



**Enterprise Computing Solutions - Education Services**

## **TRAINING OFFERING**

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<b>CODE:</b>	<b>LENGTH:</b>	<b>PRICE:</b>
MCS_WS-RDAZSP1P2	8 Hours (1 day)	Request Price

## Description

This one-day course will cover how to position Azure AD P1 and P2, on a comparison approach, with simple terms to sell in an efficient way.

## Objectives

Overview of Azure AD and the main elements on each plan

Selling Azure and the main received ideas from customers

- Using the calculator

What security features are relevant for customers

- Conditional Access, MFA
- Using PIM

Projecting upgrade from P1 to P2, use-cases

## Audience

This one-day course is aimed at Sales & Pre-Sales wanting to understand the main differences between Azure AD P1 and P2 and how to sell it in the right way.

## Prerequisites

Before attending this course, students must have:

- Good understanding of Microsoft Infrastructure elements
- Good knowledge of AAD and AD
- Good understanding of networking and security
- Understanding of TCP/IP v4

Demos are based on current version of products and could be in some cases, with interactive guides for attendees.

## Programme

Module 1: "Overview of Azure AD and the main elements on each plan"

- This module discusses the overview of Azure Active Directory and the main differences between the P1 and P2 Plans.
- After completing this module, students will be able to:
- Understand what Azure AD purpose
- Understand the basic security on Identity Management

Module 2: "Selling Azure and the main received ideas from customers"

- This module discusses customers ideas of Azure and how to solve most of the questions on preconceptions.
- After completing this module, students will be able to:
- Position Azure and other elements with AAD
- Establish the proper offer for each situation

Module 3: "What security features are relevant for customers"

- This module discusses the main features in P2 and why some could be more relevant for your customers.
- After completing this module, students will be able to:
- Describe Conditional Access and PIM
- Describe MFA usage

Module 4: "Projecting upgrade from P1 to P2, use-cases"

- This module discusses how to prepare a potential migration from P1 to P2 and how to globally improve the security on customer implementation

- After completing this module, students will be able to:

- Understand the usage of Microsoft Defender product Line

- Relevant possibilities for P2 Adoption

## **Follow on courses**

Microsoft Azure Fundamentals AZ-900

## **Session Dates**

On request. Please [Contact Us](#)

## **Additional Information**

[This training is also available as onsite training. Please contact us to find out more.](#)