



G-Cloud 15

Lot 3 – Cloud Support Services (Additional Services)

Avanade Managed Security Services



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1. Scope of our services

Avanade understands that organisations face a number of key challenges around security and risk functions supporting the achievement of business objectives. Threats are growing and becoming more sophisticated, business models are continuously evolving, and regulatory requirements are increasing along. We have formed a market-leading Security Practice offering the services to help organisations address all of their security needs.

Our Managed Security Services (MSS) provide organisations with the ability to rapidly scale security and compliance operations. MSS supports the digital enterprise by providing innovative technologies, top security talent, and an operating model that is designed to provide measurable business outcomes.

It provides integrated end-to-end security services for large enterprise clients at the global and regional levels. Our unique approach is based on consulting led transformation for optimised and high performing security operations aligned to our client's respective industries.

2. Approach

In today's environment, it is no longer enough to just focus on preventing security breaches. A managed security service can help you make the shift from a reactive model to innovative, adaptive security.

MOVE FROM	MOVE TO
Traditional: reactive security model	Innovative: proactive and adaptive security
Data overload – high volumes of daily alerts going unattended, leading to incident fatigue and variance in investigation quality	Resolution of data overload and the ability to prioritise threats to achieve the most impact through automation and risk assessment capacity and support.
Too much noise -huge rate of alerts and false positives, resulting in a lack of validation and prioritization	Accelerated analysis and reduction of human error from 20-30% to less than 1% through innovations in robotics and intelligent systems
Too many security tools – resulting in increased complexity	A fusion of critical capabilities, including governance, monitoring, incident response and threat intelligence, applied with machine learning and AI
	Secure enablement and enhanced user experience of the remote workforce, with seamless collaboration to reduce IT workloads and improve monitoring

Our Managed Security Services

Our Managed Security Services enables you to make the shift to an innovative and adaptive security model, strengthening your ability to rapidly prevent, detect and remediate security threats.

We bring top security talent and innovative technologies so that you can achieve operational resilience with scalable security to enhance your security operations. Our services extend across your Microsoft ecosystem, on-premises and in the cloud and include:

Our services will provide:

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Comprehensive services - Fusion of critical capabilities, including monitoring, incident response, threat hunting and threat intelligence, applied with machine learning and AI.

Consulting- Engage with our expert security team to further enhance and protect your business through a maturity roadmap, whether training or enhancing your protection through frameworks such as NIST and MITRE.

Threat Intelligence – Understand what are the most common types of attack towards your industry and generic attacks identified, which will then lead to development of custom rules to further protect your business.

Penetration Testing- Working with compliance and/ or the Security operations team we can develop a 'Purple' team to continuously develop custom detection rules/ Use Cases and Incident Response Playbooks.

Continuous Improvement – Working together to tune and target issues identified will not only improve our relationship, but further support our journey in security.

Auditing- Without auditing the fundamentals of active directory, group policies, firewalls we identify weaknesses, let us support you in securing through auditing and recommendations.

Cloud-enabled end-to-end - Protects on-premises and cloud infrastructure through a robust architecture that extends to the cloud—public, private or hybrid.

Automation as standard - We enable clients to reduce human error rates from 20-30% to less than 1% through innovations in robotics and intelligent systems

Time to value - Capabilities delivered are highly scalable, delivered at speed and accurate; we begin to "learn" immediately and surface threats within 24 hours, not months

Tangible results - We support dozens of clients through fully managed cloud deliveries, helping them build the business and operational resilience while lowering operating costs

Backed by Microsoft expertise, we have deep experience securing the Microsoft platform and can leverage our leading global capability in Managed Security Services. **We can manage your security while you manage your business.**

3. Assets and tools

Service	Overview	Issues addressed	Key technologies
Managed Detection & Response	Addressing global threats, eliminating risks specific to the Microsoft ecosystem, tools & process integration Managed Detection and Response (MDR) Managed Threat Hunting and Response, SOAR capability	Unifying visibility and cross ecosystem view Enhanced Security intelligence	Microsoft Sentinel, Splunk MDATP, ArcSight
Managed Cloud Security	Infrastructure Security - Cloud (IaaS workloads – network, storage, compute cloud) & on-prem, IoT Platform Security (PaaS – web servers, database environments) Cloud Application Security (SaaS, business applications)	Securing cloud, on-prem environments Inconsistent governance and policies Lack of service visibility, limited or no monitoring	Defender for Cloud, Microsoft Sentinel, ATPs, Azure Native services.

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	Improved detection of security events and incidents		
Managed Workplace Security	Security product and posture management for M365 E3/E5 Threat detection and management, Governance & Evergreen Security M365 Security Express (Accelerated Implementation offering) Supporting protection of Endpoint Protection and addressing Data Leakage	Solution fragmentation Security strategy change-shift adaptation Remote working security management BYOD/ EDR	M365 E3 / E5 (MCAS, AIP, Microsoft Endpoint Manager, Microsoft Defender) Purview
Managed Application Security	DevSecOps as-a-Service Data Security and Privacy Application security monitoring	Lack of security in the application development lifecycle and no remediation Inconsistent and disparate levels of security standards	Azure DevOps Third-party App Sec tools
Managed Digital Identity	Azure AD Identity Platform Management (IGA & Lifecycle Management) Identity & Application access Automation Access Management & Privileged Access Management	Expanding universe of user identities Prolonged and costly deployments & mgmt. of traditional IAM solutions	Entra ID, AD, PIM B2B, B2C, MIM Saviynt, CyberArk, SailPoint

4. Pricing

Please refer to the associated Pricing Document relevant to this Service.

5. Contacts

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6. About Avanade

Avanade, a joint venture between Accenture and Microsoft, is a privately held company was founded in 2000 with the goal of delivering innovative services and solutions to enterprises worldwide using the Microsoft platform. Avanade's main business focus is to purely deliver innovative services and solutions to enterprises worldwide on Microsoft technology. Avanade is a global organisation with over 56,000+ professionals worldwide, serving our clients in major geographic business areas in 26 countries.

This vast network of highly skilled resources is further complemented by our network of delivery centres that we refer to as Advanced Technology Centres (ATCs). This complementary capability provides the agility, cost efficiency and diversity of skills that today's businesses demand. This construct underpins the results we generate for our clients and forms the foundation for our long-term relationships with them.