



Microsoft
Partner



Gold Cloud Productivity
Gold Cloud Platform
Gold Datacenter
Gold Small and Midmarket Cloud Solutions
Silver Enterprise Mobility Management



Use your IT (Security) Budget Effectively

Jasper Kraak, MCT

September 2019

Me

- Jasper Kraak
- Solution Architect @ Inova Solutions
- Microsoft Certified Professional since 1999, 60+ Certifications
- Microsoft Evangelist

Microsoft
CERTIFIED
Trainer

*The Value of your IT Investments is only as Big as you Train
your Users*

*Efficiency is doing things right
Effectiveness is doing the right things*

Agenda

- Value of Security?
- Security Lifecycle
- Microsoft's Holistic Approach
- Knowledge
- Call for Action

Security I

- Is a feeling, an emotion
- Difficult to measure
- Hard to be complete
- Hard to determine TCO and ROI (Value)



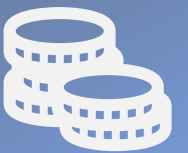
- Do you *feel* Secure

or not

- On a scale from 1 to 10 how Secure do you feel

- Security work is Infinite ∞

- Like an insurance policy: hope you never need it, but pay anyway



\$o, what I\$ the Value of your \$ecurity?

(The Cost part is the easy Part)

Increasing Value is not a Project, it is not even a Programme

It is a Journey, it has no predefined outcomes

It needs CxO Level Commitment, Culture

There is no Win because the Game never ends

Microsoft's Holistic Approach

Zero trust
Real Time

- Identity Protection
- Access Control
- Information Protection
- Threat Protection

How about your Detection and
Response Capabilities?



Office 365

Windows 10

Enterprise Mobility &
Security

Microsoft 365

Initial Cost of Security Products, maybe.
Consider Subscription model, SaaS

'IT-beslissers slecht op de hoogte van belangrijke beveiligingsmaatregelen'

fd.nl

KNOWLEDGE

Is Key

Organizations depend on IT; they invested millions in hardware and software

Organizations struggle with TCO, ROI, Agility, Continuity and Security = not Effective

How come?

Lack of Knowledge

PERIOD

Organizations should DEMAND their ICT Staff is Certified:

- Safeguard Investments
- Business Continuity
- Leverage ALL that has been paid for
- Future Developments

You think it's expensive to hire a Professional?

Wait until you hire an amateur!

Employees should DEMAND Training and Certification:

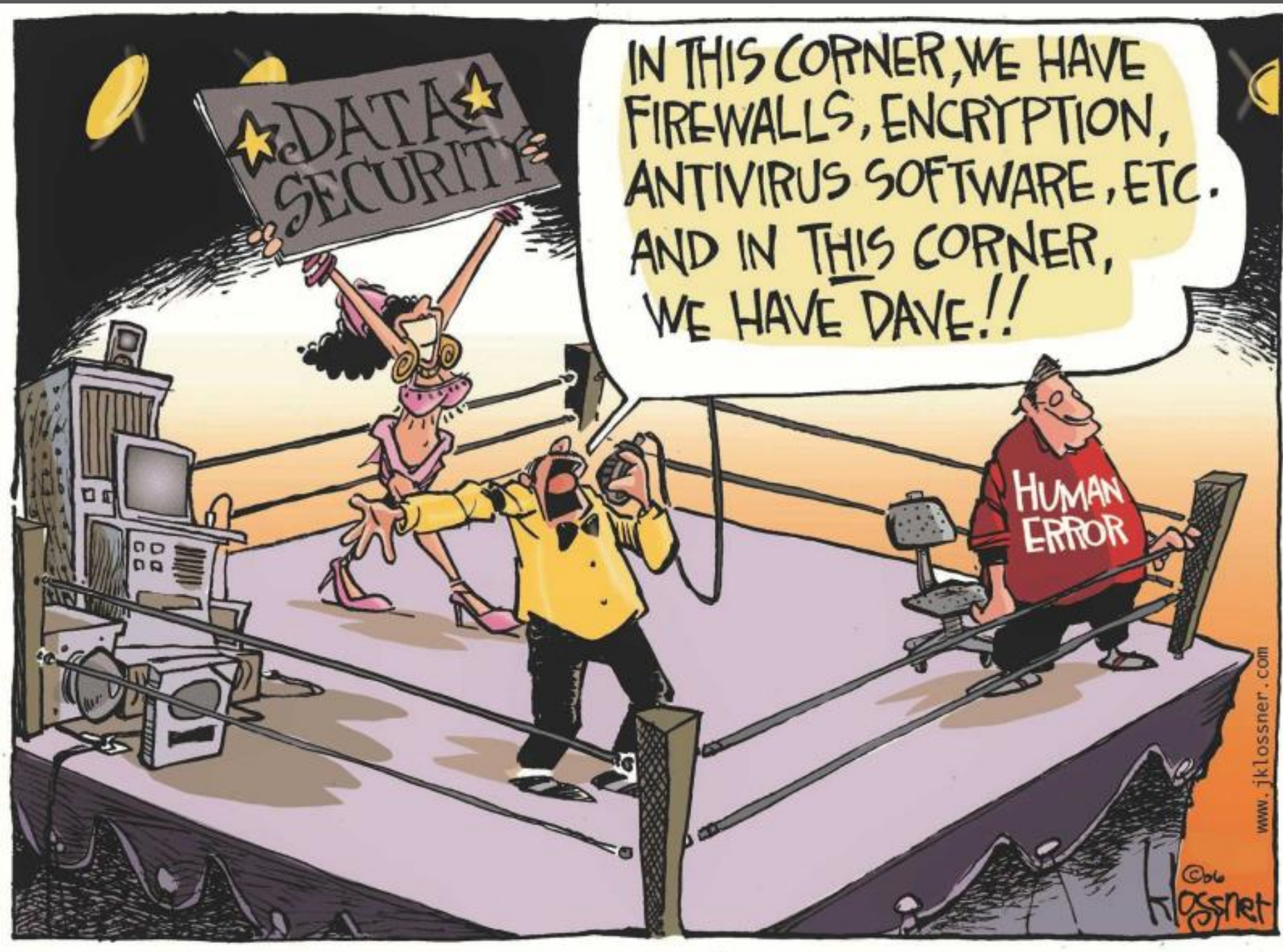
- Execute ICT Projects successfully
- Manage ICT Effectively and Efficiently
- Advise and Lead Business on Developments
- Career Path Opportunities/ Personal Development

CFO:

What if we invest in our People and they leave?

CEO:

What if we don't and they stay?



What Training?

Change is

www.jklossner.com

©06
jklossner

Call for Action

- Hire a CTO/CIO/CSO
- Find a “Trusted Advisor”
- IT Staff trained before Purchase
- Users trained before Deployment
- Effectiveness = Optimizing TCO and ROI