



# G-Cloud 14

Lot 3 – Cloud Support Services (Additional Services)

Avanade Managed DLP & Insider Risk  
Security Services



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# 1. Scope of 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

It takes focus and requires a long-term vision and strategy to mature from Foundational Endpoint Security to becoming a Leader in your industry for Zero Trust:

| Maturity                                                                        | Focus areas                                                                                                                                                                                                                                                                                                            |
|---------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Foundational</b><br>Endpoint Management & Data Classification                | <ul style="list-style-type: none"> <li>• Corporate Device Management</li> <li>• Mobile Device Management</li> <li>• Data Classification &amp; Encryption</li> <li>• Device Compliance &amp; Patching as a Service</li> <li>• Data Loss Prevention</li> </ul>                                                           |
| <b>Modernised:</b><br>Automatic Data Classification and Insider Risk Management | <ul style="list-style-type: none"> <li>• Automatic structured/unstructured data classification</li> <li>• Cloud App Security &amp; Shadow IT detection</li> <li>• Change Management &amp; User Awareness</li> <li>• Insider Risk Management &amp; Protection</li> <li>• Data &amp; Communication compliance</li> </ul> |
| <b>Optimised:</b><br>Advanced Data Governance & Lifecycle Management            | <ul style="list-style-type: none"> <li>• Advanced eDiscovery, Retention and Records Management</li> <li>• Data Catalog &amp; Lineage</li> <li>• Adaptive Data Protection</li> <li>• Privacy Management</li> <li>• C-Level &amp; Compliance Dashboards</li> </ul>                                                       |
| <b>Leading:</b><br>Zero Trust                                                   | <ul style="list-style-type: none"> <li>• Data Driven Access Control</li> <li>• Data Access Governance</li> <li>• Risk based application access</li> <li>• Confidential computing</li> <li>• Document Management Systems</li> </ul>                                                                                     |

We take an integrated security approach to migrating and controlling privacy and regulatory risks

- Assess data security risks and compliance requirements.
- Establish data loss prevention and data privacy policies.
- Manage access controls, insider risks, encryption, monitoring and incident response for key data assets.
- Protect data in SaaS platforms with enhanced security posture management.
- Manage data security end-to-end with data governance and managed security services.

### 3. Assets & Tools

| Core Service Capability                                        | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Data security and compliance controls</b>                   | We'll take you through an assessment of the current state of your data protection and privacy program to: <ul style="list-style-type: none"><li>• Understand what data you have, what needs to be secured and how to address compliance issues.</li><li>• Identify potential cyber security gaps and help secure sensitive business information.</li><li>• Build a security roadmap based on industry standards and organizational needs</li></ul>                  |
| <b>Endpoint and device security management</b>                 | Working with Avanade to implement an improved endpoint security strategy can help you: <ul style="list-style-type: none"><li>• Extend visibility and reduce the mean time to detect (MTTD) and mean time to respond (MTTR) to threats.</li><li>• Reduce costs by retiring legacy infrastructure and consolidating technologies.</li><li>• Increase your security posture and reduce the number of successful attacks</li></ul>                                      |
| <b>Data classification encryption and data loss prevention</b> | We'll take you through an assessment of the current state of your data protection and privacy program to: <ul style="list-style-type: none"><li>• Understand and better map to industry-specific regulatory requirements.</li><li>• Implement data loss prevention systems to help protect sensitive information and strengthen controls.</li><li>• Optimize security toolsets and operations to maximize the benefit of security spend and reduce risks.</li></ul> |
| <b>Insider risk and compliance management</b>                  | We'll take you through the process of developing an insider risk program to: <ul style="list-style-type: none"><li>• Analyze user activities across your organization to identify potential insider risks.</li><li>• Create policies to detect potential insider risk activities.</li><li>• Set up alerts to investigate and triage potential insider risks.</li><li>• Create cases to investigate and act when and as needed</li></ul>                             |

## G-Cloud 15: Avanade Managed DLP & Insider Risk Security Services

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| <b>AI security and Copilot foundation</b>        | We'll help you set, understand and meet evolving AI security standards, enabling you to: <ul style="list-style-type: none"><li>• Conduct responsible AI security and readiness assessments.</li><li>• Establish secure AI and Copilot foundations as well as blueprints to support responsible usage.</li><li>• Review attacks to AI and ML models and system</li></ul>                                                                                                                                          |
| <b>SaaS platform security posture management</b> | We'll take you through a comprehensive assessment of your SaaS services and systems to: <ul style="list-style-type: none"><li>• Identify security gaps and risks.</li><li>• Determine the right, comprehensive security solution for your needs.</li><li>• Enhance organizational alignment with privacy and regulatory requirements.</li><li>• Understand how you can extend your security coverage across your business and enable secure integrations.</li></ul>                                              |
| <b>Data Security Posture Management</b>          | As a part of our data-first approach, we'll: <ul style="list-style-type: none"><li>• Take you through relevant assessments and workshops to create an actionable security and compliance roadmap.</li><li>• Continuously evaluate your security posture monitoring capability</li><li>• Discover and identify the most critical data resources at risk.</li><li>• Prioritize actions that explore, prevent and respond to sensitive data breaches</li></ul>                                                      |
| <b>Data lifecycle management</b>                 | Creating a comprehensive data lifecycle management strategy will enable you to: <ul style="list-style-type: none"><li>• Create a data lifecycle management (DLM) policy-based approach to manage the flow of information.</li><li>• Implement technical solutions to support DLM.</li><li>• Foster employee awareness with targeted trainings</li></ul>                                                                                                                                                          |
| <b>Data privacy management</b>                   | Our simple method includes: <ul style="list-style-type: none"><li>• A risk analysis and/or privacy impact assessment to identify and assess what and how data is being processed.</li><li>• Gain actionable privacy insights by assessing your privacy compliance.</li><li>• Create a privacy-by-design framework to secure IT projects (i.e., ERP, CRM, migration to the cloud) involving personal data</li></ul>                                                                                               |
| <b>Data governance services</b>                  | We'll set you up with a mature data governance capability to help you: <ul style="list-style-type: none"><li>• Establish clear ownership (data stewards and owners) with defined data governance responsibilities.</li><li>• Enable secure, compliant data with classification, access and usage policies, data retention and archiving.</li><li>• Align data definitions and standards with a business glossary, metadata catalogue and data governance operating model policies with issue retention</li></ul> |

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|---------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Managed information protection</b>       | <p>With our end-to-end managed information protection services, you can:</p> <ul style="list-style-type: none"><li>• Manage your modern operations and Microsoft security tools end-to-end.</li><li>• Proactively defend against intentional and unintentional data leakage and exposure</li><li>• Evolve your platform to maximize ROI and protect sensitive data across clouds, apps and devices</li></ul>                                                                                                                                                                        |
| <b>Zero Trust-enabled data transparency</b> | <p>With Zero Trust-enabled data transparency, we can help you manage data security end-to-end with data governance and managed security services.</p> <ul style="list-style-type: none"><li>• Automate manual activities to reduce cost and increase service performance.</li><li>• Effectively manage requirements like data subject requests (DSRs)</li><li>• Align data usage with original intent for which it was consensually shared and captured.</li><li>• Build trusted data pipelines with enhanced provenance, quality and governance to support the business.</li></ul> |

## 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.

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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.