



Kaspersky®  
Security for  
Microsoft Office 365

# Kaspersky Security for Microsoft Office 365

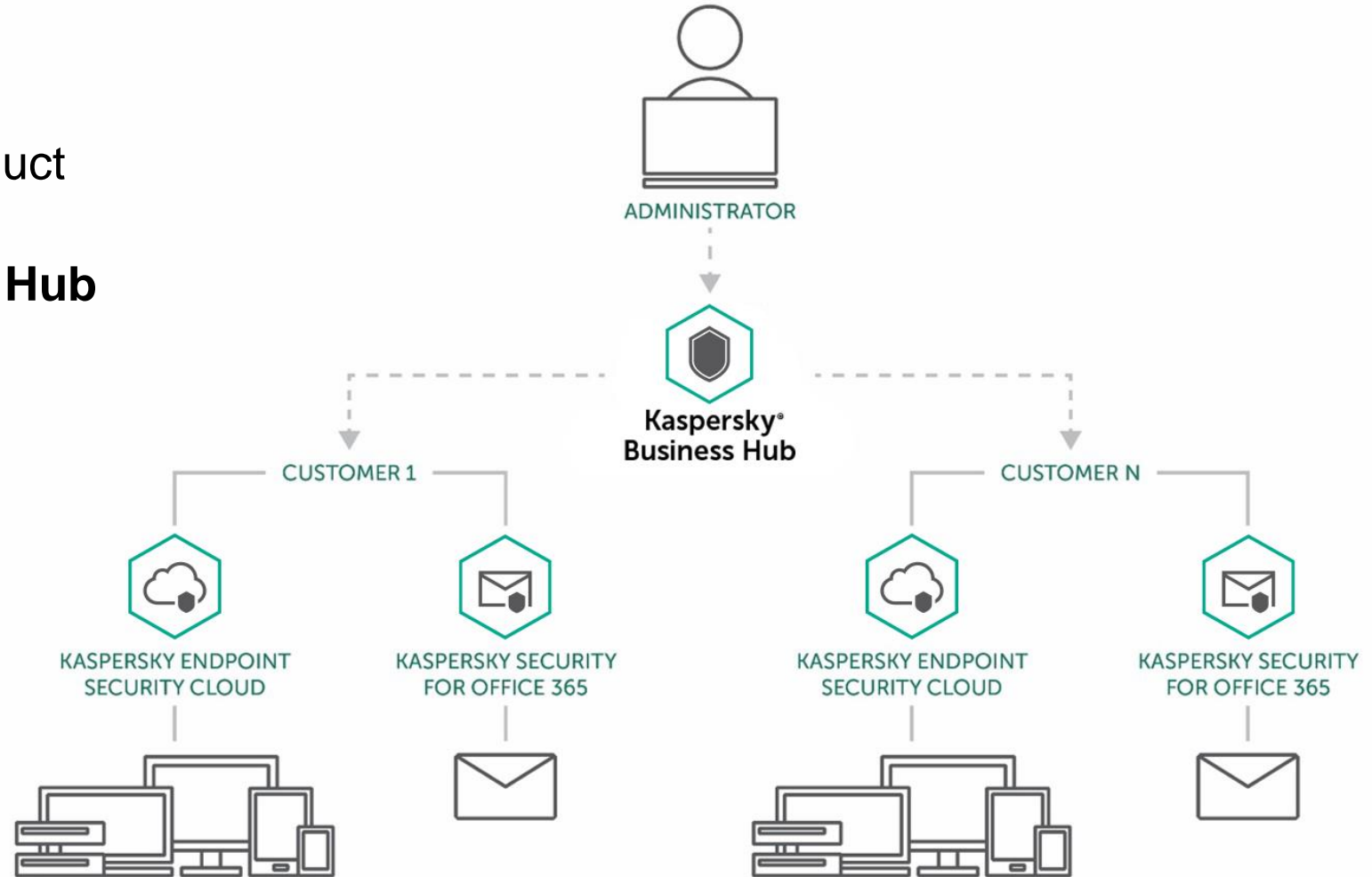
# Agenda

- > Product introduction
- > Features and benefits
- > Target audiences
- > Sales scenarios
- > Licensing



# What is Kaspersky Security for Microsoft Office 365

- > Protection for Exchange Online
- > Software as a Service (SaaS) product hosted in Cloud by Kaspersky
- > Available in **Kaspersky Business Hub** via [Cloud.kaspersky.com](https://cloud.kaspersky.com)



# Microsoft is very aggressive on Cloud

*“Office 365 is the new Exchange and one will cannibalize the other.”*  
**Satya Nadella (MS CEO) at Gartner Conference, 2015**

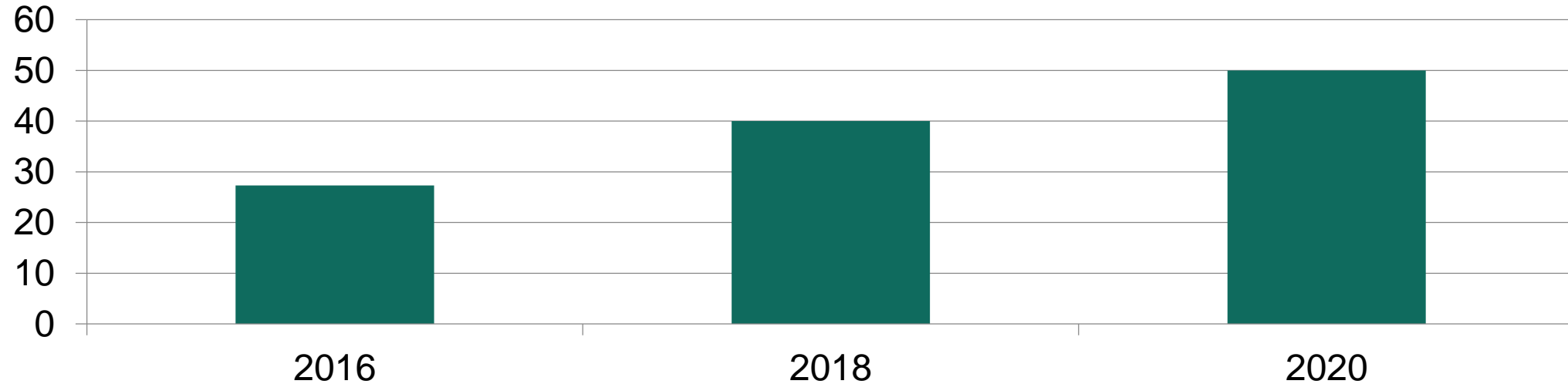
*“We crossed a major milestone with more than 100 million monthly active users of Office 365 commercial.”*

**Satya Nadella on MS earnings call, Q3 2017**

# Customer demand for Security

- > By 2020, 50% of customers will continue using third-party tools to maintain consistent security policies

## Third-party security usage in Office 365



\*Gartner, "How to Enhance the Security of Office 365" Published: 15 November 2016

# Customer pain points

- > Lots of **spam, malware and phishing** in employee mailboxes
- > Emails are **disappearing**
- > **Hard to retrieve** deleted messages



# Value proposition



Next-generation  
protection



Be in control of your  
email flow



Data Integrity



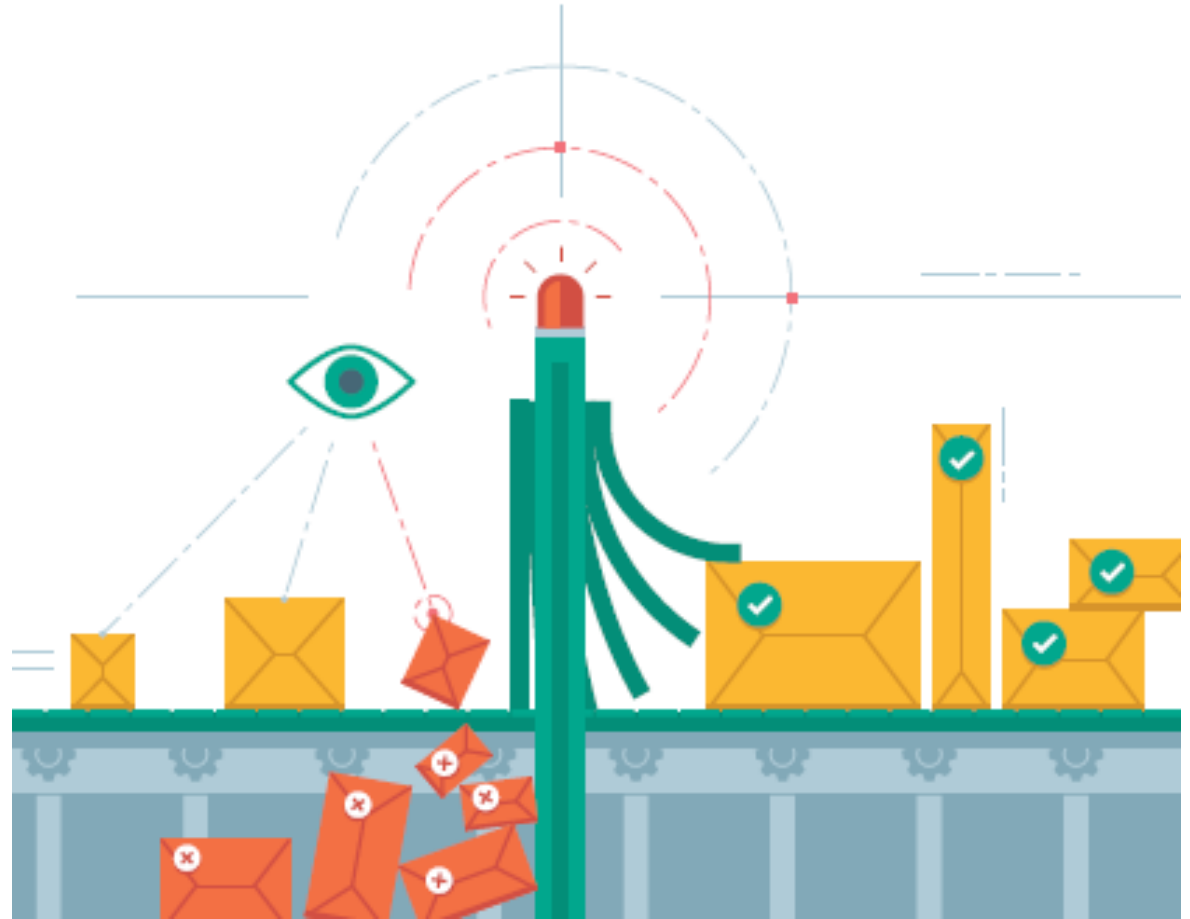
Simple solution



No additional costs

# Next-generation email protection from a proven vendor

- Secure your mailboxes against advanced threats
- Significantly reduce the number of spam messages
- Protect your environment when users click malicious links
- Protect against unsafe attachments





# Malware: Ransomware, zero-hour exploits and unknown threats

## Malware detection is based on:

- > Multiple, proactive layers of security
- > The human expertise of our threat researchers and analysts to catch even unknown threats
- > Kaspersky Security Network
- > Most tested, most awarded technologies\*



Email is the **number one** malware vector threatening business security\*



# Spam: More than just a nuisance

**Our technologies detect and block evolving spam techniques:**

- > Next-generation spam detection and analysis
- > Machine learning
- > Real-time, Cloud-based threat intelligence from Kaspersky Security Network to detect and block constantly evolving spam techniques.



58% of all email traffic is **spam**.

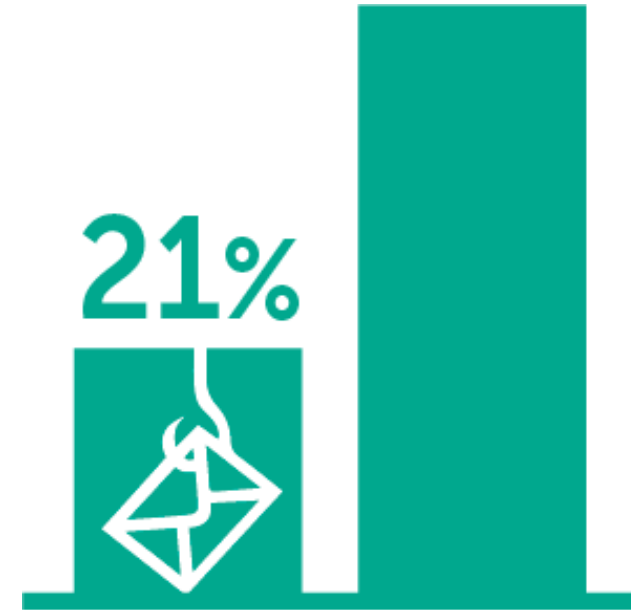
The average worker spends **13 hours** a year scanning and deleting it\*



# Phishing: The threat's in the post

Next-generation anti-phishing technologies protect email from advanced and unknown threats:

- > Neural networks-based anti-phishing engine
- > Malicious and phishing URL threat intelligence



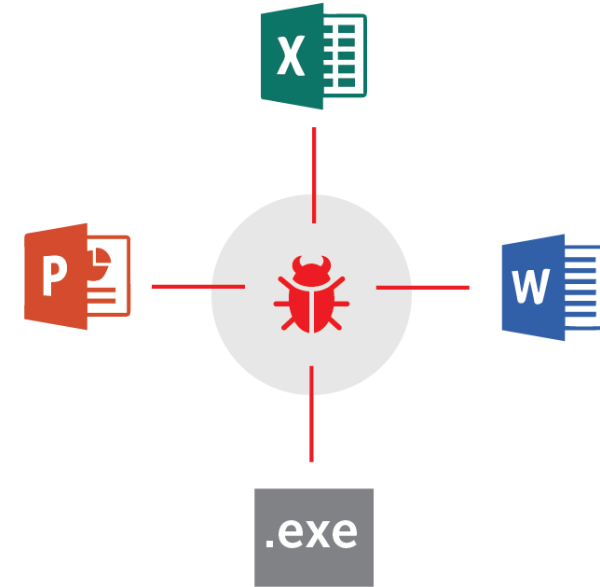
21% of **all** incidents reported involve some form of phishing\*



# Dodgy attachments: Lock before you load

Attachment filtering helps you to remove a file before it's allowed through by:

- > Real file type recognition
- > Attachment filtering by extension
- > Macros detection in Microsoft Office documents
- > Flexible exclusions and tagging

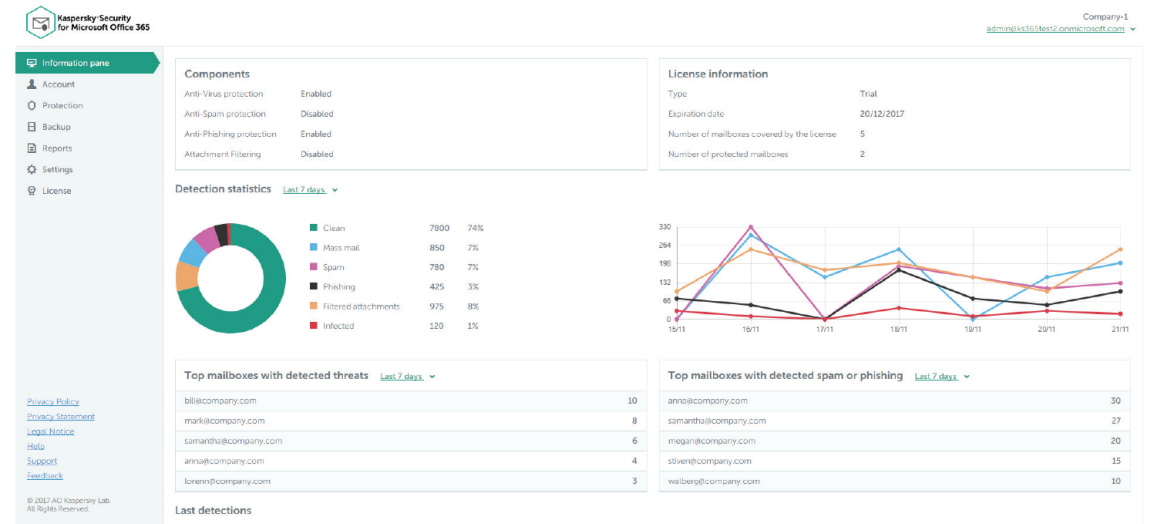


66% of malware is installed via malicious attachments\*. Zero-hour and zero-day attacks often lurk inside Word, Excel, PowerPoint and other business application files, waiting for the user to click.



# Be in control of your email flow

- Suspicious emails are not deleted, but placed in quarantine
- Single, easy-to-configure policy
- Information on detected threats available on dashboard
- No mail is deleted permanently – deleted mail is placed in backup
- Search and filter backup to view or restore mail



# Kaspersky Business Hub

**Kaspersky Business Hub** – a single console to manage your company's protection.

Intuitive interface, simple management and superior protection for different devices and productivity tools – managed from a single place.

The following products are managed from **Kaspersky Business Hub**:

- > Kaspersky Endpoint Security Cloud
- > Kaspersky Security for Microsoft Office 365



**Kaspersky®  
Business Hub**



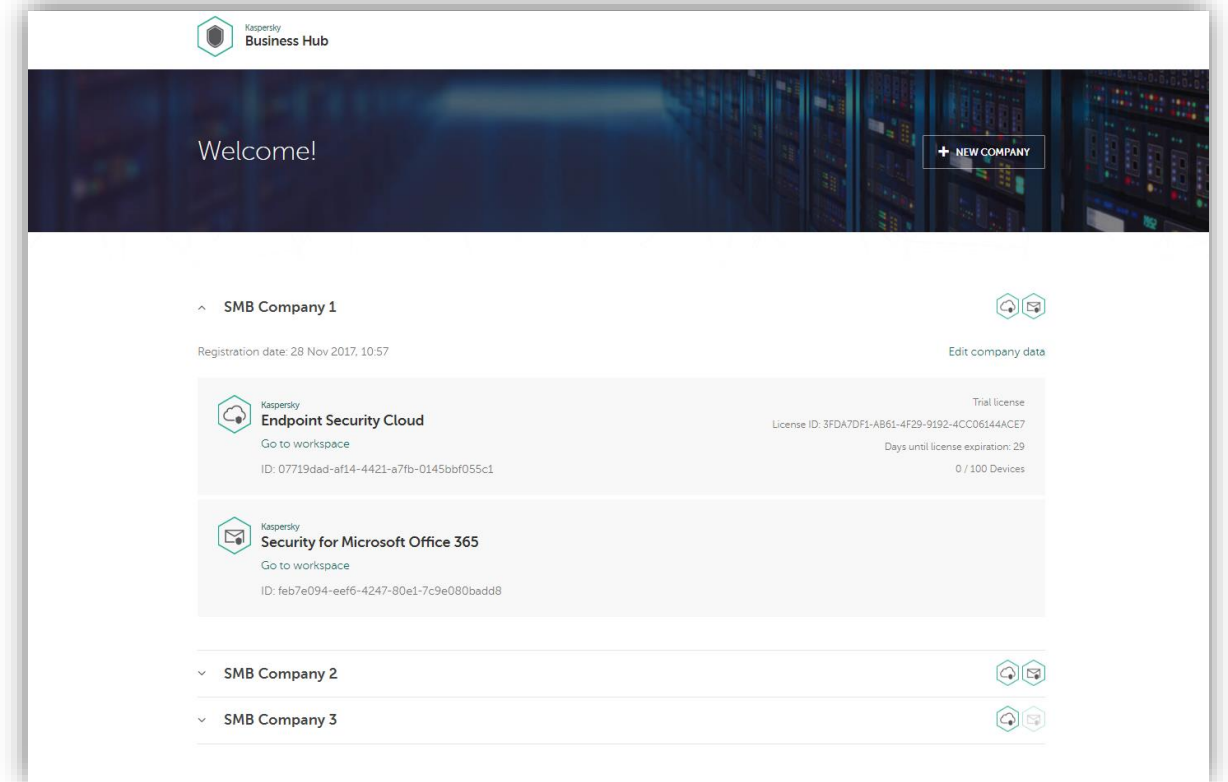
# Data Integrity

- Customer email is not stored by Kaspersky Lab
- Quarantined emails are stored on customer side (in Exchange Online)
- Email is processed **only** in customer-specified data center



# Simple solution

- Intuitive interface, detection statistics are available in the console
- No distributives to install
- Managed from the same place as endpoint security [Cloud.kaspersky.com](https://Cloud.kaspersky.com)
- License status and license usage details





# No additional costs



## No additional servers or software required

By hosting the IT security management console in the Cloud, Kaspersky Lab has already taken care of all the infrastructure elements required.

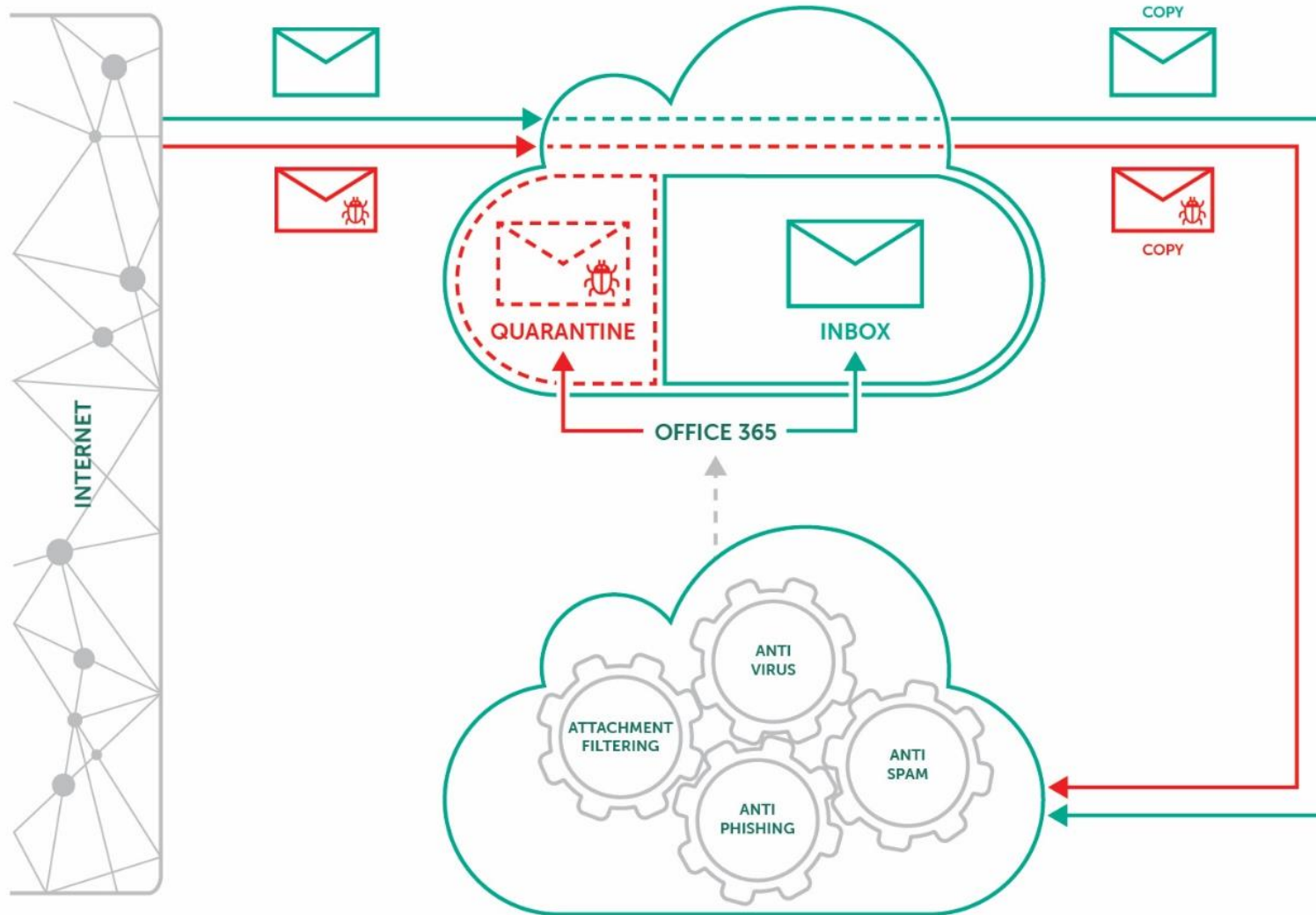


## No complex training

The solution is so simple and intuitive, no special IT skills are required



# How the product works



- > No data stored in Kaspersky infrastructure

# Target Audience

## Main

- > Office 365 users (with Exchange Online)\*
- > Exchange Online standalone plans

## Organic

- > Kaspersky Endpoint Security Cloud customers
- > Kaspersky Security for Mail Server customers

## Partners

- > Managed Service Providers (MSPs)



with

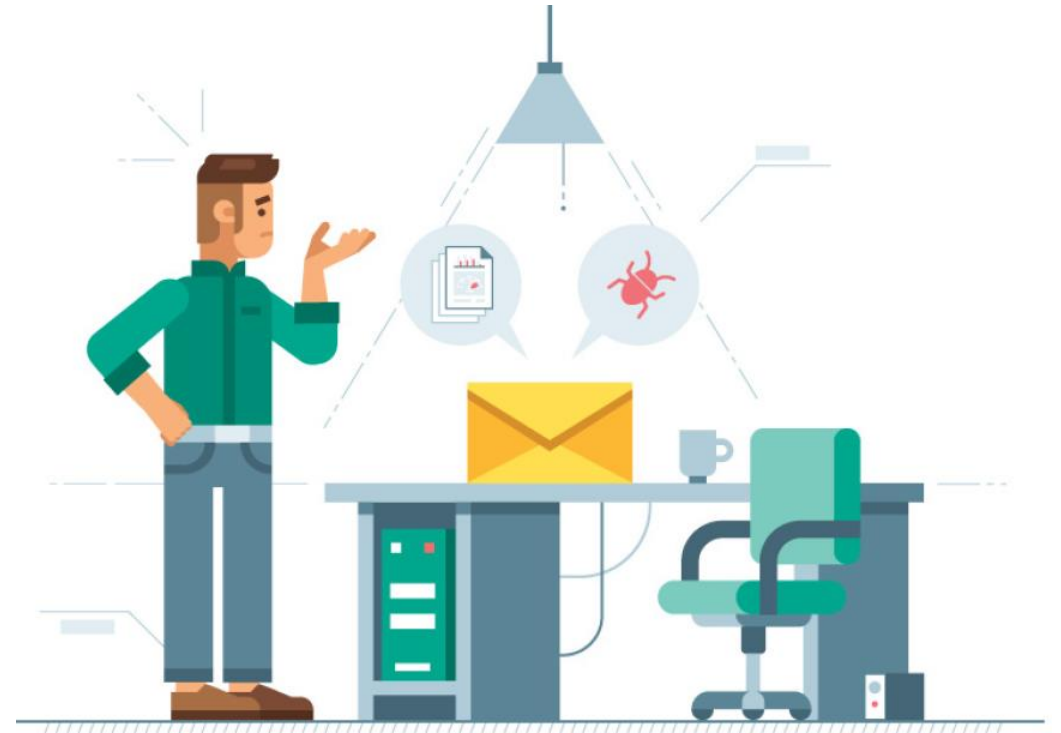


\*Office 365 tiers with Exchange Online

SMB: Office 365 Business Essentials; Office 365 Business Premium; Enterprise: Office 365 Enterprise E1; Office 365 Enterprise E3; Office 365 Enterprise E5

# How to sell: Office 365 users

- > Focus on higher detection rates
- > Price: Just 15% on your Office 365 price – a small price to pay to keep secure\*
- > Reduce the time wasted on managing **additional** spam per day\*\*
- > Manageability - it`s easier to manage security via our console
- > Microsoft also offers additional protection for Office 365 – meaning the basic one is not enough. So why not work with a proven security vendor on that?



\*approximate calculation: 1 year of Office 365 Business Premium price (150\$) compared with 1 year Kaspersky Security for Microsoft Office 365 for band 0-50 (22,9\$).

\*\* 35 extra messages in Inbox for 250 employees every day; 540 extra messages in Inbox for 1000 employees every day.

# How to sell: Kaspersky Endpoint Security Cloud customers

- > Single management console. You already manage your endpoint security from here, simply add Office 365 security as well
- > Proven protection. You trust our most tested, most awarded endpoint protection – try the same level for Office 365



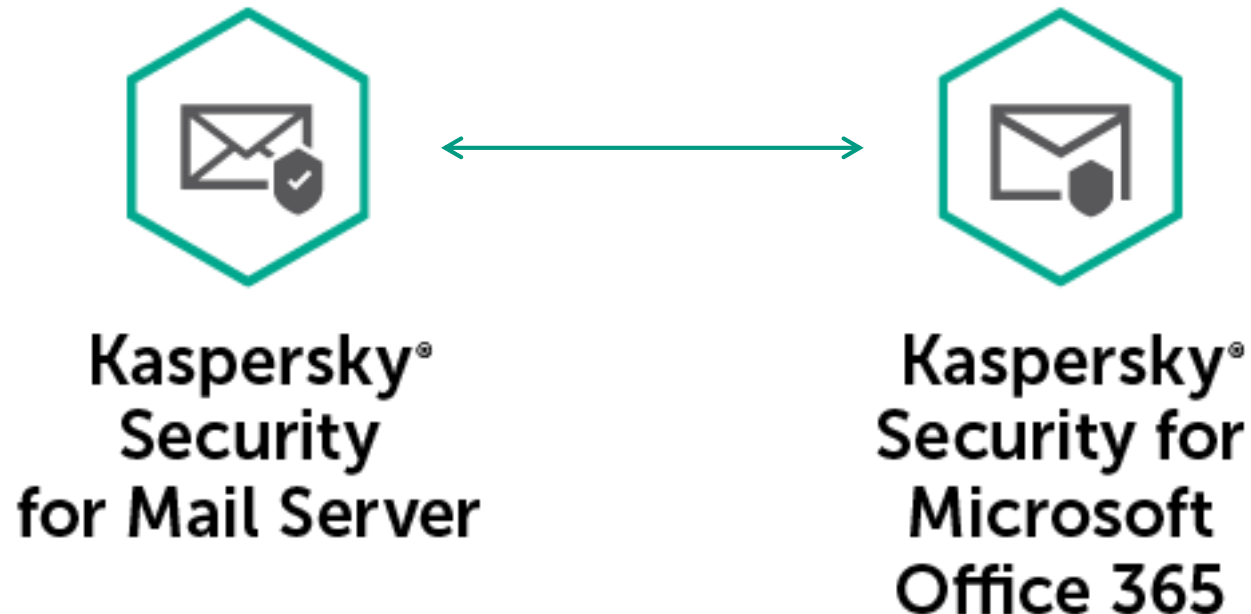
**Kaspersky®  
Endpoint Security  
Cloud**



**Kaspersky®  
Security for  
Microsoft  
Office 365**

# How to sell: Kaspersky Security for Mail Server customers

- > As you move email to the Cloud, take the best protection with you
- > Do you have both on-premises and Cloud-based email? Use protection from the same vendor
- > Kaspersky Security for Mail Server customers can use renewal prices
- > Where Kaspersky Security for Mail Server license is still effective, the remaining value can be returned to customer



# Benefits for Service Provider partners

- Multitenancy – manage multiple customers in one console
- Remote monitoring - subscribe to events and work proactively
- Multiple admins – manage together with your customer
- License lifecycle management – see licensing status and offer renewal proactively
- Subscription licensing



# Partners: How to sell

- Bundle with Office 365 and other Cloud products
- Upsell your management services
- Sell with Kaspersky Endpoint Security Cloud and bundle with Endpoint Security Management services
- Offer your existing Kaspersky Security for Mail Server customers: those who have migrated to O365 and those who are running hybrid environments





# Competitor comparison

	Kaspersky Security for Office 365	Trend Micro Smart Protection for Office 365	Symantec Email Security Cloud	Proofpoint Threat Protection for Microsoft Office 365
Protection against malware, phishing, spam, BEC, etc.	+	+	+	+
Feature-packed but without overloading monitoring and administration	+	-	-	-
Experienced IT-administrator not needed	+	-	-	-
Simple initial setup and roll-out	+	-	-	-
Enhanced visibility combined with ease-of-use (intuitive console, single easy-to-configure policy, Cloud mail protection managed from the same place as endpoint security)	+	-	-	-

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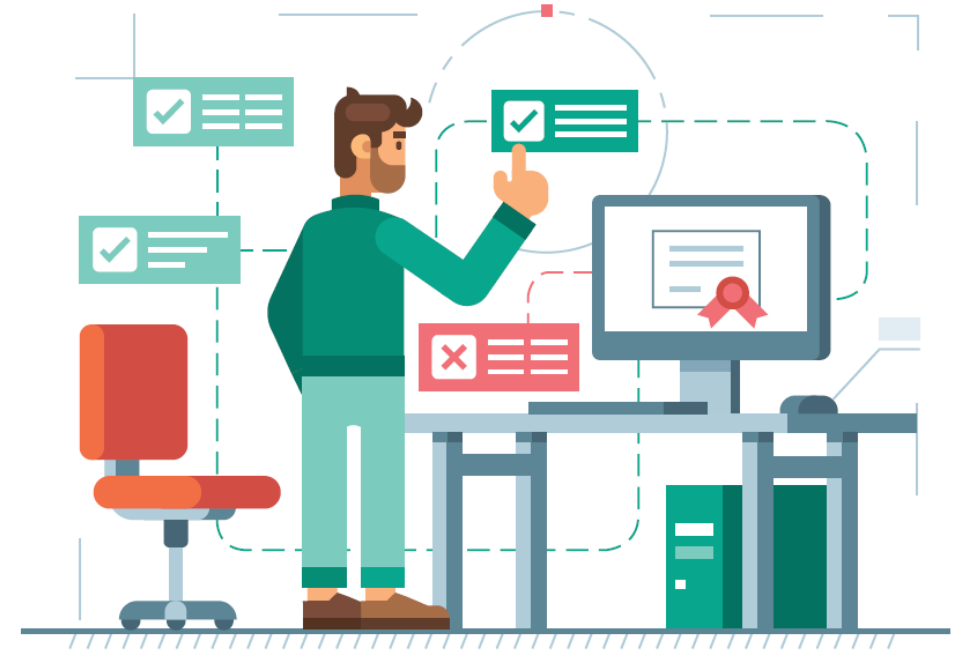
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Last update as of November 2017

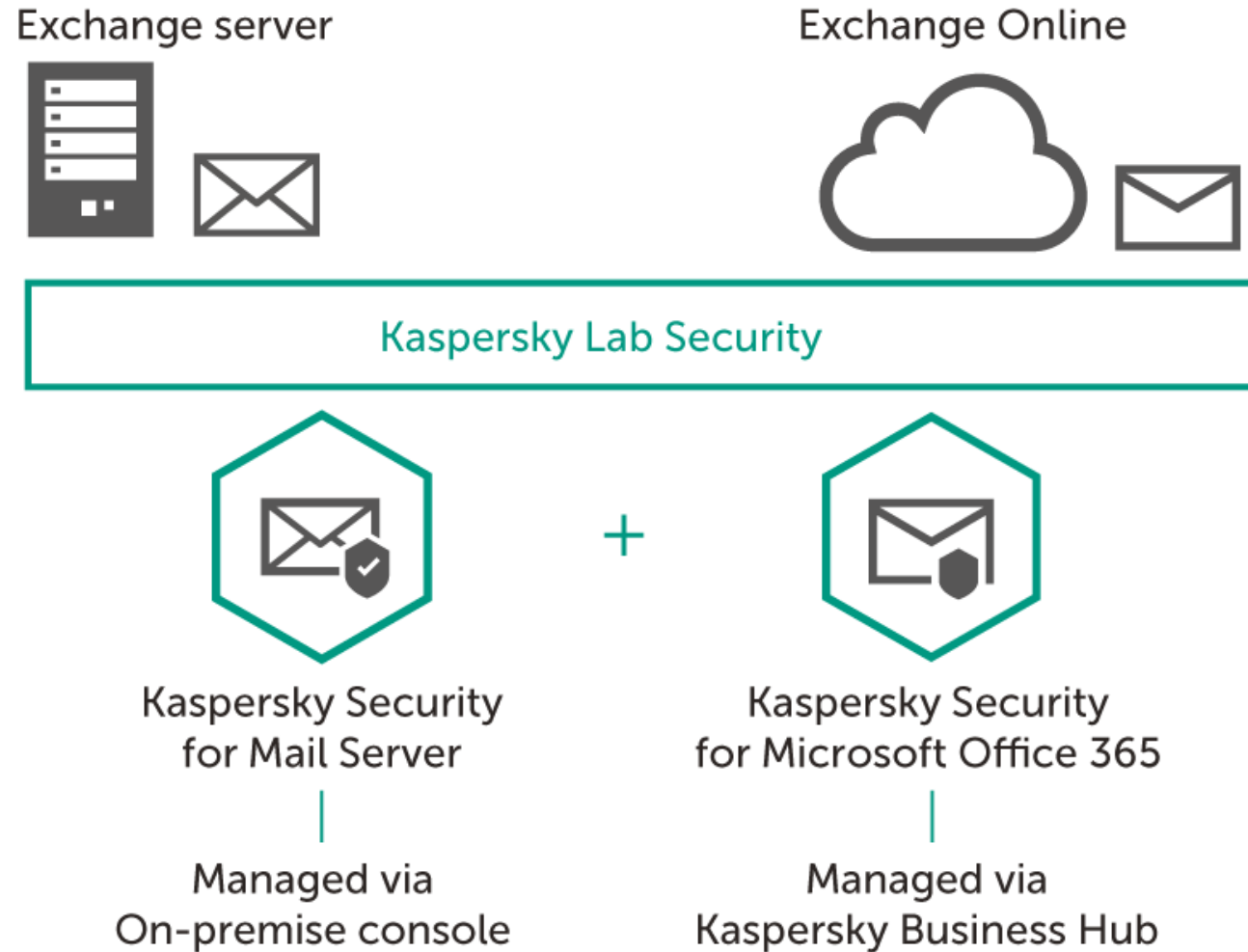


# Product licensing

- New product – new SKU
- Licensing is by mailbox, with no limitations on numbers
- Annual and subscription licenses are available
- Hybrid licensing scenario allowed
- No distributives needed
- Kaspersky Security for Mail Server customers can use renewal prices
- Where a Kaspersky Security for Mail Server license is still effective, the remaining value can be returned\*



# Hybrid licensing scenario





Try at **Kaspersky Business Hub**  
[cloud.kaspersky.com](https://cloud.kaspersky.com)

## To click or not to click?

If you're asking the question,  
you've got the wrong protection.  
Safeguard your inbox with Kaspersky Security  
for Microsoft Office 365.



# THANK YOU!

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