



SECURE STORAGE



Get ready to launch to the cloud!

Partner Sales Enablement Drive



Store all structured & unstructured data with a scalable, cost-effective cloud solution. Easily control what you share and who you share it with.. Extend on-premises backup storage and archiving solutions to the cloud—reducing cost and complexity.



CUSTOMER CHALLENGES

Limited control over data storage access

- Data sharing interface is difficult to use and leads to process inefficiencies and decreased productivity.
- Concerned about a lack of single source of visibility into data sharing relationships.
- Concerned about breaches and data theft related to unauthorized data access.
- Multi-Factor Authentication is not required on all sign in experiences presenting additional security risk.

Need to reliably scale without sacrificing security

- Limited storage available in OneDrive to handle large and growing volumes of data.
- Inflexible storage options strain IT budgets and make forecasting difficult .
- Concerned about storage capacity and data protection keeping up with company growth, increased users, and added data files.



TARGETING GUIDANCE

- Customers handling consumer PII and other sensitive data worried about security breaches and unauthorized access. Industries with recent visible attacks: city governments, professional services, manufacturing, retail.
- Customers that must comply with industry regulations and standards for privacy and data protection.
- Small business with high volume of data or video storage needs.
- Small business that wants MFA requirements on data access.



CONVERSATION STARTERS

Control

Data Security

Scalability

- How are you controlling permissions and access to your company's business information?
- How would you assess the level of visibility you have into your data sharing relationships?
- What is your strategy for protecting your businesses data from the growth in sophisticated cyber threats we're seeing today?
- How are you storing your customer and business data today? Do you feel confident that your data is secure from external threats?
- Do you feel confident that your storage capacity can keep up as you grow your business and accumulate more data?
- How are you keeping IT costs under control as you grow your business?



RESOURCES

Azure Within Reach Sales Guide

Azure Data Share

Find the right storage solution

Azure storage considerations & scenarios

Blob storage

Security recommendations for Blob storage

Choosing a storage technology in Azure

What is Azure Data Share?

Qorus Marketing Hub

