

Microsoft EMS opportunities for Managed Services Providers

Your customers are becoming increasingly aware of their need for cloud-based services. Find out how you can position yourself as their trusted advisor and increase your margins by working with Tech Data to deliver managed services with Microsoft's Enterprise Mobility Suite (EMS).



Once your customers are up and running with Office 365, it's time to talk about mobility and security. 52% of information workers report using three or more devices at work, yet many of these devices are not managed or protected, exposing companies to data loss or theft. Microsoft's Enterprise Mobility Suite (EMS) is a perfect complement to Office 365.

What is EMS?

EMS is a security add-on for Devices and Office 365 which allows you to better manage which users are accessing your corporate systems via any personal or corporate device. EMS also protects your email and file data for as little as £5.50 per user per month.

Microsoft Intune (Device & App Management)

Manage and protect corporate apps and data on almost any device with MDM and MAM.

Microsoft Azure Rights Management Service (Information Protection)

Encryption, identification, and authorisation to secure corporate files and email across phones, tablets, and PCs.

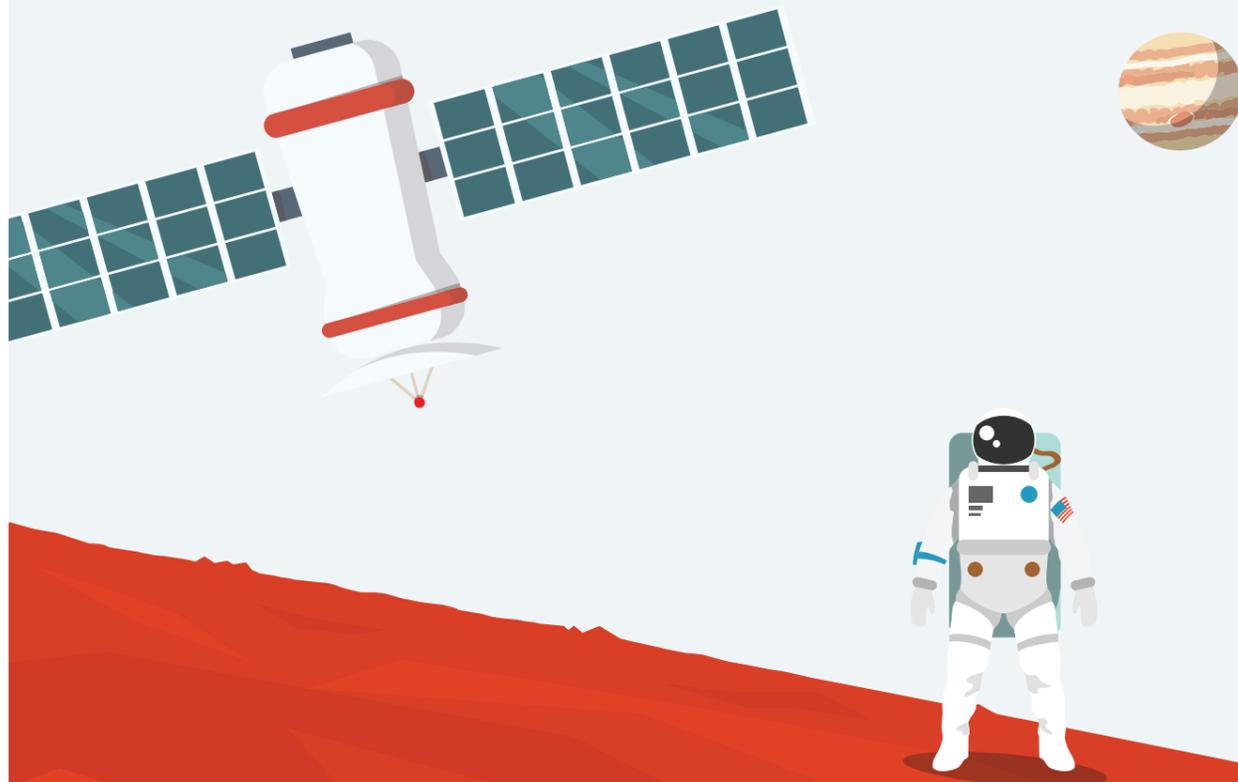
EMS is a combination of four solutions from Microsoft:

Azure Active Directory Premium (Identity & Access Management)

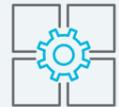
Easily manage identities across on-premises and cloud. Single sign on and self-service for any application.

Advanced Threat Analytics (Behaviour-Based Threat Analytics)

Identify suspicious activities and advanced threats in near real-time, with simple, actionable reporting.



Partner Opportunity with EMS



With four products combined into one affordable subscription, EMS offers a unique value that competitor solutions can't touch.



Deliver mobility and remote access solutions with a consistent platform across server, cloud, and devices.



Build EMS into your managed service desk offering to provide one interface to manage your customer's mobile devices.

Maximise your profit with EMS

Think about various offerings across project and managed services and packaged IP:



Project services could include deployment, identity, access and information protection, or health checks.



Managed services could include help desk, single sign on management, anti-virus monitoring, user rights and account management.



Packaged IP could include customer self-serve portals, pre-configured dashboards, Office connectivity and other plug-ins and add-ons.

Dedicated support from the specialists

Committed to delivering across four key areas, our team will help you to grow your sales, increase your profit margins, reduce your costs, and improve customer satisfaction.

Discover Tech Data's values

Our partners are our priority. Discover how we can help you to become your customer's trusted advisor.

Learn more on [Tech Data's Trusted Advisor website](#)

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