

BREACHES HAPPEN.

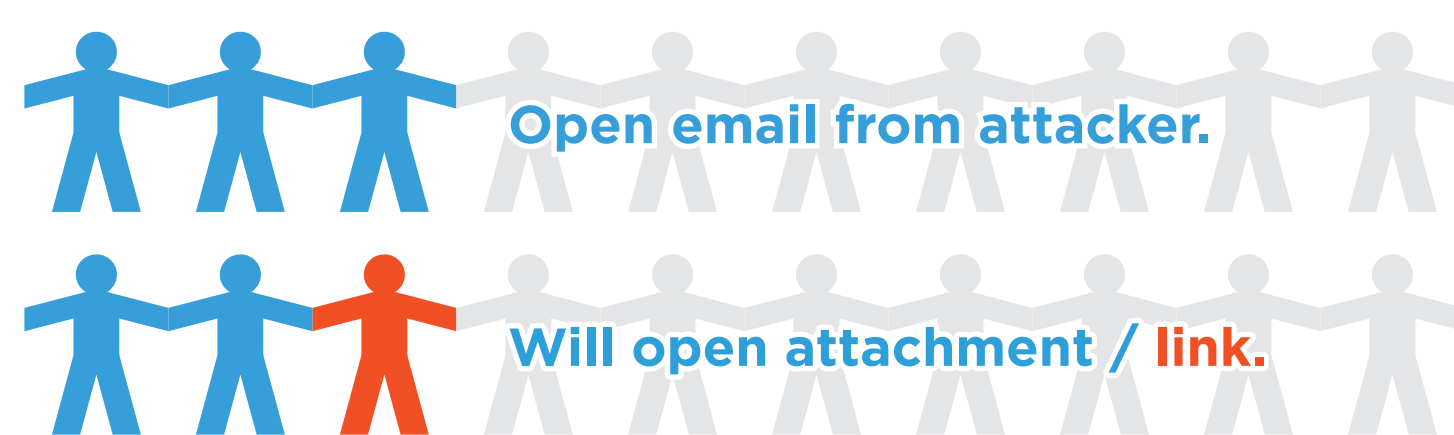
LEARN HOW TO PROTECT YOUR ORGANIZATION.

Cyberattacks can happen any time, any day. Security threats are on the rise as criminals have built lucrative businesses from stealing data. No organization is immune, and the numbers are sobering, here are at least **3 key attack zones**.



1. EMAIL

Within 4 minutes



286 DAYS

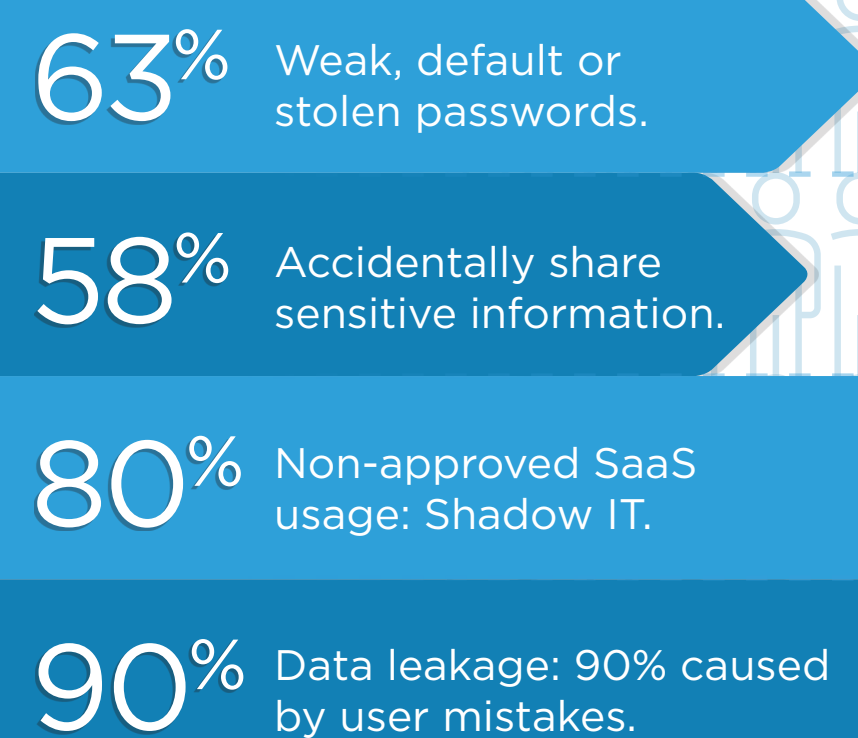
Detect intrusion

80 DAYS

Contain damage

It takes hackers **4 minutes** to get into networks through email attacks and **286 days** for detection followed by an additional **80 days** for damage control.

2. USER



3. DEVICE

200k
PCs attacked



by WannaCrypt across 150 countries.

\$1 BILLION
Average earning of a hacker from ransomware (FBI guesstimate).

55,000
Average devices compromised by ransomware every month in 2016.
5X increase from 2015, 4X increase in Android base

53 SECONDS
A laptop is stolen nearly every minute.

Combat these threats with Intelligent Security

4 key areas to consider



SECURE THE FRONT DOOR

Protection from identity-driven breaches, email attacks and attacks targeting OS.



SECURE CONTENT

Protect content: At the time of creation, in transit, and during consumption.



SECURE DEVICES

Workplace issued or BYOD devices



GREAT EMPLOYEE EXPERIENCE

Productivity without compromise.

Microsoft 365

offers intelligent security across critical end-points to help ensure security, privacy, and compliance.

Microsoft 365 brings together Office 365, Windows 10, and Enterprise Mobility + Security. It's a complete, intelligent solution that empowers everyone to be creative and work together, securely.

Thwart advanced threats and protect identity, apps, data, and devices:

- Protect, detect, and respond to malware and data breaches
- Comprehensive, integrated solution with built-in security capabilities from end-to-end
- Provides a productive end-user experience with familiar tools and environments



Zones pulls it all together.



Cloud Strategy and Workshop Services

We'll work with senior management and key stakeholders to determine a roadmap to get to the cloud. This engagement focuses on educating the key stakeholders on cloud realities and mapping out business processes and applications that can benefit from the cloud.



Cloud Assessment Services

A structured engagement that assesses your infrastructure and applications for cloud compatibility on multiple dimensions such as cost, performance, security, architecture, compliance, software, and hardware.



Migration and Implementation Services

Cloud migration services include, but are not limited to, architecting the cloud environment, migrating the identified workloads, and testing the environment.



Backup and Restore

Site Recovery (restore) is an Azure service that supports your Business Continuity and Disaster Recovery (BCDR) strategy and is used to orchestrate replication, perform disaster recovery testing, and run failovers and fallback.

Contact your Zones account executive or call **800.408.ZONES** today.

ZONES



WHAT'S YOUR BACKUP PLAN?

Business runs on data, but keeping that data safe isn't always easy. Without a backup plan in place, a data disaster could prove costly.

THE PRICE OF BEING UNPROTECTED

In our "always on" world, one minute of downtime is one minute too long.

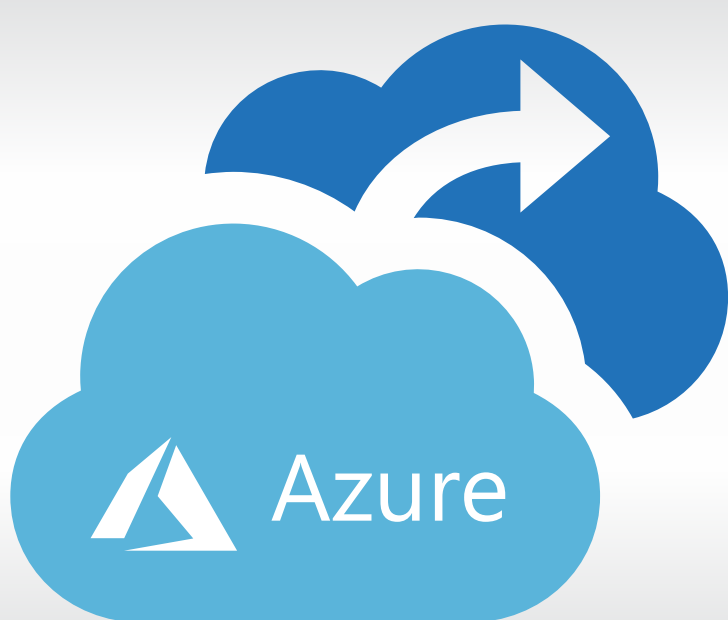
\$ 1.25–2.5B
Total cost of unplanned application downtime

\$ 901,500
Costs associated with these outages

119
Average minutes needed to recover from a data center outage

\$ 7,900
Cost per minute of downtime

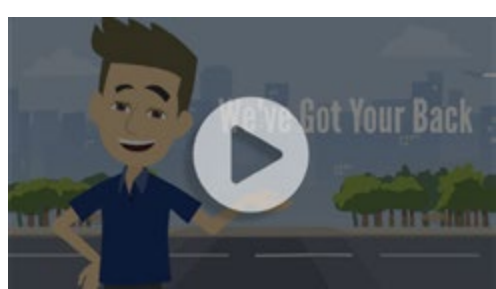
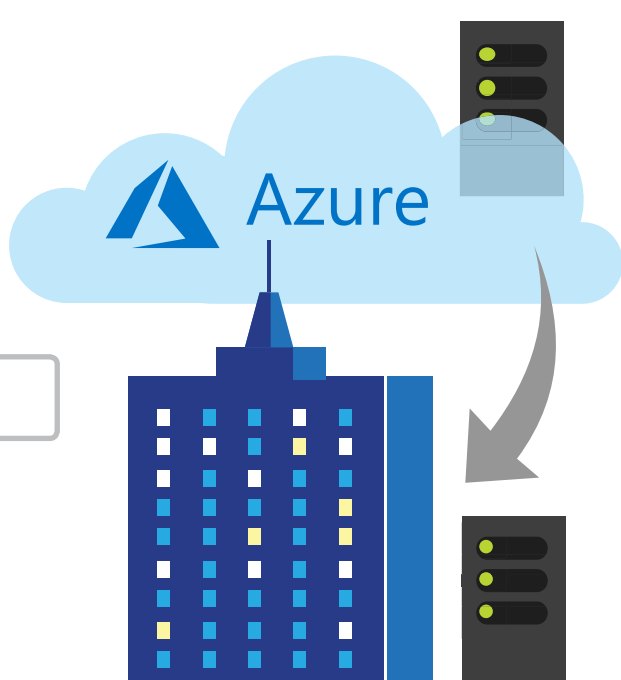
[CHECK OUT OUR BLOG](#) FOR TIPS ON SURVIVING A DATA DISASTER.



HERE'S WHERE MICROSOFT AZURE CLOUD BACKUP COMES IN

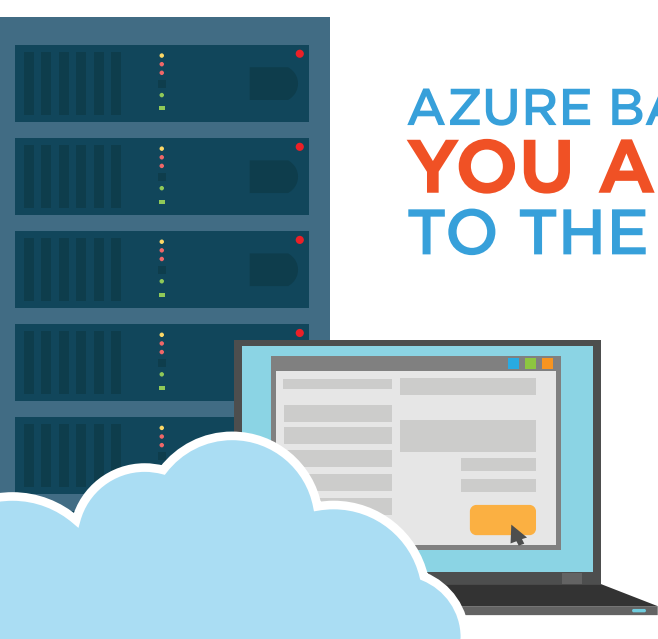
[Click here for details >>](#)

AZURE DISASTER RECOVERY GETS YOUR BUSINESS BACK ON TRACK FROM ANY KIND OF CRISIS.



[See how it works >>](#)

- Site Recovery offers customizable recovery policies to achieve near-real-time RPOs and RTOs via application-consistent snapshots, near-synchronous replication, and wide geo-availability.
- No need to invest in secondary sites or infrastructure maintenance—with Site Recovery, shift from CAPEX to OPEX.
- Support heterogeneous environments—Hyper-V VMs, VMWare VMs, and Windows/Linux physical servers.
- Use recovery plans to model and customize failover and recovery of multi-tier applications spread over multiple VMs.



AZURE BACKUP AND ARCHIVE ENSURES YOU ALWAYS HAVE ACCESS TO THE LATEST BUSINESS INTEL.

- A low-cost, massively scalable tiered backup storage with a pay-as-you-grow cloud model.
- Improves organizational productivity by requiring less time to manage and maintain on-premises backup storage infrastructure and software.
- Removes remote offices and branch locations without complexity of in-house management—offers locally redundant and geo-redundant storage.
- Data stays safe thanks to encryption in transit and at rest.
- Azure compliance—ISO 27001, HIPAA, FedRAMP, SOC 1, SOC 2, etc.

Take the next step.

Let our experts analyze your IT environment and steer your cloud efforts in the right direction.

[Cloud Assessments >>](#)



[Learn about our CLEAR Workshop >>](#)

ZONES HAS GOT YOUR BACK

- For two decades, we've specialized in the assessment, design, implementation, and ongoing management of Azure infrastructure.
- We can integrate your existing cloud-support backup solutions to Azure.
- Whether you need to meet compliance regulations for PCI, GDPR, HIPAA, SSAE 16, or SOC 2, our team can help address how the cloud can meet your requirements.

ZONES

SQL Server 2017

Run the data estate of your dreams.

Staying competitive means making smarter decisions and executing faster. SQL Server gives you everything you need to power, leverage, and secure your data estate for a competitive edge.

DATA MANAGEMENT



INDUSTRY LEADER FOUR YEARS IN A ROW



1ST

in price and performance
- with massive scale
in performance benchmarks
across TPC-E and TPC-H tests

ACCESS 250+

built-in analytical functions to help developers easily solve common business problems.



DATA INSIGHTS

1/5th
THE COSTS

Get a comprehensive solution at one-fifth the cost of other self-service solutions.



1,000,000
PREDICTIONS/SECOND

using Machine Learning Services.

DATA SECURITY



When it comes to compliance certifications **AZURE HAS MORE CERTIFICATIONS** than any other cloud provider e.g. FedRAMP, FERPA, SOC1-3 etc.

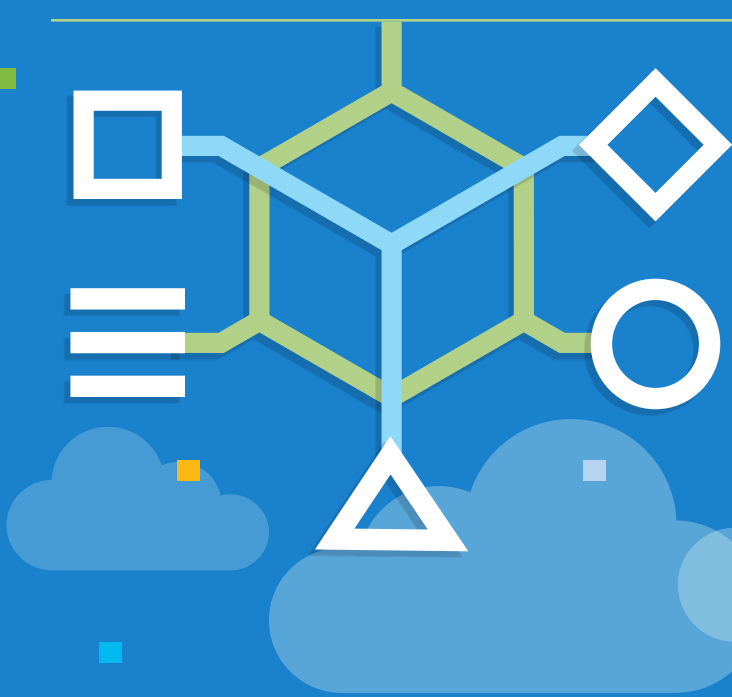
LEAST VULNERABLE OVER THE LAST 7 YEARS.

THE LEAST VULNERABILITIES OF ANY MAJOR PLATFORM FOR SIX YEARS RUNNING in the NIST vulnerabilities database.*



*National Institute of Standards and Technology, National Vulnerability Database, Jan 17, 2017.

SQL Server



FLEXIBILITY

SUPPORT

for **Windows** and **Linux** operating systems and Docker containers.

ANY CLOUD, ANY PLATFORM including **OpenShift**, **Red Hat OpenStack**, **Kubernetes**, **Docker Swarm** and **Pivotal**.

LICENSE MOBILITY

enables on-premises licenses to be used in the cloud.

Discover SQL Server 2017

See how easy it can be to run the data estate of your dreams.

Contact your Zones account executive or call 800.408.ZONES today.



Dream Big >>





Microsoft Azure is powerful on its own, but we can make it an even better fit for your business. Read on to learn how our partner ecosystem can take your Azure cloud higher than you thought possible.

Azure and Backup:

Featured Data Management Partner: Veritas



Veritas on Azure Overview:

The Veritas 360 Data Management Suite for Microsoft Cloud services is focused on what matters most to organizations – their data. You can accelerate your digital transformation and embrace more cloud services in a holistic manner that doesn't leave your on-premises environment stranded.

Other data management partners:
Commvault, Veeam, and NetApp.



Azure and Security:

Featured Security Partner: Trend Micro

Trend Micro on Azure Overview:

As an Azure-certified partner, Trend Micro provides comprehensive, flexible Azure virtual machine (VM) security that enables a seamless move to the cloud while supporting the broadest spectrum of OS and kernels. Deep Security delivers agile, automated security in one host-based solution. And between its proactive intrusion prevention (IPS) solution and other security features, you can prevent breaches and address all other VM security needs with ease.



Other security partners:

Palo Alto, F5, and Barracuda

Azure and IaaS:

Featured Desktop & Application Partner: Citrix



Citrix on Azure Overview:

Accelerate your secure journey to the Microsoft Azure cloud by enabling agility in your infrastructure. Citrix VDI deployment options can reduce cost, increase efficiency, accelerate migration, foster mobile productivity, tighten security, and more. You can easily bring virtualized workspaces to your users on an infrastructure designed to fit your needs.



Click below to see more of everything our Azure ecosystem has to offer.

[Learn More >>](#)

Microsoft Funding Programs

Microsoft wants to help you move more businesses to the cloud. Take advantage of the following programs that give your customers significant financial incentives for trying Microsoft cloud solutions now.

Azure Everywhere

The **Azure Everywhere** program is a set of workshops designed to get customers up and running with their first workload of Azure, or additional net new workloads.

OPPORTUNITY

\$1k PER MONTH

This program is open to all U.S. Customers where the anticipated monthly consumption is at least \$1k per month in the workload that the workshop is delivered to.

Microsoft Azure
(all workloads), EM+S, SQL

This program can be used for IaaS workloads, advanced Azure workloads, EM+S, or SQL.

WORKLOADS

FUNDING LIMITS

\$1,500 CREDIT FOR \$1K PER MONTH anticipated Azure consumption, or
\$3,000 CREDIT FOR \$2K PER MONTH anticipated Azure consumption.

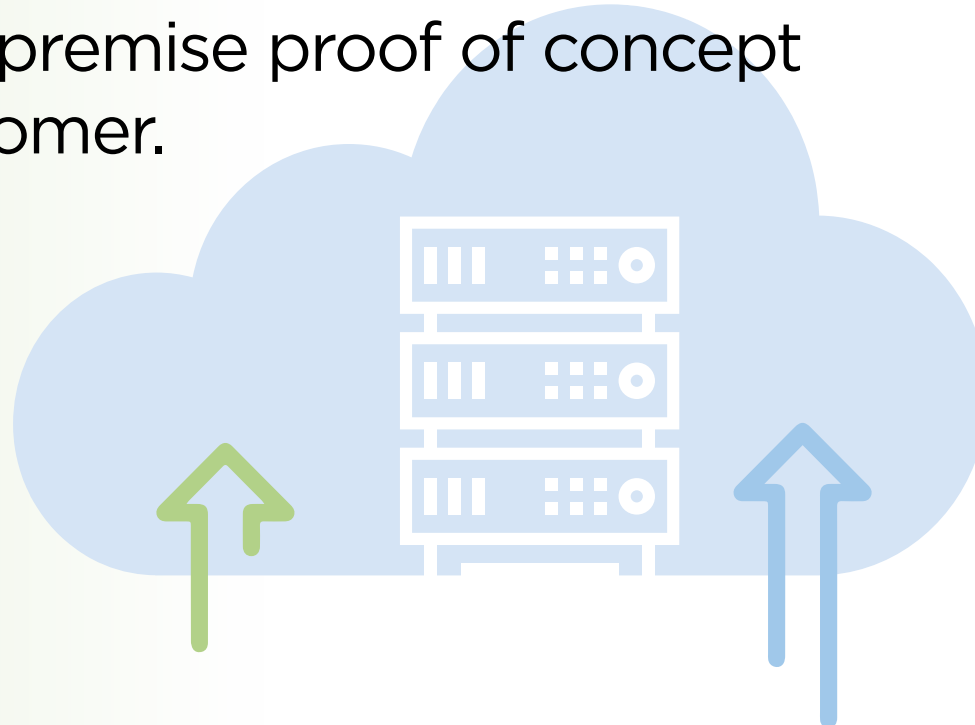
ALL U.S. CUSTOMER TYPES

ELIGIBLE CUSTOMERS

CUSTOMER CAP

LIMIT...ONE

Azure workshop/assessment & one SQL on-premise proof of concept per customer.



Azure Everywhere for Premium and Data Workloads.

The **Azure Everywhere for Premium & Data Workloads** program is a pre-sales assessment, workshop, and proof of concept (POC) offer designed to assess existing environments and demonstrate the capabilities of Azure in a real-life customer scenario with a clear expectation of Azure consumption outcomes.

OPPORTUNITY

\$30k OF ANNUAL CONSUMPTION/SPEND

This Program provides investments for conducting Assessments, Proof of Concept, or Workshops to get managed customers running premium workloads on Azure; and/or drive SQL on premise deals with at least \$30K of annual consumption/spend.

Microsoft Azure
and
SQL on-premises

PRODUCTS

FUNDING LIMITS

\$5,000 → CREDIT FOR A WORKSHOP OR A POC.
\$2,000 → CREDIT FOR AN ASSESSMENT.
\$7,000 → CREDIT FOR AN ASSESSMENT AND WORKSHOP/POC.

ALL MANAGED CUSTOMERS

ELIGIBLE CUSTOMERS

CUSTOMER CAP

LIMIT...ONE

Limit to one Azure workshop and assessment & one SQL on-premise proof of concept, and assessment per customer across all Azure Everywhere PIE programs.

Azure Deployment Offer

Provides investments to help deploy custom solutions quickly and confidently.

Microsoft Azure

PRODUCT

FUNDING LIMITS

\$5k* PAYOUT FOR \$1,500 MONTHLY AZURE CONSUMPTION
\$10k* PAYOUT FOR \$3,000 MONTHLY AZURE CONSUMPTION
\$15k* PAYOUT FOR \$5,000 MONTHLY AZURE CONSUMPTION

*Credit is applied to customer's Zones account.

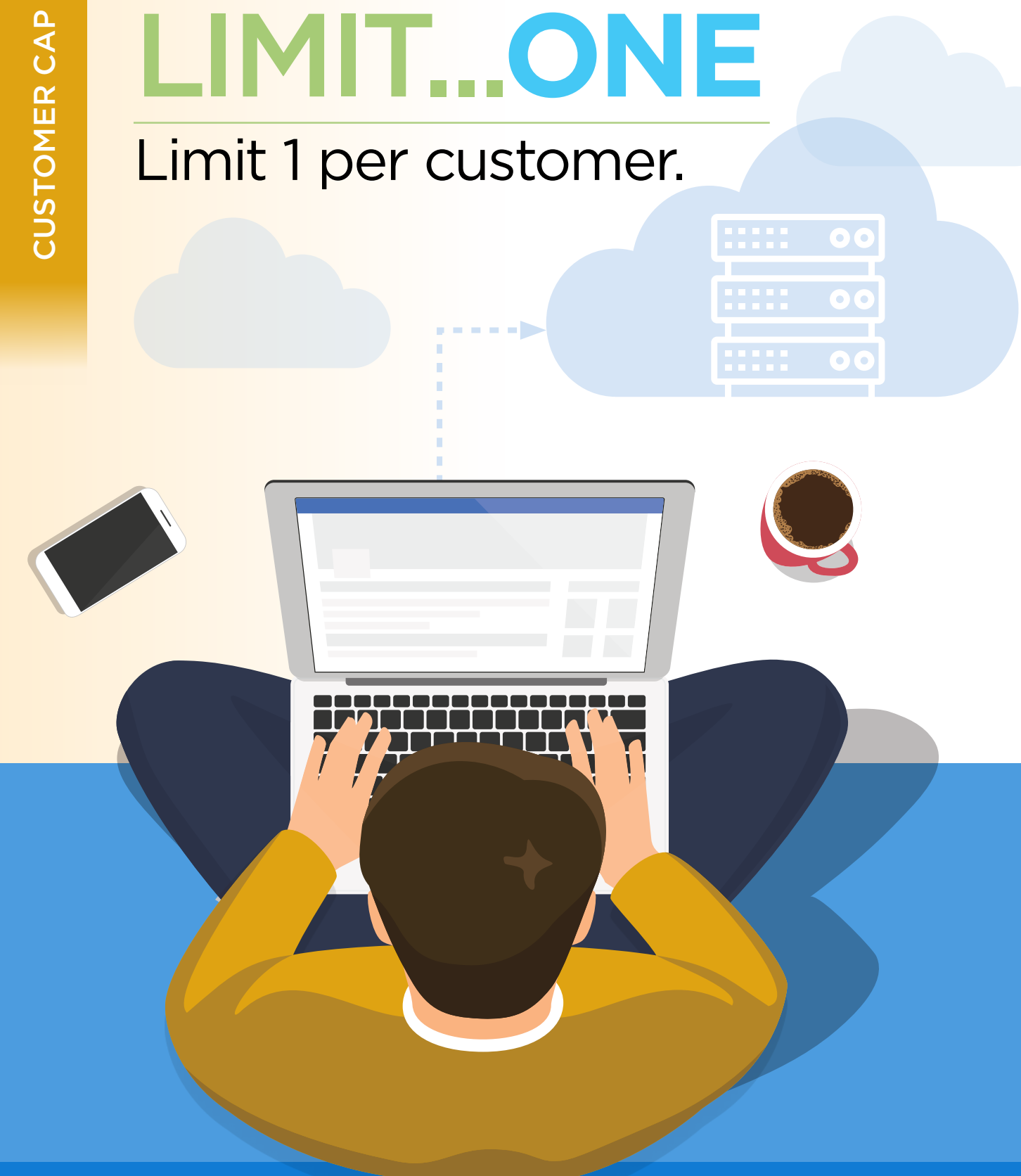
ALL MANAGED CUSTOMERS

ELIGIBLE CUSTOMERS

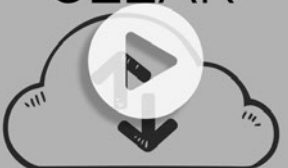
CUSTOMER CAP

LIMIT...ONE

Limit 1 per customer.



CLEAR



Help more clients move to the cloud with a CLEAR Workshop.

[Watch the CLEAR Workshop video now.](#)

REACH OUT

to the Microsoft PPM team with questions on any of these programs.

ZONES

Microsoft Funding Programs

Microsoft wants to help you move more businesses to the cloud. Take advantage of the following programs that give your customers significant financial incentives for trying Microsoft cloud solutions now.

Microsoft 365 Everywhere

The **Microsoft 365 Everywhere** program supports customer Proof of Concepts (PoCs) to demonstrate the full value of our Microsoft 365 solution that includes Office 365, Windows 10, and Enterprise Mobility + Security.

OPPORTUNITY

3-5 DAYS + 10 USERS

For PoCs, Zones is expected to deliver 3-5 days in services work and include a minimum of 10 users.



Microsoft 365

E3
E5
G3

WORKLOADS

FUNDING LIMITS

Microsoft 365 PoC

\$5,000* (\$100K opp)
\$10,000* (\$200K opp)

*Credit is applied to customer's Zones account.

BASED ON A
20:1 ROI

U.S. MANAGED
SMALL, MEDIUM &
CORPORATE CUSTOMERS

ELIGIBLE
CUSTOMERS

CUSTOMER CAP

1 PoC

PER CUSTOMER

Office 365 - Security Assessment New Customer Adds.

This program supports Proof of Concepts (PoCs) and Assessments to accelerate licensing opportunities for net new Office 365 customers.

OPPORTUNITY

**1-DAY ASSESSMENT
+ ACTIONABLE ROADMAP**

Zones is expected to spend a minimum of 1 day to assess customer security environment and provide an actionable roadmap of Office 365 E5 security solutions to meet customer objectives and fill gaps.

Office 365

GCCHigh E3
GCCHigh E5
GOVCON E3
GOVCON E5
E3
E5
G3
G5

WORKLOADS

FUNDING LIMITS

\$3,000*
PER OFFICE 365
SECURITY
ASSESSMENT

*Credit is applied to customer's Zones account.

BASED ON A
20:1 ROI

PRE-SELECTED
U.S. SMALL, MEDIUM &
CORPORATE CUSTOMERS

ELIGIBLE
CUSTOMERS

CUSTOMER CAP

1 ASSESSMENT

PER CUSTOMER

Office 365 - Proof of Concept New Customer Adds.

This program supports Proof of Concepts (PoCs) and Assessments to accelerate licensing opportunities for net new Office 365 customers.

OPPORTUNITY

3-5 DAYS + 10 USERS

Zones is expected to deliver 3-5 days in services work and include a minimum of 10 users.

Office 365

GCCHigh E3
GCCHigh E5
GOVCON E3
GOVCON E5
E3
E5
G3
G5

WORKLOADS

FUNDING LIMITS

\$5,000*
PER PoC

*Credit is applied to customer's Zones account.

BASED ON A
20:1 ROI

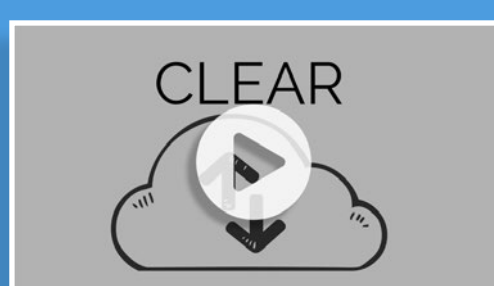
PRE-SELECTED
U.S. SMALL, MEDIUM &
CORPORATE CUSTOMERS

ELIGIBLE
CUSTOMERS

CUSTOMER CAP

1 PoC

PER CUSTOMER



Help more clients move to the cloud with a CLEAR Workshop.

[Watch the CLEAR Workshop video now.](#)

**REACH
OUT**

to the Microsoft PPM team with questions on any of these programs.

ZONES