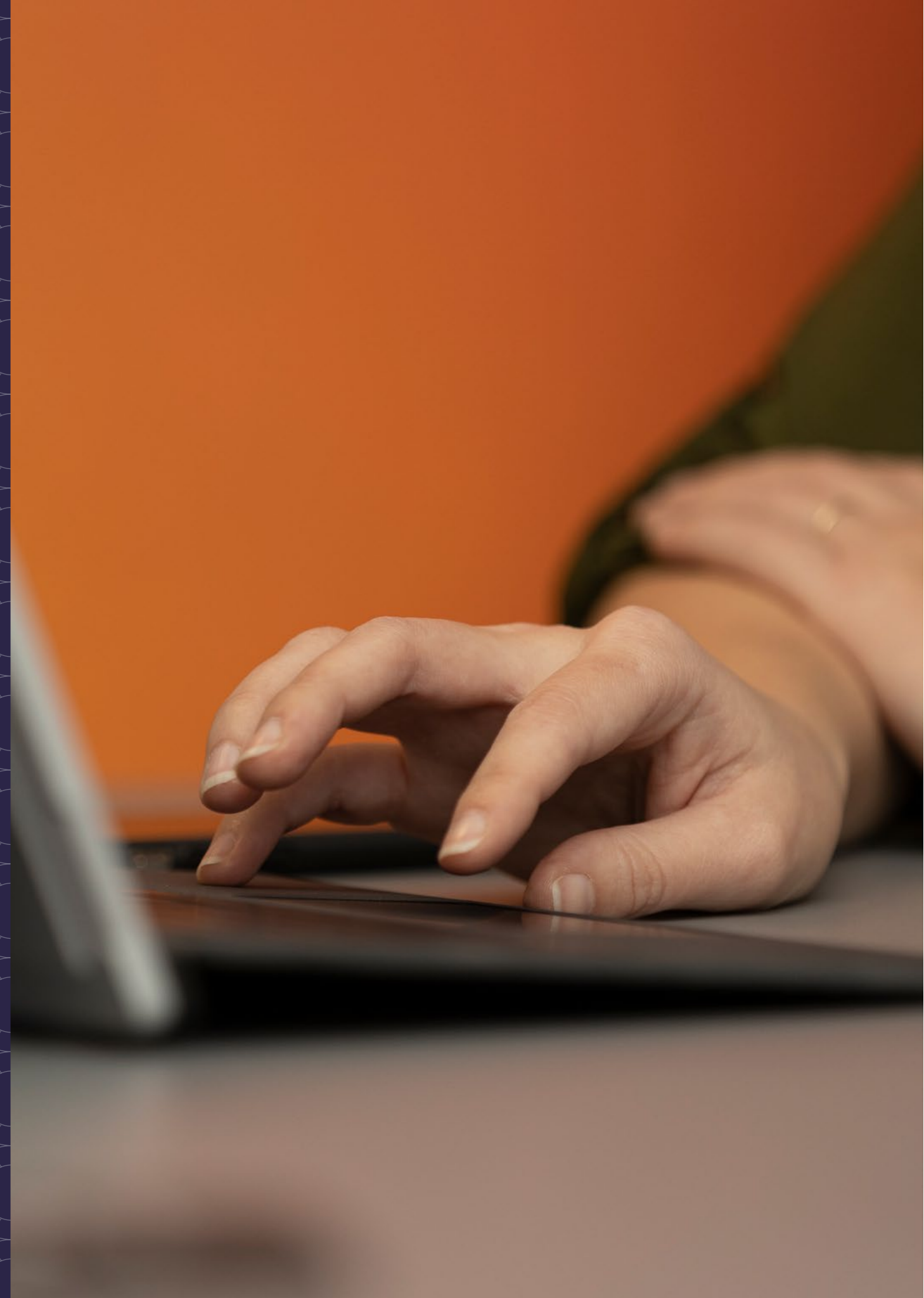WESTCOAST CLOUD

WINNER
CLOUD DISTRIBUTOR
OF THE YEAR
WESTCOAST CLOUD

SECURITY, SIMPLIFIED

HOW TO FIND THE RIGHT SOLUTIONS FOR YOUR CUSTOMERS

INTRODUCTION

Keeping cybercriminals at bay has never been easy. But with the long-term shift to hybrid work, they're only going to become increasingly troublesome to your customers.
After all, keeping data and devices secure is tricky when workers are spending time between the office, home, or their favourite hipster-run espresso bar.

But for a lot of your customers, security can be a confusing topic. And finding the right tool to shore up their defences is no straightforward task. This short guide has been created to help with that. It walks you through a series of security solutions for your clients, with different options available based on their size, challenges and objectives.

Let's jump in.

SMBs

The latest cloud security solutions offer affordable, enterprise-grade protection for small-to-medium businesses.

Flexible payment options are available to suit tighter budgets. While dedicated security packages are designed to be easy to manage – ideal for a growing business without the support of its own in-house IT team.

CLICK HERE FOR SMB CHALLENGES

ENTERPRISES

Enterprises can benefit from security solutions with a broader set of capabilities, supporting the needs of a much larger IT ecosystem.

For instance, advanced cyber protection can help manage threats across multiple cloud environments, safeguard data among thousands of employees, and deal with complex compliance risks.

CLICK HERE FOR ENTERPRISE CHALLENGES

FRONTLINE WORKERS

Frontline workers have played a pivotal role during the pandemic, and robust security is vital to make their jobs easier.

Whether they're sending data between departments, or accessing shared devices, the right security measures can help keep them connected while protecting them from potential risks.

CLICK HERE FOR FRONTLINE WORKER CHALLENGES

SMB SECURITY CHALLENGES

Westcoast Cloud has solutions for...

The impact of remote work

The recent shift to remote work is expanding the security breach landscape. Cybercrime is constantly evolving, so you'll need the right tools to keep pace.

Rise in ransomware attacks

Ransomware has continued to attack businesses throughout 2021, and it's on the rise. According to Gartner[1], 90% of ransomware attacks are preventable. Defending against cyber attacks should be a key consideration for all SMBs.

Decrease in company resources

Many SMB companies don't have the budget for dedicated security staff, leaving smaller businesses at a disadvantage and a target for cyber crime. Adopting a managed security service could be the right solution.

Click on a logo below to find out more about our vendors

Microsoft   Acronis   norm.   skykick

1 Gartner

MICROSOFT SECURITY SOLUTIONS FOR SMBs

Microsoft is recognised as a 2021 Leader in 5 Gartner Magic Quadrants; Access Management, Unified Endpoint Management, Cloud Access Security Brokers, and Endpoint Protection Platforms. Microsoft has also been recognised as a Leader in 2022 for Information Archiving.

CLICK HERE FOR SMB LICENCING INFO

Microsoft

Microsoft 365 Business Premium
1–300 Users (SMBs only)

Microsoft 365 Business Premium enhances all the features of M365 Business Standard along with additional Microsoft security features. Microsoft 365 Business Premium provides threat protection, data protection, and device management features to help you protect your company from online threats and unauthorised access, as well as protect and manage company data on your phones, tablets, and computers.

Additional security features in M365 Business Premium

- Microsoft Defender for Office 365 Plan 1
- The full capabilities of Intune in the Azure portal
- Azure Active Directory Premium Plan 1 (features include conditional access, multi-factor authentication, single sign-on and more.)

Compliance features

- Data loss prevention (DLP)
- Exchange Online Archiving
- Sensitivity labels

MICROSOFT SECURITY SOLUTIONS FOR SMBs

(CONTINUED)

Acronis

NormCyber

Skykick

Microsoft

Additional Security licenses for SMBs

Applies to partners on Microsoft 365 Business Basic and Business Standard plans.

For partners on M365 Business Basic and Business Standard plans

Microsoft Intune (included in Business Premium)

Microsoft Intune is a cloud-based service that focuses on mobile device management (MDM) and mobile application management (MAM). You control how your organisation's devices are used, including mobile phones, tablets, and laptops. You can also configure specific policies to control applications.

Microsoft 365 Business Premium subscribers are licensed to use full Intune capabilities for iOS, Android, macOS, and other cross-platform device management. Features not available in the simplified management console in Microsoft 365 Business Premium, like third-party app management, configuration of Wi-Fi profiles, and VPN certificates, can be managed in the full Intune console. Learn more here.

Azure Active Directory Premium P1 (included in Business Premium)

Azure Active Directory (Azure AD) is Microsoft's cloud-based identity and access management service, which helps your employees sign in and access resources in:

- External resources, such as Microsoft 365, the Azure portal, and thousands of other SaaS applications.
- Internal resources, such as apps on your corporate network and intranet, along with any cloud apps developed by your own organisation.

Learn more about Azure AD

CLICK HERE FOR SMB LICENCING INFO

MICROSOFT SECURITY SOLUTIONS FOR SMBs

(CONTINUED)

Acronis

NormCyber

Skykick

Applies to all Microsoft 365 Business plans

Microsoft Defender for Endpoint

Microsoft Defender for Endpoint is an enterprise endpoint security platform designed to help enterprise networks
prevent, detect, investigate, and
respond to advanced threats.

Microsoft Defender for Endpoint Plan 1* (Available from 1st November 2021)

- Attack surface reduction
- Next generation protection
- Centeralised configuration and administration
- APIs and Integration

Across client platforms:
Windows, macOS, Android and iOS

to review minimum requirements for Microsoft Defender for Endpoint

Microsoft Defender for Endpoint (to be re-named Plan 2)

- Threat and vulnerability management
- Attack surface reduction
- Next generation protection
- Endpoint detection and response
- Auto investigation and remediation
- Microsoft threat experts
- Centeralised configuration and administration
- APIs and Integration

Across client platforms:
Windows, macOS, Android and iOS

*Microsoft Defender for Endpoint Plan 1 capabilities are offered as a standalone license or as part of Microsoft 365 E3/A3 plans. If purchased as a standalone SKU, eligible licensed users will be able to use defender for endpoint Plan 1 on up to 5 concurrent devices

MICROSOFT SECURITY SOLUTIONS FOR SMBs

(CONTINUED)

For all M365 Business plans

Microsoft Cloud App Security

Microsoft Cloud App Security is a Cloud Access Security Broker (CASB) that supports various deployment modes including log collection, API connectors, and reverse proxy. It provides rich visibility, control over data travel, and sophisticated analytics to identify and combat cyberthreats across all your Microsoft and third-party cloud services.

- Discover and control the use of Shadow IT
- Protect your sensitive information anywhere in the cloud
- Protect against cyberthreats and anomalies
- Access the compliance of your cloud apps

Learn more about Cloud App Security here.

CLICK HERE
FOR SMB
LICENCING INFO

ACRONIS SECURITY SOLUTIONS FOR SMBs

Acronis offers award winning cyber security solutions, unifying data protection and cybersecurity to protect all data, applications and systems within one console.

Acronis unifies data protection and cybersecurity to deliver integrated, automated cyber protection that solves the safety, accessibility, privacy, authenticity, and security challenges of the modern digital world within one single agent.

CLICK HERE
FOR SMB
LICENCING INFO

Acronis

Introduction to Acronis

Its award-winning solution, Acronis Cyber Protect Cloud provides an essential set of cyber protection capabilities, enabling SMB's comprehensive cyber protection for all endpoints – for little to no upfront costs.

Acronis Cyber Backup Cloud protects more than 20 platforms and incorporates the backup industry's most advanced anti-ransomware technology. It safeguards data and systems in any environment – physical or virtualized, on-premises or in the cloud.

- Flexible deployment models that fit demands of service providers (per GB or per Workload models)
- Acronis provides superior cyber protection for all data applications and systems
- Innovative next gen antivirus, backup, disaster recovery and endpoint protection management solutions
- Advanced anti-malware powered by cutting-edge machine intelligence and blockchain-based data authentication technologies
- Acronis protects any environment from cloud to hybrid to on-premises- at low predictable cost.

Microsoft 365 backup SKUs

Acronis Cyber Protect Cloud – Microsoft 365 seat (unlimited Acronis Hosted Cloud Storage included – **SKU SRJAMSENS**

Acronis Cyber Protect Cloud – Microsoft 365 seat (unlimited Service provided Hosted Storage included – **SKU SRAAMSENS**

ACRONIS SECURITY SOLUTIONS FOR SMBs

(CONTINUED)

Acronis

Additional Security SKUs for SMBs

Partners can extend their services with advanced protection packs to layer additional advanced services, including Advanced Backup, Advanced Security, Advanced Disaster Recovery, Advanced Email Security, and Advanced Management.

Acronis Cyber Protect Cloud with Advanced Security (SRIAMSENS)

- Protect Windows, Linux, and Mac endpoints against malware and ransomware, including zero-day and fileless attacks
- Protect client endpoints with next-gen anti-malware, URL filtering, auto-allowlists, etc.
- Keep clients' MS365 data safe with simplified configuration and maintenance of the solution with no need to install an agent on the client's local premises (runs in Acronis Cloud)
- Prioritized protection for collaboration apps: exploit prevention for MS Teams, Zoom, Skype, Slack, Webex
- Built-in recovery capabilities – automatic for ransomware

Acronis Cyber Protect Cloud with Advanced Management (SRHAMSENS)

- Data & Information Management
- Simplify protection management with automated patch management, software/ hardware inventory, etc.
- Patch management – close security gaps across clients' Microsoft 365 applications with automated patch management
- Prioritize patching based on vulnerability criticality
- Plan work more efficiently – holistic view over applications and assets and predictive reporting capabilities

ACRONIS SECURITY SOLUTIONS FOR SMBs

(CONTINUED)

Acronis

Additional Security SKUs for SMBs

Partners can extend their services with advanced protection packs to layer additional advanced services, including Advanced Backup, Advanced Security, Advanced Disaster Recovery, Advanced Email Security, and Advanced Management.

Acronis Cyber Protect Cloud with Advanced Email Security (SO4AMSENS)

- Cybersecurity. Prevent phishing, malware, APTs, zero-days before they reach clients' Microsoft 365 mailboxes– unique CPU-level analysis to detect anomalous behavior pre-malware release (acts earlier in the attack chain than any other solution)
- Scan 100% of traffic at any scale – proactive protection vs reactive for legacy solutions.
- Detection speed – seconds on average (up to 30 sec) vs 7-20 minutes for legacy sandboxing solutions

Acronis Cyber Protect Cloud Disaster Recovery

- Runbooks. Cyber Protected Disaster Recovery. Test Failover
- Quicker time to market and no CAPEX: Out-of-the-box DR components, including hosted recovery infrastructure and multi-tenant DR/backup and customer management components

NORMCYBER SECURITY SOLUTIONS FOR SMBs

NormCyber's Cyber Security as a Service (CSaaS) solution has been recognised as the best security service by SC Awards Europe, delivering comprehensive, multi-layered protection against today's cyber threats.

Microsoft

Acronis

Skykick

norm.™

Essential Cyber Security Bundle (up to 75 users)

Specifically designed for those organisations with between up to 75 employees, the norm. Essential Cyber Security Bundle helps businesses save the time, money and stress normally associated with traditional cyber security solutions.

Offering comprehensive protection against known and unknown cyber threats, the norm Essential Cyber Security Bundle addresses the three pillars of an effective cyber security defence – process, people and technology. Subscribers gain access to the norm. industry leading multi-level reporting and online Visualiser which clearly demonstrates how well a business is protected, and the actions they need to take to improve their cyber security posture.

Available for a single monthly per device fee, the purpose of the norm Essential Cyber Security Bundle is simple:

- To allow organisations to focus on their core business operations by managing their cyber risk
- To deliver enterprise-grade cyber security protection at an affordable price
- To provide a simple and easy to understand picture of an organisation's level of cyber protection and how it can be enhanced

CLICK HERE FOR SMB LICENCING INFO

NORMCYBER SECURITY SOLUTIONS FOR SMBs

Microsoft

Acronis

Skykick

(CONTINUED)

norm.™

Data Protection as a Service (DPaaS)

DPaaS is a Data Protection Officer (DPO) service. Under the General Data Protection Regulation (GDPR) organisations must appoint a DPO in certain circumstances and the Information Commissioner's Office (ICO) expects voluntary appointments in many other circumstances.

A lawyer-led service, focusing on compliance, commercial considerations and ethics.

DPaaS will:

- Ensure the personal data you have is obtained, used and protected in accordance with the law
- Act as a strategic partner, providing guidance and best practices related to data protection
- Help you to meet the obligations of the GDPR, such as policies, subject access requests (SARs), data protection impact assessments (DPIAs) and breach handling
- Ensure your staff are trained and aware of their data protection obligations
- Deliver regular webinars to maintain awareness and provide the latest data protection guidance
- Conduct a review of your UK website(s) to ensure compliance with data protection law
- Carry out an annual review of your data protection & privacy governance framework

CLICK HERE
FOR SMB
LICENCING INFO

SKYKICK SECURITY SOLUTIONS FOR SMBs

SkyKick's focus on security and compliancy provides a provides a safe, hassle-free experience to protect your data. Protect your Office 365 and Microsoft 365 data with Cloud Backup and remain productive.

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FOR SMB
LICENCING INFO

Microsoft

Acronis

NormCyber

skykick

SkyKick Exchange Online backup

SkyKick Cloud Backup offers the most comprehensive Exchange Online backup solution.

Key features:

- Unlimited deleted item retention
- Unlimited backup storage capacity
- Can be configured to address compliance and litigation requirements
- Auto-discovery and backup of all mailboxes and public folders
- Restore Emails, Calendars, Contacts, Tasks, Notes, Journals, and entire mailbox
- Point-in-time restore
- Cross-mailbox restore

SharePoint & OneDrive for Business backup

SkyKick Cloud Backup offers the most comprehensive Office 365 SharePoint and OneDrive for Business backup solution.

Key features:

- Unlimited deleted item retention
- Unlimited backup storage capacity baseline
- Unlimited backup for SharePoint storage capacity per user
- Protection from immediate permanent deletion of SharePoint site content by Site Admin and OneDrive for Business content by end user
- Auto-discovery of SharePoint sites and OneDrive for business accounts
- Backup and restore SharePoint files, lists, Classic Team Sites and subsites, and OneDrive for Business files, folders, and full account (Modern Team Sites include an Office 365 Group, so require a full Cloud Backup subscription that includes Office 365 Groups backup)
- Point in time restore of OneDrive for Business accounts
- Modern Team Sites includes an Office 365 Group, and therefore requires a full Cloud Backup subscription featuring Office 365 Groups backup

SKYKICK SECURITY SOLUTIONS FOR SMBs

(CONTINUED)

skykick

Skykick backup benefits for SMBs

For partners, it helps provide a critical and highly valued service to their end customers – one that operates much like an insurance policy for key productivity data – and extends Microsoft native data retention policies. Specifically, it gives these partners a powerful backup tool for the critical Exchange Mail components (mail, calendars, contacts, tasks, etc) used by small businesses. Small business customers can then quickly and accurately recover from unfortunate data loss incidents with minimal disruption, mitigating possible data loss costs.

SkyKick Migration solutions are also available. Speak to our sales team for more information

CLICK HERE
FOR SMB
LICENCING INFO

MICROSOFT SECURITY SOLUTIONS FOR SMBs

LICENCING INFO

Microsoft

Microsoft 365 Business Premium
1–300 Users (SMBs only) RRP £15.10

Microsoft 365 Business Premium enhances all the features of M365 Business Standard along with additional Microsoft security features.

It provides threat protection, data protection, and device management features to help safeguard your company from online threats and unauthorised access, and also protects and manages company data on your phones, tablets, and computers.

Applies to partners on Microsoft 365 Business Basic and Business Standard plans

Microsoft Intune
(included in Business Premium) RRP £6.00

Microsoft Intune is a cloud-based service that focuses on mobile device management (MDM) and mobile application management (MAM).

Azure Active Directory Premium P1
(included in Business Premium) RRP £4.50

Azure Active Directory (Azure AD) is Microsoft's cloud-based identity and access management service, which helps your employees sign in and access resources in:

- External resources, such as Microsoft 365, the Azure portal, and thousands of other SaaS applications.
- Internal resources, such as apps on your corporate network and intranet, along with any cloud apps developed by your own organisation.

For further information around plans and pricing, contact our sales team at:
microsoft@westcoastcloud.co.uk

Pricing is subject to change.

MICROSOFT SECURITY SOLUTIONS FOR SMBs

LICENCING INFO (CONTINUED)

Acronis

NormCyber

Skykick

Applies to all Microsoft 365 Business plans.

Microsoft Defender for Endpoint RRP £3.90

Microsoft Defender for Endpoint Plan 1 (available from 1st November 2021) Microsoft Defender for Endpoint Plan 1 RRP £2.30.

Microsoft Defender for Endpoint (to be re-named to Plan 2) RRP £3.90.

Defender for Endpoint uses the following combination of technology built into Windows 10 and Microsoft's robust cloud service:

- Endpoint behavioural sensors
- Cloud security analytics
- Threat intelligence

Microsoft Cloud App Security RRP £2.60

Microsoft Cloud App Security is a Cloud Access Security Broker (CASB) that supports various deployment modes including log collection, API connectors, and reverse proxy. It provides rich visibility, control over data travel, and sophisticated analytics to identify and combat cyberthreats across all your Microsoft and third-party cloud services.

For further information around plans and pricing, contact our sales team at:
microsoft@westcoastcloud.co.uk

Pricing is subject to change.

ACRONIS SECURITY SOLUTIONS FOR SMBs

LICENCING INFO

Acronis

Microsoft 365 backup SKUs

Acronis Cyber Protect Cloud – Microsoft 365 seat unlimited Acronis Hosted Cloud Storage included – **RRP POA**

Acronis Cyber Protect Cloud – Microsoft 365 seat unlimited Service provided Hosted Storage included – **RRP POA**

Partners can extend their services with advanced protection packs to layer additional advanced services, including Advanced Backup, Advanced Security, Advanced Disaster Recovery, Advanced Email Security, and Advanced Management.

Acronis Cyber Protect Cloud with Advanced Security (SRIAMSENS) RRP £0.74

Acronis Cyber Protect Cloud with Advanced Email Security (SO4AMSENS) RRP £2.06

Acronis Cyber Protect Cloud with Advanced Management (SRHAMSENS) RRP £0.90

Acronis Cyber Protect Cloud Disaster Recovery – Speak to sales to quote

- Acronis Hosted Storage (per GB)
- Hybrid Storage (per GB)
- Acronis Hosted – 1 compute point (per running hour)
- Acronis Hosted Public IP Address

For further information around plans and pricing please visit the vendor page.

Pricing is subject to change.

NORMCYBER SECURITY SOLUTIONS FOR SMBs

LICENCING INFO

norm.™

Essential Cyber Security Bundle
(up to 75 users) RRP £9.00

Specifically designed for those organisations with between up to 75 employees, the norm. Essential Cyber Security Bundle helps businesses save the time, money and stress normally associated with traditional cyber security solutions.

Available for a single monthly per device fee, the purpose of the norm Essential Cyber Security Bundle is simple:

- To allow organisations to focus on their core business operations by managing their cyber risk
- To deliver enterprise-grade cyber security protection at an affordable price
- To provide a simple and easy to understand picture of an organisation's level of cyber protection and how it can be enhanced

Data Protection as a Service (DPaaS)

A lawyer-led service, focusing on compliance, commercial considerations and ethics.

Data Protection as a Service Basic
RRP £495.00

Data Protection as a Service Premium
(up to 100 users) RRP £1,495

Data Protection as a Service Premium
(101+ users) RRP POA

For further information around plans and pricing please visit the vendor page.

Pricing is subject to change.

SKYKICK SECURITY SOLUTIONS FOR SMBs

LICENCING INFO

skykick

SkyKick Exchange Online backup Speak to Sales to quote

Complete Exchange Online Data Protection

SkyKick Cloud Backup offers the most comprehensive Exchange Online backup solution

SharePoint & OneDrive for Business backup Speak to Sales to quote

Complete SharePoint and OneDrive for Business Data Protection

SkyKick Cloud Backup offers the most comprehensive Office 365 SharePoint and OneDrive for Business backup solution

SkyKick Migration solutions are also available. Speak to our sales team for more information

For further information around plans and pricing please visit the vendor page.

Pricing is subject to change.

ENTERPRISE SECURITY CHALLENGES

Westcoast Cloud has solutions for...

The impact of remote work

The recent shift to remote work is expanding the security breach landscape. Cybercrime is constantly evolving, so you'll need the right tools to keep pace.

Rise in ransomware attacks

Ransomware has continued to attack businesses throughout 2021, and it's on the rise. According to Gartner[2], 90% of ransomware attacks are preventable. Defending against cyber attacks should be a key consideration for all Enterprise companies.

Increase of insider threats

Commonly overlooked in enterprise organisations, insider treats are carried out by trusted individuals abusing their network access. Adopting a zero-trust framework to your organisation can help prevent these attacks in future.

Click on a logo below to find out more about our vendors

Microsoft   Acronis   norm.™   skykick

2 Gartner

MICROSOFT SECURITY SOLUTIONS FOR ENTERPRISE

Microsoft is recognised as a 2020 Leader in five Gartner Magic Quadrants; Access Management, Unified Endpoint Management, Cloud Access Security Brokers, Information Archiving and Endpoint Protection Platforms.

CLICK HERE FOR ENTERPRISE LICENCING INFO

Microsoft

Enterprise, Mobility + Security

Microsoft Enterprise Mobility + Security provides an identity-driven security solution that offers a holistic approach to the security challenges in this mobile-first, cloud-first era. Our technologies not only help you protect your organization but also identify breaches before they cause damage.

There are two plans available:

Microsoft 365 Enterprise, Mobility and Security E3

Includes Azure Active Directory Premium P1, Microsoft Intune, Azure Information Protection P1, Microsoft Advanced Threat Analytics, Azure Rights Management (part of Azure Information Protection) and the Windows Server CAL rights.

Microsoft 365 Enterprise, Mobility and Security E5

Includes all the capabilities of Enterprise Mobility + Security E3 plus Azure Active Directory Premium (AADP) P2, Azure Information Protection P2, Microsoft Cloud App Security, Azure Active Directory [AD] Identity Protection (as a feature of AADP P2), Azure Advanced Threat Protection, Azure AD Privileged Identity Management (as a feature of AADP P2).

MICROSOFT SECURITY SOLUTIONS FOR ENTERPRISE

(CONTINUED)

Microsoft

Microsoft 365 E5

Microsoft 365 E5 combines best-in-class productivity apps with advanced security, compliance, voice, and analytical capabilities. Learn more here.

Security features include:

- Device & App management
- Identity & Access management
- Information & Threat Protection
- **Security & Compliance management**

Additional Enterprise Security Licences

Microsoft 365 E5 Compliance (available for M365 E3 users*)

Intelligent compliance and risk management solutions from Microsoft 365 help your organization assess compliance risks, govern and protect sensitive data, and respond to regulatory requirements.

- Protect and govern your sensitive data wherever it lives – across apps, endpoints, and clouds.
- Identify and take action on critical insider risks and code-of-conduct policy violations.
- Quickly investigate and respond to legal requirements with relevant data.
- Address regulations and assess compliance with a risk-based score.

Customers with existing Enterprise Mobility and Security E3, Office E3, or Microsoft 365 E3 licences are eligible to purchase the Microsoft 365 E5 Compliance suite. All Microsoft 365 E5 Compliance capabilities and features are included with the Microsoft 365 E5 license. Learn more here

*Customers currently licensed for Enterprise Mobility + Security E3, Office E3, or Microsoft 365 E3 are eligible to purchase the Microsoft 365 E5 Compliance suite. Microsoft 365 E5 Compliance capabilities and features are included in the Microsoft 365 E5 license. Learn more here.

CLICK HERE
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LICENCING INFO

MICROSOFT SECURITY SOLUTIONS FOR ENTERPRISE

(CONTINUED)

Microsoft

Microsoft 365 E5 Security
(available for M365 E3 users)

M365 E5 security is an add on service only available for M365 E3, which includes all the advanced security features you can find in M365 E5. The products included are: Defender for O365 Plan 2, Defender for Endpoint, Defender for Identity, Azure AD Plan 2, Microsoft Cloud App Security. The aim of this SKU is to help M365 E3 customer match the same security offering of M365 E5.

Intune per-device for Enterprise (60 Months)

Microsoft Intune is the most comprehensive unified endpoint management platform to manage and secure both physical and virtual endpoints in your organisation. This Intune per-device offer helps organisations manage devices that are not used by multiple authenticated users.

ACRONIS SECURITY SOLUTIONS FOR ENTERPRISE

Acronis offers award winning cyber security solution, unifying data protection and cybersecurity to protect all data, applications and systems within one console

Acronis unifies data protection and cybersecurity to deliver integrated, automated cyber protection that solves the safety, accessibility, privacy, authenticity, and security challenges of the modern digital world within one single agent.
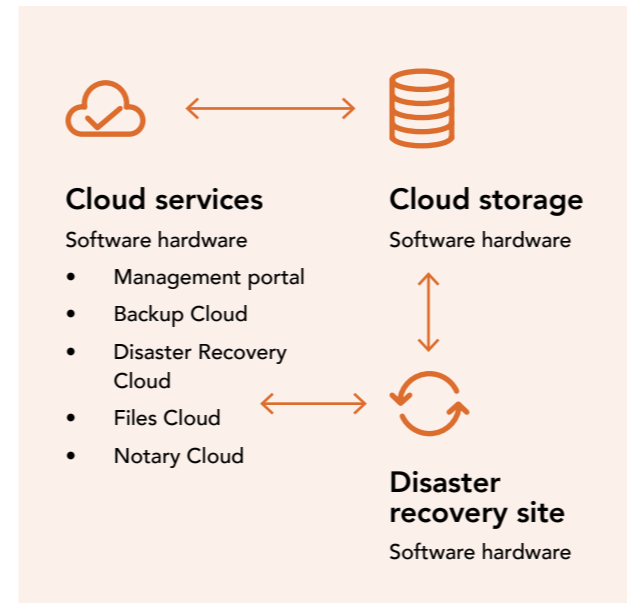
CLICK HERE FOR ENTERPRISE LICENCING INFO

Acronis

Cloud services
Software hardware
- Management portal
- Backup Cloud
- Disaster Recovery Cloud
- Files Cloud
- Notary Cloud

Cloud storage
Software hardware

Disaster recovery site
Software hardware

Flexible deployment via a single line of support

- Customer-hosted, hybrid and Acronis-hosted deployment options
- Includes professional services for deployment, maintenance, support
- Acronis provides all necessary software and recommended hardware to run the system

Manage cyber protection at scale, using a single platform

- 100,000+ devices scalability
- Multi-tier hybrid cloud architecture
- Quick self-service provisioning
- Centralized multi-tenant management
- 20+ platforms protected
- Software-defined infrastructure

Stop modern data threats with a holistic suite of cyber security services

- AI-based ransomware protection
- Secure file sync and share
- Software-defined infrastructure
- Disaster recovery
- Blockchain-based notarization
- Email Security

ACRONIS SECURITY SOLUTIONS FOR ENTERPRISE

(CONTINUED)

CLICK HERE FOR ENTERPRISE LICENCING INFO

Acronis

Microsoft 365 backup SKUs

Acronis Cyber Protect Cloud – Microsoft 365 seat (unlimited Acronis Hosted Cloud Storage included – **SKU SRJAMSENS**

Acronis Cyber Protect Cloud – Microsoft 365 seat (unlimited Service provided Hosted Storage included – **SKU SRAAMSENS**

Benefits of Acronis Cyber Protect Cloud for Enterprise

- Reduce costs via economies of scale, resource consolidation, and increased efficiency
- Consolidate cyber protection efforts via a single, holistic platform vs managing hundreds of siloed data protection systems
- Provide IT teams with needed autonomy while increasing visibility over resource consumption and related costs
- Enable self-service provisioning for local IT teams vs spending time on provisioning ticket requests
- Visibility into how resources are consumed and how much money it costs for each department or team.
- Enable self-service for local IT teams – rather than spending time dealing with ticket requests, just like they might do with AWS or Azure.
- Reduce costs because of economies of scale, resources consolidation, and increased efficiency.
- Acronis Cyber Protect Cloud supports more than 20 platforms and incorporates the backup industry's most advanced anti-ransomware technology, safeguarding data and systems in any environment – physical or virtualized, on-premises or in the cloud.

ACRONIS SECURITY SOLUTIONS FOR ENTERPRISE

(CONTINUED)

Acronis

Additional Security SKUs for Enterprise

Acronis Cyber Protect Cloud with Advanced Backup

- Data Protection
- Protects more workload types. Continuous data protection for near-zero RPOs. SAP HANA, Oracle DB

Acronis Cyber Protect Cloud Disaster Recovery

- Runbooks. Cyber Protected Disaster Recovery. Test Failover
- Data protection: Prevent reinfection during post-malware attack recovery – anti-malware scans of backed up data

Acronis Cyber Protect Cloud with Advanced Email Security (SO4AMSENS)

- Cybersecurity. Stop phishing, malware, APTs, zero-days before they reach clients' Microsoft 365 mailboxes– unique CPU-level analysis to detect anomalous behavior pre-malware release (acts earlier in the attack chain than any other solution)
- Scan 100% of traffic at any scale – proactive protection vs reactive for legacy solutions.
- Detection speed – seconds on average (up to 30 sec) vs 7-20 minutes for legacy sandboxing solutions
- Included incident response services

Acronis Cyber Protect Cloud with Advanced Management (SRHAMSENS)

- Data & Information Management
- Simplify protection management with automated patch management, software/hardware inventory, etc.
- Patch management – close security gaps across clients' Microsoft 365 applications with automated patch management
- Fail-safe patching – make a full-image backup before patching to ensure easy recovery in case of patch failure

NORMCYBER SECURITY SOLUTIONS FOR ENTERPRISE

NormCyber's Cyber Security as a Service (CSaaS) solution has been recognised as the best security service by SC Awards Europe, delivering comprehensive, multi-layered protection against today's cyber threats

CLICK HERE FOR ENTERPRISE LICENCING INFO

norm.™

Cyber Security as a Service (CSaaS)

Cyber Security as a Service (CSaaS) from norm is a comprehensive, multi-layered cyber security solution. It delivers full control and visibility over your cyber security operations, without the need to manage them in-house. Available for a fixed monthly fee, the service can be delivered as a complete package, or as a series of modules to compliment any other cyber security investments that have already been made.

The core norm CSaaS solution is comprised of the following service modules:

Process:

- Certify your business to Cyber Essentials and Cyber Essentials Plus as a minimum

People:

- Continuous Cyber Safety Awareness Education and Testing, endorsed by the NCSC

Technology:

- Vulnerability Management
- Threat Detection & Response
- Penetration Testing
- Reporting– Subscribers to the CSaaS service receive our industry leading multi-level reporting
- and online visualiser that clearly demonstrates where your business is protected and the actions you can take to Improve

NORMCYBER SECURITY SOLUTIONS FOR ENTERPRISE

(CONTINUED)

norm.™

Data Protection as a Service (DPaaS)

DPaaS is a Data Protection Officer (DPO) service. Under the General Data Protection Regulation (GDPR) organisations must appoint a DPO in certain circumstances and the Information Commissioner's Office (ICO) expects voluntary appointments in many other circumstances.

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- Act as a strategic partner, providing guidance and best practices related to data protection
- Help you to meet the obligations of the GDPR, such as policies, subject access requests (SARs), data protection impact assessments (DPIAs) and breach handling
- Ensure your staff are trained and aware of their data protection obligations
- Deliver regular webinars to maintain awareness and provide the latest data
- protection guidance
- Conduct a review of your UK website(s) to ensure compliance with data protection law
- Carry out an annual review of your data protection & privacy governance framework

SKYKICK SECURITY SOLUTIONS FOR ENTERPRISE

SkyKick's focus on security and compliancy provides a provides a safe, hassle-free experience to protect your data. Protect your Office 365 and Microsoft 365 data with Cloud Backup and remain productive.

skykick

SkyKick Cloud Backup Suite for O365 & M365

SkyKick Microsoft Office 365 Cloud Backup Suite offers the most complete backup solution, combining the benefits of their Exchange Online backup and their SharePoint and OneDrive backup SKUs with Microsoft Teams Backup to protect your data.

Exchange Online backup features:

- Unlimited deleted item retention
- Unlimited backup storage capacity
- Can be configured to address compliance and litigation requirements
- Auto-discovery and backup of all mailboxes and public folders
- Restore Emails, Calendars, Contacts, Tasks, Notes, Journals, and entire mailbox
- Point-in-time restore
- Cross-mailbox restore

SharePoint & OneDrive for Business backup features:

- Unlimited deleted item retention
- Unlimited backup storage capacity baseline
- Unlimited backup for SharePoint storage capacity per user
- Protection from immediate permanent deletion of SharePoint site content by Site Admin and OneDrive for Business content by end user
- Auto-discovery of SharePoint sites and OneDrive for business accounts
- Backup and restore SharePoint files, lists, Classic Team Sites and subsites, and OneDrive for Business files, folders, and full account
- Point in time restore of OneDrive for Business accounts

Microsoft Teams backup features:

- Unlimited deleted item retention
- Unlimited backup for Mailbox Storage Capacity (Conversations & Calendar)
- Unlimited backup for Data Storage Capacity (Files & Notebook)
- Backup and restore Conversations, Calendar, Files, and Notebook

SKYKICK SECURITY SOLUTIONS FOR ENTERPRISE

(CONTINUED)

skykick

SkyKick backup benefits for Enterprise

For partners, it helps provide a critical and highly valued service to their end customers – one that operates much like an insurance policy for key productivity data – and extends Microsoft native data retention policies. Specifically, it gives these partners a powerful backup tool for the critical Exchange Mail components (mail, calendars, contacts, tasks, etc) used by small businesses. Small business customers can then quickly and accurately recover from unfortunate data loss incidents with minimal disruption, mitigating possible data loss costs.

SkyKick Migration solutions are also available. Speak to our sales team for more information

CLICK HERE FOR ENTERPRISE LICENCING INFO

MICROSOFT SECURITY SOLUTIONS FOR ENTERPRISE

LICENCING INFO

Microsoft

Enterprise, Mobility + Security

Microsoft 365 Enterprise, Mobility and Security E3 RRP £8.00

Includes Azure Active Directory Premium P1, Microsoft Intune, Azure Information Protection P1, Microsoft Advanced Threat Analytics, Azure Rights Management (part of Azure Information Protection) and the Windows Server CAL rights.

Microsoft 365 Enterprise, Mobility and Security E5 RRP £12.40

Includes all the capabilities of Enterprise Mobility + Security E3 plus Azure Active Directory Premium (AADP) P2, Azure Information Protection P2, Microsoft Cloud App Security, Azure Active Directory [AD] Identity Protection (as a feature of AADP P2), Azure Advanced Threat Protection, Azure AD Privileged Identity Management (as a feature of AADP P2).

Microsoft 365 E5 RRP £48.10

Microsoft 365 E5 combines best-in-class productivity apps with advanced security, compliance, voice, and analytical capabilities.

For further information around plans and pricing, contact our sales team at:
microsoft@westcoastcloud.co.uk

Pricing is subject to change.

MICROSOFT SECURITY SOLUTIONS FOR ENTERPRISE

LICENCING INFO (CONTINUED)

Microsoft

Additional Enterprise Security Licences

Microsoft 365 E5 Compliance
(available for M365 E3 users) RRP £9.00

Intelligent compliance and risk management solutions from Microsoft 365 help your organization assess compliance risks, govern and protect sensitive data, and respond to regulatory requirements.

Customers currently licensed for Enterprise Mobility + Security E3, Office E3, or Microsoft 365 E3 are eligible to purchase the Microsoft 365 E5 Compliance suite. Microsoft 365 E5 Compliance capabilities and features are included in the Microsoft 365 E5 license.

Microsoft 365 E5 Security
(available for M365 E3 users) RRP £9.00

M365 E5 security is an add on service only available for M365 E3, which includes all the advanced security features you can find in M365 E5. The products included are: Defender for O365 Plan 2, Defender for Endpoint, Defender for Identity, Azure AD Plan 2, Microsoft Cloud App Security. The aim of this SKU is to help M365 E3 customer match the same security offering of M365 E5.

For further information around plans and pricing, contact our sales team at:
microsoft@westcoastcloud.co.uk

Pricing is subject to change.

ACRONIS SECURITY SOLUTIONS FOR ENTERPRISE

LICENCING INFO

Acronis

Microsoft 365 backup SKUs

Acronis Cyber Protect Cloud – Microsoft 365 seat unlimited Acronis Hosted Cloud Storage included – **RRP POA**

Acronis Cyber Protect Cloud – Microsoft 365 seat unlimited Service provided Hosted Storage included – **RRP POA**

Partners can extend their services with advanced protection packs to layer additional advanced services, including Advanced Backup, Advanced Security, Advanced Disaster Recovery, Advanced Email Security, and Advanced Management.

Acronis Cyber Protect Cloud with Advanced Management (SRHAMSENS) RRP £0.90

Acronis Cyber Protect Cloud with Advanced Email Security (SO4AMSENS) RRP £2.06

Acronis Cyber Protect Cloud with Advanced Backup – Speak to sales to quote

Acronis Cyber Protect Cloud Disaster Recovery – Speak to sales to quote

- Server
- VM
- Workstation
- Hosting server

- Acronis Hosted Storage (per GB)
- Hybrid Storage (per GB)
- Acronis Hosted – 1 compute point (per running hour)
- Acronis Hosted Public IP Address

For further information around plans and pricing please visit the vendor page.

Pricing is subject to change.

NORMCYBER SECURITY SOLUTIONS FOR ENTERPRISE

LICENCING INFO

norm.

Cyber Security as a Service (CSaaS)

Cyber Security as a Service (CSaaS) from norm is a comprehensive, multi-layered cyber security solution.

Cyber Essentials and Cyber Essentials Plus
From RRP £299

Continuous Cyber Safety Awareness Education and Testing, endorsed by the NCSC RRP £2.00 per user per month

Vulnerability Management
From £200 per month

Threat Detection & Response
From RRP £1400 per month

Penetration Testing From
RRP £2,700

Internal and External Pen tests available.

Reporting – Online visualiser that clearly demonstrates where your business is protected and the actions you can take to Improve. (Included)

For further information around plans and pricing please visit the vendor page.

Pricing is subject to change.

NORMCYBER SECURITY SOLUTIONS FOR ENTERPRISE

LICENCING INFO (CONTINUED)

norm.™

Data Protection as a Service (DPaaS)

A lawyer-led service, focusing on compliance, commercial considerations and ethics.

Data Protection as a Service Basic
RRP £495.00

Data Protection as a Service Premium
(up to 100 users) RRP £1,495

Data Protection as a Service Premium
(101+ users) RRP POA

For further information around plans and pricing please visit the vendor page.

Pricing is subject to change.

SKYKICK SECURITY SOLUTIONS FOR ENTERPRISE

LICENCING INFO

skykick

SkyKick Cloud Backup Suite for O365 & M365
Speak to Sales to quote

Complete Office 365 & Microsoft 365 Data Protection

SkyKick Microsoft Office 365 Cloud Backup Suite offers the most complete backup solution, combining the benefits of their Exchange Online backup and their SharePoint and OneDrive backup SKUs with Microsoft Teams Backup to protect your data

SkyKick Migration solutions are also available. Speak to our sales team for more information

For further information around plans and pricing please visit the vendor page.

Pricing is subject to change.

FRONTLINE WORKER SECURITY CHALLENGES

Westcoast Cloud has solutions for...

The impact of remote work

The recent shift to remote work is expanding the security breach landscape. Cybercrime is constantly evolving, so you'll need the right tools to keep pace.

Rise in ransomware attacks

Ransomware has continued to attack businesses throughout 2021, and it's on the rise. According to Gartner, 90% of ransomware attacks are preventable. Defending against cyber attacks should be a key consideration for all Enterprise companies.

Click below to find out more about Microsoft

Microsoft

MICROSOFT SECURITY SOLUTIONS FOR FRONTLINE WORKERS

Microsoft is recognised as a 2020 Leader in five Gartner Magic Quadrants; Access Management, Unified Endpoint Management, Cloud Access Security Brokers, Information Archiving and Endpoint Protection Platforms.

CLICK HERE
FOR FRONTLINE
LICENCING INFO

Microsoft 365 for Frontline Workers

Companies of all sizes have adapted to remote work, minimising disruptions and keeping employees engaged.

Microsoft's services for Frontline workers help connect your workforce, protect your organisation and empower employees to work remote.

Microsoft 365 F3

Transform business processes with customized apps and workflow automation to save time and money.Safeguard company assets with intelligent security that won't slow down frontline productivity.

Security features include:

- Azure Active Directory Plan 1
- SMS Sign in and Shared device sign out
- Azure Advanced Threat Analytics
- Microsoft Intune
- Teams message retention

Additional Frontline Security Licences Microsoft 365 F5 Security (available for M365 F1 and F3 users)

M365 F5 security is an add on service for M365 F1 and F3 users.

Includes:

- Office 365 Advanced Threat Protection Plan 1
- Office 365 Advanced Threat Protection Plan 2
- Microsoft Cloud App Security
- Microsoft Defender for Identity
- Microsoft Defender for Office 365 Plan 2
- Microsoft Defender for Endpoint
- Azure Active Directory Plan 2

MICROSOFT SECURITY SOLUTIONS FOR
FRONTLINE WORKERS

(CONTINUED)

Microsoft

CLICK HERE FOR FRONTLINE LICENCING INFO

Microsoft 365 F5 Compliance (available for M365 F1 and F3 users)

Intelligent compliance and risk management solutions from Microsoft 365 help your organization assess compliance risks, govern and protect sensitive data, and respond to regulatory requirements.

Includes:

- Microsoft 365 E5 Information Protection and Governance
- Microsoft 365 E5 Insider Risk Management
- Microsoft 365 E5 eDiscovery and Audit
- Office 365 Data Loss Prevention
- Exchange Archiving
- eDiscovery Hold and Export for SharePoint/OneDrive

M365 F5 Security + Compliance (combined SKU)

Harness the benefits of both F5 Security and F5 Compliance in one SKU

Includes:

- Office 365 Advanced Threat Protection Plan 1
- Office 365 Advanced Threat Protection Plan 2
- Microsoft Cloud App Security
- Microsoft Defender for Identity
- Microsoft Defender for Office 365 Plan 2
- Microsoft Defender for Endpoint
- Azure Active Directory Plan 2
- Microsoft 365 E5 Information Protection and Governance
- Microsoft 365 E5 Insider Risk Management
- Microsoft 365 E5 eDiscovery and Audit
- Office 365 Data Loss Prevention
- Exchange Archiving
- eDiscovery Hold and Export for SharePoint/OneDrive

MICROSOFT SECURITY SOLUTIONS FOR FRONTLINE WORKERS

LICENCING INFO

Microsoft

Microsoft 365 F3 RRP £6.00

Transform business processes with customized apps and workflow automation to save time and money. Safeguard company assets with intelligent security that won't slow down frontline productivity.

Additional Frontline Security Licences

Microsoft 365 F5 Security
(available for M365 F1 and F3 users) RRP £6.00

M365 F5 security is an add on service for M365 F1 and F3 users.

Includes:

- Office 365 Advanced Threat Protection Plan 1
- Office 365 Advanced Threat Protection Plan 2
- Microsoft Cloud App Security
- Microsoft Defender for Identity
- Microsoft Defender for Office 365 Plan 2
- Microsoft Defender for Endpoint
- Azure Active Directory Plan 2

For further information around plans and pricing, contact our sales team at:
microsoft@westcoastcloud.co.uk

Pricing is subject to change.

MICROSOFT SECURITY SOLUTIONS FOR FRONTLINE WORKERS

LICENCING INFO (CONTINUED)

Microsoft 365 F5 Compliance (available for M365 F1 and F3 users) RRP £6.00

Intelligent compliance and risk management solutions from Microsoft 365 help your organization assess compliance risks, govern and protect sensitive data, and respond to regulatory requirements.

Includes:

- Microsoft 365 E5 Information Protection and Governance
- Microsoft 365 E5 Insider Risk Management
- Microsoft 365 E5 eDiscovery and Audit
- Office 365 Data Loss Prevention
- Exchange Archiving
- eDiscovery Hold and Export for SharePoint/OneDrive

M365 F5 Security + Compliance (combined SKU – available for M365 F1 and F3 users) RRP £9.80

Harness the benefits of both F5 Security and F5 Compliance in one SKU

Includes:

- Office 365 Advanced Threat Protection Plan 1
- Office 365 Advanced Threat Protection Plan 2
- Microsoft Cloud App Security
- Microsoft Defender for Identity
- Microsoft Defender for Office 365 Plan 2
- Microsoft Defender for Endpoint
- Azure Active Directory Plan 2
- Microsoft 365 E5 Information Protection and Governance
- Microsoft 365 E5 Insider Risk Management
- Microsoft 365 E5 eDiscovery and Audit
- Office 365 Data Loss Prevention
- Exchange Archiving
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SECURITY FLIPBOOK
GLOSSARY

Cybercrime: Cybercrime is a crime that involves a computer and a network. The computer may have been used in the commission of a crime, or it may be the target. Cybercrime may harm someone's security and financial health.

Ransomware: A type of malicious software designed to block access to a computer system until a sum of money is paid.

Threat Protection: Microsoft Threat Protection helps secure the modern workplace across its entire attack surface, securing identities, endpoints, cloud apps, and infrastructure.

Office 365 Advanced Threat Protection (ATP): cloud-based email filtering service that protects you from malware, ransomware, harmful links, and more.

Multi-factor authentication (MFA): requires you to present a second form of authentication, such as a verification code, to confirm your identity before you can access resources.

Windows Defender: comprehensive protection for your system, files, and online activities from viruses, malware, spyware, and other threats.

Data Protection: Data protection features in Microsoft 365 Business Premium help ensure that important data stays secure and only authorized people have access to it.

Data loss prevention (DLP): Data loss prevention policies help identify and protect your business's sensitive information, such as Social Security numbers or medical records.

Office 365 Message Encryption: combines encryption and access rights capabilities to help ensure that only intended recipients can view message content.

Exchange Online Archiving: Cloud-based archiving solution that works with Microsoft Exchange or Exchange Online to provide advanced archiving capabilities, including holds and data redundancy.

Sensitivity labels: let you classify and protect your organisation's data, while making sure that user productivity and their ability to collaborate isn't hindered.

Device Management: Advanced device management features let you monitor and control what users can do with enrolled devices.

Mobile device management (MDM): A security software that enables IT departments to implement policies that secure, monitor, and manage end-user mobile devices. This not only includes smartphones, but can extend to tablets, laptops, and even IoT (Internet of Things) devices.

Mobile Application Management (MAM): lets IT administrators remotely manage mobiles.

Conditional access: the tool used by Azure Active Directory to bring signals together, to make decisions, and enforce organizational policies.

Single sign-on (SSO): This automatically signs users in when they are on their corporate devices connected to your corporate network.

SECURITY FLIPBOOK
GLOSSARY

Cloud Access Security Broker (CASB): Cloud-hosted software or on-premises software or hardware that act as an intermediary between users and cloud service providers.

Reverse proxy: a type of proxy server that retrieves resources on behalf of a client from one or more servers.

Shadow IT: information technology (IT) projects that are managed outside of, and without the knowledge of, the IT department.

Phishing: a type of social engineering attack often used to steal user data, including login credentials and credit card numbers. It occurs when an attacker, masquerading as a trusted entity, dupes a victim into opening an email, instant message, or text message.

Data protection as a Service (DPaaS): A cloud-based or web-delivered service for protecting data assets.

Cyber Security as a Service (CSaaS): A comprehensive, multi-layered cyber security solution. It delivers full control and visibility over your cyber security operations, without the need to manage them in-house

Data protection officer (DPO): To ensure that their organisation processes the personal data of its staff, customers, providers, or any other individuals in compliance with the applicable data protection rules.

General Data Protection Regulation (GDPR): A regulation in EU law on data protection and privacy in the European Union (EU) and the European Economic Area (EEA). It also addresses the transfer of personal data outside the EU and EEA areas. The GDPR's primary aim is to enhance individuals' control and rights over their personal data and to simplify the regulatory environment for international business.

Subject access requests (SARs): The right of access allowing an individual to obtain records to their personal information, held by an organisation.

Data protection impact assessments (DPIAs): A process to help you identify and minimise the data protection risks of a project.

Software as a Service (SaaS): A software distribution model in which a cloud provider hosts applications and makes them available to end users over the internet.

Zero-Trust framework: Microsoft has adopted a modern approach to security called "Zero Trust," which is based on the principle: never trust, always verify. This security approach protects your company and your customers by managing and granting access based on the continual verification of identities, devices, and services.