium



## Information Protection and Governance (\$7pupm)

- **\*Microsoft Defender for Cloud Apps** assists in discovering SaaS apps and protects users from accessing risky ones
- **Communications DLP (Teams chat)** blocks sensitive content when shared with Teams users
- **Endpoint DLP** prevents data leaks of sensitive items stored on Windows 10/11 and macOS devices
- **Automatic sensitivity labels (client side)** automatically discovers, classifies, labels, and protects sensitive data
- **Machine learning-based sensitivity labels** uses trainable classifiers to identify items and assign labels
- **Records management** helps manage legal obligations for businesses
- **Advanced message encryption** helps to control sensitive emails shared outside the organization

## Insider Risk Management (\$6pupm)

- **Insider risk management** helps minimize internal risks by responding to malicious activities
- **Communication compliance** helps detect business code of conduct violations

## eDiscovery and Audit (\$6pupm)

- **eDiscovery (premium)** end-to-end workflow for managing eDiscovery cases and investigations
- **Audit (premium)** featuring longer record retention and intelligent insights policies

# Securing Microsoft 365 Copilot: SMB Resources



The screenshot shows the Microsoft Partner GTM website. At the top, there is a navigation bar with the Microsoft logo and several menu items: Transform, Modern Work for Partners, Practice Development, Partner GTM, Readiness, Events & News, and Resources. A search bar and a user profile for Karin Skapski are also visible. Below the navigation bar is a blue banner with the text "Copilot promotion now available!" and a sub-headline "Help your customers get started with AI-powered productivity with a new Copilot promotion starting September 1, 2024." A link "Find resources and learn more about the promotion" is provided. The main content area has a breadcrumb trail "Home > Sell through CSP >" followed by the heading "Microsoft 365 Copilot" and the sub-heading "Drive business growth with Copilot in the CSP channel". The text describes Copilot as an AI-powered tool integrated into Microsoft 365 apps, combining large language models (LLMs) with individual users' data. It mentions that Copilot is generally available to businesses of all sizes, including SMBs, and can be purchased through Cloud Solution Providers (CSPs). A graphic on the right side of the page shows the Copilot logo and the text "Your AI assistant for work" above a row of icons representing "Natural Language" capabilities: Large language models (LLMs), Your own Company data, Best in class data protection, Microsoft 365 apps, and Copilot Studio. Below the main content is a dark navigation bar with "Practice development" and "Go to market" options. The bottom section is titled "Explore the Copilot CSP opportunity" and includes the text "Take advantage of these key resources to learn more about the Copilot CSP opportunity and start building a thriving practice." At the very bottom, there are several icons representing different business aspects and a "Manage cookies" link.



# Securing Microsoft 365 Copilot: SMB Resources



The screenshot shows a Microsoft PowerPoint application window. The title bar indicates the file is 'Securing-Copilot-for-M365-in-SMB.pptx' and is saved to the PC. The ribbon is set to 'Home' with various toolbars visible. The main slide area displays a blue-themed slide with the Microsoft Security logo and the title 'Securing Copilot for Microsoft 365 in Microsoft 365 for Business'. Below the title is a placeholder for a speaker name or subtitle. The slide features a background image of a woman working at a computer. A vertical navigation pane on the left shows five slides: 'Intro', 'About this slide', 'Benefits of Copilot', 'Challenges', and 'Security and compliance challenges with use of Copilot'. The status bar at the bottom shows 'Slide 1 of 16', 'English (Canada)', 'Accessibility: Investigate', and a zoom level of 82%.

# Securing Microsoft 365 Copilot: SMB Resources



AutoSave Off Copilot-for-Microsoft365-SMB-Optimization-Assessment.xlsx Confidential • Saved to this PC

File Home Insert Draw Page Layout Formulas Data Review View Automate Help

Clipboard Font Alignment Number Styles Cells Editing Sensitivity Add-ins Analyze Copilot Data

B37 Determine path to address Security Gaps:

A	B	C	D	E	F	G	H	I
2	<b>Copilot for Microsoft 365</b> SMB Customer Optimization Assessment							
3	<b>This tool can be used for Copilot for Microsoft 365 and for Microsoft Copilot with Commercial Data Protection (formerly known as Bing Chat Enterprise).</b>							
4	<b><u>This assessment is optimized for customers with less than 300 seats (SMB Audience)</u></b>							
5	<b>Use the appropriate pages in this document to run the right assessment with your customer.</b>							
6	<b>Instructions - Read me first.</b>							
7	<b>The goal is to assess the customers current situation and identify areas where optimization can result in a better Copilot experience. Feedback on the questions in this assessment will determine if a more detailed assessment by a Partner is necessary. The Next Steps worksheets provide initial guidance on steps customers can take to prepare their environments. The assessment is focused on five topics:</b>							
8	<b>Your organizational profile:</b> Have you identified business cases that can be supported by Copilot for Microsoft 365?							
	<b>Your productivity and collaboration tools:</b> Are you using the tools and services that will help your identified departments and users take advantage of the capabilities of Copilot for Microsoft 365.							
	<b>Data security and governance:</b> Has your organization identified and implemented controls and safeguards necessary to satisfy any organizational, country, or regulatory based requirements as it pertains to the use of Copilot for Microsoft 365.							

Ready Accessibility: Investigate Display Settings 110%

Download the assessment: [cloudpartners.transform.microsoft.com/download?assetname=assets/Copilot-for-Microsoft365-SMB-Optimization-Assessment.xlsx](https://cloudpartners.transform.microsoft.com/download?assetname=assets/Copilot-for-Microsoft365-SMB-Optimization-Assessment.xlsx)

# Securing the Tenant

DAVID BRANSCOME



# Microsoft 365 elevates security for Copilot



1

## Govern access to Copilot

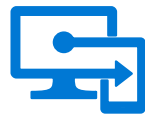
Microsoft Entra



2

## Mitigate device risk

Microsoft Intune



3

## Protect against threats

Exchange Online Protection

Microsoft Intune

Microsoft Defender for Endpoint

Windows 11



4

## Secure and govern data

Microsoft Purview:

- ✓ Information Protection
- ✓ DLP for Emails and Files
- ✓ eDiscovery & Retention



5

## Discover the use of AI apps

Defender for Cloud Apps / Discovery

Microsoft Defender for Endpoint



# 1


# Control access to Copilot

Microsoft Entra



## Users and Devices

**1 Govern access to Copilot**  
with Identity and access management

 Microsoft Entra ID

**2 Mitigate Device Risk**  
With Unified Endpoint management

 Microsoft Intune



## Microsoft 365 Copilot



Login to Microsoft 365 with a single & managed corporate identity.



Evaluate login attempts based on the user or group membership, IP location, device state, application.



Decide access level with Conditional Access policies.



Allow access



Require MFA



Limit access



Password reset



Monitor critical events and issue access tokens that can be revoked immediately.

# 2

# Reduce device and application risk

Microsoft Intune



## Users and Devices

**1 Govern access to Copilot**  
with Identity and access management  
Microsoft Entra ID

**2 Mitigate Device Risk**  
with Unified Endpoint management  
Microsoft Intune

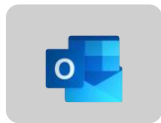
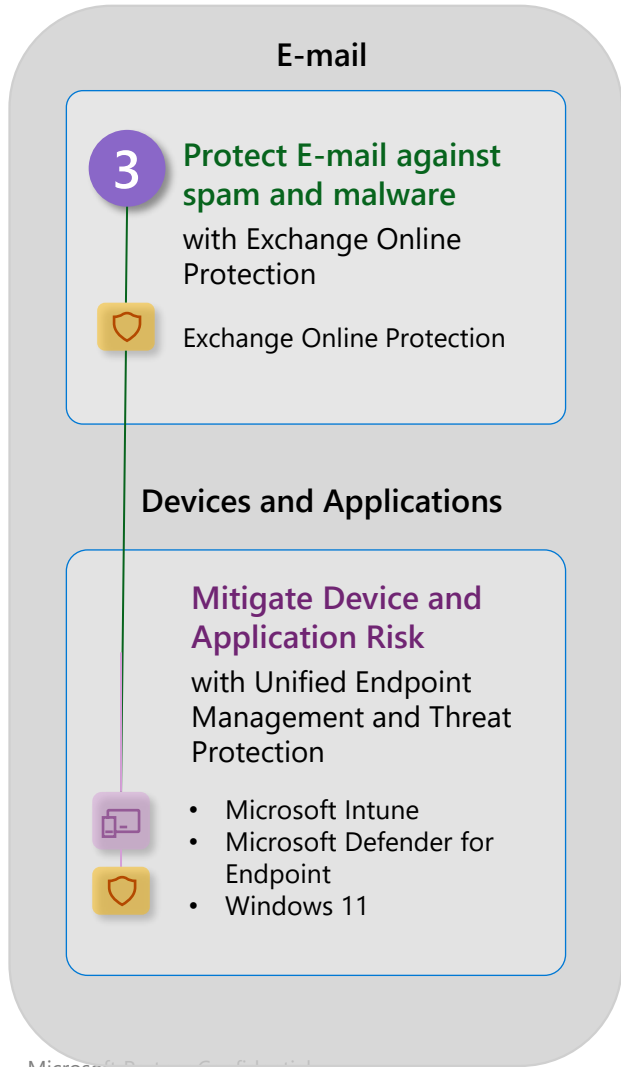


Microsoft 365 Copilot

- ✓ Ensure the Microsoft 365 apps are securely installed on the user's device and kept up to date.
- ✓ Limit the use of work apps, including Copilot, on personal devices
- ✓ Implement App protection policies to limit the actions users can take on devices:
  - Save generated files to unsecured apps
  - Restrict copying and pasting to non-work apps
- ✓ Wipe all work content if the device is lost or disassociated with the company or the user.


# Secure apps and devices against threats

Microsoft Defender for Endpoint, Exchange Online Protection/Defender for Office 365



Microsoft 365 Copilot



 **Protect your Copilot users** against e-mail spam and malware

-  **Reduce attack surface** with a series of pro-active configurations activated on endpoints with access to Copilot, including protections to Microsoft 365 Apps (e.g. Word, Excel)
-  Enable **next-generation anti-malware** in corporate devices and personal mobile devices for the work profile (e.g. Android)
-  **Protect users against web threats**, filter unwanted web categories and even block specific URLs (e.g. unsanctioned generative A.I. web applications)
-  Network protection and Network Firewall protect your users from accessing dangerous domains and reduce threat risk.
-  Block or Allow removable devices and files in removable devices in Windows 11.

# 4

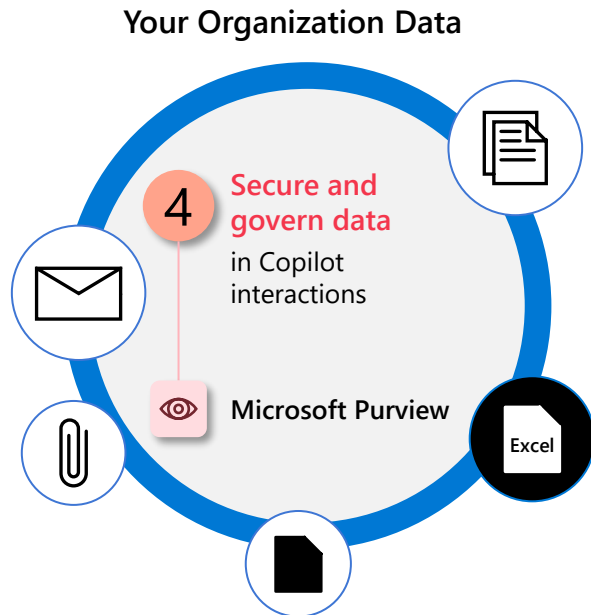
# Secure and govern data in Copilot interactions



Microsoft Purview Information Protection



Microsoft 365 Copilot



- ✓ Data consumption and processing with Copilot is limited to the user's permissions.
- ✓ Copilot respects sensitive documents' sensitivity labels
- ✓ If Copilot generates sensitive data and saves it in Microsoft 365, Data Loss Prevention policies will apply.
- ✓ Interactions with Copilot are retained and logged for audits or search purposes. Detect business, or code of conduct violations
- ✓ Remove inactive data to reduce obsolete insights



# Restricted SharePoint Search



This is intended as a **temporary solution** to give you time to review and audit site permissions while implementing robust data security solutions from Microsoft Purview and content management with SharePoint Advanced Management

- **Restricted SharePoint Search** is designed for organizations particularly concerned about unintentional oversharing of content.
- When enabled, Copilot experiences and organization-wide search are limited to a select set of SharePoint sites, as well as the individual user's files and content.

## PRE-REQUISITES



- Available to tenants with Microsoft 365 Copilot subscriptions.
- Activation requires Global/Tenant/SharePoint admin rights.

## IMPACT

Restricted SharePoint Search disables organization-wide search, while allowing you to select sites that you trust. This means users in your organization can use Copilot to reason over:

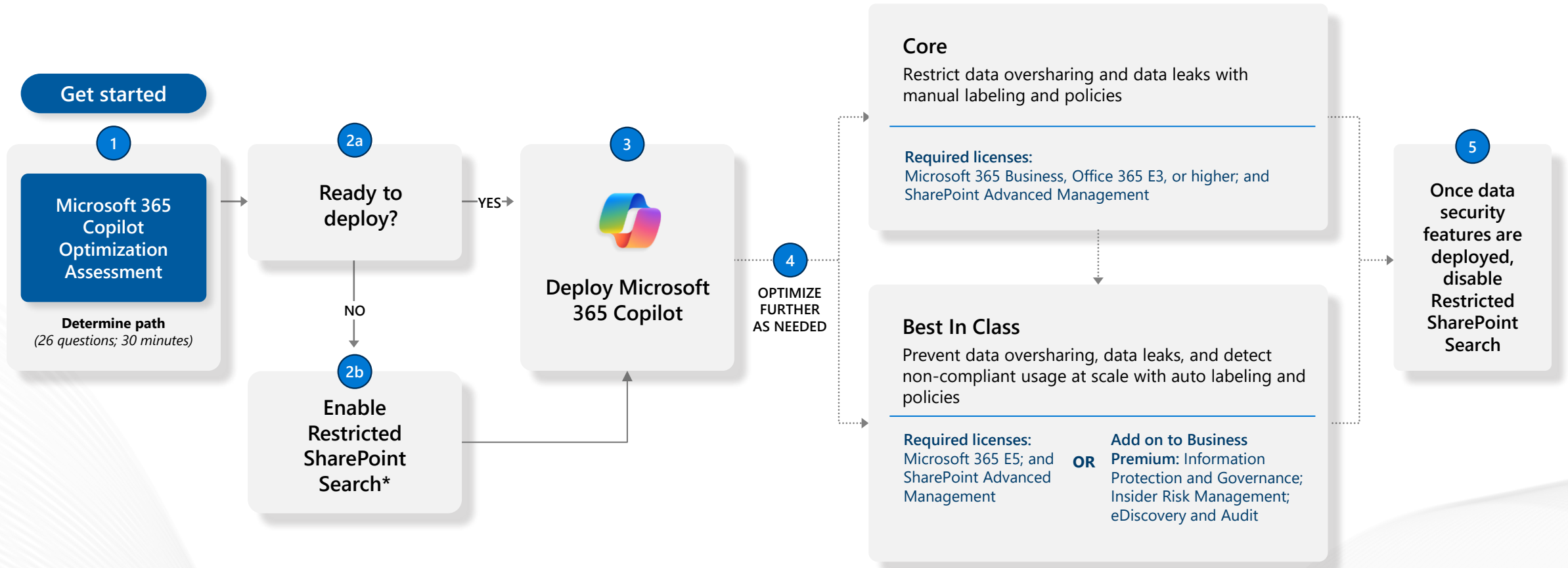
- An allowed list of curated SharePoint sites set up by admins (up to 100 SharePoint sites), honoring existing permissions on a site.
- Users' OneDrive, chats they are part of, emails they send and receive, calendars they have access to, etc.
- Files that are shared with and accessed by users.
- Content from users' frequently visited sites.

Access this blog for more info:

[Introducing Restricted SharePoint Search to help you get started with Copilot for Microsoft 365 - Microsoft Community Hub](#)

# Apply appropriate Data Security controls

Get started quickly and continue to optimize along the way

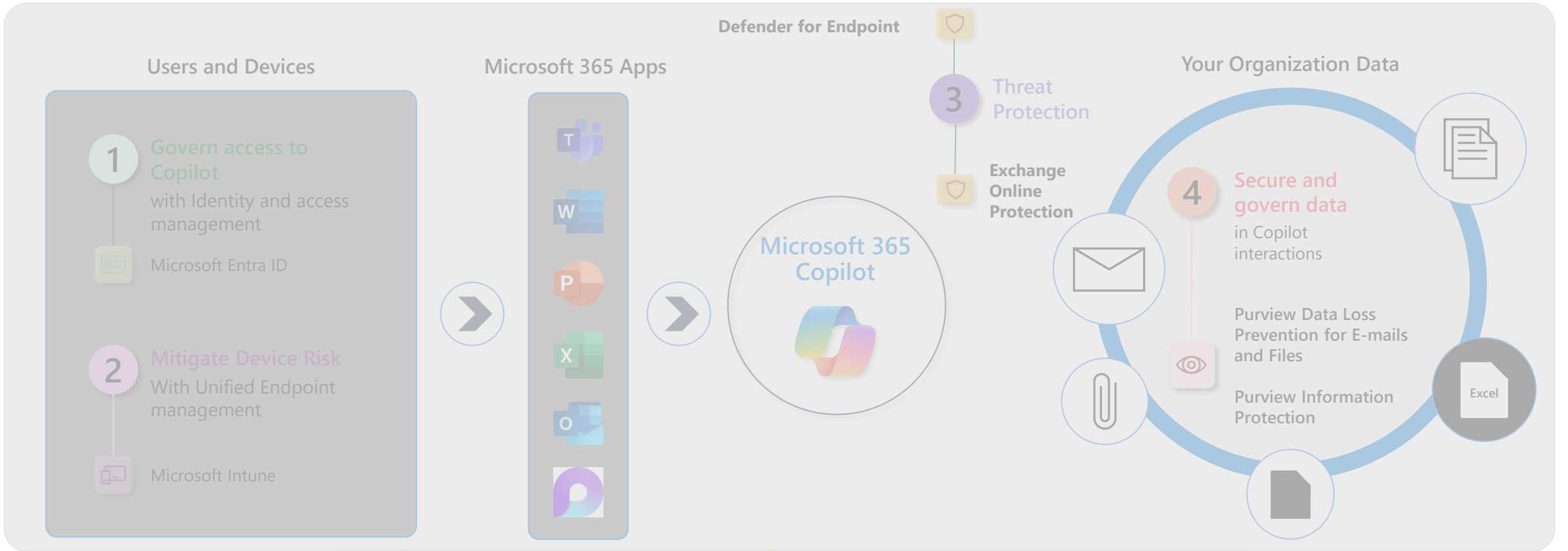


\* Restricted SharePoint Search will limit Microsoft 365 Copilot experiences and organization-wide search. It is a temporary option which gives you time to address oversharing concerns while getting started on your Copilot journey.

5

# Discover and manage the use of AI apps

## Defender for Cloud Apps / Cloud App Discovery



Discover the use of AI apps

5

Defender for Cloud Apps / Discovery



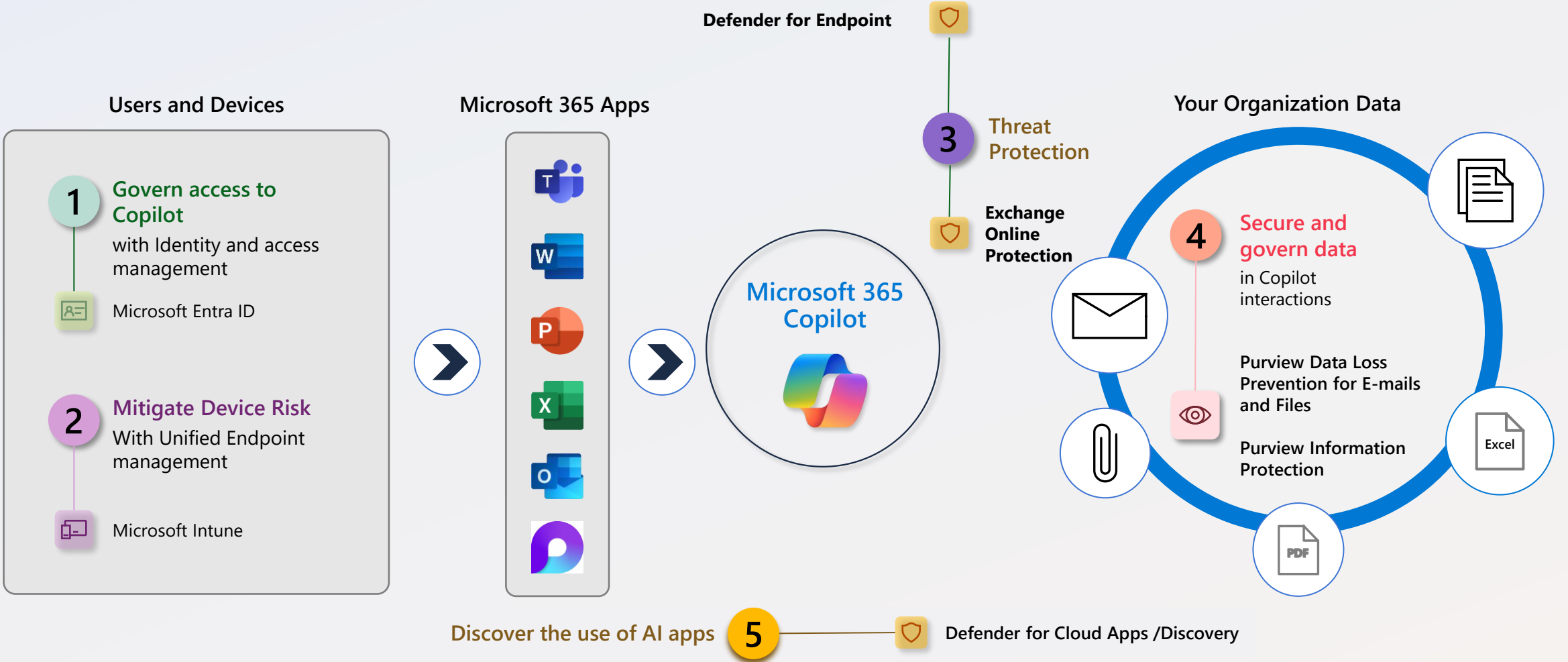
Discover & assess the risk across 400+ AI apps in an organization



Block access to discovered web AI apps in the organization with Defender for Endpoint web protection

# Elevate security for Copilot with Microsoft 365

Protect Identities, Devices, Applications, and Data



# Call to Action

DAVID BRANSCOME



# Call to Action



## Leverage your Tech Team PSA's!

- Where we can help:
  - Architecture Design Sessions
  - Support RFP/RFI's
  - Develop new lines of business
  - Hackathons
  - Solution reviews
  - Sales enablement
  - Technical enablement
  - *Lots more!*

**If you aren't a managed partner,  
what are your options?**





# Technical Presales and Deployment Services

## Dave Field

Principal Partner Technical Consultant



**Partner Audience:** All  
#Copilot #Security #ModernWork #M365

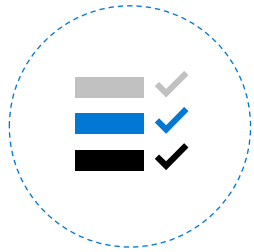
 [Dave Field | LinkedIn](#)

Develop. Sell. Grow.

# Plan, build and grow your technical capabilities and accelerate sales



Partner organizations receive technical & business enabler guidance from a Microsoft Partner Technical Consultant (PTC) through personalized, one-to-one consultations to plan, build and publish Microsoft AI & cloud services or applications and accelerate the closure of sales opportunities.



## Plan your business with Microsoft

Get help assessing your organization's technical capabilities to uncover key opportunities that can help you grow your business.



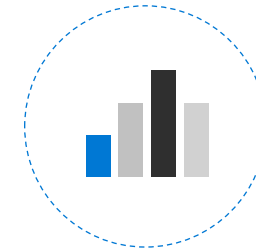
## Build a service or application

From envisioning to publishing, our consultants will advise and support you.



## Technical assistance for sellers

Help to create demos and proofs of concepts and remove sales blockers to help close more sales opportunities.



## Grow and support your business

Consultants are here to support you in growing and enhancing your solution, even after you've built and sold your service or application.

**Get started today at <https://aka.ms/tpd>.** Available to partner organizations with a Microsoft AI Cloud Partner Program user account and benefits associated with a Solutions Partner Designation, legacy Silver/Gold competency, Partner Success Core, Partner Success Expanded, or legacy Microsoft Action Pack.





**Thank You**  
**¡Muchas gracias!**  
**Merci**



Stay Connected

# Americas Partner Blogs

Now available in French, Spanish, and Portuguese

## Bookmark your preferred language

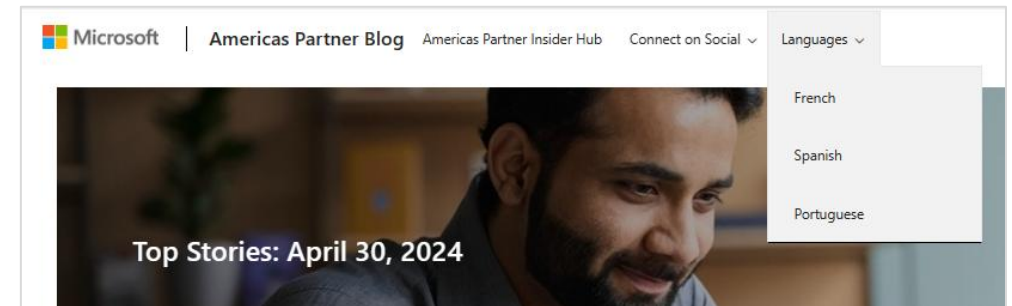
[Americas Partner Blog | Microsoft](#)

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## Navigate across languages from the dropdown menu



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# Americas Partner Blogs

Date	Published Blog Link	Date	Published Blog Link
10/1	★ <a href="#">Top Stories: October 1, 2024   Microsoft</a>	10/15	★ <a href="#">Top Stories: October 15, 2024   Microsoft</a>
10/1	<a href="#">Americas Partner Skilling News: October 2024 Issue   Microsoft</a>	10/28	<a href="#">Enhance your Cybersecurity: 5 simple steps to protect yourself from hackers   Microsoft</a>
10/9	<a href="#">Announcing Season 2 of the podcast – No Slides Attached   Microsoft</a>	10/29	★ <a href="#">Top Stories: October 29, 2024   Microsoft</a>

**Bringing the full power of Copilot to more people and businesses**

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# Get the Monthly Partner Program Newsletter



**Subscribe!**

[Monthly Microsoft AI Cloud Partner  
Program Newsletter](#)

Microsoft



**Revisit Microsoft Inspire news and sessions**

Watch the encore keynotes, announcements, sessions and more

[Read the blog](#)

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# Stay Connected To Americas GPS

**Join!**

[Microsoft Americas Partner Community](#)

View our bi-weekly informative posts about resources, tools and upcoming activities.



**Use our Taxonomy Keywords to search for content relevant to you and your organization!**

Description	Taxonomy									
Partner Type	All Partners	ISV	CSP	Services	Telco	GSS	MSP			
Role	AllRoles	Exec	Tech	SalesAndMktg	SupportAndOperations	ProfServices	Developer	AllianceMgr		
Message type	PartnerProgram	Event	News	Deadline	ProgramOfferUpdate	WinFormula	BestPractice	DoingBizwMSFT	Success Story	
Microsoft's solution area	CrossSolution	ModernWork	BizApps	Azure	Security	Surface	Copilot			
Stage of journey		NewtoMSFT	UnderstandBenefits	LearnSolutionAreas	GrowSkills	GoToMarket	GeneratePipeline	AccelerateDeals	GrowYourBiz	
Region	MSFTAmericasPartner	LATAM	Canada							
Customer segment		Enterprise	SMC	SMB						
Industry focus	AllIndustry	StateAndLocalGov	Retail	EDU	MFG	HealthcareAndLifeSci	Financial Svcs	Energy		
Additional Searches	QuestionforGroup	MSPCommunity	MeetTheTeam	MSFTAmericasStart						

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# FY25 Americas Partner Communications Taxonomy

Our goal is to include a “Taxonomy Thread” in every communication we share including email, social post, presentations, etc. to help you, the Partner understand what the communication is about easily.

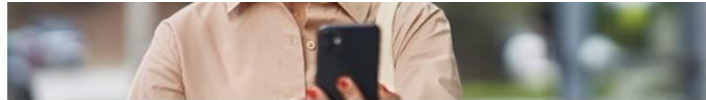
**Example:** #MSFTAmericasPartner #Services #Sales #Mktg #ProgramOfferUpdate #GrowSkills

Description	Taxonomy								
Partner Type	All Partners	ISV	CSP	Services	Telco	GSS	MSP		
Role	AllRoles	Exec	Tech	SalesAndMktg	SupportAndOperations	ProfServices	Developer	AllianceMgr	
Message type	PartnerProgram	Event	News	Deadline	ProgramOfferUpdate	WinFormula	BestPractice	DoingBizwMSFT	SuccessStory
Microsoft's solution area	CrossSolution	ModernWork	BizApps	Azure	Security	Surface	Copilot		
Stage of journey		NewtoMSFT	UnderstandBenefits	LearnSolutionAreas	GrowSkills	GoToMarket	GeneratePipeline	AccelerateDeals	GrowYourBiz
Region	MSFTAmericasPartner	LATAM	Canada						
Customer segment		Enterprise	SMC	SMB					
Industry focus	AllIndustry	StateAndLocalGov	Retail	EDU	MFG	HealthcareAndLifeSci	Financial Svcs	Energy	
Additional Searches	QuestionforGroup	MSPCommunity	MeetTheTeam	MSFTAmericasStart					

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# Communications Taxonomy Examples

## Americas Email



April 12, 2023

**Partner Audience:** All Partners  
#AllRoles #ProgramOfferUpdate #UnderstandingBenefits

Dear Helane,

### What does the Microsoft Cloud Partner Program mean for you?

The Microsoft Cloud Partner Program is focused on simplifying partner programs, delivering greater customer value, investing in your growth in new ways, and recognizing how you deliver customer value.

The **Microsoft Cloud Partner Program Playbook** was developed to ensure we're providing simplicity and clarity. The Playbook will help you navigate the Microsoft Cloud

## Social

**Helene Cohen** - You  
Director USGSP Scale Communications / StrengthsFinder Facilitator...  
1mo · it

It's time to get inspired 🌟 Microsoft Inspire will be back on July 18-19! As part of #MSInspire, we also recognize the finalists and winners of our annual #MSPartner of the Year Awards—and nominations are now OPEN! 🏆 Get more details: <https://lnkd.in/g/TZ2itF>  
#AllPartners #AllRoles #Event #GrowYourBusiness #MicrosoftEmployee #MSFTAdvocate #events

Announcing Microsoft Inspire 2023 dates and Microsoft Partner of the Year Awards nominations  
[blogs.partner.microsoft.com](https://blogs.partner.microsoft.com) · 2 min read

Manila Teixeira and 12 others · 4 comments

Like Comment

Pinned by admin Unpin

**Michelle Mercer Baldwin** (hashtag) · 1st  
Creative Corporate Communications Strategist | Brand & Voice Expert | Writ...  
2h

**#QuestionForGroup**

What would you like to see more of?  
The author can see how you vote. [Learn more](#)

Trainings  
In-person events  
Newsletters

32 votes · 1w left

3 comments

## Announcement / One Pagers (Top Corner)

**Plan, build and grow your technical capabilities and accelerate sales**

Partner organizations receive technical & business enabler guidance from a Microsoft **Partner Technical Consultant (PTC)** through personalized, one-to-one consultations to plan, build and publish Microsoft cloud services or applications and accelerate the closure of sales opportunities.

#AllPartners #GrowSkills #GrowthFromMicrosoft #Tech #Sales

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Get help assessing your organization's technical capabilities to uncover key opportunities that can help you grow your business.
- Build a service or application**  
From envisioning to publishing, our consultants will advise and support you.
- Technical assistance for sellers**  
Help to create demos and proofs of concepts and remove sales blockers to help close more sales opportunities.
- Grow and support your business**  
Consultants are here to support you in growing and enhancing your solution, even after you've built and sold your service or application.

Get started today at <https://aka.ms/tpd>. Available to partner organizations with a Microsoft Cloud Partner Program user account and benefits associated with a Solutions Partner designation, legacy competency or Microsoft Action Pack.

## Featured Content (Opening slide)

Microsoft

**January Partner Insider Call**

**Helene Cohen**  
Americas Scale Comms Strategy Lead

Partner Audience: All  
#Event #CrossSolution #GoToMarket

in Helene Cohen | LinkedIn

Develop. Sell. Grow.