Copilot Microsoft 365 webinar & live demo

10. april 2024

Dagens værter

Martin Dalsten Lytje
Inspari

Kasper Fløe
TD Synnex

Agenda

1 Velkommen & introduktion	**7** The customer journey
2 AI technology and impact	**8** Demo
3 Licensering & priser	**9** Roadmap & praktiske anvendelsesområder
4 Konkrete fordele og - effektivitetsgevinster	**10** Vejledning i brugen af AI prompting
5 "What Copilot is, what it isn't"	**11** Fordelene ved Copilot Labs
6 Datastyring og sikkerhedspolitikker	**12** Take-aways & next step

INSPARI
a valantic company

We deliver end-to-end data, AI & analytics offerings

Strong existing client base with 90% recurring revenue

Founded in 2007 with strong growth journey

Top 3 leading Microsoft partner

Technologies

We live our promise: Data Value Guaranteed

7 dedicated full-circle teams

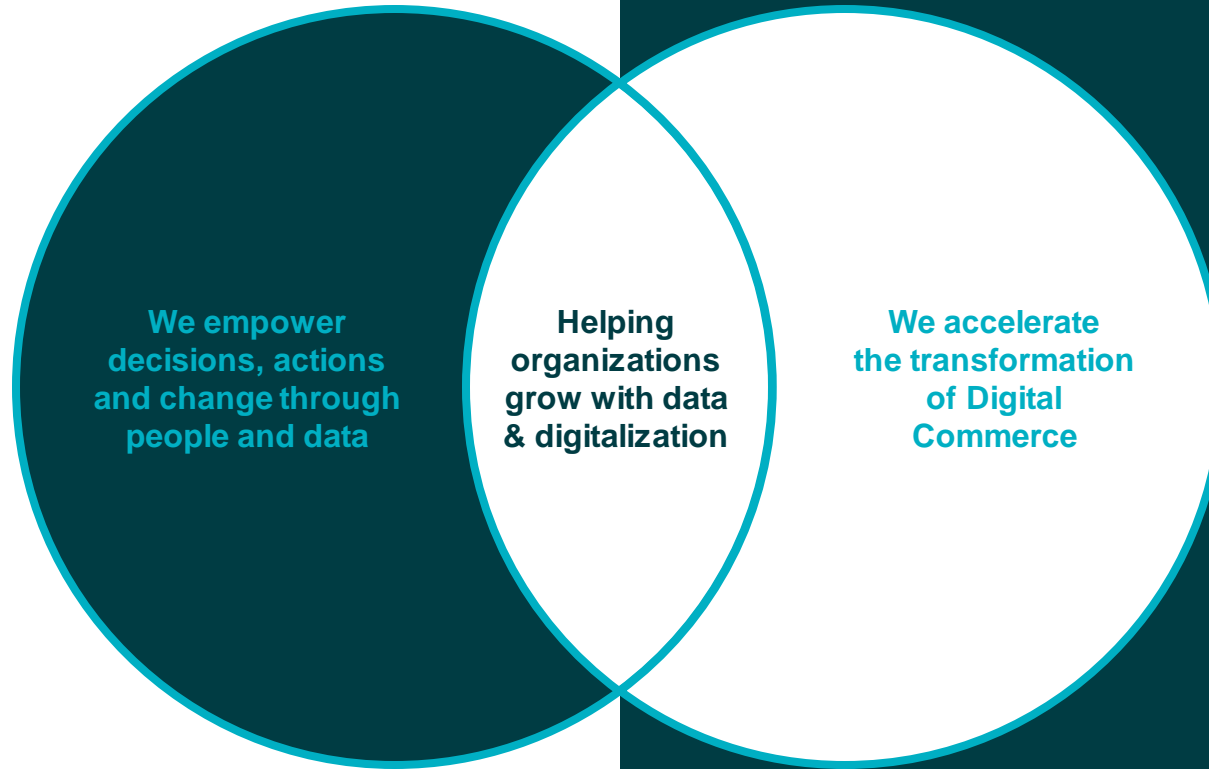More than 800 customers

30M € in revenue

Locations

Denmark

Romania

INSPARI
a valantic company

valantic

16 years of experience

180 data heroes

+800 customers

30M € in revenue

3 locations

We empower decisions, actions and change through people and data

Helping organizations grow with data & digitalization

We accelerate the transformation of Digital Commerce
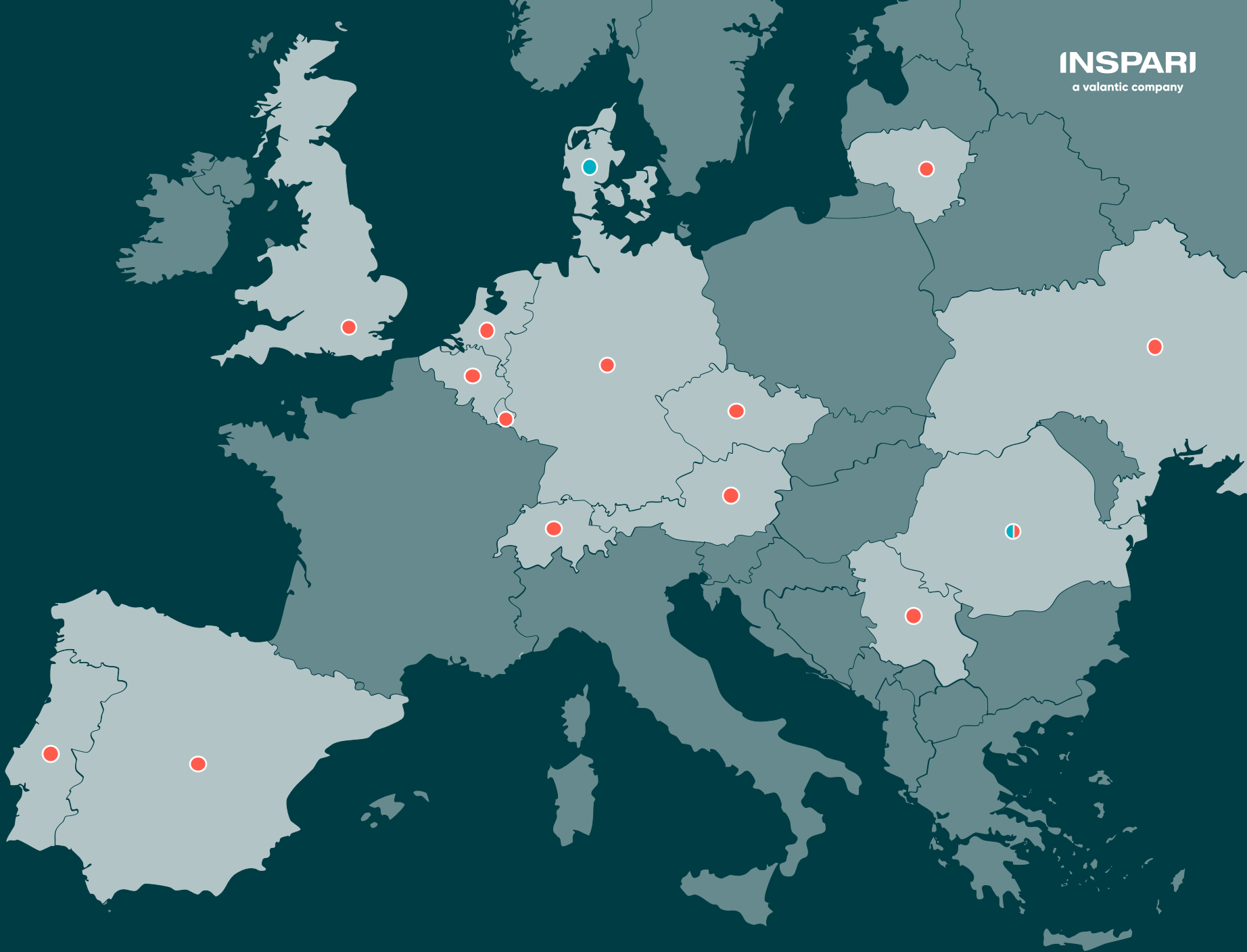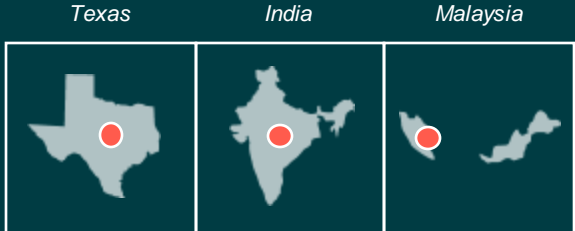
15 years of experience

4.000 colleagues

+500 customers

400M € in revenue

25 locations

valantic
locations

Inspari locations:

🔵 Denmark, Copenhagen & Aarhus

🔵 Romania, Bucharest
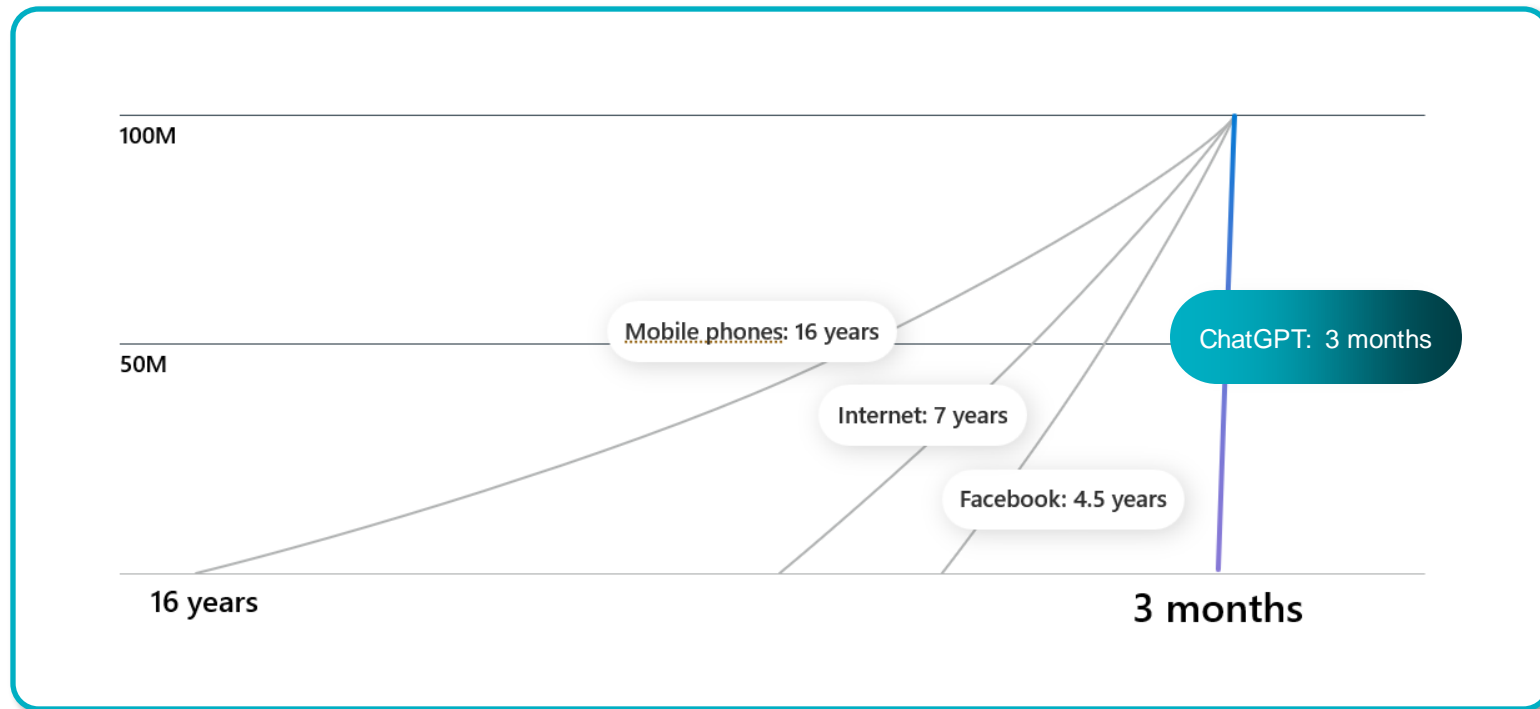

Texas   *India*   *Malaysia*

Mød din nye digitale assistent

Forestil dig at kunne optimere din arbejdsdag ved at uddelegere rutineopgaver til AI, og udforske nye muligheder for effektivitet, som tidligere lå uden for rækkevidde.

AI technology and impact

The AI technology is here

Time to reach 100M users

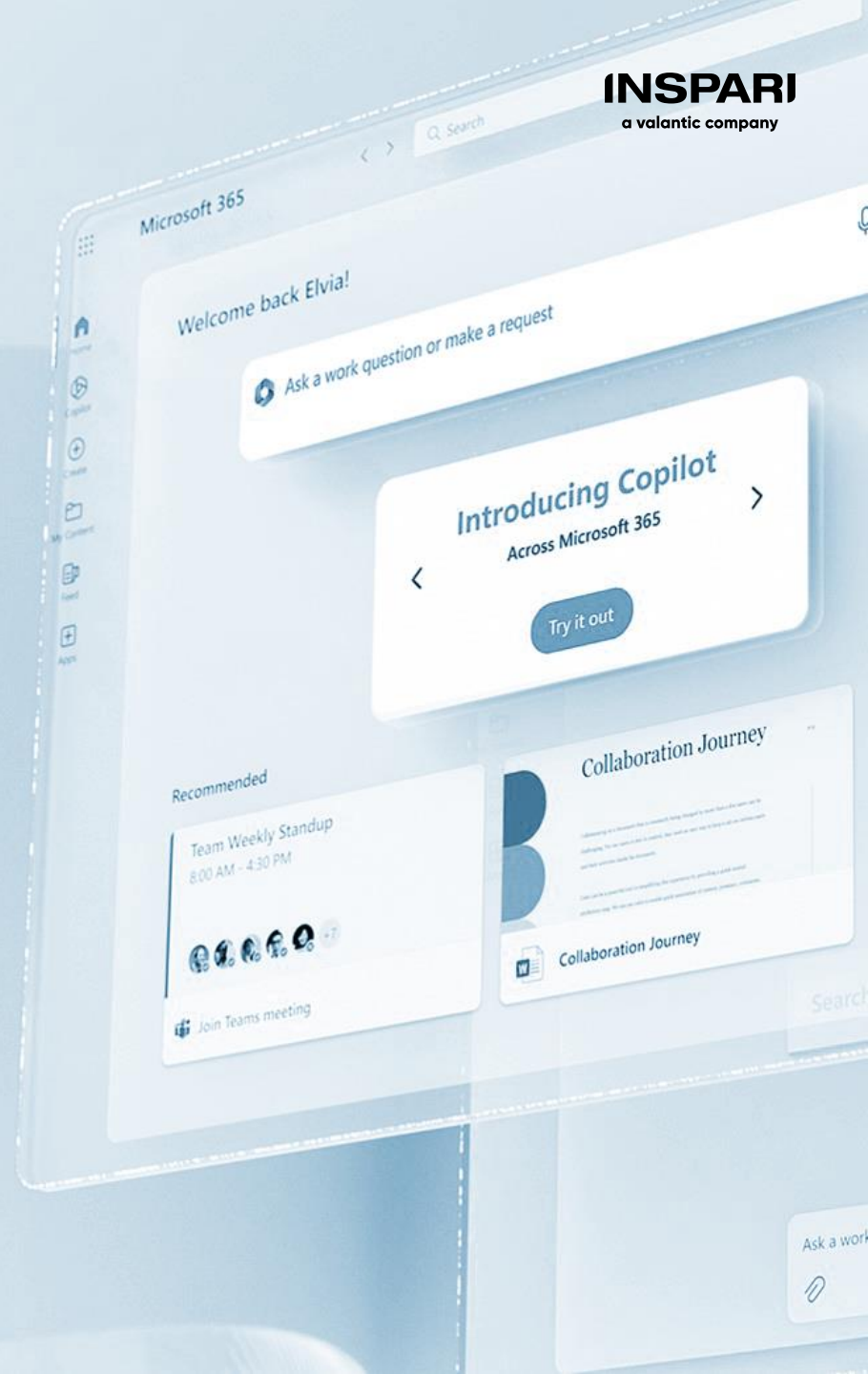# Employees and leaders are ready to embrace AI

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

Copilot er betegnelsen for Microsoft generative AI services

A Copilot for every Microsoft Cloud Experience

Modern Work	Business Applications	Digital & App Innovation	Data & AI	Security
Bing Chat Enterprise	Dynamics 365 Copilot	GitHub Copilot	Copilot in Power BI	Microsoft Security Copilot
Microsoft 365 Copilot	Copilot in Power Platform			
Windows Copilot	Microsoft Sales Copilot			

Licensing and Pricing

Availability and pricing:

- Available since January 16, 2024, for all customers in all sales channels (EA/MCA/CSP/WEB)

- MSRP Price 30 USD per seat per month (360 USD per seat per year)

- Only available as annual term with annual upfront payment

- Possible to align NCE renewal date to NCE base subscription (coterminosity)

- No minimum purchase requirements

- Available in Danish April 2024

Eligible Base Licenses are:

- Microsoft 365 Business Standard

- Microsoft 365 Business Premium

- Microsoft 365 E3

- Microsoft 365 E5

- Office 365 E3

- Office 365 E5

Education customers

- Office 365 A3/A5 Faculty

- Microsoft 365 A3/A5 Faculty

https://cloud.tdsynnex.se/blog/microsoft-ai-and-copilot-announcement/
https://cloud.tdsynnex.no/blog/copilot-for-microsoft-365-available-for-csp/

Digital debt is costing us innovation

64% of employees don't have enough time or energy to do their job

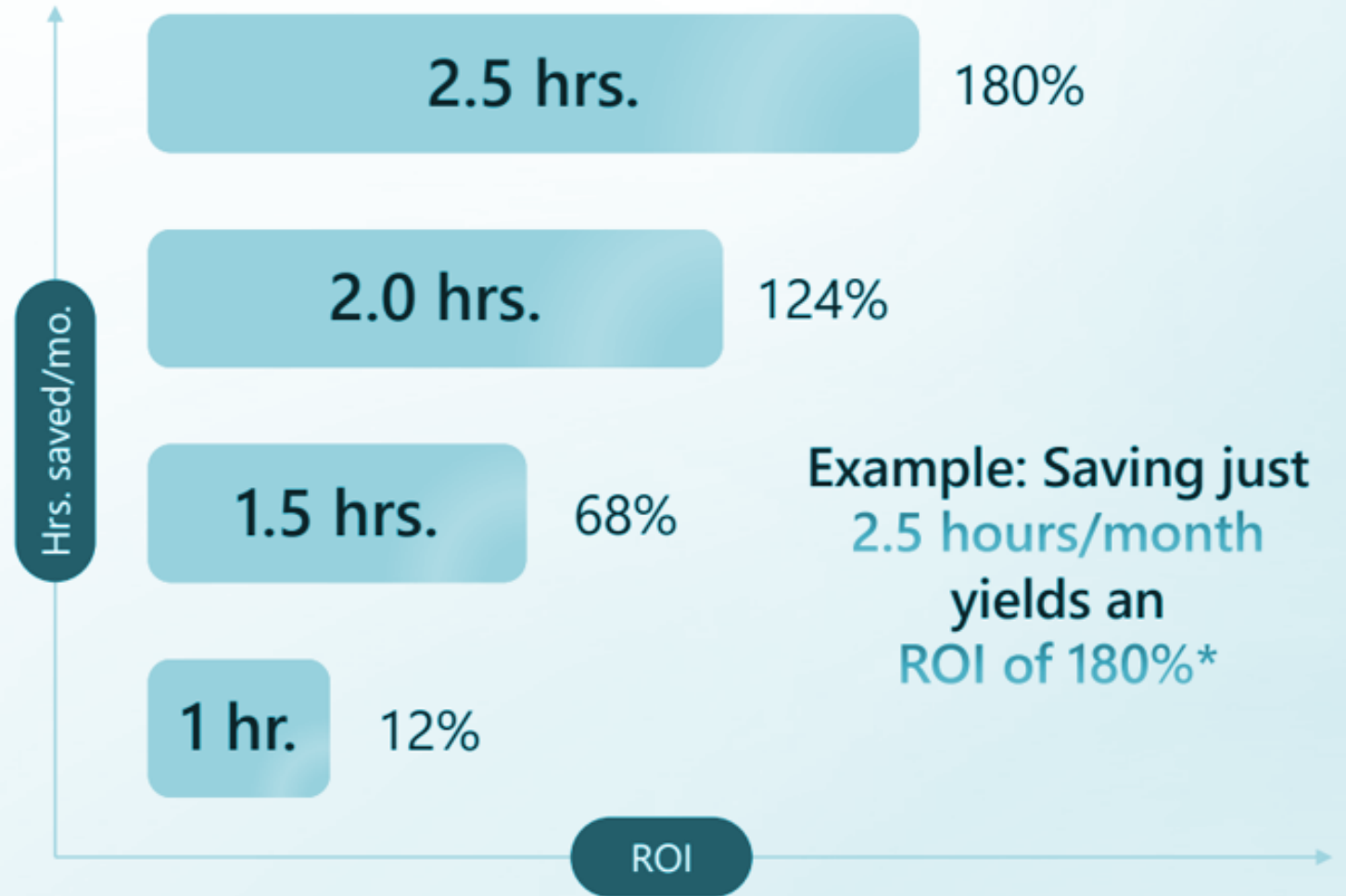**57**% of employees' time is spent communicating

43% of employees' time is spent creating

Source: 2023 Work Trends Index

How much time can people save with Copilot for Microsoft 365?

INSPARI
a valantic company

Hrs. saved/mo.

2.5 hrs.	180%
2.0 hrs.	124%
1.5 hrs.	68%
1 hr.	12%

ROI

Example: Saving just 2.5 hours/month yields an ROI of 180%*

*At $70,000 employee cost per year, 54 minutes per month = $30 of employee's time
See appendix for detailed calculations

How much time can people save with Copilot for Microsoft 365?

Hrs. saved/mo.

10 hours
saved per month

*At $70,000 employee cost per year, 54 minutes per month = $30 of employee's time
See appendix for detailed calculations

INSPARI
a valantic company

	Copilot	Copilot with commercial data protection	Copilot for Microsoft 365
	Personal	**Work**	**Work**
GPT Large Language Model	✓	✓	✓
AI-Powered Web Search, Answers & Content Generation	✓	✓	✓
Commercial Data Protection		✓	✓
Microsoft 365 Enterprise Security, Compliance & Privacy			✓
Microsoft 365 Graph (content & context)			✓
Microsoft 365 Apps Integration			✓
Licensing	**Public and free**	**Included with eligible Microsoft 365 licenses**	**$30/user/month**

Copilot for Microsoft 365

Unlock productivity and unleash creativity

Natural Language

Large Language Models + Microsoft Graph - Your Data - + Microsoft 365 Apps + The Internet
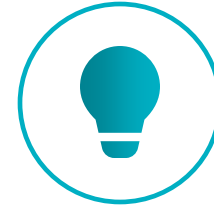
Impact by Workflow

Effective meetings

- Quickly catch up on meetings you missed
- Summarize a meeting and identify next steps
- Run a more effective meeting

Data analysis

- Get answers from across all your data
- Instantly uncover key insights
- Create powerful and professional visualizations

Content creation

- Jumpstart creativity, and write and edit like a pro
- Quickly catch up on the key points of a document or presentation
- Create documents, presentations, charts, and tables

Email processing

- Draft email replies instantly
- Personalize the tone and length even on the go
- Quickly summarize a long email thread

Copilot for Microsoft 365

Included at $30 per user, per month

- ✓ Generate a good first draft faster
- ✓ Jump start the creative process

- ✓ Analyze data faster
- ✓ Help me turn data into insights

- ✓ Create visually appealing presentations faster
- ✓ Create content I couldn't have on my own
- ✓ Less intimidated creating visual content

- ✓ Less time processing email
- ✓ Saves time drafting quick replies

- ✓ More efficient meetings
- ✓ Easier to catch up on what I missed
- ✓ Easier to take next action
- ✓ Attend fewer meetings

What Copilot is

What Copilot isn't

INSPARI
a valantic company

TOPIC	WHAT MICROSOFT COPILOT IS	WHAT MICROSOFT COPILOT ISN'T
Integration	AI tool integrated into Microsoft 365 applications	Standalone application or software
Compatibility	It supports applications like Word, Excel, PowerPoint, Outlook, etc.	Not compatible with non-Microsoft applications
Capabilities	It helps with writing, editing, data analysis, and creating presentations and more…	Replacement of human judgment and creativity
Data Scope	Integration with tenant and user data through Microsoft Graph	Access to external databases or non-public data by default
Learning	It can learn and adapt responses based on the current session's context	Continuous learning or adaptation outside the current session
Model (LLM)	Customized, modified language model based on models from OpenAI	Copilot doesn't use the same models as publicly available ChatGPT
Security	Adheres to Microsoft's privacy and security principles	Complete protection against all cyber threats.
Productivity	Increases productivity and work efficiency	Automatic completion of all work tasks
Creativity	Provides suggestions and assists in content creation	Creation of fully original or artistic content

Help, but not replace human judgement

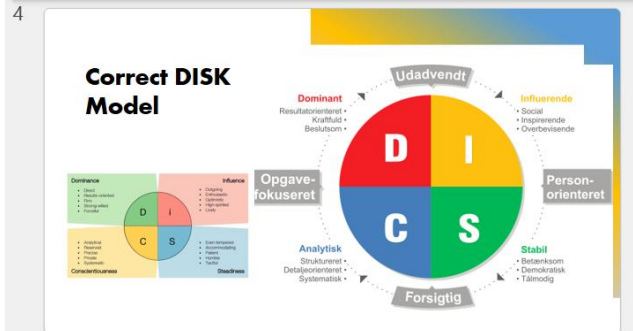## Illustrations of the DISC Model

+ DISC model in
  different contexts and
  applications

  Visualize DISC types and
  their interactions

help, but not replace human judgement

What Copilot is

What Copilot isn't

INSPARI
a valantic company

TOPIC	WHAT MICROSOFT COPILOT IS	WHAT MICROSOFT COPILOT ISN'T
Integration	AI tool integrated into Microsoft 365 applications	Standalone application or software
Compatibility	It supports applications like Word, Excel, PowerPoint, Outlook, etc.	Not compatible with non-Microsoft applications
Capabilities	It helps with writing, editing, data analysis, and creating presentations and more…	Replacement of human judgment and creativity
Data Scope	Integration with tenant and user data through Microsoft Graph	Access to external databases or non-public data by default
Learning	It can learn and adapt responses based on the current session's context	Continuous learning or adaptation outside the current session
Model (LLM)	Customized, modified language model based on models from OpenAI	Copilot doesn't use the same models as publicly available ChatGPT
Security	Adheres to Microsoft's privacy and security principles	Complete protection against all cyber threats.
Productivity	Increases productivity and work efficiency	Automatic completion of all work tasks
Creativity	Provides suggestions and assists in content creation	Creation of fully original or artistic content

Prepare your environment for a better Copilot for Microsoft 365 experience

Implement good content management practices
to prepare your organizational data for Copilot.

Messages

Meetings

Chats

File sharing

User

Calendar

semantic index

Microsoft Graph
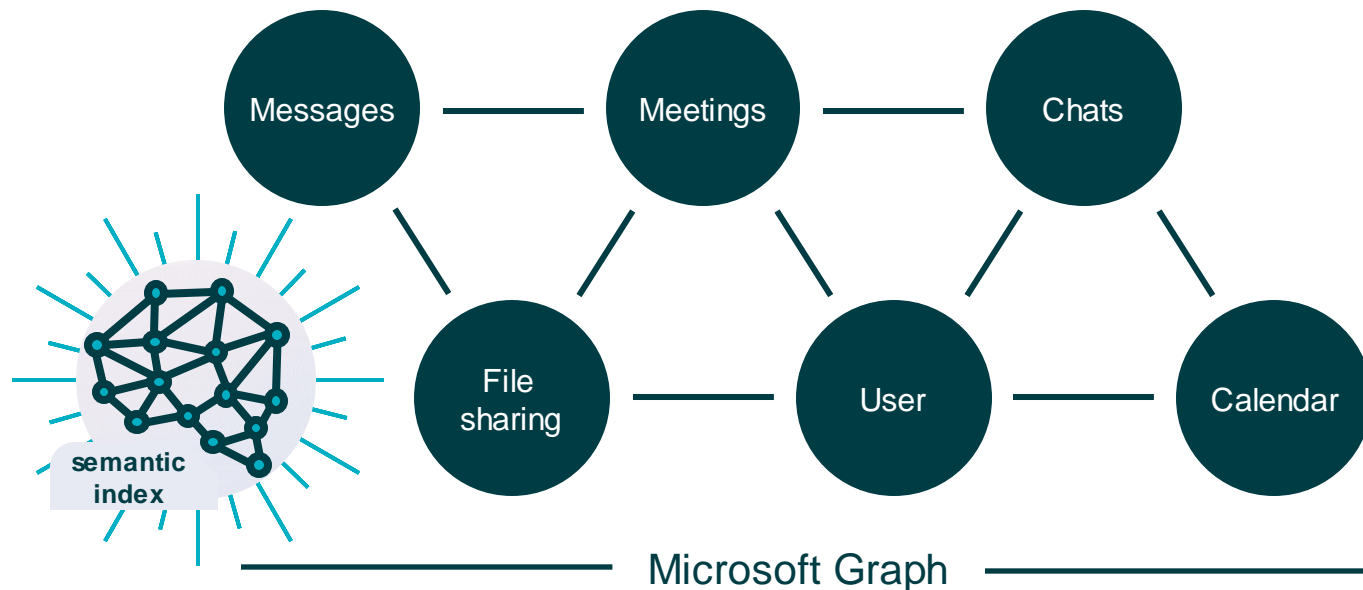
Review data governance policies, protect sensitive organizational data, and **prevent content oversharing**. Microsoft 365 allows you to:

- Classify Teams to ensure the right people are invited to the right forums

Business Premium value

- Apply sensitivity labels or restrict permissions in Microsoft 365 apps by using Information Rights Management (IRM)

- Set up retention labels and policies for email

INSPARI
a valantic company

Privacy in Copilot for Microsoft 365

Copilot inherits your Microsoft 365 policies and commitments

Copilot for Microsoft 365 doesn't train with customer content

Data in different geographies is stored and processed in compliance with GDPR and other Privacy relevant Laws

Microsoft commitments to its customers about the GDPR

Full summary

Short summary

What Copilot is

What Copilot isn't

TOPIC	WHAT MICROSOFT COPILOT IS	WHAT MICROSOFT COPILOT ISN'T
Integration	AI tool integrated into Microsoft 365 applications	Standalone application or software
Compatibility	It supports applications like Word, Excel, PowerPoint, Outlook, etc.	Not compatible with non-Microsoft applications
Capabilities	It helps with writing, editing, data analysis, and creating presentations and more…	Replacement of human judgment and creativity
Data Scope	Integration with tenant and user data through Microsoft Graph	Access to external databases or non-public data by default
Learning	It can learn and adapt responses based on the current session's context	Continuous learning or adaptation outside the current session
Model (LLM)	Customized, modified language model based on models from OpenAI	Copilot doesn't use the same models as publicly available ChatGPT
Security	Adheres to Microsoft's privacy and security principles	Complete protection against all cyber threats.
Productivity	Increases productivity and work efficiency	Automatic completion of all work tasks
Creativity	Provides suggestions and assists in content creation	Creation of fully original or artistic content

The customer journey
with Copilot for Microsoft 365

INSPARI
a valantic company

Vision & Value		Assess & Prepare		Purchase, Deploy & Expand		Adopt & Usage		Extend

What is Copilot for M365 and the SMB use cases?

What are the organizational benefits and potential time savings?

Can customers get started with Copilot with commercial data protection?

How can organizations prepare for Copilot?

What data governance and security policies do they have in place?

How to adopt Copilot securely with Microsoft 365 premium SKUs?

How can partners help customers completing the purchase and deployment of Copilot for M365?

How to help customers expand with organization-wide adoption?

How can partners help organizations get started with AI prompting and Copilot Labs?

What are the key use cases for customers?
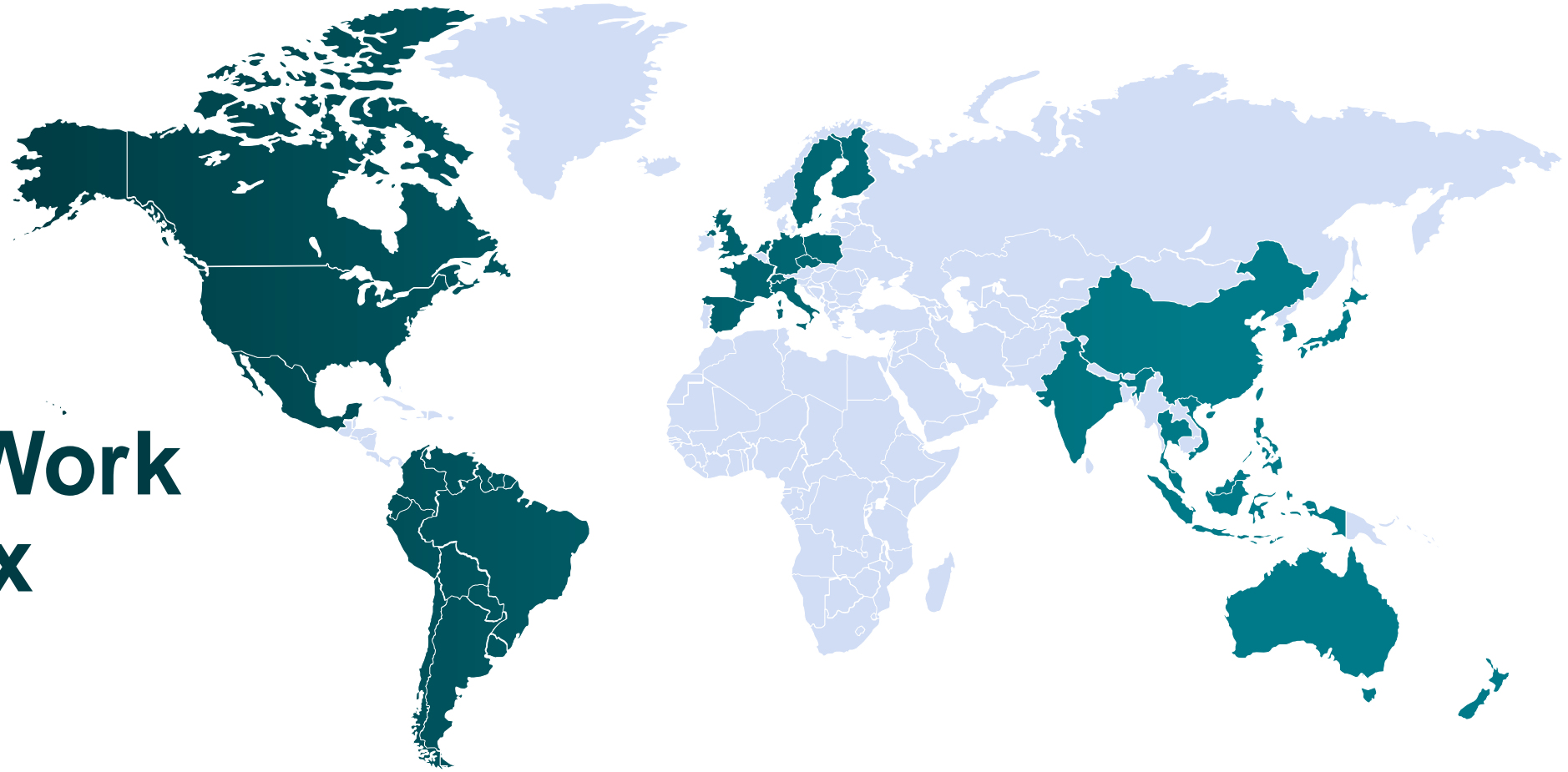
What is their change management plan?

What are the services partners can offer to extend value of Copilot with plugins and connections

How to connect to Copilot Studio and other Copilots?

Microsoft Work Trend Index

http://aka.ms/wti

31,000 people | **31** countries | Microsoft 365, LinkedIn, Glint People Science + academic research

INSPARI
a valantic company

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**

Source: PRELIMINARY findings from Survey of MS internal users of Microsoft 365 Copilot, n-size 155 Oct 9, 2023. 1) Respondents were asked, To what extent do you agree with the following statement: when using Copilot, I am more productive.

Demo

Roadmap of capabilities

✅ **Microsoft Copilot Pinned chats:** With the new pinned chats feature, you can pin up to 15 chats for easy access later
Rollout Start: March 2024

✅ **Outlook:** Coaching & Draft by Copilot in classic Outlook for Windows
Rollout Start: March 2024

✅ **Planner Copilot:** Copilot in the Planner will help you generate new plans, set goals, track status, and react to changes
Rollout Start: March 2024

✅ **Outlook: Schedule from email with Copilot** helps you to start scheduling right from the email conversation. It saves you time and effort by generating a meeting invite that's ready for you to review and send.
Rollout Start: May 2024

✅ **OneDrive:** Copilot in OneDrive will allow you to ask questions and get information from files in your OneDrive without having to open the files. It will also summarize one or multiple files.
Rollout Start: May 2024

Outlook: Follow a meeting in new Outlook for Windows and web: Follow is a new meeting response (RSVP) option that goes beyond the traditional Accept, Tentative and Decline choices geared towards individuals with high meeting loads and conflicting meetings each day

Rollout Start: June 2024

Lad os fortsætte dialogen

Martin Lytje
Inspari
mdly@inspari.dk
+45 6195 6738

Kasper Fløe
TD Synnex
kasper.floe@tdsynnex.com
+45 2018 7423