



Agenda.

- 1. Bechtle
- 2. Overview
- 3. Incident Response
- 4. Onboarding
- 5. Features
- 6. Licensing
- 7. Next steps
- 8. Q&A

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Bechtle Suisse SA.



Bechtle Suisse SA – en Romandie

>250

EMPLOYES

+65 EXPERTS

SUISSE ROMANDE

4

BUSINESS UNITS

PROFESSIONAL SERVICES
MANAGED SERVICES
DATA & ANALYTICS
SKILLS MANAGEMENT

>300 CLIENTS en Suisse Romande

>20

PARTENAIRES

Top-level certifications

- CITRIX
- NINTEX
- CISCO
- **■** POWELL
- **■** DELL
- TRENDMICRO
- **■** FORTINET
- VEEAM
- HPE
- **VMWARE**
- MICROSOFT

CONSEILS
PERSONNALISES

20

ANNEES D' EXPERIENCE

ORGANISATION
CENTRALE
AVEC SPOC

PME, ENTERPRISE ET PUBLIC

> PLAN BUILD RUN

NOS PROPRES
DATA CENTERS

EU 20122E

+500 PROJETS / AN



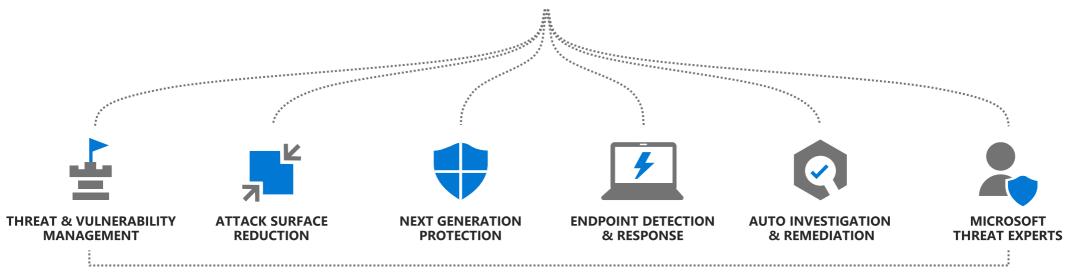
Overview.



Solution overview



Threats are no match.



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CENTRALIZED CONFIGURATION AND ADMINISTRATION



APIS AND INTEGRATION



Why they are different



Agentless, cloud powered

No additional deployment or infrastructure. No delays or update compatibility issues. Always up to date.



Unparalleled optics

Built on the industry's deepest insight into threats and shared signals across devices, identities, and information.



Automated security

Take your security to a new level by going from alert to remediation in minutes—at scale.



An industry leader in endpoint security

Gartner.

Gartner names Microsoft a Leader in 2021 Endpoint Protection Platforms Magic Quadrant.

FORRESTER®

Forrester names Microsoft a Leader in 2020 Enterprise Detection and Response Wave.

MITRE ATT&CK™

Microsoft Threat Protection leads in real-world detection in MITRE ATT&CK evaluation.



Our antimalware capabilities consistently achieve high scores in independent tests.



Microsoft Defender for Endpoint awarded a perfect 5-star rating by SC Media in 2020 Endpoint Security Review



Microsoft won six security awards with Cyber Defense Magazine at RSAC 2020:

- ✓ Application Isolation Next Gen
- Endpoint Security Editor's Choice
- ✓ Threat and Vulnerability Management Most Innovative
- Malware Detection Best Product
- Managed Detection and Response Market Leader
- Enterprise Threat Protection Hot Company



Delivering industry leading endpoint security across platforms



- Windows 7 SP1 to 11
- Windows Server 2008 R2 and 2012 R2
- Windows Server 2016 to 2022



RHEL and CentOS 7.2+

- Ubuntu 16.04 LTS+
- 22
- Debian 9+
- SUSE LES 12+
- Oracle Linux 7.2+
- Amazon Linux 2
- Fedora 33+



- **macOS 10.14** to 12
- iOS 12 to 15
- iPadOS 12 to 15



Android 6+



Incident Response.

BECHTLE

Incident Response

SANS Incident Handler's Handbook – Response Plan

















Onboarding.



Delivering industry leading endpoint security across platforms

Windows Supported (10, 11, 2012 R2 to 2022)

- Local Script
- **GPO**



- MECM
- Intune
- Microsoft Defender for Cloud

Windows Legacy (7, 8.1 and 2008 R2)

Microsoft Monitoring Agent



- Manual (app & onboarding package)
- Puppet
- Ansible
- Chef



macOS

- Manual (app & onboarding package)
- **JAMF**
- Other UEM

iOS and iPadOS

Microsoft Defender for Endpoint app



Microsoft Defender for Endpoint app



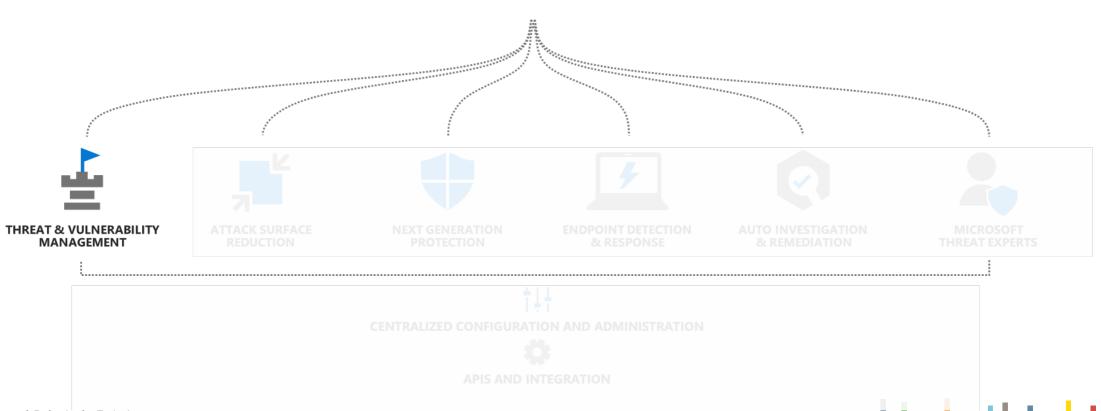
Features.



Threat & Vulnerability Management



Threats are no match.



BECHTLE

Threat & Vulnerability Management

Key customer pain points



DISCOVER

- Periodic scanning
- Blind spots
- No run-time info
- "Static snapshot"



PRIORITIZE

- Based on severity
- Missing org context
- No threat view
- Large threat reports



COMPENSATE

- Waiting for a patch
- No IT/Security bridge
- Manual process
- No validation

Bottom line: Organizations remain highly vulnerable, despite high maintenance costs

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Threat & Vulnerability Management

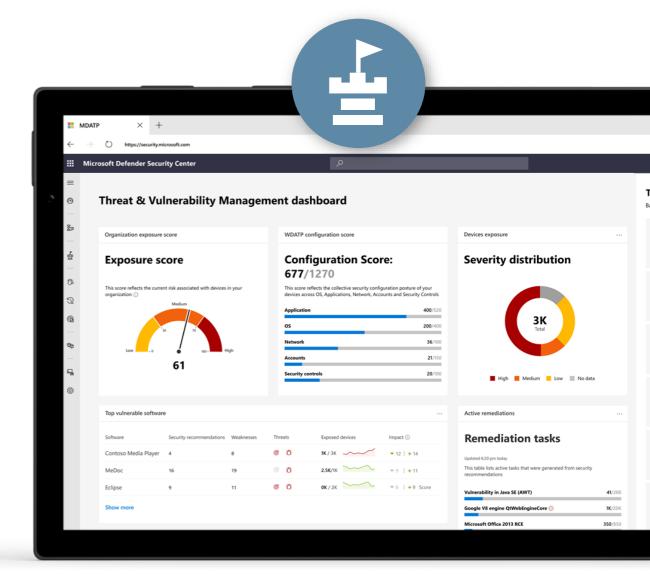
A risk-based approach to mature your vulnerability management program





Built-in end-to-end remediation process





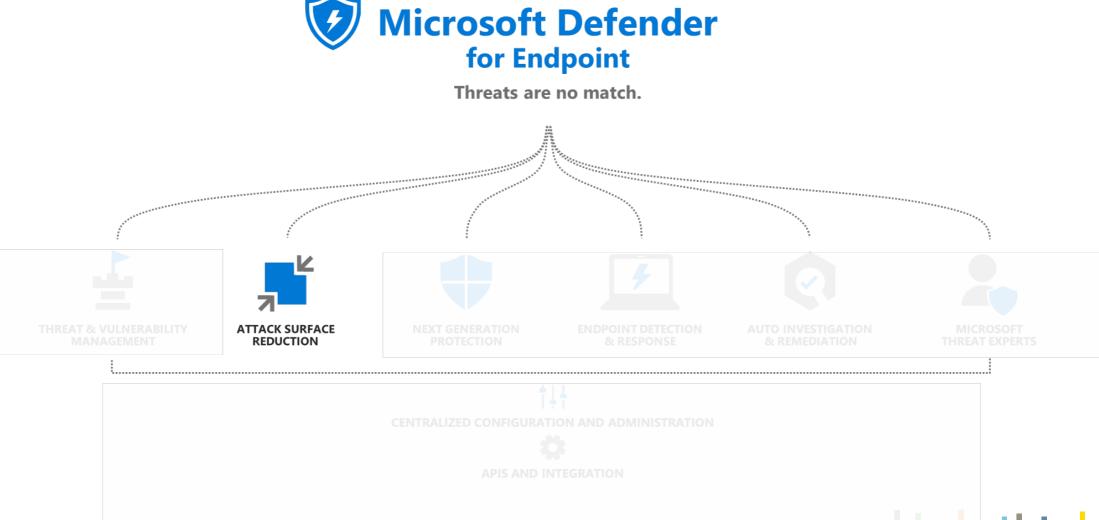


Demo.





Attack Surface Reduction





Key customer pain points



ZERO DAYS

Zero days continue to plague the industry



NETWORK BOUNDARIES

Perimeters are eroding, unique solutions are required to harden



CROSS-PLATFORM

Heterogeneous environments make it challenging

Bottom line: Organizations struggle to proactively adjust their security posture



Eliminate risks by reducing the surface area of attack



System hardening without disruption

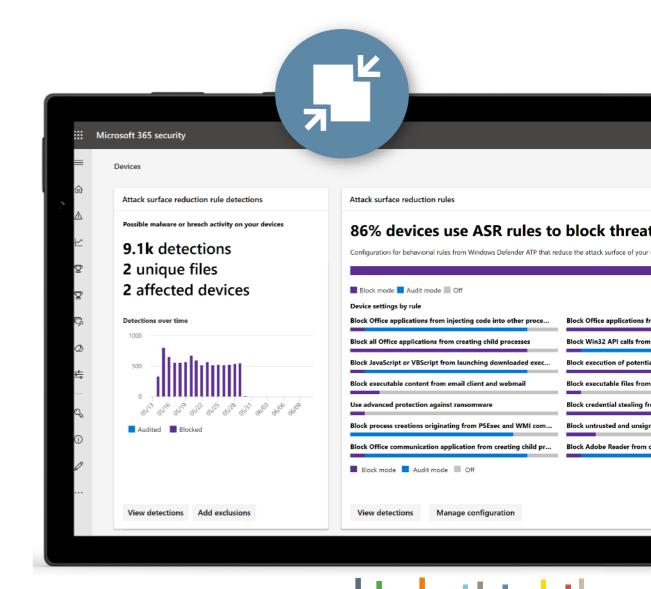


Customization that fits your organization



Visualize the impact and simply turn it on







ASR Rules



MINIMIZE THE ATTACK SURFACE

Signature-less, control entry vectors, based on cloud intelligence. Attack surface reduction (ASR) controls, such as behavior of Office macros.

PRODUCTIVITY APPS RULES

- Block Office apps from creating executable content
- Block Office apps from creating child processes
- Block Office apps from injecting code into other processes
- Block Win32 API calls from Office macros
- Block Adobe Reader from creating child processes

EMAIL RULE

- Block executable content from email client and webmail
- Block only Office communication applications from creating child processes

SCRIPT RULES

- Block obfuscated JS/VBS/PS/macro code
- Block JS/VBS from launching downloaded executable content

POLYMORPHIC THREATS

- Block executable files from running unless they meet a prevalence (1000 machines), age (24hrs), or trusted list criteria
- Block untrusted and unsigned processes that run from USB
- Use advanced protection against ransomware

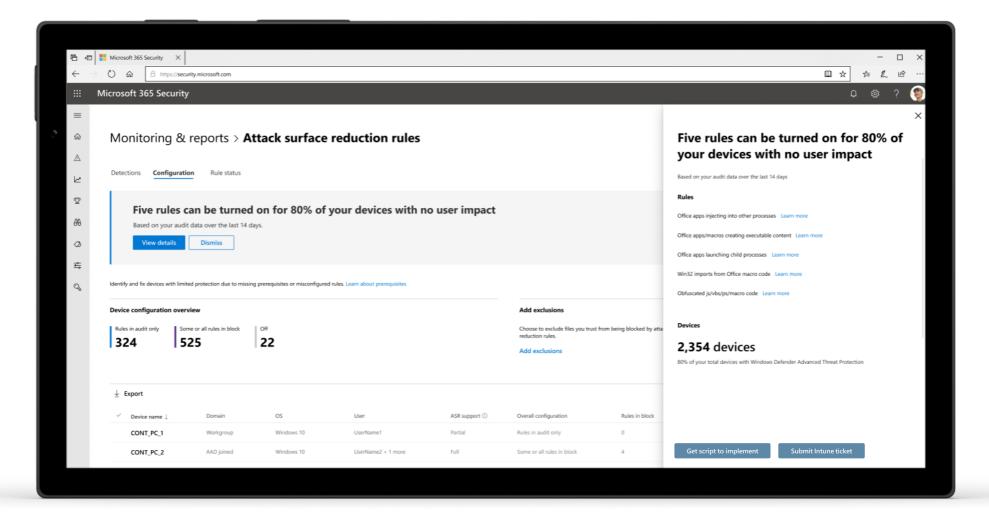
LATERAL MOVEMENT & CREDENTIAL THEFT

- Block process creations originating from PSExec and WMI commands
- Block credential stealing from the Windows local security authority subsystem (Isass.exe)
- Block persistence through WMI event subscription

The Property Control



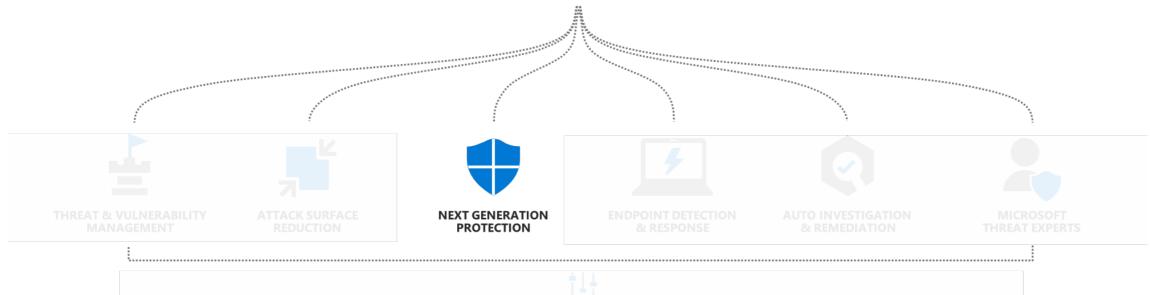
Easy button: turn on block





Next Generation Protection





CENTRALIZED CONFIGURATION AND ADMINISTRATION

APIS AND INTEGRATION

BECHTLE

Next Generation Protection

Key customer pain points



Solutions that depend on regular updates can not protect against the 7 million unique threats that emerge per hour



The game has shifted from blocking recognizable executable files to malware that uses sophisticated exploit techniques (e.g. fileless)



While Attack Surface Reduction can dramatically increase your security posture you still need detection for the surfaces that remain



We live in a world of hyper polymorphic threats with 5 billion unique instances per month

Next Generation Protection



Static vs Dynamic

Static signatures: focus on a file

Hashes

Strings

Emulators



Dynamic heuristics: focus on *run-time behaviors*

Behavior monitoring

Memory scanning

AMSI

Command-line scanning



BECHTLE

Next Generation Protection

Blocks and tackles sophisticated threats and malware



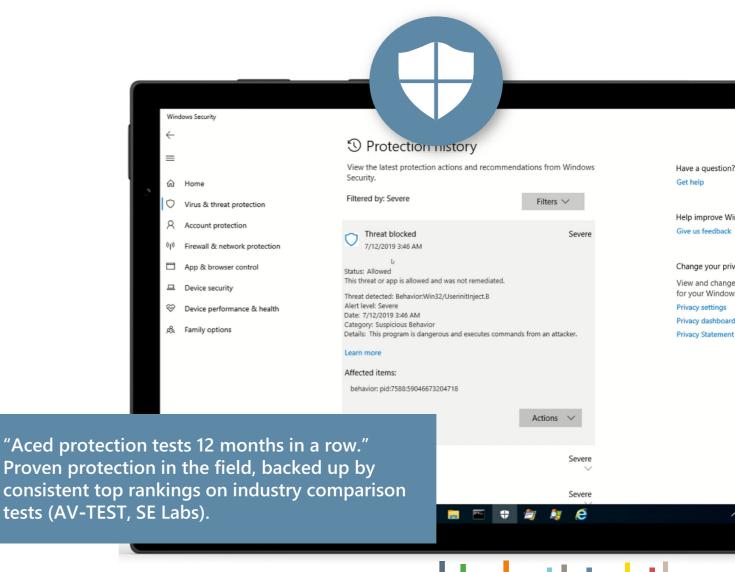
Behavioral based real-time protection



Blocks file-based and fileless malware



Stops malicious activity from trusted and untrusted applications



25/11/2021 | Microsoft Defender for Endpoint

1

Next Generation Protection



Protection engines



Metadata-based ML

Stops new threats quickly by analyzing metadata



Behavior-based ML

Identifies new threats with process trees and suspicious behavior sequences



AMSI-paired ML

Detects fileless and in-memory attacks using paired client and cloud ML models



File classification ML

Detects new malware by running multi-class, deep neural network classifiers



Detonation-based ML

Catches new malware by detonating unknown files



Reputation ML

Catches threats with bad reputation, whether direct or by association



Smart rules

Blocks threats using expert-written rules







ML

Spots new and unknown threats using client-based ML models



Behavior monitoring

Identifies malicious behavior, including suspicious runtime sequence



Memory scanning

Detects malicious code running in memory



AMSI integration

Detects fileless and in-memory attacks



Heuristics

Catches malware variants or new strains with similar characteristics



Emulation

Evaluates files based on how they would behave when run



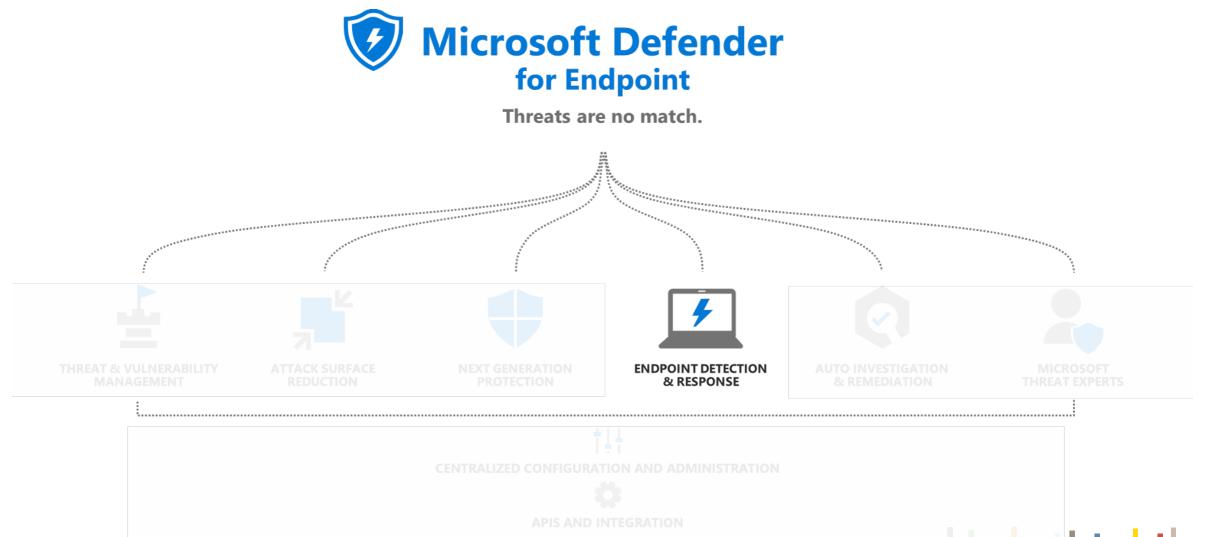
Network monitoring

Catches malicious network activities

to the plant of the



Endpoint Detection & Response



BECHTLE

Endpoint Detection & Response

Key customer pain points



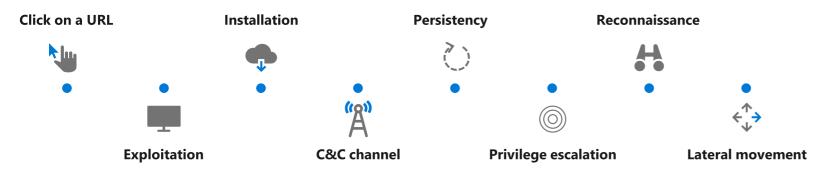
46% of compromised systems had no malware on them



As attacks become more complex and multi-staged, it's difficult to make sense of the threats detected



Following an advanced attack across the network and different sensors can be challenging





Collecting evidence and alerts, even from 1 infected device, can be a long time-consuming process



Living off the land - Attackers use evasion-techniques



BECHTLE

Endpoint Detection & Response

Detect and investigate advanced persistent attacks



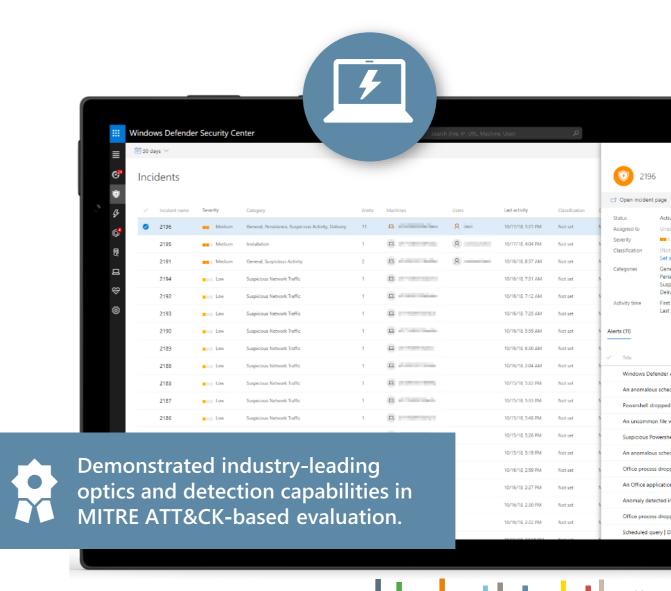
Correlated behavioral alerts



Investigation & hunting over 6 months of data

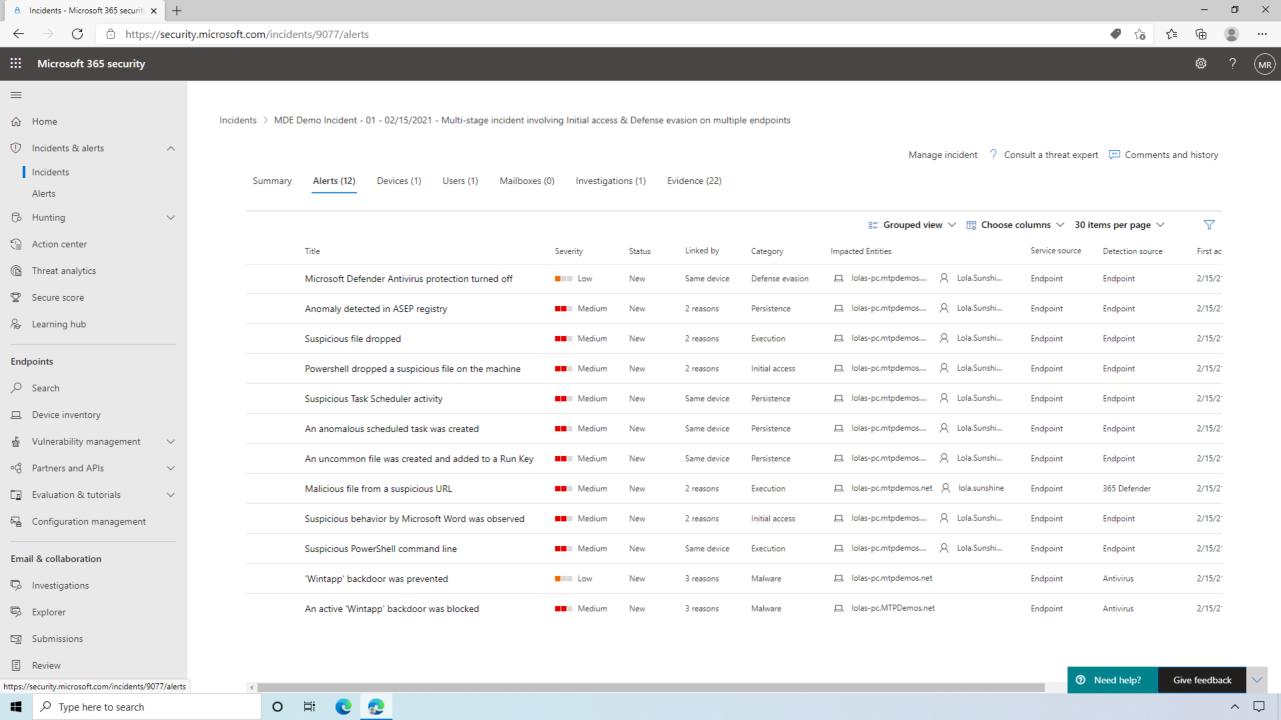


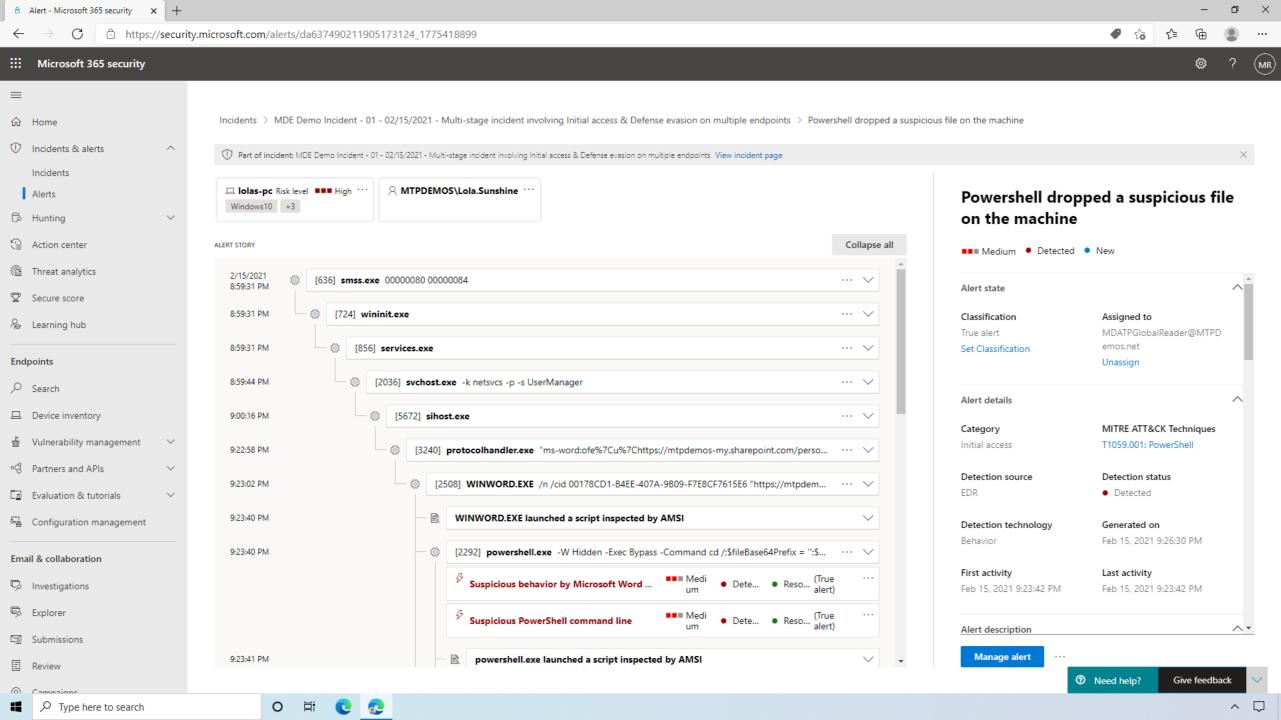
Rich set of response actions

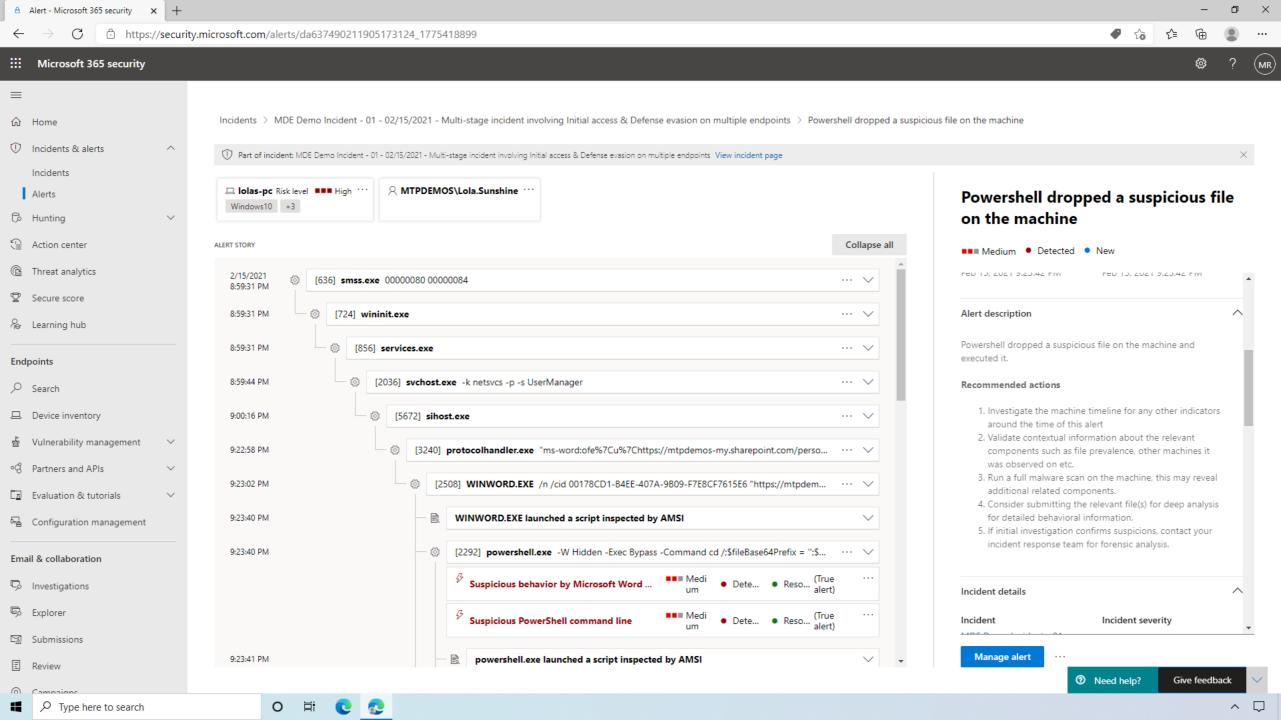


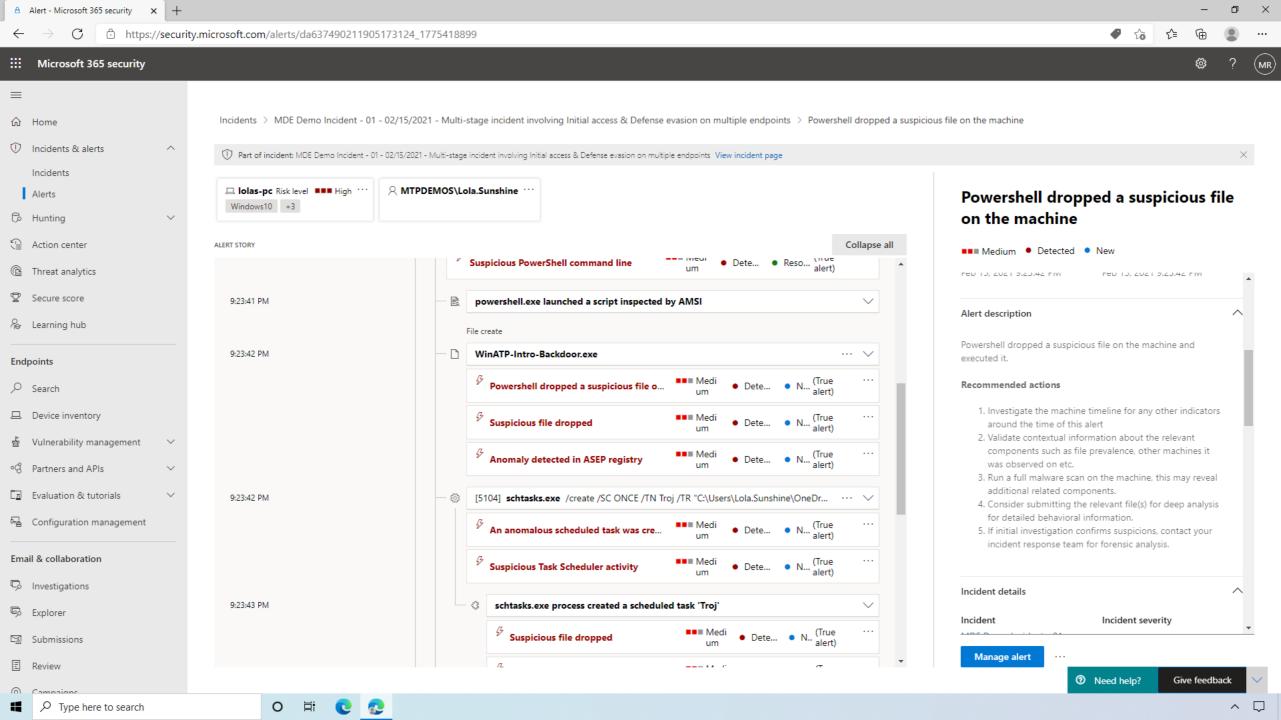


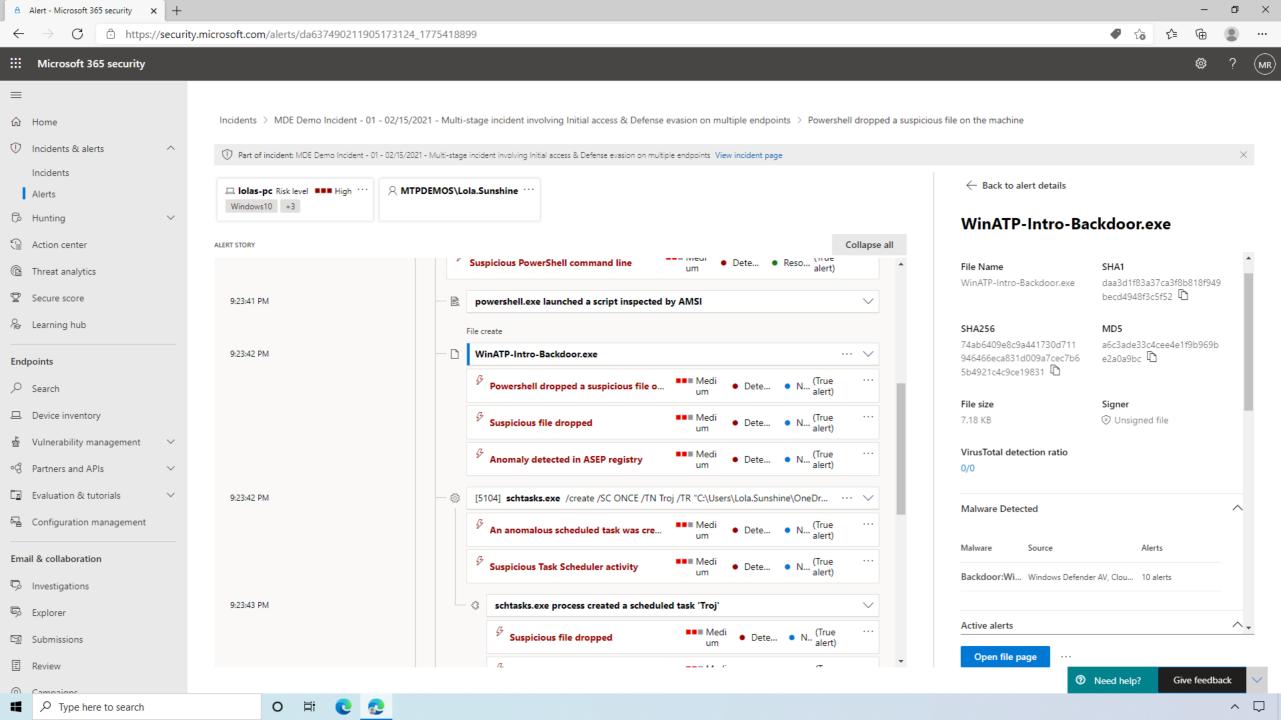
Demo.

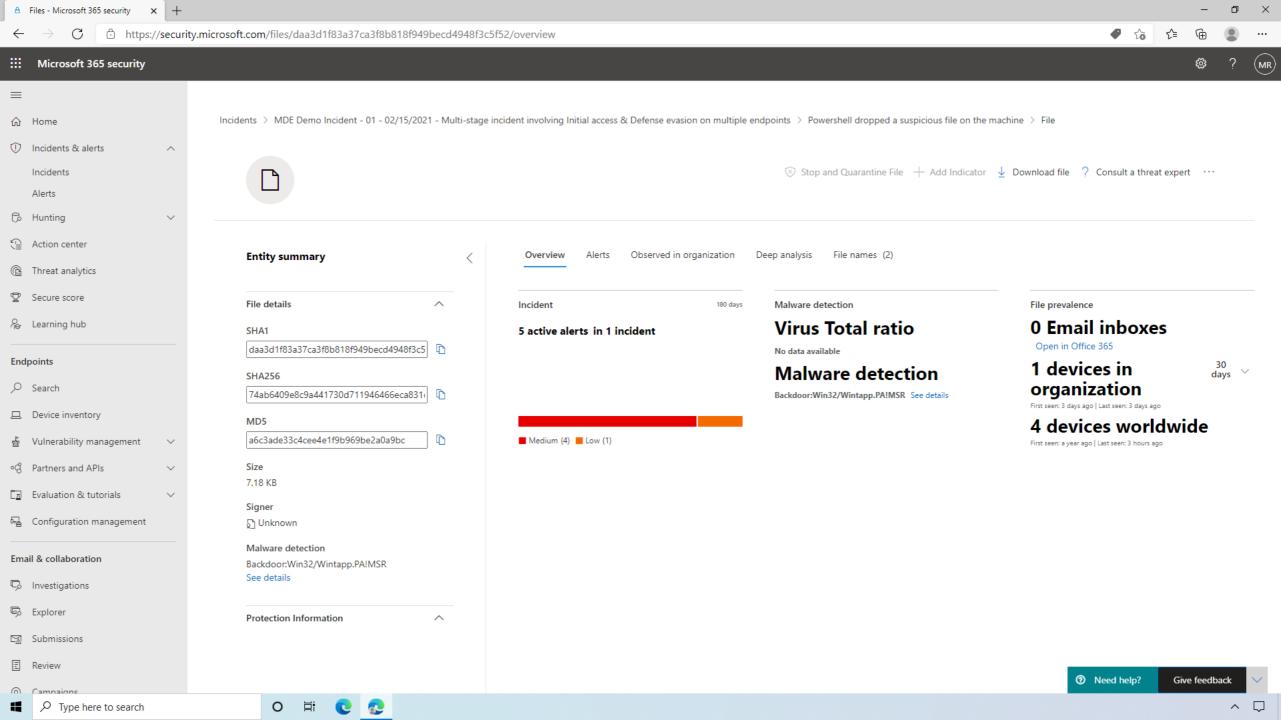


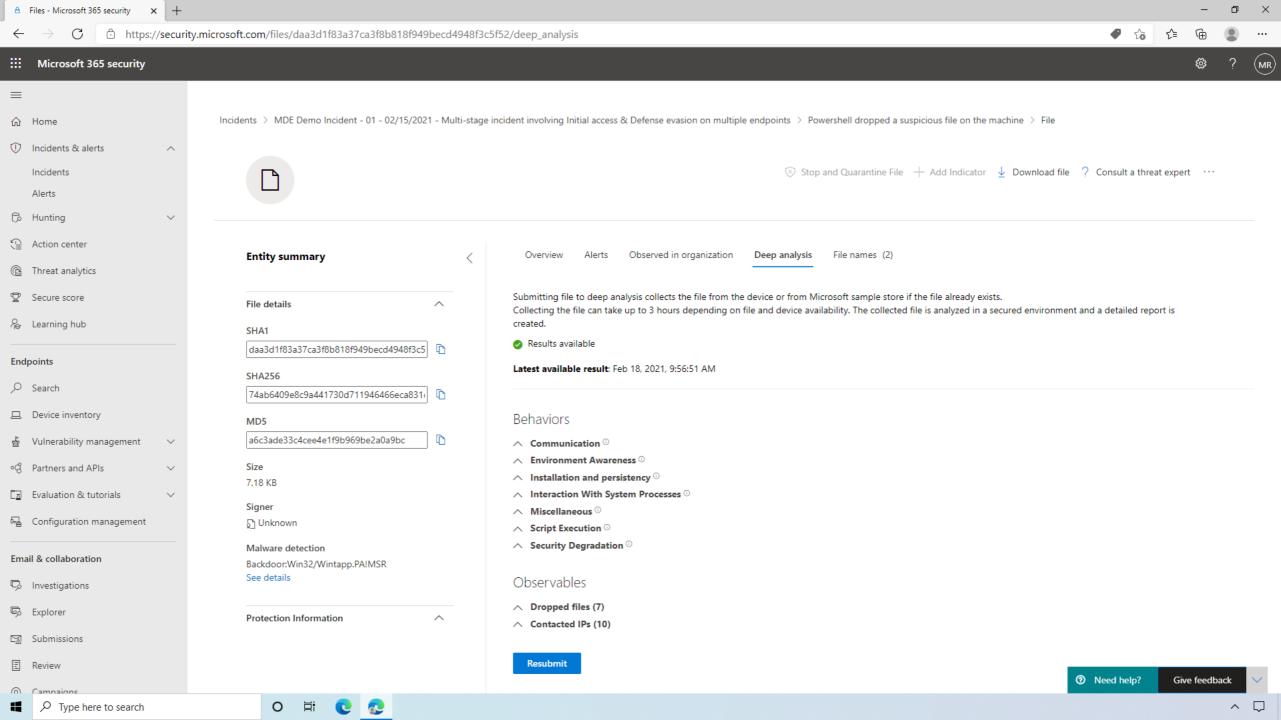


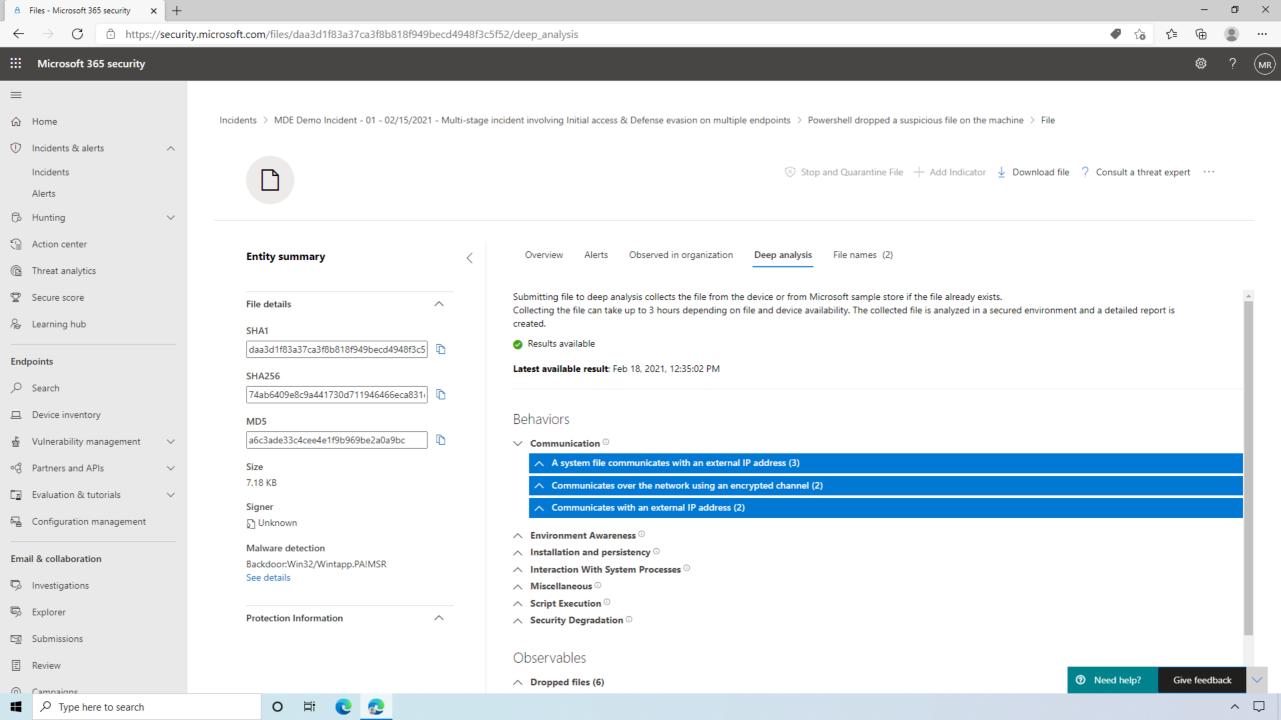


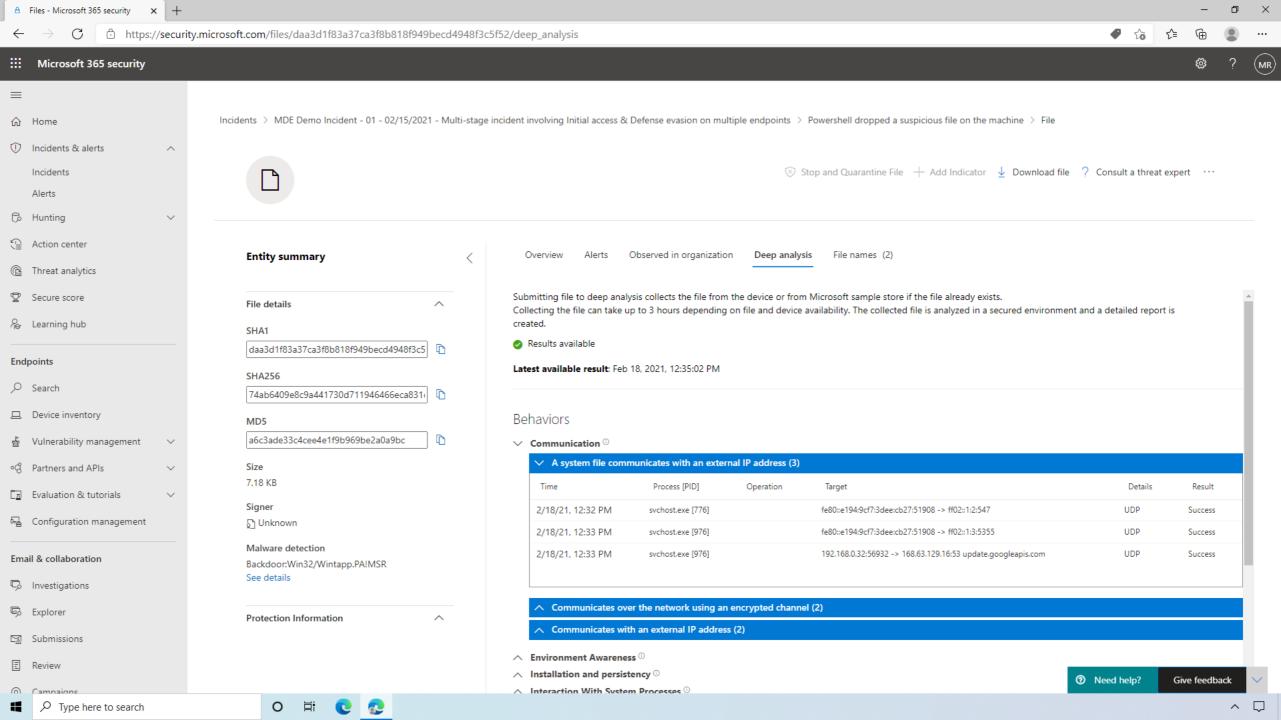










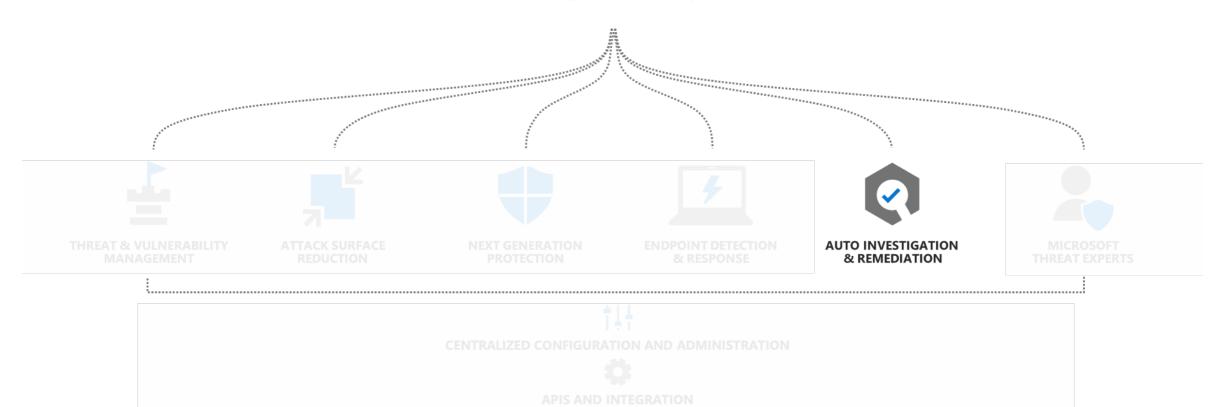




Auto Investigation & Remediation



Threats are no match.



Auto Investigation & Remediation



Key customer pain points



More threats, more alerts leads to analyst fatigue



Alert investigation is time-consuming



Expertise is expensive



Manual remediation requires time

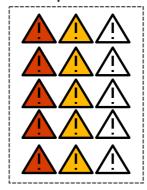


Talent shortage in cybersecurity



Analysts overwhelmed by manual alert investigation & remediation

Alert queue







Analyst 2

Auto Investigation & Remediation



What is it?

Security automation is...

mimicking the ideal steps a human would take to investigate and remediate a cyber threat



Security automation is not...

if machine has alert → auto-isolate



When we look at the steps an analyst is taking as when investigating and remediating threats we can identify the following high-level steps:



Determining whether the threat requires action



Performing necessary remediation actions



Deciding what additional investigations should be next



Repeating this as many times as necessary for every alert

Auto Investigation & Remediation

Automatically investigates alerts and remediates complex threats in minutes



Mimics the ideal steps analysts would take

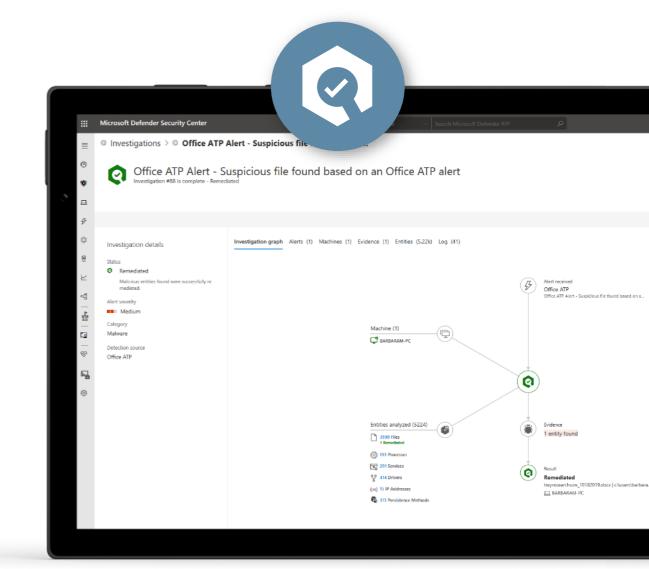


Tackles file or memory-based attacks



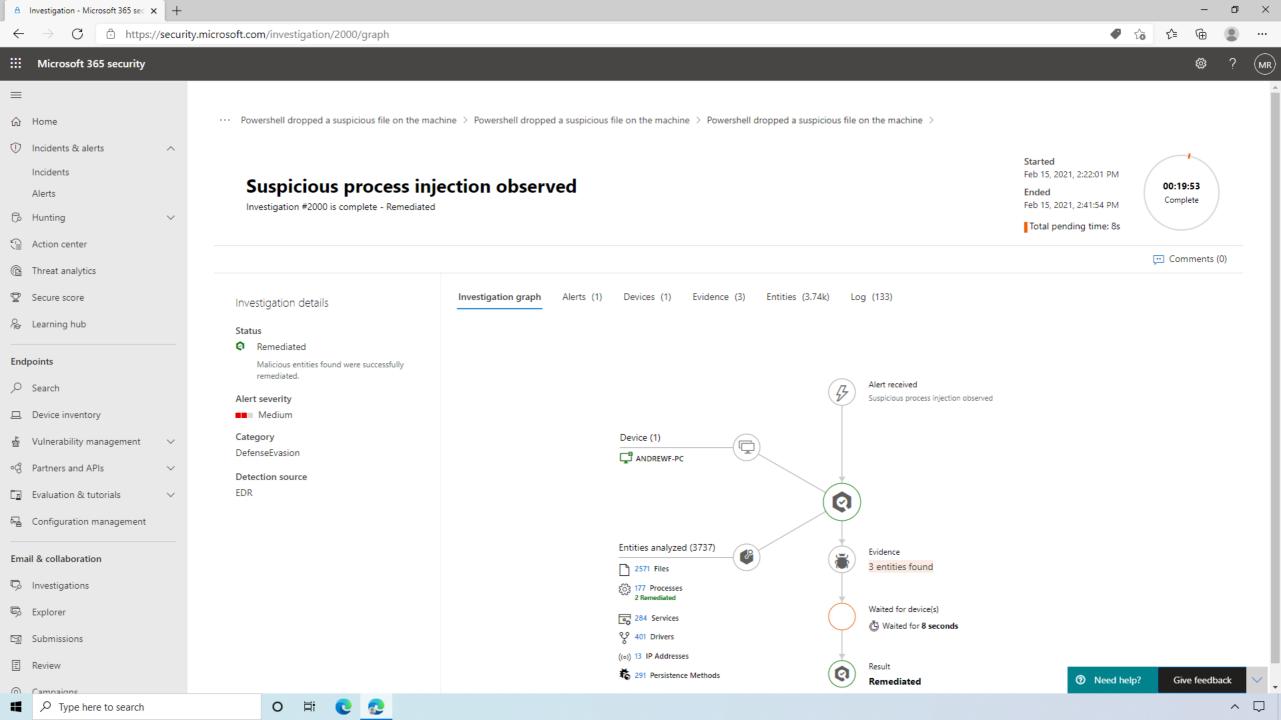
Works 24x7, with unlimited capacity







Demo.

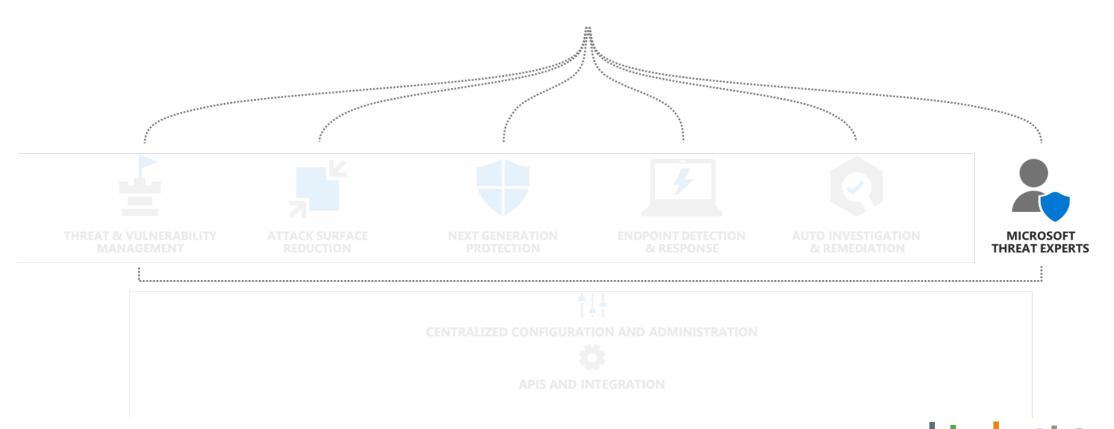




Microsoft Threat Experts



Threats are no match.





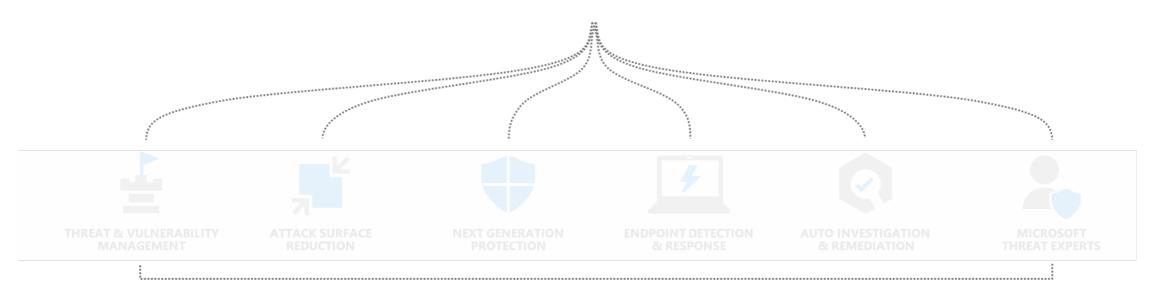
Demo.



Centralized Configuration and Administration



Threats are no match.





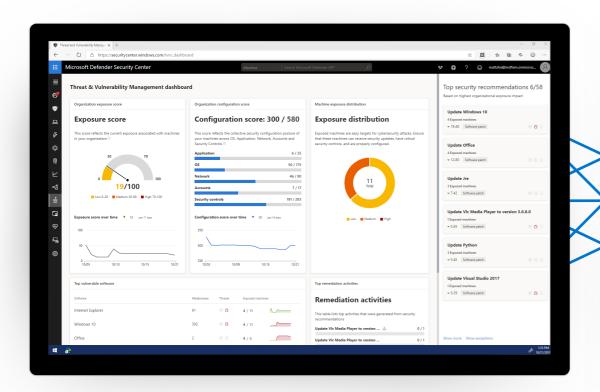
CENTRALIZED CONFIGURATION AND ADMINISTRATION

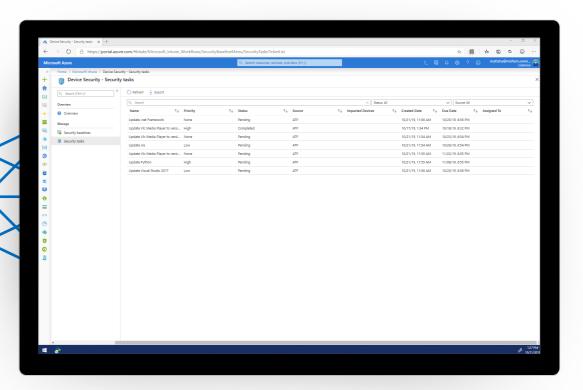


Centralized Configuration and Administration



Seamless integration





Microsoft Defender for Endpoint

Policy Assessment

Microsoft Endpoint Manager Policy Enforcement

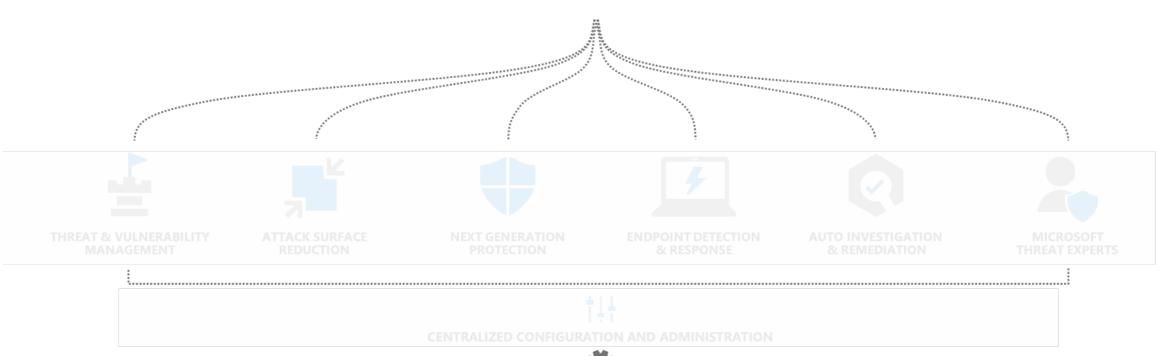
BECHTLE

Microsoft Defender for Endpoint

APIs and Integrations



Threats are no match.







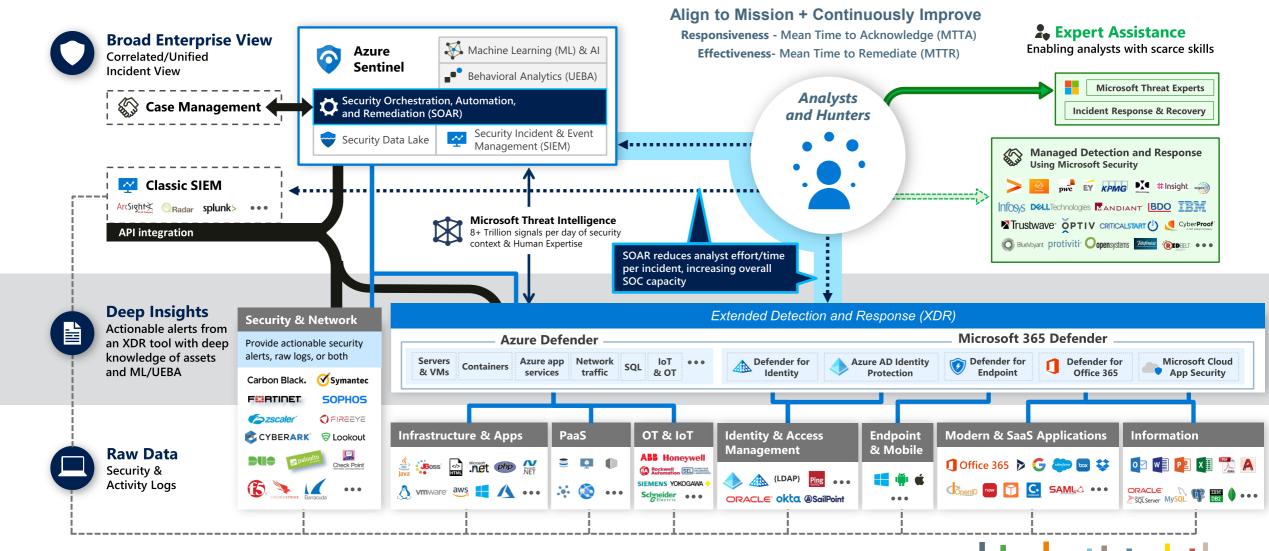




Legend --- Event Log Based Monitoring --- Investigation & Proactive Hunting Outsourcing --- Consulting and Escalation Native Resource Monitoring Native Resource Monitoring



Reference Architecture





Licensing.



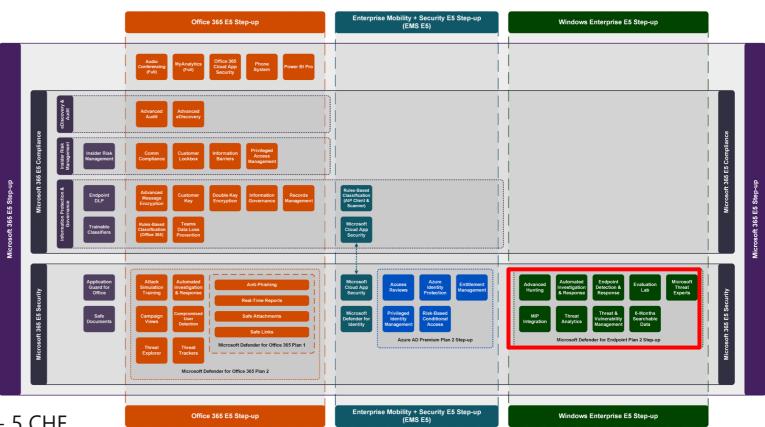
P2 and Servers

End-users (Per user per month, up to 5 devices)

- M365 E5 62.70 CHF
- M365 E5 Security 9.50 CHF
- Windows **E5** 10.20 CHF
- Microsoft Defender for Endpoint P2 5 CHF

Servers (Per server per month)

- Microsoft Defender for Endpoint for Servers* 5 CHF
- Microsoft Defender for Cloud Azure Consumption



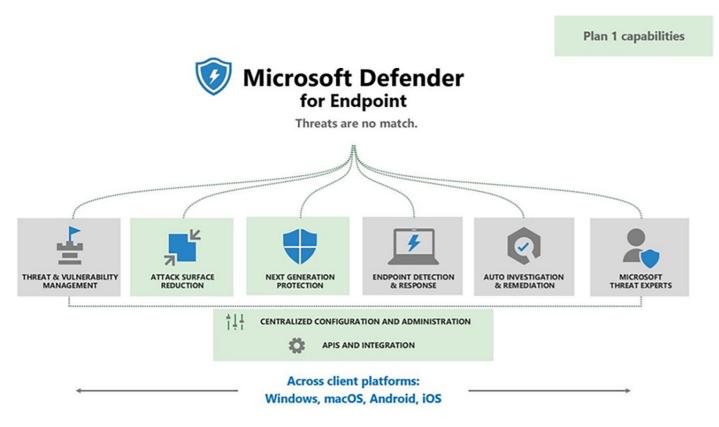
Microsoft 365 E5 Step-up

^{*} Available after min. 50 MDE or WE5 or M365 E5/Security licenses purchased





P1 vs P2



Capabilities	P1	P2
Unified security tools and centralized management	✓	~
Next-generation antimalware	✓	1
Attack surface reduction rules	✓	1
Device control (e.g.: USB)	✓	1
Endpoint firewall	✓	1
Network protection	✓	1
Web control / category-based URL blocking	*	1
Device-based conditional access	✓	1
Controlled folder access	*	1
API's, SIEM connector, custom TI	✓	1
Application control	*	1
Endpoint detection and response		1
Automated investigation and remediation		1
Threat and vulnerability management		1
Threat intelligence (Threat Analytics)		
Sandbox (deep analysis)		1
Microsoft Threat Experts **		1

- Microsoft Defender for Endpoint P1 3 CHF
- M365 E3 28 CHF*

* Q1 2022

BECHTLE

Microsoft Defender for Business

Enterprise-grade security for SMEs!

Cross platform and enterprise grade protection with next-gen protection, endpoint detection and response, and threat and vulnerability management Available as a standalone offering and as part of Microsoft 365 Business Premium Standalone offering will serve non-Microsoft 365 customers. No licensing prerequisites Supports multi-customer viewing of security incidents with Microsoft 365 Lighthouse for partners in preview

Customer size	< 300 seats	> 300 seats	
Endpoint capabilities / SKU	Microsoft Defender for Business	Microsoft Defender for Endpoint Plan 1	Microsoft Defender for Endpoint Plan 2
Centralized management	\checkmark	\checkmark	✓
Simplified client configuration	\checkmark		
Threat and Vulnerability Management	\checkmark		✓
Attack Surface Reduction	\checkmark	\checkmark	✓
Next-Gen Protection	\checkmark	\checkmark	✓
Endpoint Detection and Response	√2		✓
Automated Investigation and Response	√2		✓
Threat Hunting and 6-months data retention			✓
Threat Analytics	√2		✓
Cross platform support for Windows, MacOS, iOS and Android	\checkmark	\checkmark	✓
Microsoft Threat Experts			✓
Partner APIs	√2	✓	✓
Microsoft 365 Lighthouse for viewing security incidents and customers	\checkmark		

Note that not all capabilities may be available in preview ¹Limited ²Optimized for SMB ³Additional capabilities planned

Microsoft Defender for Business



Licensing

Microsoft 365 Business Premium (\$20 pipm)

Comprehensive productivity and security solution

Per user licence

Microsoft 365 Business Standard (\$12.50)
Office apps and services, Teams



- ✓ Microsoft Defender for Business
- ✓ Microsoft Defender for Office 365 Plan 1
- ✓ Intune
- ✓ Azure AD Premium Plan 1
- ✓ Azure Information Protection Premium P1
- ✓ Exchange Online Archiving
- ✓ Autopilot
- ✓ Azure Virtual Desktop license
- ✓ Windows 10/11 Business
- ✓ Shared Computer Activation

Note that not all capabilities may be available in preview

Microsoft Defender Business (\$3 pupm) →

Entreprise-grade endpoint security

Per user licence

✓ Next generation protection

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- ✓ Cross Platform support (iOS, Android, Windows, MacOS)
- ✓ Endpoint Detection and Response
- ✓ Threat and Vulnerability Management
- ✓ ... and more

1. As standalone SKU

Entitlement for use on up to 5 devices Generally available H1 2022

2. Included as part of Microsoft 365 Business Premium

Microsoft Defender for Business will roll out to new and existing M365 Business Premium customers, post GA



Next steps.





WEBINARS

■ 08 décembre 2021 | Prenez le contrôle de vos données avec Microsoft Azure Information Protection





Merci! Des questions?

Nous restons à votre disposition pour vous accompagner dans vos projets futurs.





