



SonicWall Cloud App Security vs. Microsoft Office 365 Security Features

Competitor Limitations:

- Complex implementation with multiple dependencies and prerequisites required for security functionality
- Cumbersome and separated policy workflows decrease admin efficiency and limit flexibility
- Enterprise 3 (E3) and below includes only basic security, **no** ATP or account takeover protection services
 - Limited to “known” malware, and reputation based phishing detection
- ATP services vulnerable to targeted attacks such as Base Striker, PhishPoint, and Zero Font

How to Win With SonicWall:

- Simple deployment and easy policy management reduces TCO and increases admin efficiency
- Single pane of glass management increases visibility across your SaaS threat landscape
- Multi-layered defense with machine learning uniquely tuned to catch targeted phishing attacks, business email compromise, account takeover attacks, and unknown malware/ransomware with Capture ATP RTDMI for attachment and file scanning
- Capture ATP services included with each package, no add-on’s
- Ensure compliance with easy-to-use DLP templates, no manual data classification required

SonicWall POSITIONING

- **Broad Product portfolio**, Next-Gen FW, Email Security, Secure Access & Endpoint
- **Award-Winning and third-party validated security solution**, NSS Labs, ICISA
- **In-House Threat Research Team**, Capture Labs Threat Research Team
- **Extensive product certifications**, AV-test, AV-Comparatives, OPSWAT, HIPAA&PCI

Feature Comparison	SONICWALL	Office 365 Enterprise E3
API Based Unified Email + Data Protection	✓	✗
<i>API Based Email Protection</i>	✓	✗
Cloud App License	O365 Suite <i>or</i> Google Workspace, + Box, Drop Box, Citrix ShareFile	O365 Suite Only
Anti-Spam, Malware, Spoofing, Anti-Phishing (Reputation-based)	✓	✓
ATP Anti-Phishing (ML-based)	✓	✗
ATP Attachment Analysis	✓	✗
Advanced URL Protection	✓	✗
Click Time URL Protection	✓	✗
Email Encryption	Microsoft O365	✓
Data Leak Protection (Email)	✓	✓
Data Leak Protection (SaaS file storage)	✓	✓
ATP File Scanning (SaaS file storage)	✓	✗
Account Takeover Protection	✓	✗

MICROSOFT VS CLOUD APP SECURITY TALKING POINTS

Competitive Positioning against Microsoft EOP/ATP

- Microsoft EOP misses 35%
- Microsoft ATP misses 11%
- ATP misses targeted attacks and sophisticated attacks, because:
 - They are the default / the target
 - Too slow/big to respond
 - MS not a security company - will always prefer usability
 - ATP too broad? not learning your org and interactions
- Increasing ATP handling of message leads to “HIGH” false positive rates
- Complex configuration and require infinite tuning

Key Talking Points: The Secret Sauce

- CAS augments- not replace - existing security layers
- Deploy as an app (API) inside O365 – provide In-line protection from the inside
- Blocks before the inbox
 - No emails, links or attachments reach the user until they are determined harmless
- Analyzes 300+ indicators of phishing
 - AI continuously trained on attacks that evade Office 365
- Detects anomalies – track, flag, remediate and alert
- Protects all emails, internal senders too
- Secures the full suite/collaboration tools
- Minutes to setup, nothing to install, no rerouting of traffic, no agent to deploy
- Designed for the cloud and optimized to secure it



Feature Comparison	CAS Basic	CAS Advanced	O365 Enterprise 1 (E1)	O365 Enterprise 3 (E3)	O365 Enterprise 5 (E5)
API Based Unified Email + Data Protection	✓	✓	✗	✗	✓
<i>API Based Email Protection</i>	✓	✓	✗	✗	✓
Cloud App License	O365 Suite <i>or</i> Google Workspace	O365 Suite <i>or</i> Google Workspace, + Box, Drop Box, Citrix ShareFile	O365 Suite Only	O365 Suite Only	IaaS, PaaS, and SaaS
Anti-Spam, Malware, Spoofing, Anti-Phishing (Reputation-based)	✓	✓	✓	✓	✓
ATP Anti-Phishing (ML-based)	✓	✓	✗	✗	✓
ATP Attachment Analysis	✓	✓	✗	✗	✓
Advanced URL Protection	✓	✓	✗	✓	✓
Click Time URL Protection	✓	✓	✗	✗	✓
Email Encryption	✗	Microsoft O365	✗	✓	✓
Data Leak Protection (Email)	✗	✓	✗	✓	✓
Data Leak Protection (SaaS file storage)	✗	✓	✗	✓	✓
ATP File Scanning (SaaS file storage)	✓	✓	✗	✗	✗
Account Takeover Protection	✓	✓	✗	✗	✗



Feature Comparison	CAS Basic	CAS Advanced	Microsoft 365 E3	Microsoft 365 E5
API Based Unified Email + Data Protection	✓	✓	✓	✓
<i>API Based Email Protection</i>	✓	✓	✓	✓
Cloud App License	O365 Suite <i>or</i> Google Workspace	O365 Suite <i>or</i> Google Workspace, + Box, Drop Box, Citrix ShareFile	O365 Suite	O365 Suite
Anti-Spam, Malware, Spoofing, Anti-Phishing (Reputation-based)	✓	✓	✓	✓
ATP Anti-Phishing (ML-based)	✓	✓	✓	✓
ATP Attachment Analysis	✓	✓	✗	✓
Advanced URL Protection	✓	✓	✓	✓
Click Time URL Protection	✓	✓	✗	✓
Email Encryption	✗	Microsoft O365	✓	✓
Data Leak Protection (Email)	✗	✓	✓	✓
Data Leak Protection (SaaS file storage)	✗	✓	✓	✓
ATP File Scanning (SaaS file storage)	✓	✓	✗	✓
Account Takeover Protection	✓	✓	✗	✗



Feature Comparison	CAS Basic	CAS Advanced	M365 ¹ Business Basic <i>(a.k.a. O365 Business Essentials)</i>	M365 ¹ Business Standard <i>(a.k.a. O365 Business Premium)</i>	M365 ¹ Business Premium <i>(a.k.a. M365 Business)</i>
API Based Unified Email + Data Protection	✓	✓	✗	✗	✓
<i>API Based Email Protection</i>	✓	✓	✗	✗	✓
Cloud App License	O365 Suite <i>or</i> Google Workspace	O365 Suite <i>or</i> Google Workspace, + Box, Drop Box, Citrix ShareFile	M365 Suite Only	M365 Suite Only	M365 Suite Only
Anti-Spam, Malware, Spoofing, Anti-Phishing (Reputation-based)	✓	✓	✓	✓	✓
ATP Anti-Phishing (ML-based)	✓	✓	✗	✗	✓
ATP Attachment Analysis	✓	✓	✗	✗	✓
Advanced URL Protection	✓	✓	✗	✗	✓
Click Time URL Protection	✓	✓	✗	✗	✓
Email Encryption	✗	Microsoft O365	✗	✗	✓
Data Leak Protection (Email)	✗	✓	✗	✗	✓
Data Leak Protection (SaaS file storage)	✗	✓	✗	✗	✓
ATP File Scanning (SaaS file storage)	✓	✓	✗	✗	✓
Account Takeover Protection	✓	✓	✗	✗	✗

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