



Manage je klanten effectief en op een schaalbare manier met Microsoft 365 Lighthouse

Tony Krijnen

Cloud Solution Architect

Glenn Habes

Channel Sales Manager

SecurityLifeHacks



Top of mind for Small and Medium Business (SMB) customers

70%

employees want flexible
work options to continue¹

238%

Increase in
cyberattacks globally²

60%

SMBs lack skills inhouse
to deal with cyberattacks³

90%

SMBs would consider hiring a new MSP if they
offered the right cybersecurity solution⁴

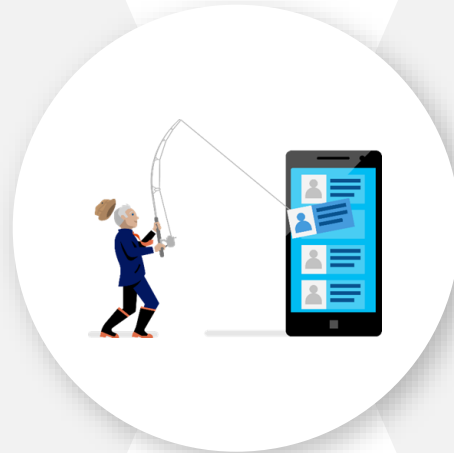
Sources: 1. [The Next Great Disruption Is Hybrid Work—Are We Ready? \(microsoft.com\)](#) 2. [Why the Hybrid Workplace Is a Cybersecurity Nightmare – WSJ](#) 3. [Underserved and Unprepared: The State of SMB Cyber Security in 2019](#) 4. [Internal Microsoft Research](#)

SMBs are increasingly a target of cyberattacks like ransomware

COVID-19 exploited by malicious cyber actors

"...groups and cybercriminals are targeting individuals, small and medium enterprises, and large organizations with COVID-19-related scams and phishing emails."

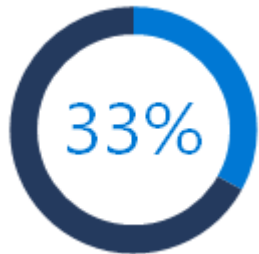
[Department of Homeland Security, April 8, 2020, CISA Alert \(AA20-099A\)](#)



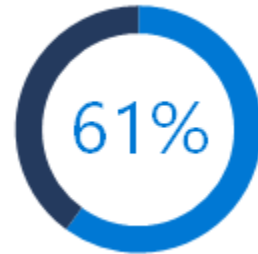
Increase in ransomware attacks

"... small businesses comprise approximately one-half to three-quarters of the victims of ransomware," he said. Overall, ransomware attacks have been up almost 300% in the past year, he said."

[Homeland Security Secretary Alejandro Mayorkas, 06 May 2021 ABC report](#)



1/3rd of all cyberattacks are targeted at small businesses.¹



of small businesses that experienced a recent cyberattack were not able to operate.²

€95K

average cost of a SMB data breach.³

Top of mind for SMB partners

85%

partners see security as biggest area of growth⁵

How do we
expand into
security services?

How do we
deliver services
at scale?

How do we do
so without
increasing cost?



Microsoft 365 Business Premium

One solution to run your business securely, from anywhere

Microsoft 365 Business Standard (Office apps and services, Teams) €10.50¹



Microsoft Defender for Office 365

Intune

Azure AD Premium Plan 1

Azure Information Protection Premium P1

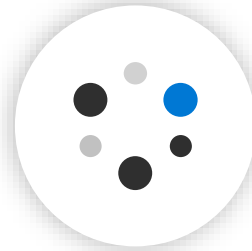
Device Antivirus

Autopilot

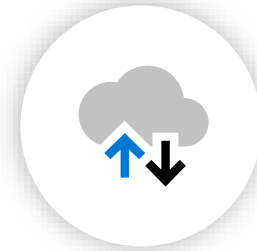
Windows Virtual Desktop license

Windows Upgrade rights

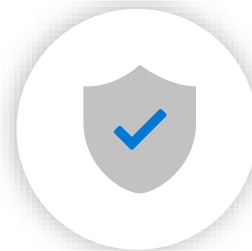
Microsoft 365 Business Premium
€16,90 per user per month¹



Collaborate in
real time



Enable secure access to
work apps



Protect against
cyberthreats and data loss



Secure devices that
connect to your data

¹price is subject to change based on subscription term, currency and region

Comparison of Microsoft 365 Business Standard and Microsoft 365 Business Premium

	Features	Microsoft 365 Business Basic	Microsoft 365 Business Standard	Microsoft 365 Business Premium
	Estimated retail price per user per month \$USD (with annual commitment) ¹	€4.20	€10.50	€16.90
	Maximum number of users	300	300	300
Office Apps	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	Web Only	Business	Business
Email & Calendar	Outlook, Exchange Online	50GB	50GB	50GB
Hub for Teamwork	Chat-based workspace, online meetings, and more in Microsoft Teams	●	●	●
File Storage	OneDrive for Business	1 TB/user	1 TB/user	1 TB/user
Social, Video, Sites	Stream, Yammer, Planner, SharePoint Online, Power Apps, Power Automate	●	●	●
Business Apps	Customers Scheduling with Bookings		●	●
Threat Protection	Microsoft Defender for Office 365			●
Identity Management	Full Azure AD Premium Plan 1			●
Device & App Management	Microsoft Intune			●
	Shared Computer Activation			●
	Windows AutoPilot			●
	Upgrade rights to Windows 10 Pro for Win 7/8.1 Pro licenses			●
Information Protection	Data Loss Prevention			●
	Azure Information Protection Plan 1, BitLocker Enforcement			●
Compliance	Unlimited email archiving ²			●
Endpoint security	Microsoft Defender for Business Coming soon			● ³

[1] price is subject to change based on subscription term, currency and region

[2] Unlimited archiving when auto-expansion is turned on

Microsoft 365 Business Premium: Benefits for Partners



Secure your customers and manage risk

Elevate your customer's security as they work in a remote/hybrid environment by upselling Microsoft 365 Business Premium. Accelerate shift to cloud and reach new higher margin customers.



Grow your profits through Standardized managed services

Use Microsoft 365 BP as a foundation to create an ongoing flywheel of recurring high-margin standardized managed services offers for remote access, teamwork and security. Plus, build additional services for voice, monitoring, alerts & compliance to become your customers outsourced IT team.



Reduce operational cost and complexity

Standardization on a comprehensive security and productivity toolkit that is designed to work together reduces learning curve for IT and support staff and reduces time to market. Plus, unified administration, licensing and billing reduces cost and complexity.



Securing Microsoft 365 Business Premium customers at scale with Microsoft 365 Lighthouse

Microsoft 365 Lighthouse: Overview

Secure small and medium sized businesses at scale



Customer management at scale

Realize efficiencies in customer management to support business scale and growth.



Proactive risk management

Regularly review, prioritize, and act to resolve issues and help ensure customers have adopted security baselines to mitigate risk.



Improved security

Help ensure your customers stay protected across devices, data, and users by quickly acting on threat, anomalous sign-in, and device alerts



Standardize configuration

Move beyond monitoring and deliver consistent policies to help elevate the security of your customers and increase predictability and profitability of your managed security service business.

Helps managed service providers to secure devices, data, and users for small and medium business customers that are using Microsoft 365 Business Premium

Microsoft 365 Lighthouse with Defender for Business and Microsoft Business Premium

View security incidents and alerts from [Defender for Business](#) in the dashboard and get the detail from the Incidents queue. Additional security management capabilities are planned on the roadmap.

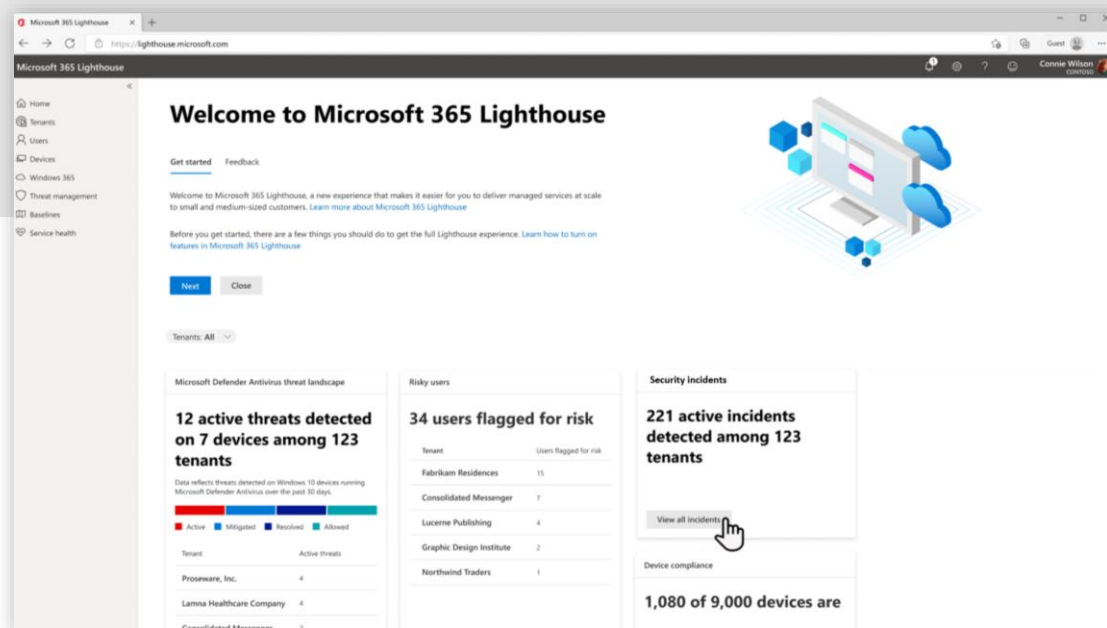


Image 1: Security incident summary on the Home dashboard

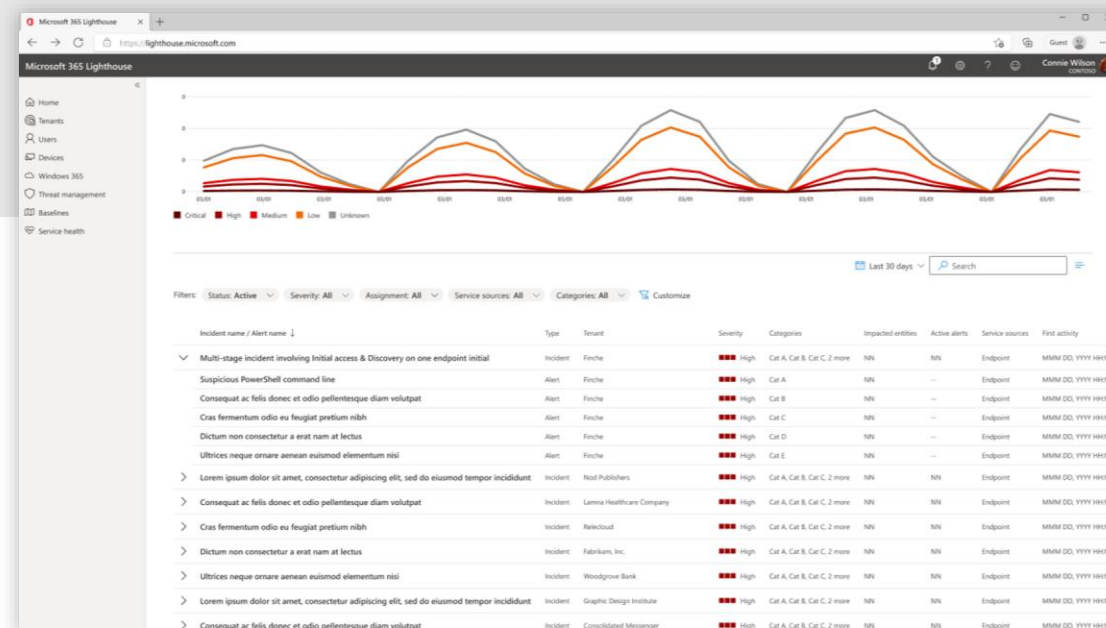


Image 2: Incident queue highlighting security incidents and alert details

Demo



Customer management at scale

Unified portal

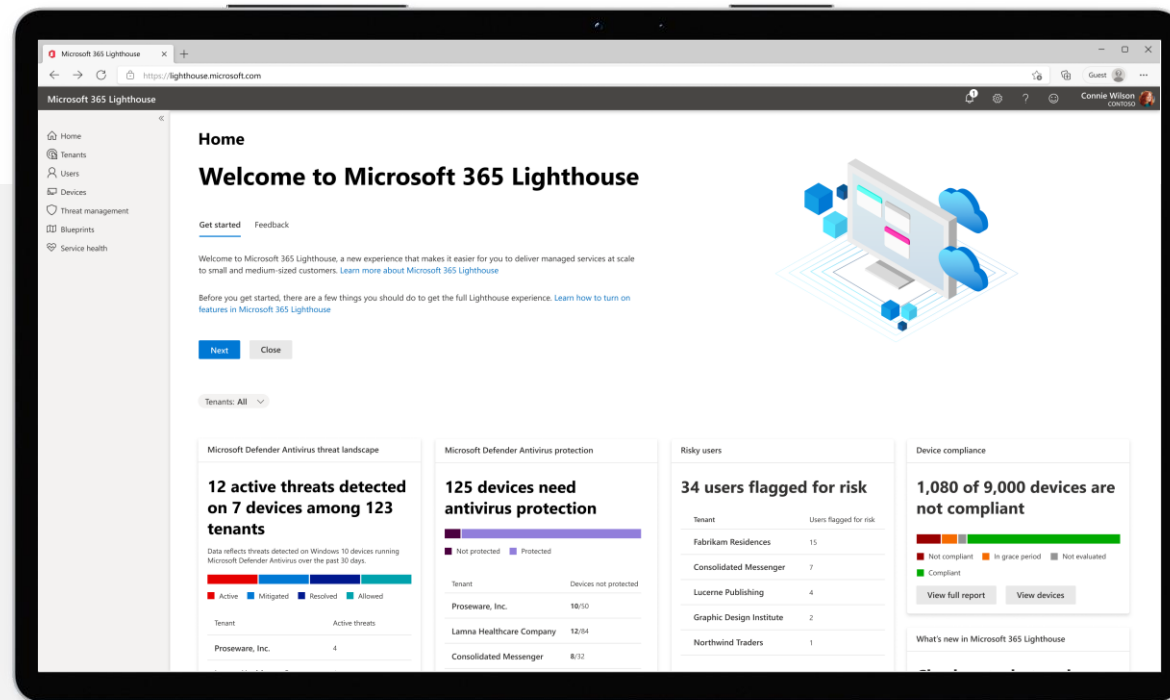
A single place for securing all your Microsoft 365 Business Premium tenants.

Ease of use

Perform common tasks without the login/logout of individual customer tenants

Reduce friction

Action-oriented dashboard and quick links resources and configuration pages



Proactive risk management

Review

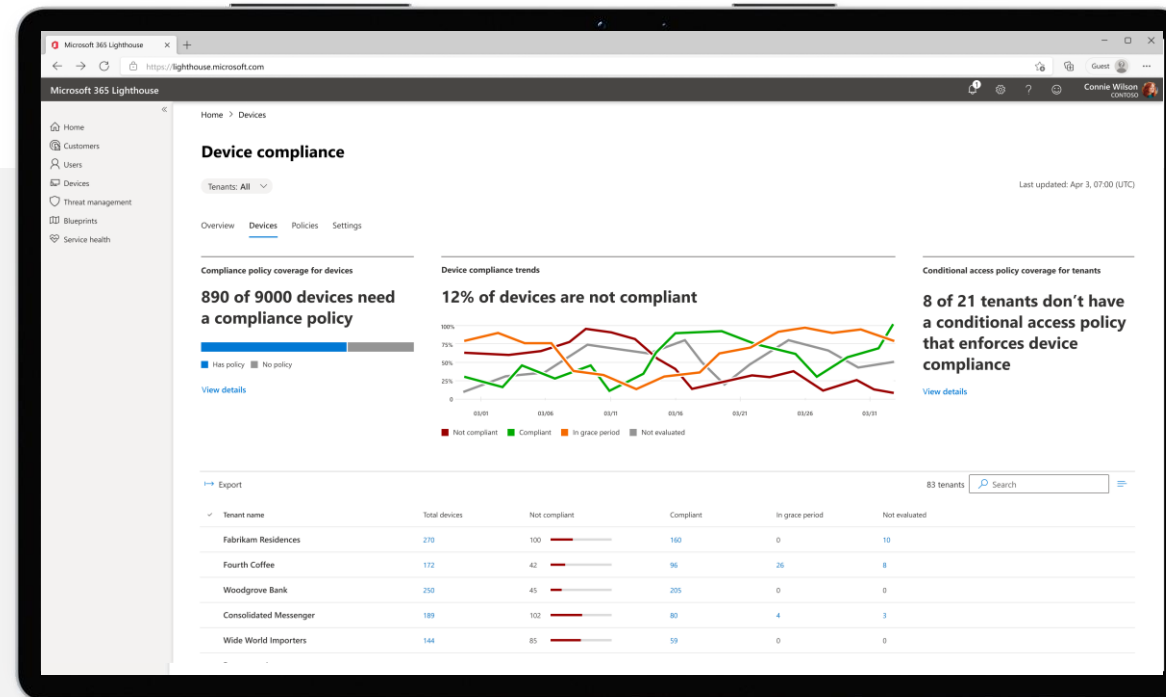
Simplified view of device compliance, threat landscape, antivirus status, and risky user sign-ins across customer base.

Prioritize

Prioritize action to resolve customers that need attention

Act

Help ensure each customer has adopted security baselines to mitigate risk and provide governance



Improved security

Threat management and Antivirus

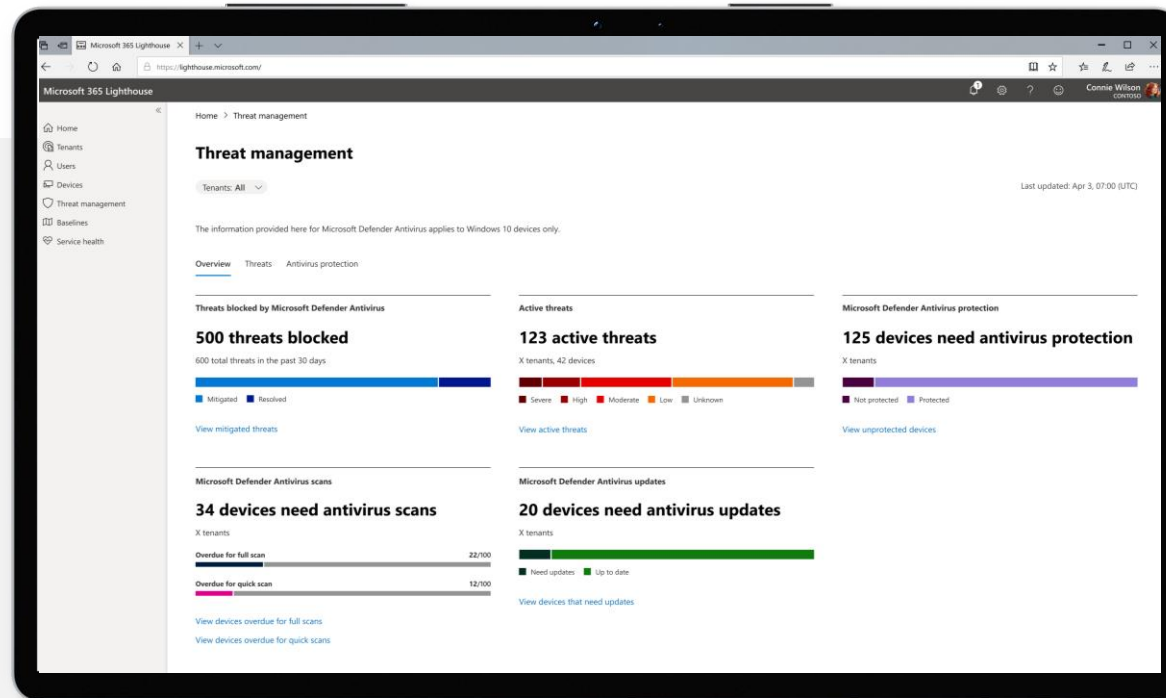
View status of Microsoft Defender Antivirus and active threats across all Windows 10 devices.

Device compliance

Quickly identify which customers have device compliance policies configured, and which require attention.

Securing users

Gain insights into risky sign-ins and conditional access policy settings.



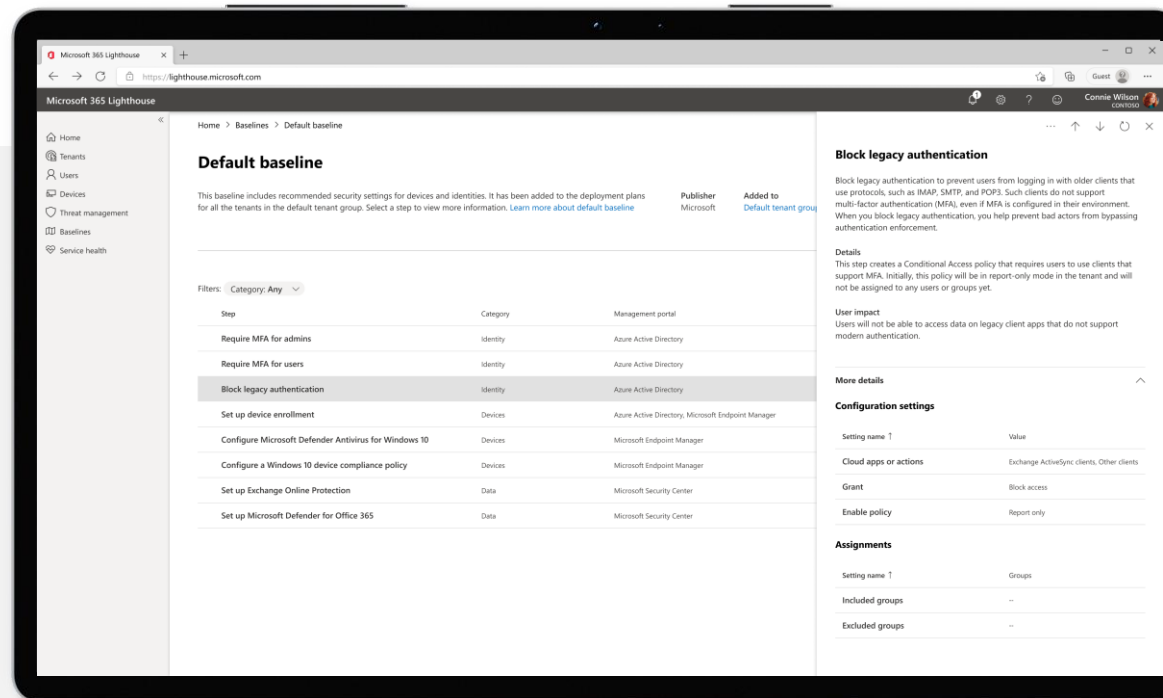
Standardize configuration

Recommended settings

Baselines are Microsoft's recommended settings and policies optimized for small and medium sized businesses

Consistent deployment

Move beyond monitoring by deploying consistent security standards across new and existing customers using Deployment journeys



Microsoft 365 Lighthouse Requirements

Criteria

- **Microsoft Partners** enrolled in the **Cloud Solution Provider (CSP)** program
- Established **Delegated Administration** privileges with customers
- Customers must have a **Microsoft 365 Business Premium** subscription
- A customer tenant must not have more than 500 licensed users in total
- **Device Compliance** and **Threat Management** capabilities require enrolment with Intune.

Activate Microsoft 365 Lighthouse Public Preview:
aka.ms/m365lighthouseonboard

How to provide feedback and get support:
aka.ms/m365lighthouseuservoice



Why trust Microsoft for security?



Microsoft Security— a Leader in 5 Gartner Magic Quadrant reports



Source: Gartner (November 2021)

Access
Management



Source: Gartner (October 2020)

Cloud Access
Security Brokers



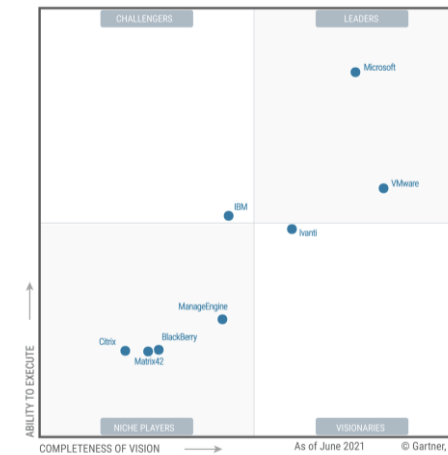
Source: Gartner (October 2020)

Enterprise
Information Archiving



Source: Gartner (May 2021)

Endpoint
Protection Platforms



Source: Gartner (August 2021)

Unified Endpoint
Management

*Gartner "Magic Quadrant for Access Management," by Henrique Teixeira, Abhyuday Data, Michael Kelley, November 2021

*Gartner "Magic Quadrant for Cloud Access Security Brokers," by Craig Lawson, Steve Riley, October 2020

*Gartner "Magic Quadrant for Enterprise Information Archiving," by Michael Hoech, Jeff Vogel, October 2020

*Gartner "Magic Quadrant for Endpoint Protection Platforms," by Paul Webber, Rob Smith, Prateek Bhajanka, Mark Harris, Peter Firstbrook, May 2021

*Gartner "Magic Quadrant for Unified Endpoint Management," by Dan Wilson, Chris Silva, Tom Cipolla, August 2021

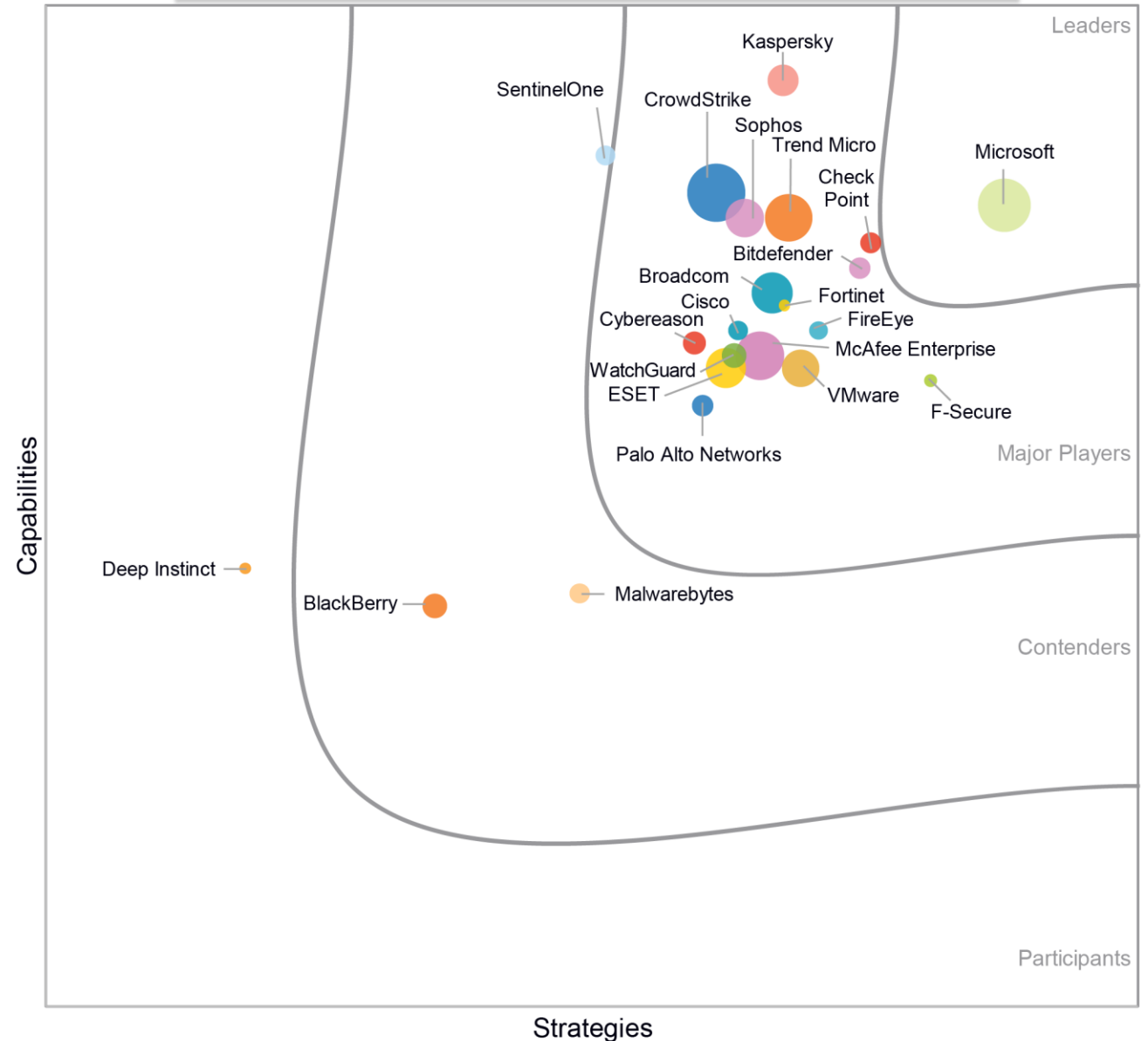
These graphics were published by Gartner, Inc. as part of larger research documents and should be evaluated in the context of the entire documents. The Gartner documents are available upon request from Microsoft. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally, and is used herein with permission. All rights reserved.

Microsoft named a Leader in IDC MarketScape for Modern Endpoint Security for Enterprise and Small and Midsize Businesses

IDC MarketScape: Worldwide Modern Endpoint Security for Small and Midsize Businesses 2021 Vendor Assessment <https://idcdocserv.com/US48304721>
IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of information and communication technology (ICT) suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market, and business execution in the short term. The Strategy score measures alignment of vendor strategies with customer requirements in a three to five-year timeframe. Vendor market share is represented by the size of the icons.

[Microsoft named a Leader in IDC MarketScape for Modern Endpoint Security for Enterprise and Small and Midsize Businesses - Microsoft Security Blog](#)

IDC MarketScape: Worldwide Modern Endpoint Security for Small and Midsize Businesses, 2021



Source: IDC, 2021

Microsoft Defender consistently rated top AV

1

AV-TEST: Protection score of 6.0/6.0 in the latest test

2

AV-Comparatives: Protection rating of 99.7% in the latest test

3

SE Labs: AAA award in the latest test

4

MITRE: Industry-leading optics and detection capabilities



6.0/6.0

Protection score in AV-TEST

Achieved perfect protection score in the past 8 cycles



99.7%

Real-world protection in AV-Comparatives

Scored consistently high in Real-World Protection Rates



AAA

Award from SE Labs in past 4 cycles

Achieved 97% cycles total accuracy in latest cycle

Closing

- 1 **Increased IT complexity and security threats** with Work from Anywhere have increased risk and created pressure on license margin for partners
- 2 Best-in-class Managed Service Providers (MSPs) see opportunity in **growing revenue through standardized managed security services**
- 3 **Microsoft 365 Business Premium with Microsoft 365 Lighthouse** gives partners a foundation for building standardized security services and delivering them at scale, quickly and easily

Get started at aka.ms/M365BPPartnerPlaybook



Additional resources

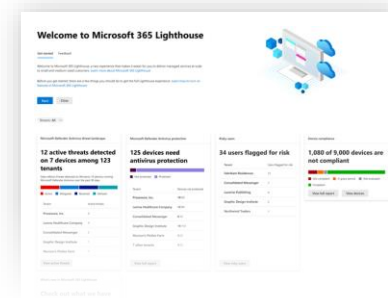
Tools to help you get started on building managed services



Microsoft 365 Business Premium Partner Playbook

Practice Guidance from MSP peers
Technical Training
Compete conversation guide
Sales guidance –upsell guides
Customer ready video/1 pagers/decks

aka.ms/M365BPPlaybook



Microsoft 365 Lighthouse Public Preview

Customer management at scale
Proactive risk management
Standardize configuration
Improved security

aka.ms/M365Lighthouse

How to drive a customer conversation on security?

Follow the sales journey below

Discover needs

- [Use the Customer-ready email](#) to initiate customer outreach.
- Use the [Business Workshop tool](#) to uncover needs.
- Use [Secure Score](#) to help customers understand their security risk posture.

Pitch the solution

Use these customer facing assets in discussions:

- [Microsoft 365 Business Premium video](#)
- [BDM Pitch Deck](#)
- [Licensing comparison](#)
- [ITDM Pitch Deck](#)
- [Cybersecurity Simplified](#) one pagers.

Handle objections

- For objection handling use the [Compete Conversation Guide](#).
- For Upsell conversations, use [Biz Stf to BP](#) and [BB to BP](#) upsell guides.
- Use the [Value Calculator tool](#) to drive cost savings discussion with the customer.

Manage & deploy

- Manage and secure at scale using [M365 Lighthouse](#).
- Review the [IT Checklist for securing work from anywhere](#).
- Follow the [Step-by-step implementation guidance](#) on securing work from anywhere using Microsoft 365 Business Premium.
- [Implementing CIS Frameworks with Microsoft 365](#)

Webinar: [Practical Guide to Having a Customer Conversation on Security](#)

Volg ons op LinkedIn
voor meer informatie
over Microsoft
Security Champ
Wanted!

Registreer je voor
meer sessies via:

aka.ms/sellingamazingvirtually
aka.ms/securityfundamentals



[Glenn Habes | LinkedIn](#)



[Tony Krijnen | LinkedIn](#)



Q&A



Thank you!



Appendix



Start with Microsoft 365 Lighthouse

- All tenants
- Home
- Users
- Groups
- Billing
- Show all

test_test_Security Partner Test

+ Add cards

Domains

Add your first domain

[Add domain](#) [View all domains](#)

User management

User management

Add, edit, and remove user accounts, and reset passwords.

[Add user](#) [Edit a user](#)

Training & guides

- Training for admins**
Microsoft 365 tutorials and videos
- Step-by-step guides**
Guides and automated tools to configure your organization
- Training for users**
Learn to use Microsoft 365 and the Office apps

Billing

\$0.00

Total balance

Service health

Some advisories reported.

1 advisory

Welcome back!

If you need help, we're here for you. Search for an answer to your question or open a service request.

[Get help & support](#)



- All tenants
- Home
- Users
- Groups
- Billing**
 - Purchase services
 - Your products
 - Licenses
 - Bills & payments
 - Billing accounts
 - Payment methods
 - Billing notifications

Billing

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\$0.00 Total balance

[Balance](#) [Subscription](#)

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... Show all

test_test_Security Partner Test

Purchase services

Browse below to find the services available for purchase directly from Microsoft.

Choose up to three products to view a detailed comparison.

Search all product categories

View by category

- Featured
- Microsoft 365
- Office 365
- Business apps
- Collaboration and communication
- Dynamics 365
- Security and identity
- Power BI
- Windows
- Other services**
- Add-ons

12 products showing



Featured

We're showing you these products because they're compatible with others you own and will help you get the most out of your subscriptions.

Bestsellers for small & medium businesses

Microsoft 365 Business Basic

Best for businesses that need professional email, cloud file storage, and online meetings & chat. Desktop versions of Office apps like Excel, Word, and PowerPoint not include...

From \$5.00 licenses/month

[Details](#) Compare

Microsoft 365 Business Basic (Month to Month)

Best for businesses that need professional email, cloud file storage, and online meetings & chat. Desktop versions of Office apps like Excel, Word, and PowerPoint not include...

From \$6.00 licenses/month

[Details](#) Compare

Microsoft 365 Business Premium

Best for businesses that need all the apps and services included in Business Standard plus advanced cyber threat protection and device management. For businesses with...

From \$20.00 licenses/month

[Details](#) Compare

Microsoft 365 Business Premium (Month to Month)

Best for businesses that need all the apps and services included in Business Standard plus advanced cyber threat protection and device management. For businesses with...



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Show all

premium/assessment/add-on templates, which can help your organization assess risks and efficiently respond to...

From \$2,500.00 add-on licenses/month

Details Compare

Dynamics 365 Intelligent Order Management USL Public Preview Trial

Dynamics 365 Intelligent Order Management USL

Trial

Details Compare

Dynamics 365 Talent: Onboard Trial

Viral offer for Dynamics 365 - Collaborative Onboarding

Trial

Details Compare

[See all Other services products \(13\)](#)



Featured

We're showing you these products because they're compatible with others you own and will help you get the most out of your subscriptions.

Bestsellers for small & medium businesses

including personalized advice, migration help, and end-user support every step of the way.

From \$5.00 licenses/month

Details Compare

Dynamics 365 Intelligent Order Management Public Preview Trial

Intelligent Order Management capacity block of 1k order lines

Trial

Details Compare

Dynamics 365 Intelligent Order Management Public Preview Partner Demo

Intelligent Order Management capacity block of 1k order lines

Free

Details Compare

Operations

Trial

Details Compare

Minecraft: Education Edition

Teach and learn through Minecraft! Minecraft: Education Edition is now available to organizations of all types so anyone can utilize game-based learning.

Details Compare



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Details Compare

Dynamics 365 Fraud Protection Pay-as-you-go (Month to Month)

Tenant level subscription to setup Dynamics 365 Fraud Protection along with pay-for-what-you-use billing (requires an Azure subscription)

From \$12.00 licenses/month

Details Compare

Details Compare

Universal Print

Universal Print offers a modern print experience for education and commercial customers. It enables print administrators to register printers with Azure Active...

From \$4.00 licenses/month

Details Compare

Details Compare

Dynamics 365 Intelligent Order Management USL Partner Demo

Dynamics 365 Intelligent Order Management USL

Free

Details Compare

Microsoft 365 Lighthouse for Partners Public Preview

Microsoft 365 Lighthouse helps managed service providers to secure devices, data, and users for small and medium sized businesses at scale.

Free

Details Compare

[See fewer Other services products](#)



Featured

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Show all

test_test_Security Partner Test

Purchase services > Product details

Microsoft 365 Lighthouse for Partners Public Preview

Microsoft 365 Lighthouse helps managed service providers to secure devices, data, and users for small and medium sized businesses at scale.

Select license quantity

Select billing frequency

\$0.00 license/month
 Pay monthly, annual commitment

Subtotal before applicable taxes

\$0.00
 Buy

Compare details

There are no details to display.





Checkout

Sold to

Your organization

test_test_Security Partner Test
1 Microsoft Way
Redmond, WA 98052
US

Primary contact

David Bjurman-Birr
dbj@msn.com
540-555-5654

[Edit](#)

Billed to [Learn more](#)

Invoice (check or wire transfer) ▼

[Add a new payment method](#)

Partner relationship (optional)

[Add a partner ID](#)

Items in this order

Product name	Price (USD)	Quantity	Subtotal (USD)
Microsoft 365 Lighthouse for Partners Public Preview Microsoft 365 Lighthouse for Partners Public Preview Annual commitment - \$0.00 / user / year Billed monthly - \$0.00 / user / month	\$0.00	1	\$0.00

[Change](#)

[Have a promo or discount code?](#)

Summary

Item(s):	1
Subtotal:	USD 0.00
Estimated taxes: ⓘ	USD 0.00
Total:	USD 0.00

By clicking **Place order** you agree to our terms and conditions.

Any subscriptions begin immediately, and billing starts with your next monthly invoice.

For information on how your data will be handled, see the [privacy notice](#).

Please read the entire [agreement](#) before accepting terms and conditions.

Place order



You're all set!

Order Number: 92e04231-2e28-4427-87ad-3f9b70f533cf

Thanks for your order. We will email your confirmation number and instructions for downloading your billing statement. (See instructions [here](#) to receive billing statements by email.)

If you're ready, [assign users to your new subscription](#).

[➔ Go to Admin Home](#)



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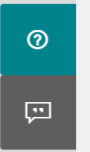
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- Show all

test_test_Security Partner Test


Your products

These are products owned by your organization that were bought from Microsoft or 3rd-party providers. Select a product to manage product and billing settings or assign licenses.

Products Benefits

2 items Search 4 filters selected

Microsoft products (2)

Product name ↑	Assigned licenses	Purchased quantity	Subscription status	Paid with	Purchase channel
 Microsoft 365 Lighthouse for Partners Public ...	0	1	Active: Renews on 7/26/2022	Invoice	Commercial direct



- Home
- Tenants
- Users
- Devices
- Threat management
- Baselines
- Service health

Welcome to Microsoft 365 Lighthouse

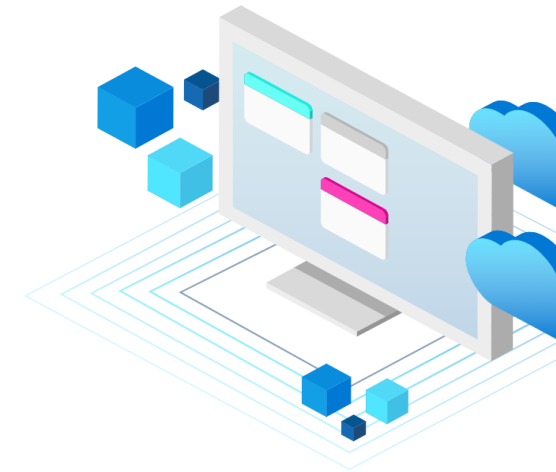
Get started Feedback

Welcome to Microsoft 365 Lighthouse, a new experience that makes it easier for you to deliver managed services at scale to small and medium-sized customers. [Learn more about Microsoft 365 Lighthouse](#)

Before you get started, there are a few things you should do to get the full Lighthouse experience. [Learn how to turn on features in Microsoft 365 Lighthouse](#)

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Tenants: All ▾



Microsoft Defender Antivirus threat landscape

4 threats blocked across ...

Data reflects threats detected on Windows 10 devices running Microsoft Defender Antivirus over the past 30 days.



[View all threats](#) [View all active threats](#)

Microsoft Defender Antivirus protection

0 devices need antivirus ...

Data reflects Windows 10 devices only



Tenant	Devices not protected
Contoso	0 / 4

[View full report](#)

Risky users

3 users flagged for risk

Tenant	Risky users
Contoso	3

[View risky users](#)