



TRAINING OFFERING

You can reach us at:

Arrow ECS, Nidderdale House, Beckwith Knowle, Harrogate, HG3 1SA

Email: educationteam.ecs.uk@arrow.com

Phone: 0870 251 1000



How to sell Azure P1 & P2

CODE:	LENGTH:	PRICE:
MCS_WS-RDAZSP1P2	1 day(s)	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.](#)