



## Target Customers

- Customers who are looking for SIEM solutions due to legal situations.
- Customers who want to monitor their cloud and on premise environments.
- Customers who don't want to invest in on premise solutions.

## Solution Overview

Azure sentinel allows you to see and stop threats before they cause harm, with SIEM reinvented for a modern world. Azure Sentinel is your birds-eye view across the enterprise. Put the cloud and large-scale intelligence from decades of Microsoft security experience to work. Make your threat detection and response smarter and faster with artificial intelligence (AI). Eliminate security infrastructure setup and maintenance and elastically scale to meet your security needs—while reducing IT costs.

## Why Customers Choose This Solution

- The need for centralised log management solution due to local legal compliance requirements. (GDPR/KVKK)
- The need to monitor Office 365 / M365 components.
- Keeping SIEM as on-premise requires maintenance and creating performance problems in the future.
- Investing to on-premise SIEM solutions is not budget friendly.

## Challenger Questions to Customers

1. Do you need a SIEM solution due to enforced legal requirements?
2. Do you want to monitor your Office 365 environment for free?
3. Do you need a log management solution that can be provided automated response for related alerts?

## Solution Explanation

1. Azure Sentinel is a cloud based SIEM solution that can be provided automated response. You can monitor your on premise and cloud environments with using native connectors on Azure Sentinel. Monitoring Office 365 is free.
2. Built-in workbooks, queries and analytic rules on Azure Sentinel gives you flexibility and speed when analysing your collected data. Azure Logic Apps supported playbooks provide you to respond related incidents and alerts automatically.

## Sizing & Pricing Questions

1. How much monthly data do you have that will be sent to Azure Sentinel?

## Sample Pricing

### Pricing Items:

- Log Analytics workspace - \$2.6 per GB
- Azure Sentinel - \$2.99 per GB

### Sample Pricing:

- 30 GB monthly data

## Average Azure Consumption Revenue / month (\$)

**\$170/month**

## More Information

 <https://azure.microsoft.com/en-in/services/azure-sentinel/>

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