



Microsoft 365

Relentlessly secure

Help secure your data, your people, and
your peace of mind with Microsoft 365



How to protect your business, today and tomorrow

In this guide, learn how Microsoft 365 can help your company seize new opportunities and face new challenges through the story of Anthony Felice, Managing Partner of a 50-person financial services firm, Drexel Hamilton.

Find out how to:



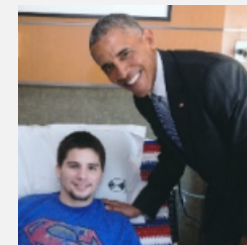
Equip your people to do their best work, however and wherever they want to work.



Help protect sensitive data and systems from constantly evolving threats—internal and external, accidental or malicious.



Sleep better at night knowing you have a clear path forward, no matter what the future holds.



About Drexel Hamilton

Drexel Hamilton is a **100% veteran-owned and operated investment bank** based in New York City. Its mission is to hire, train, and mentor military veterans for a career in financial services, and today veterans can work on Wall Street from anywhere, thanks to Microsoft 365. Drexel Hamilton has helped underwrite billions in debt, equity, and municipal transactions for Fortune 500 companies, banks, and municipalities.



Introduction

Forging ahead, or mired in the past?

Anthony Felice stared at the bank of ancient servers. The servers blinked back.

It was the fall of 2019, and he'd volunteered for a job no one else wanted: updating Drexel Hamilton's technology infrastructure. His outsourced tech firm was recommending he replace the old servers—which looked like they ran on diesel fuel—with expensive new ones.

There had to be a better way. One that would help Drexel Hamilton chart a clear path forward, rather than tying the company to the past.

Anthony dialed a friend who managed IT for a large government organization. Little did he know that call would give his company the competitive edge in a highly complex multi-billion-dollar investment banking world within a year.



Anthony Felice
Managing Partner
of Drexel Hamilton

The first line of defense

Like Anthony, you and your team are your company's first line of defense and innovation.

"Can we switch to working from home overnight?" "Can we open a new office overseas?" "Can we handle the latest security threat?" Microsoft 365 is relentlessly focused on helping secure your data, your people, and your peace of mind so you can answer "yes"—securely—to every question. Read on to learn how.

Section 1

Securing savings in the cloud

Anthony returned to the server room not long after that first call. He held his breath and powered down the old servers, expecting disaster.

Nothing changed. The systems kept working and the phones kept ringing. Just like that, Drexel Hamilton was completely cloud-based.

Anthony had been dubious when Xerillion, the new outsourced IT firm that his buddy had recommended, told him he didn't need a new set of pricey servers. Instead, they said, "You already have everything you need on Microsoft 365."

Anthony hired Xerillion to migrate everything to Microsoft 365, from the aging phone system to the

ancient server stack. He bought phones that were compatible with Microsoft Teams for team members who still wanted a physical device. And when the day came to make the transition final, it was seamless.

"It was the easiest thing I have ever seen," Anthony said. "We were spending \$18,000 a month on our old system, and our Microsoft license was \$3,000-\$4,000. We dropped our tech costs overnight and got something way more functional."



Equip your team to work their own way

Anthony's team wasn't too concerned about what the back-end infrastructure looked like—they just wanted to be able to do their job without interruptions. In many organizations, this can lead to a proliferation of personal devices and random software, which not only creates security issues, but can cause bottlenecks when disparate programs don't play nice together.

Enable your team to work how they want to without sacrificing security with the Microsoft 365 suite of services and productivity tools:



Teams chat and video calls reduce cluttered email inboxes—and tech costs.



SharePoint makes secure file sharing and collaboration simple and more secure.



Familiar Office apps and cloud storage allow your team to work from anywhere, without the need for in-house servers.

All with enterprise-grade security that supports and helps protect the devices your employees are already using.

Drexel Hamilton's employees thought the new system worked great. Little did they know it was about to save the day.

Time saved by Microsoft 365 teams:



1 hour per week

per business user with Microsoft 365.



4 hours per week

per team member that IT teams save by using Microsoft 365.





"[IT and business leaders] have subscriptions they know are wasting money, but they are not using all the services within Microsoft 365. They are not aware of everything that subscription can do."



— Wayne Chapin, Founder and President, Xerillion

Section 2

Secured against the unknowable

Anthony fired up the Teams video meeting, then watched as—one by one—his coworkers' faces began to populate the screen.

They were all *here*, even though they were physically in their home offices. The inaugural company-wide Friday standup had happened as easily as it always did.

And a good thing, too. By noon that day, the state of New York announced that workers in non-essential businesses had to stay at home to curtail the spread of COVID-19.

The next week, while the Drexel Hamilton team was still getting the hang of working from home, they were invited at 8 AM into a multi-tranche, multi-billion-dollar financing deal. They only had until the

end of the day to build demand, a highly complex and fast-paced process with countless—and common—opportunities for breaks to occur when distributing to clients in the process.

These sorts of deals nearly always required the team to work late into the evening allocating their order book. But that day, while working remotely with Microsoft 365, they seamlessly managed their part of the deal using Teams, Outlook, and SharePoint—and closed this massive deal by 4:30 PM.



Meet the challenges of today and tomorrow

If the last few years have driven home any lesson, it's that the future is unknowable. Exciting new business opportunities might arise. Entire industries might fundamentally shift. World events might require us all to plot a new course.

Microsoft 365 lets you meet all the technology and work challenges that are on your radar, along with those you aren't planning for (yet). It gives you the tools to ensure your business is prepared, no matter what's going on.



Automatic updates keep your business one step ahead of bad actors.



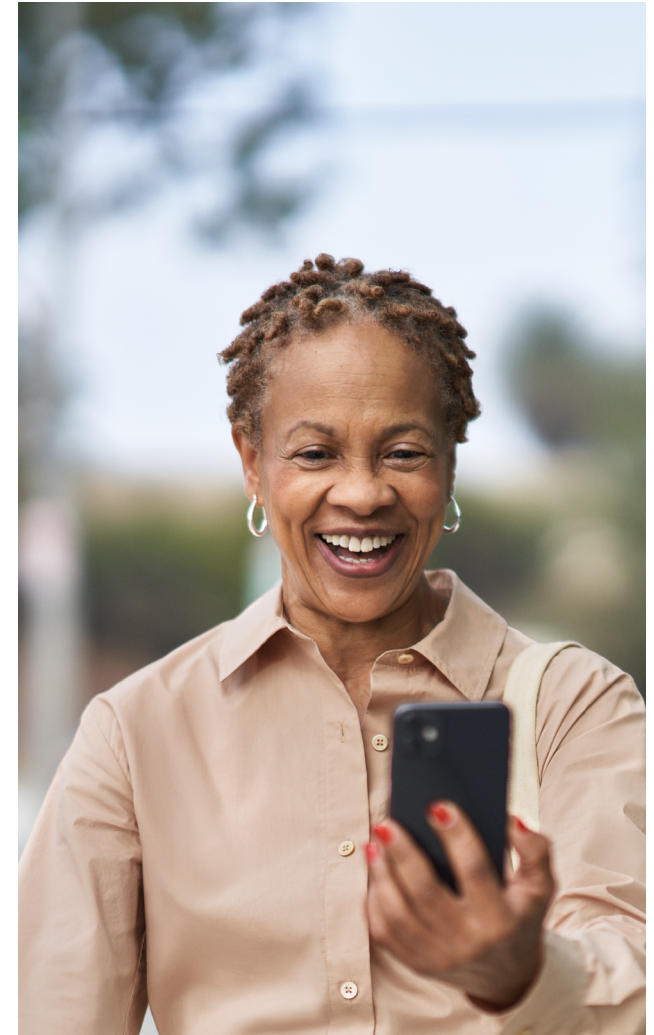
Advanced device management lets you quickly add or remove access to keep you in control as your workforce expands, contracts, or shifts.



Powerful tools support your team from collaboration to file sharing to meetings.

Microsoft 365 is the solution that's flexible enough for how you work today—and however you'll work tomorrow.

As Anthony would find at Drexel Hamilton, Microsoft 365 could do more than help him avert the flashy, big disasters. The small—but equally costly—ones were covered too.



Section 3

Secured against threats

Anthony didn't get into banking to unravel a mess of regulations and compliance concerns, but that didn't keep them from filling up his plate.

He was thrilled when Microsoft 365 started ticking those worries off, one by one. From properly tracking and archiving communications to helping protect sensitive data and meeting legal requirements for information sharing, Microsoft 365 gave Anthony the tools to simplify Drexel Hamilton's compliance

requirements. And, of course, the organization is better protected against both external and internal threats to customer data.



Enterprise-grade protection at every level

Regardless of the complexity of the industry, every company needs to meet compliance standards. And no matter the size of your organization, you have a trove of valuable data, systems, and information.

Microsoft 365 offers you the same caliber of security as the biggest companies in the world:



Help secure your accounts with multi-factor authentication, BitLocker encryption, and conditional access controls for sign-ins.



Get industry-leading endpoint protection with Microsoft Defender for Endpoint.



Guard against spam and malware with Exchange Online Protection.



Control who has access to what data with custom security permissions.

With more than 1,000 security and privacy controls built into Microsoft 365, you can also rest easy knowing your organization is equipped to meet international, regional, and industry-specific standards.

These days, Anthony has an answer ready whenever someone asks him what Drexel Hamilton's recovery plan is. "I say, 'We're living our disaster recovery plan with Microsoft 365. It watches your six.'"

Even better, protecting data and meeting compliance regulations isn't the only way Microsoft 365 is helping Drexel Hamilton secure the future.



Section 4

Securing talent for tomorrow

Trevor Brunell was with the U.S. Army's Elite 75th Ranger Regiment when he was wounded in action in Afghanistan. When Drexel Hamilton first met him, Trevor was at the beginning of a long road to recovery at Fort Benning, Georgia while waiting to process out of the military.



Trevor Brunell
Capital Markets Associate
of Drexel Hamilton

In the past, the firm would have had to wait to hire Trevor until he could join Drexel Hamilton's offices in New York City. But with Microsoft 365, Trevor could start working on Wall Street deals from Fort Benning or Walter Reed National Military Medical Center. "Microsoft 365 has expanded our ability to hire," said Anthony.



Expanding access to talent

Microsoft 365 is opening doors and connecting companies like Drexel Hamilton with the best talent available, no matter where they're located or what their background is. Our goal is to make work more accessible, in more ways than one.

Hybrid work has put the power of preference into the hands of many employees. But without accessible tools, people of different abilities and backgrounds can still be excluded from achieving their full potential at work.

Accessibility isn't just an issue of meeting compliance; it's a matter of drawing in—and empowering—a diversity of perspectives and talent to help your organization thrive. And with Microsoft 365, it's one less thing you have to worry about.

Along with productivity tools that enable you to source talent from anywhere in the world, Microsoft 365 makes inclusion and compliance simpler with accessibility features baked in at the design level.

“[Accessibility] used to be a checklist of things you did after the product was built. This is about taking it way upstream to the design process, where you start up-front by thinking about inclusive design.”



— Satya Nadella
CEO, Microsoft



On-screen captioning in multiple languages help people who need extra hearing support or language support.



Office 365 applications work seamlessly with screen readers and keyboards on most devices.



Eye control allows people with immobility to navigate Windows with their eyes.



Accessibility checkers, accessible templates, auto-generated alt-text for images, and captions for audio are available in Microsoft 365 apps to make it easier for everyone to make their emails, documents, presentations, and meetings more inclusive.



“Technology has allowed us to include more people from different regions and different skill types that you might not have been able to hire before.”



— Nikkia Carter, Worldwide Modern Work and Security Tech Strategy Lead, Microsoft

Conclusion

Secure your peace of mind with Microsoft 365

Whether you're enabling an exciting business opportunity or pivoting to meet a new challenge, you'll find—like Anthony—that the answer is right in front of you with Microsoft 365.

The powerful Microsoft 365 suite of tools has your back every step of the way, and in some cases you may be underutilizing the license you're already paying for. Take another look to learn how Microsoft 365 can help you relentlessly secure your teams, your data, your job, and the future of your organization.

[Welcome to feeling totally secure with Microsoft 365.](#)

[Learn which Microsoft 365 subscription is right for your business.](#)

“Microsoft is one of the things I get 100 percent value for. I don't question it at all. Microsoft has made running a business, from the tech side, very, very easy.”

— Anthony Felice, Managing Partner of Drexel Hamilton





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