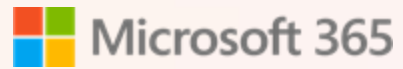


FLEXCARE FACT

Less than 43% of devices that we have in FlexCare are covered by our Breach Detection offering. At \$3.25/device/month this can be a low cost, high return layer to your security model. If you don't have it and want to learn more about Breach Detection, please see your Account Rep.





Copilot for Microsoft 365

Your AI assistant at work

Christopher Szczudlik
Microsoft Modern Work Development Executive

The world is **changing**

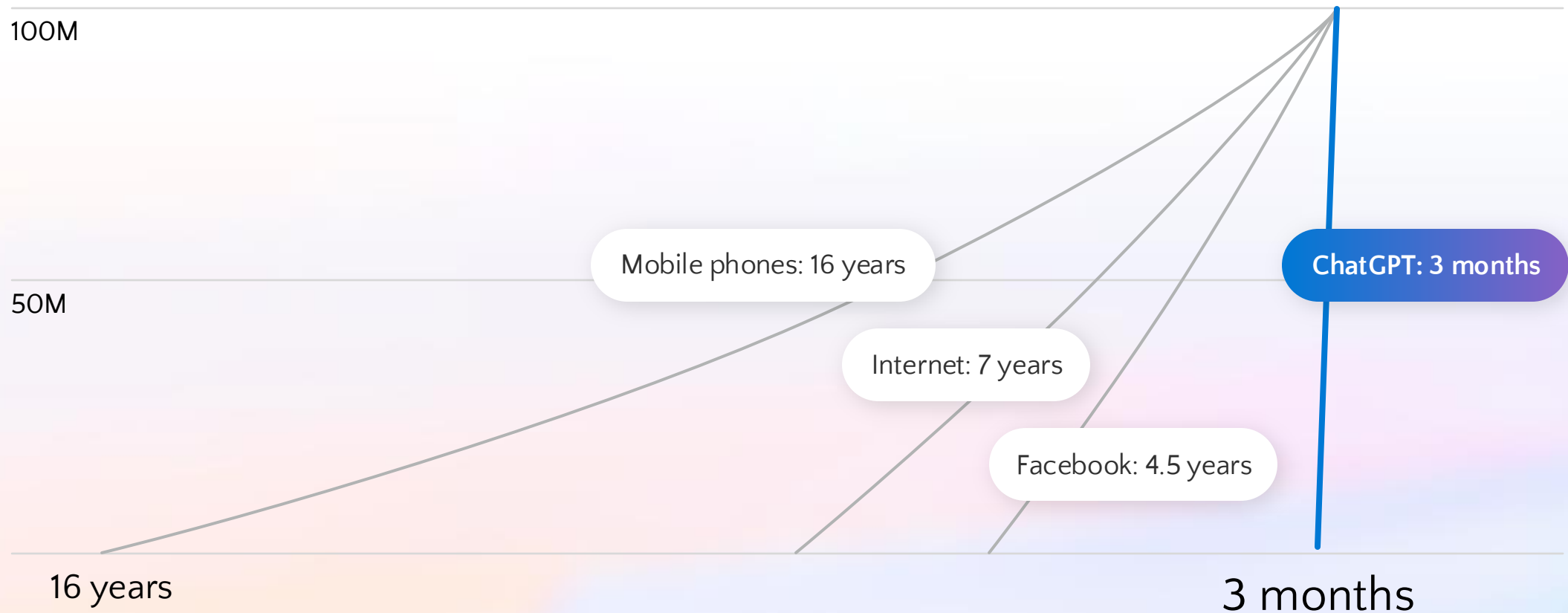
Industries are transforming rapidly

The drivers for economic growth are evolving

Technology is at an inflection point

Generative AI technology is here

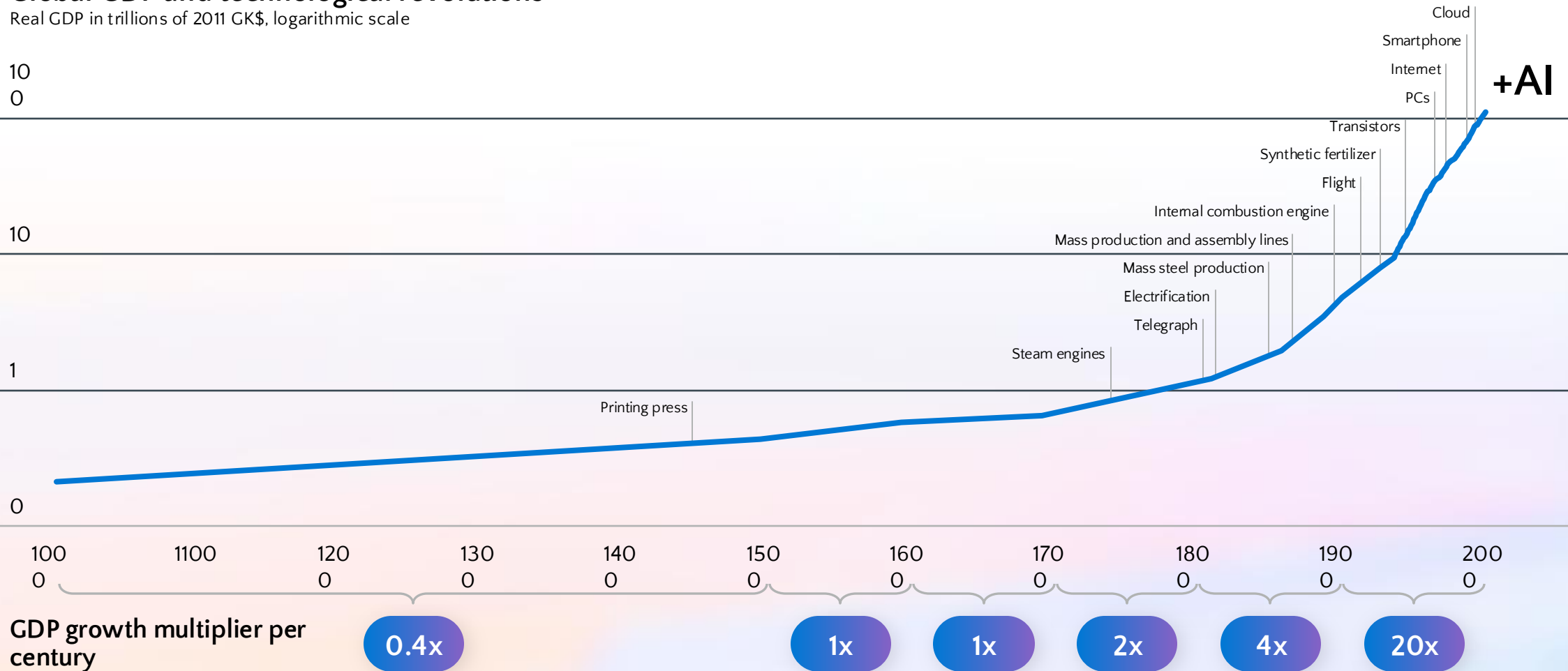
Time to reach 100M users



And the impact is real

Global GDP and technological revolutions

Real GDP in trillions of 2011 GK\$, logarithmic scale



Early findings – Microsoft 365 Copilot

Internal Microsoft 365 Copilot users across Sales, IT, HR, Engineering, and Marketing

All Up Value

- 87% agree more **productive**¹
- 79% focus on **more important work**
- 70% able to stay in the **flow**
- 69% focus on more **satisfying work**
- 79% spent less time on **mundane tasks**

Value by Workflow

- 81% allows to spend **less time searching** for information
- 73% makes **meetings more efficient**
- 79% allows me to spend **less time processing email**
- 94% makes all **easier to get started** on a first draft

Value by Role / Function

- 1 in 3 had **>30 min** time savings per day (MCAPS)
- 88% complete **tasks faster** (MCAPS)
- 63% **simplify** complex tasks (MCAPS)
- 58% **reclaim time** for more important work (managers)

How much is Copilot worth to users?

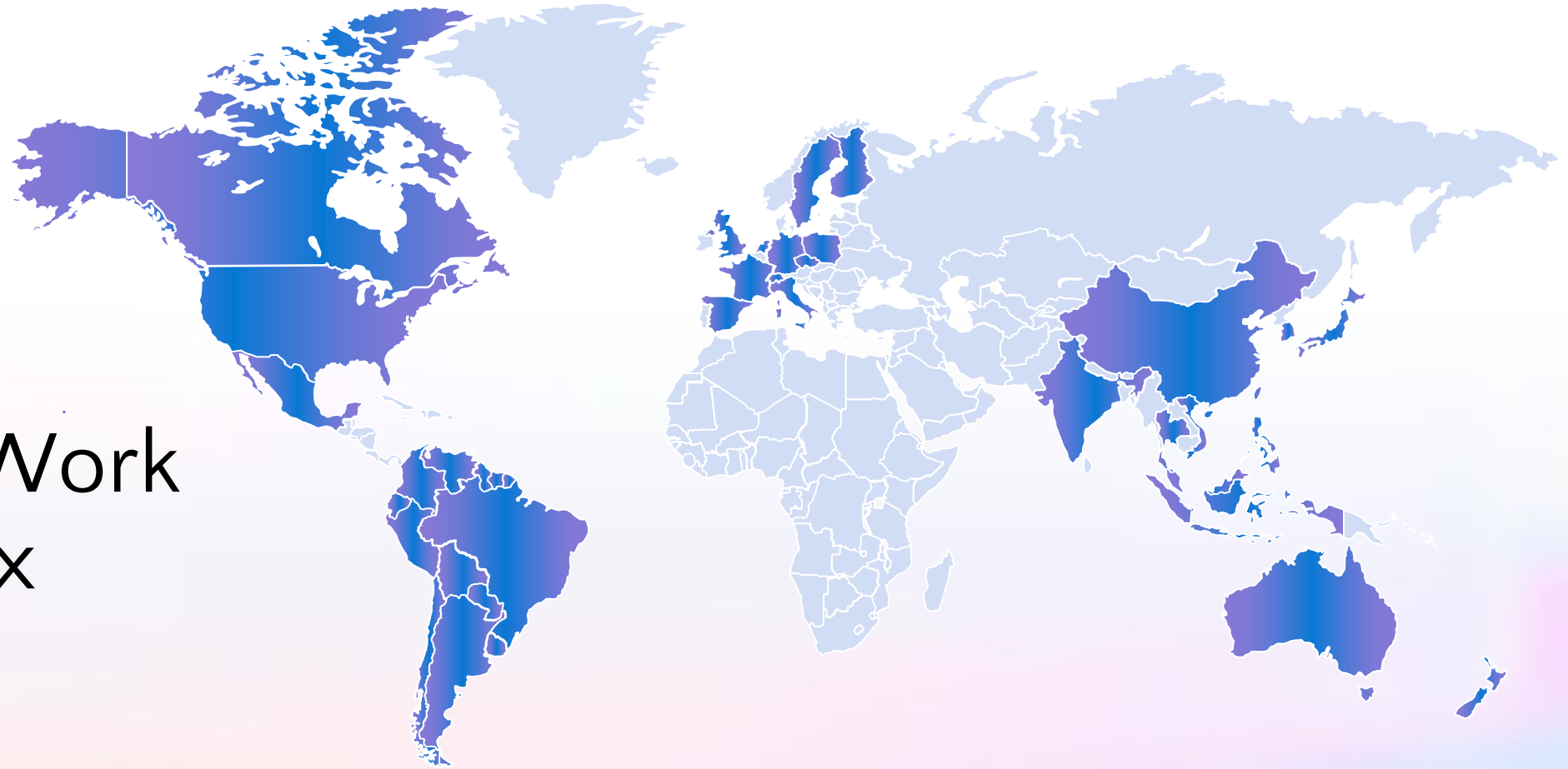
96% would be disappointed if they **no longer had access to Copilot**

83% would not want to go back to **working without Copilot**

47% access to Copilot would influence my **choice of employer**


Microsoft Work Trend Index

<http://aka.ms/wti>



 **31,000** people

 **31** countries

 Microsoft 365, LinkedIn,
Glint People Science + academic research

Digital debt is costing us innovation

64%

of employees don't have
enough time or energy to
do their job

57%

of employees'
time is spent
communicating

43%

of employees'
time is spent
creating



87%

of organizations believe AI will
give them a competitive edge

Employees and leaders are ready to embrace AI

2x

likelihood of a leader to say AI will provide value by boosting productivity versus cutting headcount

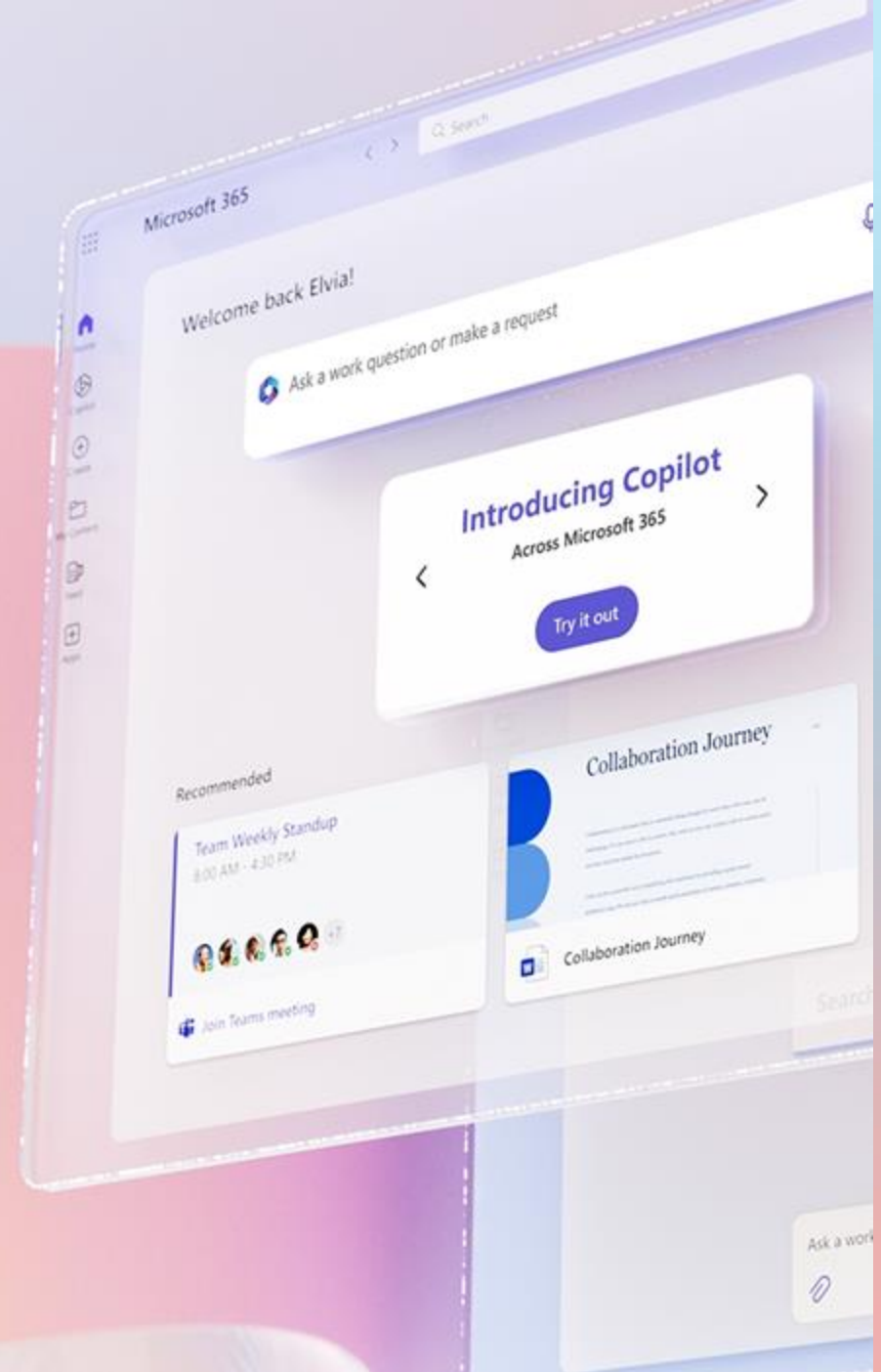
64%

of employees lack time and energy to do their job

70%

of employees willing to delegate work to AI

Source: 2023 Work Trends Index



Preparing for the era of AI



What are your organization's **goals** for using AI?



What are your organization's **pain points** that AI can address?



What are your organization's **current capabilities** in terms of AI?



Does your organization have a **data strategy** in place?



Does your organization have the necessary **infrastructure and resources** to support AI initiatives?

The AI-powered business

01



Foundational productivity

Get AI-ready checklist



Empower employees with secure, AI-powered tools

Introduce employees to secure generative AI with Microsoft Copilot with commercial data protection to prepare them for the future workplace.



Standardize onto Microsoft 365

Enrich your Copilot for Microsoft 365 experience by getting your data into the Microsoft 365 Cloud.



Organize sensitive business data

Protect internal data from accidental leakage. Ensure users have the right access to the right internal content.

Focus on what matters most



Running your business



Growing your customers



Building your brand



Scaling securely



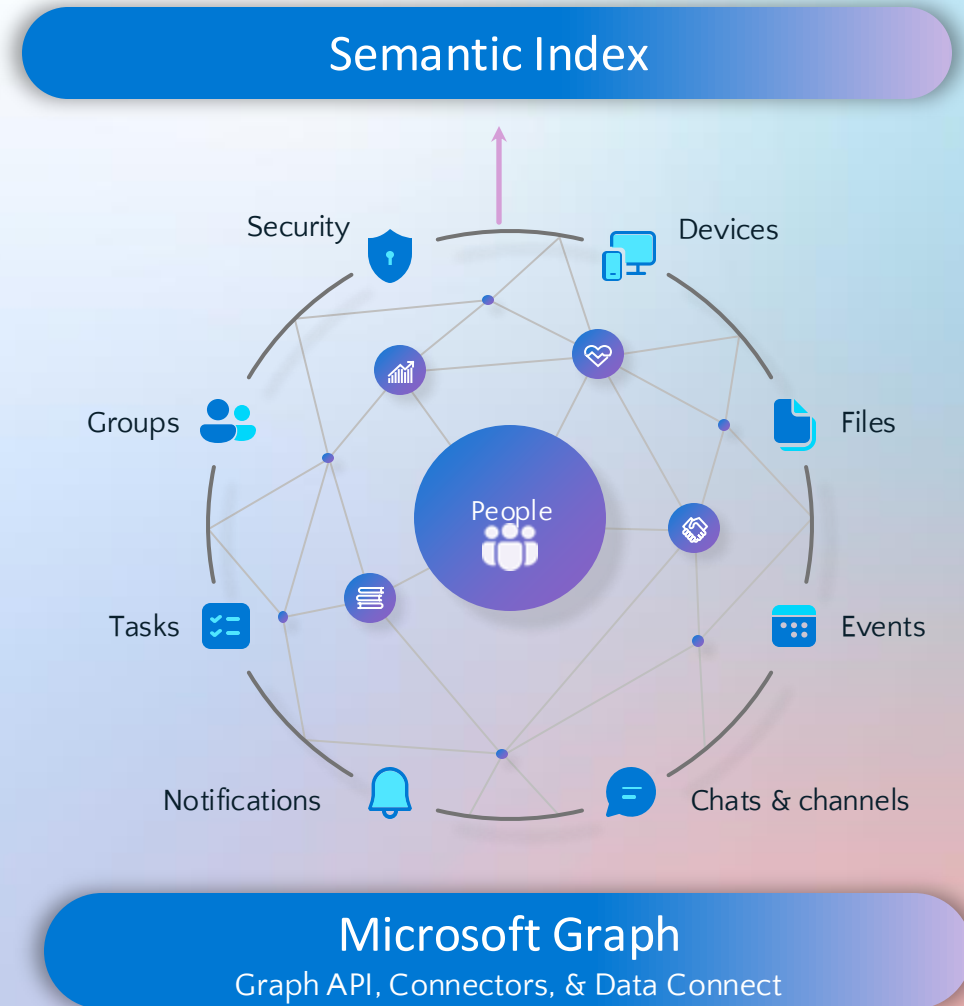
Copilot for Microsoft 365

Embedded across Microsoft 365 apps



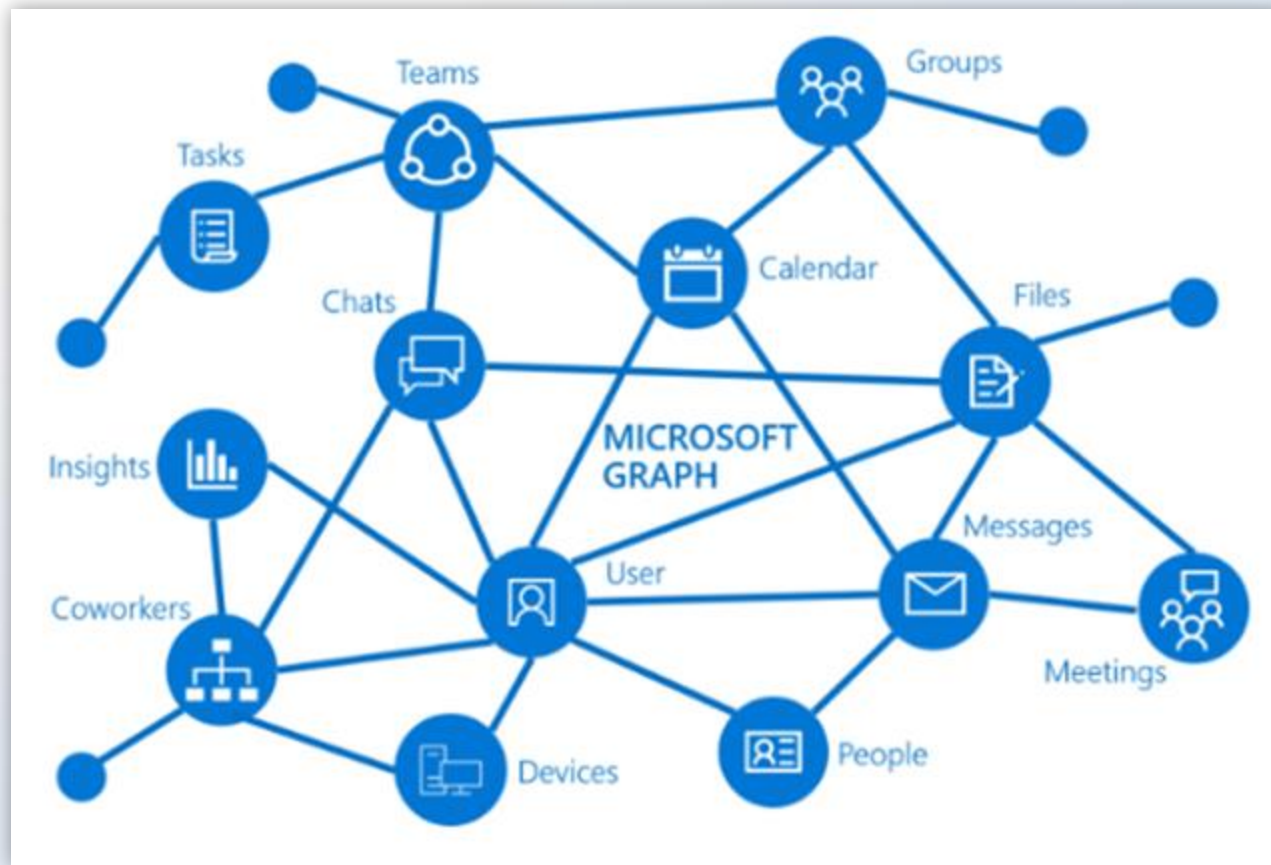
Copilot for Microsoft 365

Architected to access to
your **business content and context**



The Microsoft Graph

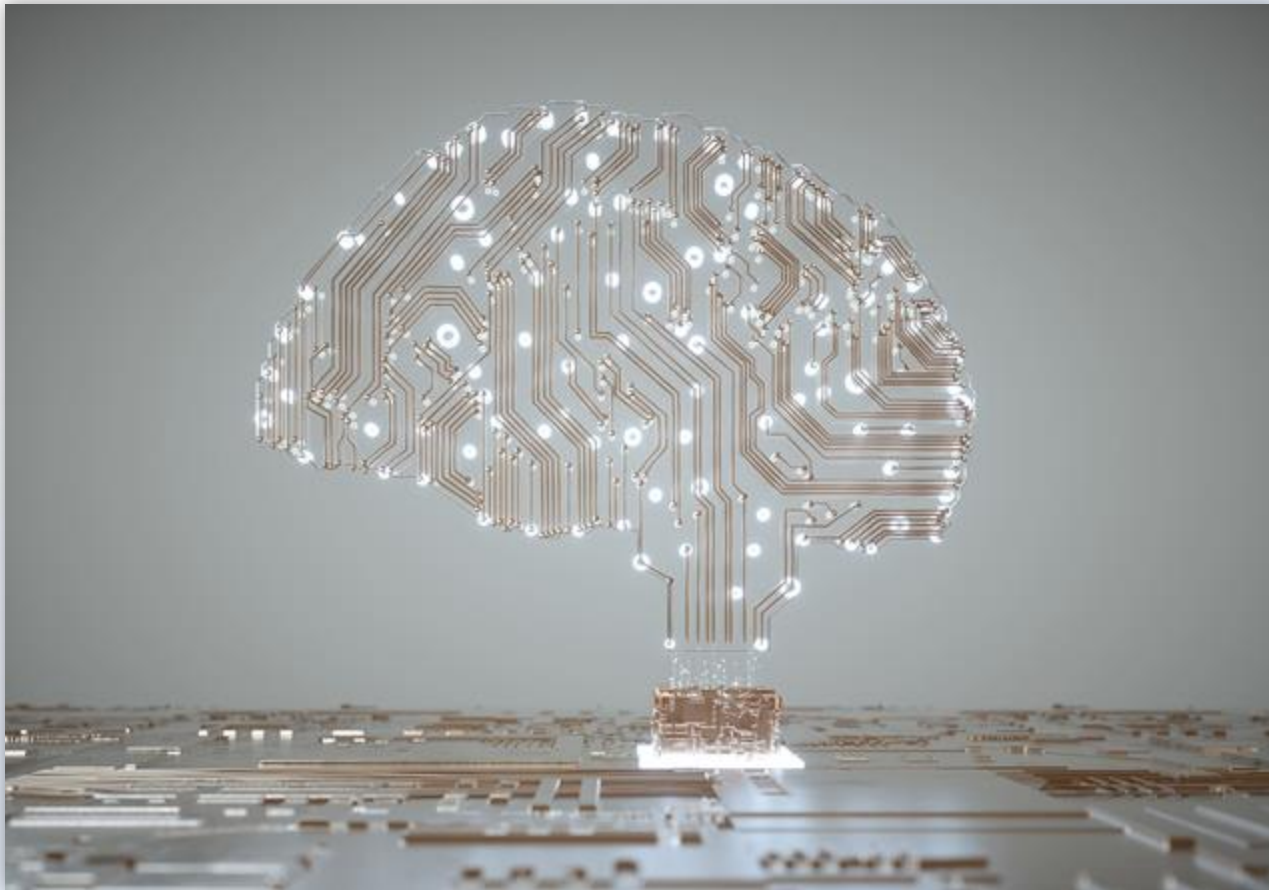
The Microsoft Graph is the **gateway to data and intelligence in Microsoft 365**. The Graph uses a unified programmability model to access data across Microsoft Cloud Services including Microsoft 365 core services, Enterprise Mobility + Security, Windows services, and Dynamics Business Central



- **Graph API** - single endpoint for real-time access to internal data
- **Graph Connectors** - delivers external data to the Microsoft graph (e.g. Salesforce, Jira, etc)
- **Graph Data Connect** - Secure and scalable bulk data access to the Azure AI platform to enable insights and analytics

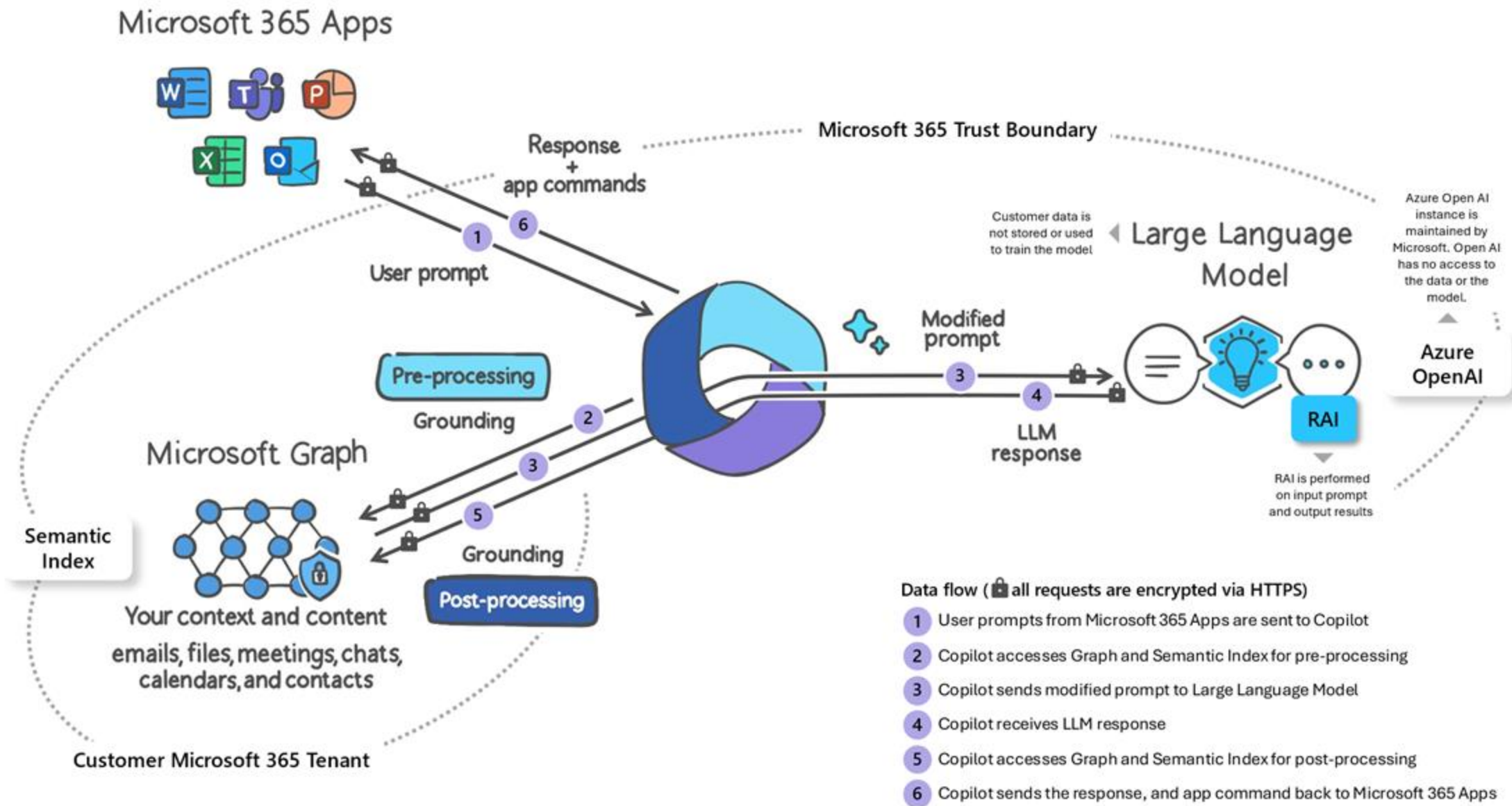
Semantic Index

The semantic index **sits on top of the Microsoft Graph** to interpret user queries and to produce sophisticated, meaningful, and multilingual responses that help you to be more productive.




- Technology that powers the search functionality in Copilot for Microsoft 365
- Uses artificial intelligence and natural language processing to understand the meaning behind the words used in search queries, allowing for more accurate and efficient search results
- Able to recognize synonyms, related concepts, and other factors that can help refine search results, making it easier for users to find the information they need

Microsoft 365 Copilot basic architecture



 For Individuals

 For Organizations

	Copilot	Copilot Pro	Copilot	Copilot for Microsoft 365
	Free	\$20	Free	\$30
Foundational Capabilities	•	•	•	•
Web Grounding	•	•	•	•
Commercial Data Protection	•	•	•	•
Priority Model Access		•		•
Copilot in Outlook, Word, Excel, PowerPoint, and OneNote		•		•
Copilot in Teams				•
Microsoft Graph Grounding				•
Enterprise-Grade Data Protection				•
Customization		Copilot GPT Builder		Copilot Studio

Commercial Data Protection applies when users are signed into their work account using their organization's Entra ID.

MICROSOFT 365

Copilot in Teams Meetings

The screenshot displays a Microsoft Teams meeting interface for a meeting titled "Core accounts business review". The interface includes a top navigation bar with a search bar and navigation arrows. Below this, there are tabs for "Chat", "Details", "Files", and "Recap", with "Recap" currently selected. The meeting date and time are shown as "Mar 16, 10:00 AM", and there is an "Open in Stream" button. A sidebar on the left contains navigation icons for Activity, Chat, Teams, Calendar, Calls, Files, and Apps. The main content area is divided into sections: "Shared content" with a file named "Proseware Proposal.pptx", a video player showing a hand pointing at a screen with a "48m 42s" duration, and a "Speakers" section. Below the video, there are topic tags: "Proseware negotiation strategy" and "Core accounts round table". On the right side, there are buttons for "Notes", "Mentions", and "Transcript". The "Notes" section is expanded, showing a summary of the meeting by "Core accounts.loop".

Core accounts business review Chat Details Files Recap +

Mar 16, 10:00 AM Open in Stream

Shared content

Proseware Proposal.pptx

48m 42s

Speakers Topics

Proseware negotiation strategy

Core accounts round table

Notes

Core accounts.loop

Quarterly results and forecasts for Core Account

Summary

Based on what attendees said in the meeting

- \$230K revenue shortfall in this quarter
- Inventory 15% surplus (renewable products and recycled i
- Account leads to propose discounting scenarios to lower i
- Proseware was discussed as a leading opportunity

Notes

- Beth emphasized importance of Proseware negotiation st with offers - this is a must win deal.
- The team identified a new opportunity with Proseware th

Intelligent recap in Copilot

- Built-in and automated
- Standardized
- Video, speaker, and chapter markers
- Available after meeting only

Intelligent recap

Copilot in Teams

Product Roadmap Discussion

Jan 21, 2023 10:00 - 11:00

Content: Product Roadmap..., Marketing budget..., Marketing demo f...

Notes: AI notes, Mentions (3), Transcript

Generated by AI. Be sure to check for accuracy.

Meeting notes

- > **Serena** wants to look at the product roadmap before she and **Danielle** commit to more feature enhancements.
- > **Danielle** explains that they are on track for new product release in December. But they will need to keep an eye on beta testing results. She will follow up on that.
- > **Danielle** explains that they are managing the capacity well. There could be a problem if they get a surge of users. **Babak** will make sure that they have the necessary provisions to handle an influx of users if the need arises.

Follow-up tasks

- **Danielle** will follow up on feature enhancement prioritization
- **Jon Shammass** will double check with **Amanda** regarding the ETA for the new...

Copilot

Create a table with pros and cons of option 1

Copilot 11:43 AM

Pros and cons of option 1: Drive campaign traffic to generic Sign up page:

Pros	Cons
Wider range of potential leads	Less persuasive
Simpler, faster sign-up process	Difficult to segment audience
Streamlines multiple campaigns	Less engaging

Copy

Elaborate on each pro and con.

List more options.

Ask a question about this meeting

- On-demand
- Based on unique prompts
- Conversational interaction, with citations
- Available real-time (during & after meeting)

Use built-in meeting summaries and ask any question about the meeting

*Intelligent recap is also available in Teams Premium

MICROSOFT 365

Copilot in Outlook

The screenshot displays the Outlook interface for a meeting recap. At the top, the Outlook logo and a search bar are visible. The meeting title is "Marketing Sync - meganb@contoso.com" with an event type of "Meeting recap". The specific meeting is "Profitable Projects Pitch & Plan" held on Wednesday 9/8/2023 from 11:00 AM to 12:00 PM. A video player shows six participants in a grid. Below the video, there are controls for "Speakers", "Topics", and "Chapters". The "AI notes" button is highlighted in blue. A warning message states "AI-generated content may be incorrect." The "Meeting notes" section on the right lists key points: Daniela highlighted the effectiveness of before-and-after images, Seren suggested incorporating team suggestions, and Babak suggested conducting prosperous home improvements.

Outlook

Search

Marketing Sync - meganb@contoso.com

Event [Meeting recap](#)

Profitable Projects Pitch & Plan | Wednesday 9/8/2023, from 11:00 AM to 12:00 PM

Content

Product Roadmap...

Notes **AI notes**

AI-generated content may be incorrect.

Meeting notes

- > **Daniela** highlighted the effectiveness of before-and-after images in their effectiveness. **Seren** suggested incorporating team suggestions into the team's strategy.
- > **Babak** suggested conducting prosperous home improvements to enhance the overall aesthetic of the project.

Speakers Topics Chapters

Serena Davis

Copilot in Word

https://onedrive.live.com/?w:/t/EaCKkPs6AchlJwULn3060f48vb8jylAFWrkt2bSC8LiaZw?e=CMgqn1

Go to Market Plan - Saved

Search (Alt + Q)

File Home Insert Layout References Review View Help

Aptos (Body) 11 B I U

Our target audience encompasses three key segments: enthusiasts, contractors and builders seeking quality support at large. By catering to these distinct groups, we aim to establish a central hub for all home improvement needs in Maricopa.

Messaging and Value Proposition

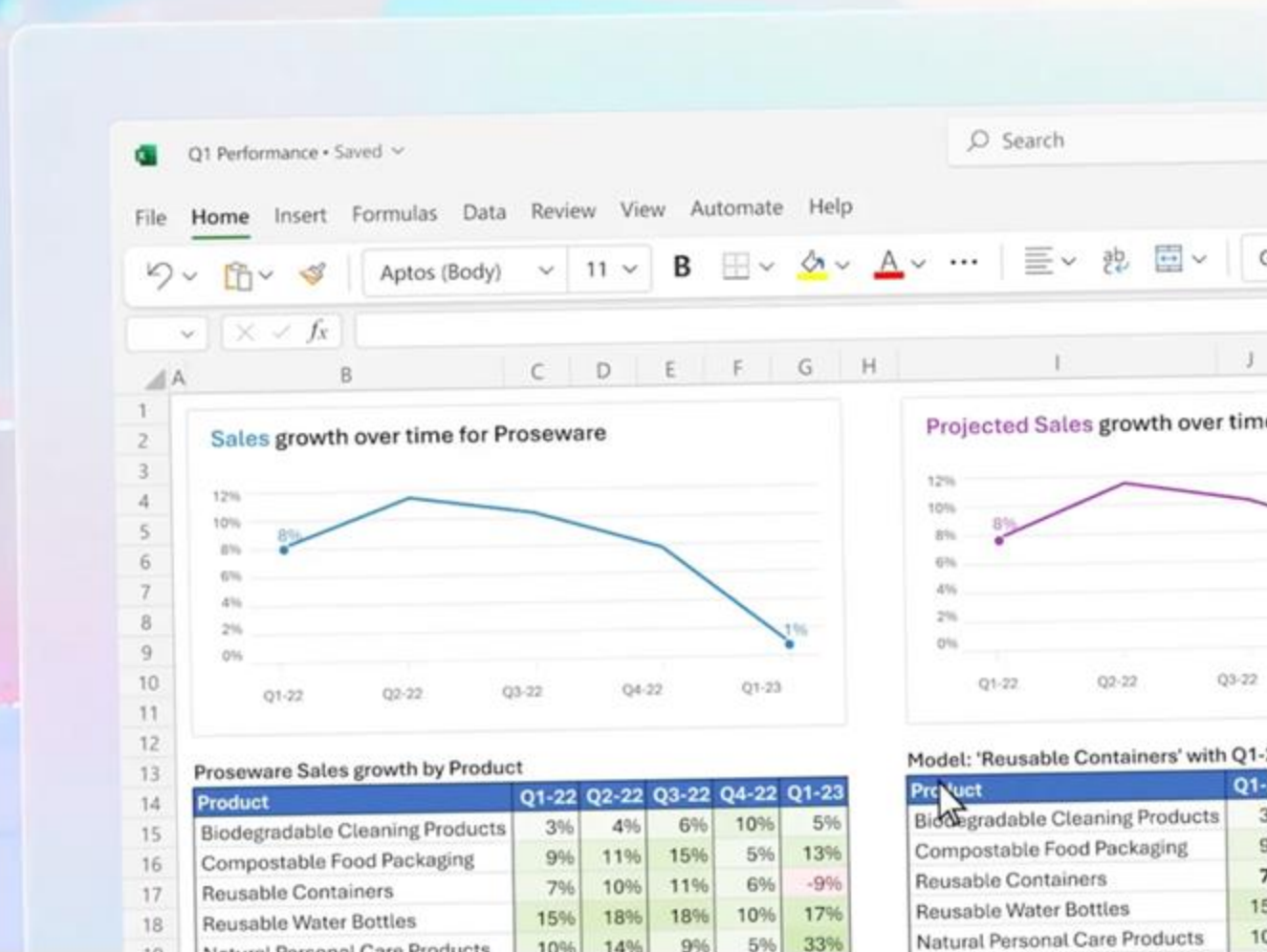
Our grand opening messaging will be built upon three fundamental pillars: expert guidance, an extensive product selection, and unwavering customer support. We will spotlight our proficient staff who are poised to provide expert advice, ensuring customers make well-informed decisions. The wide range of premium brands, will be showcased as a testament to our commitment to providing a comprehensive solution for home improvement. Moreover, we will emphasize our dedication to the local community through collaborative partnerships and initiatives.

Rewrite with Copilot Preview < 1 of 3 >

We plan to base our grand opening messaging on three key pillars: a broad selection of products, and a strong commitment to the staff will be highlighted as experts who can provide valuable advice to make informed choices. We will also showcase our extensive range of premium brands, to demonstrate that we are a one-stop-shop for all home improvement needs. We will emphasize our dedication to the local community through

MICROSOFT 365

Copilot in Excel



MICROSOFT 365

Copilot Lab

More prompts to try

Work Personal

Apps

Categories

What's new?

What's the latest from , organized by emails, messages, and files?



Get key info

List key points from



Summarize

Provide a summary of my recent emails



Draft an FAQ

Create an FAQ based on



Where was I mentioned?

Summarize emails where I was mentioned recently. Make it detailed, highlighting the sender and categorizing by topic of the email.



Describe concisely

Summarize level overview of [topic]

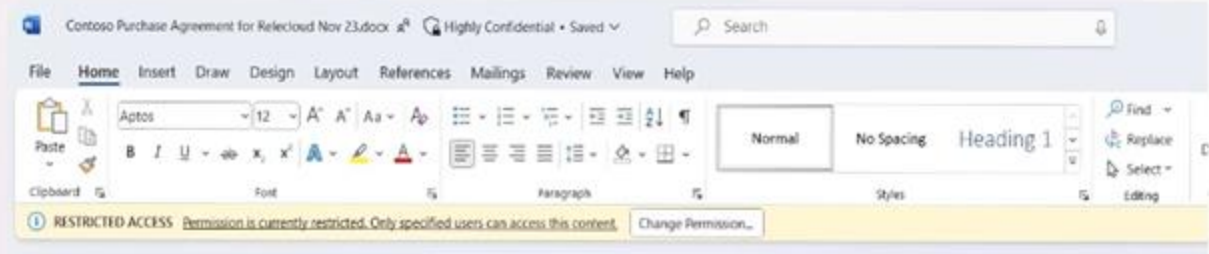


Write an intro

Prepare for a meeting

How to

Copilot with Data security



Purchase Agreement

This purchase agreement ("Agreement") is made as of the date of signature by and between Contoso Electronics, a company incorporated under the laws of California, with its principal place of business at 123 Main Street, Los Angeles, CA 90001 ("Seller"), and the undersigned buyer ("Buyer").

1. Product and Price

Seller agrees to sell and Buyer agrees to buy 1500 Mark S quadcopters ("Product") at a price of \$120 per quadcopter, for a total of \$180,000 ("Purchase Price"), subject to the terms and conditions of this Agreement.

2. Delivery

Seller will deliver the Product to Buyer's designated address, as indicated below, no later than November 15, 2023 ("Delivery Date"). Seller will bear the risk of loss or damage to the Product until delivery to Buyer. Buyer will inspect the Product upon delivery and notify Seller of any defects or non-conformities within 10 days of delivery. If Buyer fails to notify Seller within such period, Buyer will be deemed to have accepted the Product as delivered.



Microsoft 365 Copilot
Security and Privacy



Security and Compliance controls for Copilot for Microsoft 365

Essential security controls



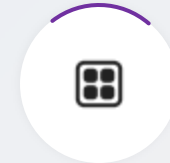
Copilot + M365 Business Standard

Multi-factor Authentication
with security defaults

Device-based access & security controls
for M365 resources

Basic content and keyword search
for Copilot generated data

Comprehensive security controls



Copilot + Microsoft 365 Business Premium

Everything in M365 Business Standard, plus:

Conditional Access policies based on identity, device,
location, & network

Terms of use policies to accept before getting access

Restrict saving business data and files to approved
applications only

Protect sensitive M365 data from exfiltration and
improper use (files & emails only)

eDiscovery, litigation hold and retention policies



Security and Compliance controls for Copilot for Microsoft 365

Baseline security



Copilot +
Office 365 E3

Multi-factor Authentication
with security defaults

Manual sensitivity labels
for Copilot generated content
(Office only)

Core security controls



Copilot +
Microsoft 365 E3

Conditional Access
policies based on identity, device,
location, & network

Manual sensitivity labels
for non-Microsoft documents
(e.g., pdf)

Endpoint management
capabilities

Best in class security controls



Copilot +
Microsoft 365 E5

User/session risk
and access control

Automatic sensitivity labels
for non-Microsoft documents
(e.g., pdf)

Discover and evaluate the
risk of 400+ AI apps & implement
controls to for their use at work

Microsoft's AI principles



Fairness



Reliability
& Safety



Privacy &
Security



Inclusiveness



Transparenc
y



Accountability

Microsoft Cloud — AI you can trust

Your data is **your** data.

Your data is **not** used to train the OpenAI foundation models without permission.

Your data is **protected** by the most comprehensive enterprise compliance and security controls.

Thank You!

