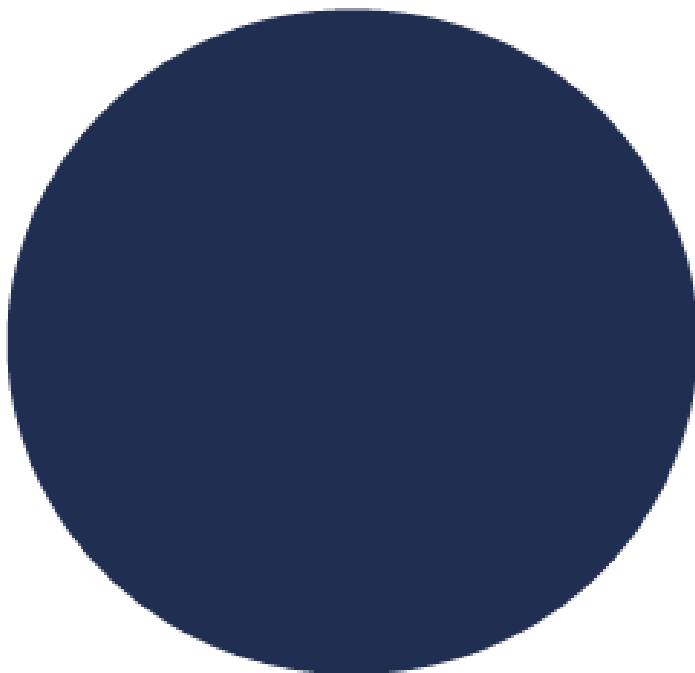




Cloud Security Envisioning Workshop

Statement of Work (SoW)

For ACME



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ISO Document Control

Document Control	
Document Name	Cloud Security Envisioning Workshop Statement of Work for ACME
Date Originated	
Status	
Document Author	
Document Owner	
Approved by	
SOW Valid Until	

Version Control	
Version Stage	
Document Creation	
Issue Date	

Document Team			
Name	Role	Telephone	E-mail

Document Distribution			
Name	Role	Telephone	E-mail

1. Purpose

The purpose of this document is to outline the deployment scope of the Cloud Security Envisioning workshop for ACME. This workshop is designed to be a proof of concept for the Defender for Cloud services.

1.1 ACME Overview

And overview of the customer

1.2 ACME Contact details

Name	Role	Email	Telephone
Customer	Details	Here	And here
Customer	Details	Here	And here

1.3 Engagement Type

What kind of engagement is this – This is a proof of concept..... once this work is accepted and validated a further SOW will follow

1.4 Dependencies/Assumptions

The ACME must ensure that they have the following resources deployed in Azure, which can be test or production environments. Test environments are strongly advised to prevent impact to customer services.

- (5) Windows or Linux servers.
- (1) Database resources
- (1) Storage account
- (1) Container
- (1) App services
- (1) AI Services enabled

The ACME currently has X implemented on their servers and workloads, during the design workshop ANS and ACME will agree on the best method to either run these services together or disable X for the duration of the project.

1.5 Scope Overview

Configuration of the following mandatory modules and each of the included products:

- Defender for Cloud Security Posture Management
 - Microsoft Defender for Cloud
- Microsoft Defender Portal
 - Microsoft Defender XDR
- Completion of at least two (2) of the following selectable modules:
 - Defender for Servers
 - Enable Defender for Servers Plan 1 for a minimum of five (5) Windows or Linux servers.
 - Defender for Databases
 - Enable the Defender for Databases plan on at least one (1) subscription containing database resources or at least one (1) individual database resource.

- Defender for Storage
 - Enable the Defender for Storage plan on at least one (1) subscription containing storage resources or at least one (1) individual storage resource.
- Defender for Containers
 - Enable the Defender for Containers plan on at least one (1) subscription containing container resources or at least one (1) individual container resource.
- Defender for App Service
 - Enable the Defender for App Service plan on at least one (1) subscription containing App Service resources.
- Defender for AI Services
 - Enable the Defender for AI Services plan on at least one (1) subscription containing AI Services resources.
- Security Exposure Management

1.6 Scope Overview

Resource Type	Required Plan	Subscription	Resources	Existing protection
Windows/Linux Servers	Defender for Servers Plan 1	Acme test	Acm001 Acm001 Acm001	Yes Trend
Windows/Linux Servers	Defender for Servers Plan 1			
Databases	Defender for Databases			
Storage Accounts	Defender for Storage			
Containers	Defender for Containers			
App Service Plans	Defender for App Service plan			
AI Services	Defender for AI Services plan			

1.7 Not in scope

- Deployment of resources to enable Defender for Cloud plans.
- Defender for Cloud plans outside the scope above.
- Incident remediation of incidents generated by Defender for Cloud.
- Vulnerability remediation of incidents generated by Defender for Cloud.
- Servers/resources outside Azure unless pre-agreed.
- If Servers/resources outside Azure are included, then ACME is solely responsible for Azure Arc.

1.8 Document validity.

Due to the ever-changing nature of the cloud, this statement of works has a validity date shown below. If the Statement of Works is not reviewed and signed by ACME this date, ANS will need to review the Statement of Works and may need to issue a new one. This is to ensure that ACME requirements align to the latest Microsoft Sentinel services.

[date] (28 days from issue).

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2. Delivery Process

Stage 1 - Initiation

- Appointment of the project team
- Internal kick-off Meeting
- Project Definition Workshop
- Draft Project Plan
- Project Initiation Document

Stage 2 – Plan & Design

- Prerequisites
- Technical Review Workshop
- Planning Workshop
- Baseline Project Plan

Stage 3 – Implementation

- Defender for Cloud Enablement
- Final Validation

Stage 5 – Handover & Close

- Evaluation and Closure
- Closure Meeting and Closure Report

2.1 Customer Resources required

- Executive Sponsor (ES)
- IT-Architect and or Security Architect
- Cloud Engineer
- Security Administrator

3. Work packages and Prerequisites

3.1 Prerequisites

- The customer will need to provide adequate access to the necessary personnel needed to successfully complete the engagement, including:
 - A customer project manager responsible for the overall coordination and for scheduling logistics.
 - IT object owners for identity and security during all phases of the assessment.
 - An Executive Sponsor.
- All resources deployed or planned to be deployed as stated in section X.

3.2 Work packages

Deliverables	Qty	Time allotted	Delivered by	Comments
Completion of the Defender for Cloud questionnaire		1 Hour	ACME	
Defender for Cloud configuration workshop		2 Hours	ANS & ACME	
Creation of X accounts in [CUSTOMERS] tenant with the following roles Entra - Global reader - Security Administrator RBAC - Reader for in scope subscriptions - Owner for in scope subscriptions. - Security Admin on for in scope subscriptions			ANS	
Partner Admin Link (PAL) Setup	1	-	ANS & Customer	Please refer to Section 6 for more information about PAL.
Enablement of Defender for Cloud Security Posture Management in [X] subscription.		0.5 hours	ANS	
Enablement of Defender XDR portal		0.5 hours	ANS	
Enablement of Defender for servers Plan 1 on in scope devices.		0.5 hours	ANS	
Enablement of Defender for containers on in scope devices.		0.5 hours	ANS	
Enablement of Defender for storage on in scope devices.		0.5 hours	ANS	

Enablement of Defender for App services on in scope devices.		0.5 hours	ANS	
Enablement of Defender for Databases on in scope devices.		0.5 hours	ANS	
Enablement of Defender for AI on in scope devices.		0.5 hours	ANS	

3.3 Testing

Deliverables	Qty	Time allotted	Delivered by	Comments
Testing that all deployed Defender plans are working as expected	1	2	ANS	

3.4 Mid Engagement Workshop (Optional)

Deliverables	Qty	Time allotted	Delivered by	Comments
ANS can host additional workshops after deployment and recommended to be at least 5 days after onboarding. With the aim to review how the PoC is going.	1	1	ANS	

3.5 Post Implementation Workshop

Deliverables	Qty	Time allotted	Delivered by	Comments
ANS will host a post implementation workshop after 2 weeks of testing, to feedback the results and findings of Defender	1	2	ANS	

3.6 Decommissioning (optional)

Deliverables	Qty	Time allotted	Delivered by	Comments
ANS will disable/remove some or all of the Defender services plans enabled in this project	1	2	ANS	

4.

5. Timeline

ANS estimates these workstreams will take no longer than 6 weeks from the start date, which will be communicated to you after discussing diary availability and firming up the ecosystem workstream dependency.

Phase No.	Event/Milestone	Date
0	Project Start	Start Date
1	Data Security Engagement - Kick off	Start Date + 1 Week
2		
3		

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6. Partner Admin Link (PAL)

To enable ANS to deliver the work described within this Statement of Work and provide the SLA's noted in any applicable Service Description for co-managed services, we require ACME Azure tenancy has ANS' ID set as the PAL prior to any deployment work taking place.

Microsoft partners provide services that help customers achieve business and mission objectives using Microsoft products. When acting on behalf of the customer, managing, configuring, and supporting Azure services, partner users will need access to ACME's environment. Using Partner Admin Link (PAL), partners can associate their partner network ID with the credentials used for service delivery.

PAL enables Microsoft to identify and recognise partners who drive Azure customer success. Microsoft can attribute influence and Azure consumed revenue to your organisation based on the account's permissions (Azure role) and scope (subscription, resource group, resource).

ANS will require ACME to provide ANS with 'Contributor' access to all subscriptions we will need to be deploying resources into as part of the work described in this Statement of Work.

ANS will then run the following Azure CLI commands:

- **Connect-AzAccount -TenantId XXXXXXXX-XXXX-XXXX-XXXX-XXXXXXXXXXXX**
 - XXXXXXXX-XXXX-XXXX-XXXX-XXXXXXXXXXXX – Being ACME's Azure Tenant ID which will be derived from the initial technical workshops.
- **new-AzManagementPartner -PartnerId 1070684**

ANS requires this PAL to be in-place for the lifecycle of the resources being deployed with the Azure tenancy.

Partner Admin Link (PAL) enables Microsoft to identify and recognise those partners who are helping customers achieve business objectives and realise value in the cloud. Customers must first provide a partner access to their Azure resource. Once access is granted, the partners Microsoft Partner Network ID (MPN ID) is associated. This association helps Microsoft understand the ecosystem of IT service providers and to refine the tools and programs needed to best support our common customers.

The PAL association to existing credentials provides no new customer data to Microsoft. It simply provides the telemetry to Microsoft where a partner is actively involved in a customer's Azure environment. Microsoft can attribute influence and Azure consumed revenue from the customer environment to the partner organisation based on the account permissions (Azure role) and scope (Management Group, Subscription, Resource group, Resource) provided by the partner to the customer.

PAL association only adds partner's MPN ID to the credential already provisioned and it does not alter any permissions (Azure role) or provide additional Azure service to the partner or Microsoft.

7. Assumptions & Exclusions

This Statement of Work is based on a **Fixed Price basis**. The professional services herein are based on a defined amount to complete the tasks involved, regardless of project overrun or underrun. ANS Group have also included Project Management to ensure successful delivery.

- All work is to be carried out remotely during normal working hours, Monday to Friday, 9.00am to 5.30pm, unless otherwise stated.
- The quotation and any subsequent order are based on this Statement of Work. ANS will be pleased to cost any alterations and amendments and submit a new Statement of Work.
- In the unlikely event of service downtime, ACME will arrange service downtime as required to complete the project.
- All prerequisites will be completed before the commencement of this project. Any deviation from this will be reported to ANS.
- All licences have been procured before the commencement of this project. Any deviation from this will be reported to ANS.

8. SoW Acceptance

Accepted on behalf of ACME:

By signing this Contract you confirm you accept the Supplier Terms and Conditions located at <https://www.ans.co.uk/terms-and-conditions/enterprise-terms-and-conditions/>

Project Title: ACME Cloud Security Envisioning Workshop

Project Status & Version: V2

Name: {{ es :signer2:fullname}} Signed: {{ es :signer2:signature}}

Purchase Order Number: {{*PONUMBER es :signer2}} Date: {{ es :signer2:date }}

Pre-Sales Confirmation Signature	
Signature	{{_es_:signer1:signature}}
Name	{{_es_:signer1:fullname}}

Accepted on behalf of ACME

By signing this Contract, you confirm you accept the Supplier Terms and Conditions located at <http://www.ans.co.uk/site-info/terms-conditions>

Project Title: **ACME - Managed Detection + Response Onboarding - Statement of Work**

Project Status & Version: First Release V1.2

Name: {{ es :signer2:fullname}} Signed: {{ es :signer2:signature}}

Purchase Order Number: {{*PONUMBER es :signer2}} Date: {{ es :signer2:date }}

Pre-Sales Confirmation Signature	
Signature	{{_es_:signer1:signature}}
Name	{{_es_:signer1:fullname}}
Date	{{_es_:signer1:date }}

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