

COPILOT FOR MICROSOFT 365

Louis Graham – Modern Work Business Development Manager





Copilot, I am
your father



A Copilot For Every Microsoft Cloud Experience

CoPilot Microsoft 365

Bing



Edge



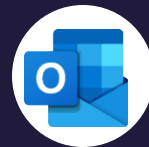
Better interaction with web content and Q&A task completion

CoPilot For Web

Word



Outlook



Excel



PowerPoint Teams



Works alongside you in the apps you use every day

CoPilot For productivity

Windows CoPilot



The first centralised AI assistance on a platform

CoPilot For Everyday

Dynamics CoPilot



Turbocharge your workforce with a copilot for every job role

CoPilot For Business

Security CoPilot



Defend a machine speed with Microsoft Security Copilot

CoPilot For Security

GitHub CoPilot



Increase developer productivity to accelerate innovation

CoPilot For Development

Fabric CoPilot



Better data analytics and business intelligence

CoPilot For Analytics

Power Platform CoPilot



Imagine it, describe it, and Power Platform builds it

CoPilot For Low/No code Development



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

62%

spend to much time
searching for
information through
the work day



A NEW AI EMPLOYEE ALLIANCE



74%

would be comfortable using AI
for admin tasks



84%

of leaders say employees will
need new skills to be prepared
for the growth of AI



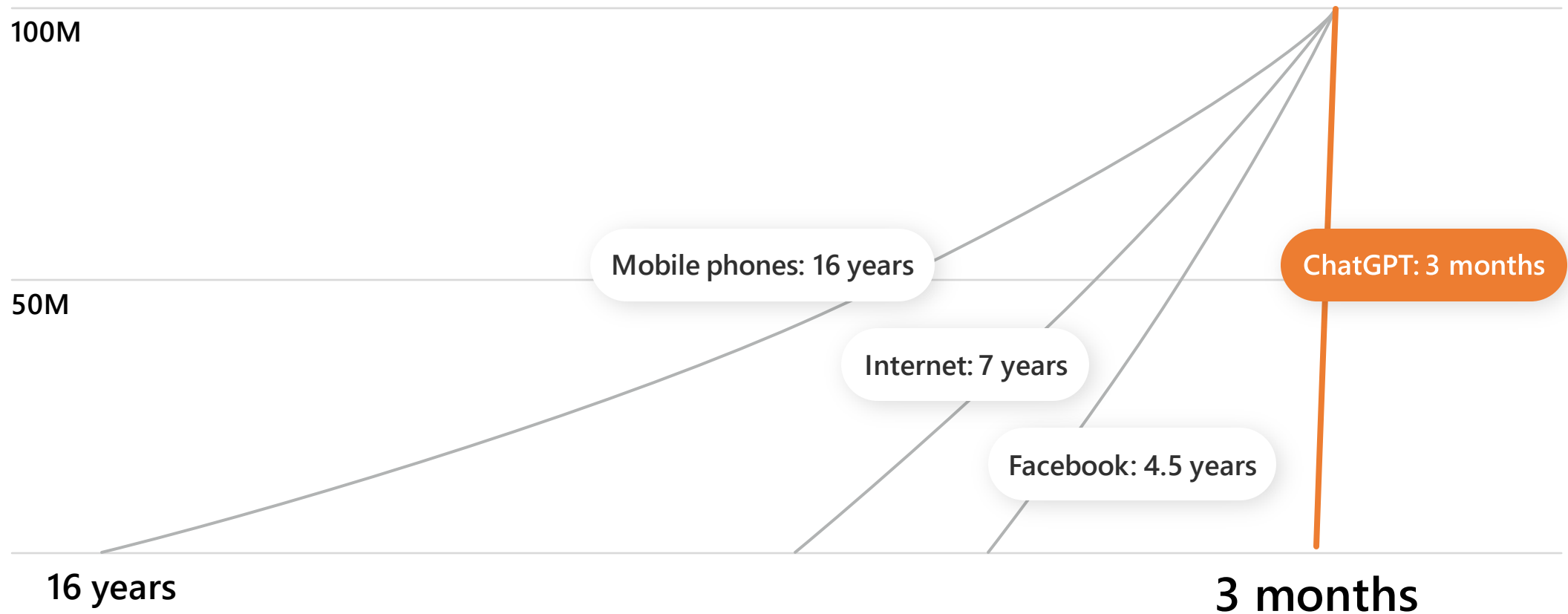
70%

would delegate as much work
as possible to AI to lessen their
workloads



Generative AI technology is here

Time to reach 100M users



16 years

3 months

Copilot Boosts Productivity



88%

are more
productive

74%

can focus on more
satisfying work

77%

spend less time searching
for information or examples





Microsoft 365 Copilot

Natural Language



Large Language
Models

+



Microsoft Graph
- Your Data -

+



Microsoft 365
Apps

+



The
Internet



Microsoft Cloud Runs on trust

Your data is your data

Your data from any fine-tuning is not used to train the foundation AI models

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





Microsoft 365 Copilot

AI changes work for the better, but it's still your work

AI on Autopilot





Microsoft 365 Copilot

AI changes work for the better, but it's still your work

AI as Copilot

Save time and
energy

Get more
done

Generate
innovative ideas





Microsoft 365 Copilot

Embedded across Microsoft 365 apps



A day in the life for your finance professionals

Financial Analyst Hillary is tasked with understanding a spike in sales.



Analyze business results

Ding! Hillary (she/her) is @mentioned in her department's Loop workspace. A manager has asked her to explain what contributed to an increase in demand for a premium product over the past two quarters.

Hillary starts with **Copilot** in Excel:

Review historical performance for product from the last three years.



She quickly validates that the product is a steady performer, but with thousands of data points, Hillary doesn't have time to comb through it all to see a reason for the jump.

Graph a breakdown of last quarter.
Visualize what contributed to the increase.



Summarize trends

Hillary discovers that sales jumped after a discount was offered. And she can explore the data without impacting the shared spreadsheet.

A Copilot-provided suggestion to apply color coding makes it easier for her to see sales trends. Next, she runs a "what-if" scenario:

Project the business impact of offering a 15% discount again.



A profitable result is not the outcome, so she tries something new:

Project the business impact of selling the product in our Redmond location.



Share a solution

Wow, looks good!

Hillary asks Copilot to draft a response to her manager in Loop:

Draft a response, link the Excel dataset and highlight demand results.

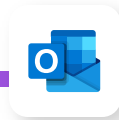


With the spreadsheet shared as a link in Loop, everyone can explore or validate her conclusions.



A day in the life of your sales lead

Sales rep Cassandra is responsible for reaching out to customer leads.



Surface new leads

Cassandra (she/her) checks her inbox first-thing—she received over 50 emails just yesterday and wants to get right to anything from a prospect. She asks **Copilot**:

Show me emails from new senders.

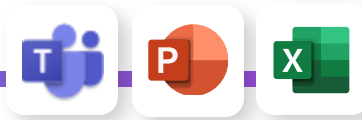


Copilot automatically filters results and displays an email from a new lead, Babek (he/him) from Fabrikam. **Copilot** allows Cassandra to respond to his email in seconds:

Invite **Babek** to a meeting to learn about our **core offerings**. Use persuasive language.



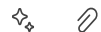
Babek accepts the meeting.



Prepare for each pitch

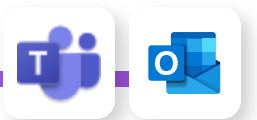
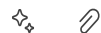
This could be a big account, and Cassandra knows she must come to the meeting prepared. She asks **Copilot** in Teams,

Recap **customer pitch tips** from the **spotlight meeting** last week.



Then, she turns to **Copilot** in PowerPoint to create her pitch:

Update **generic product pitch template** for **Fabrikam**. Add **pricing_for_enterprise_accounts.xls**. Update front image to include the **Fabrikam logo**.



Capture meeting notes

She's ready to meet with Babek!

Cassandra hosts the meeting in Teams. No need to take notes, she knows she can trust a Copilot-generated meeting summary when the call is done.

After they say goodbye, Cassandra jumps back to her inbox to thank Babek for his time.

Draft a thank you note from our **meeting notes**. Include next steps.



How you can get started today

- ✓ Get started with Bing Chat Enterprise today
- ✓ Get copilot-ready with Microsoft 365
- ✓ Understand file permissions
- ✓ Enable data loss prevention policies



Data Preparation

- ✓ Clean out redundant, outdated and trivial content
- ✓ Organize content into logical folders and sites
- ✓ Tag files and folders with keywords
- ✓ Standardize File Names
- ✓ Consolidate multiple versions



Things to consider

- ✓ Review what data is in scope for Copilot
- ✓ Anonymize personal information
- ✓ Assign a data steward
- ✓ Document Data Policy's
- ✓ Ongoing reviews



Understanding the AI Options



	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			✓



Introducing



CoPilot Enterprise



BING CHAT ENTERPRISE

**Business data
is protected**



User and business data is protected and will not leak outside the organization.

**Chat data is
not saved**



Chat data is not saved, and no one at Microsoft can view customer data.

**Data is not used
to train the model**



Chat data is not used to train the Large Language Models used by AI.

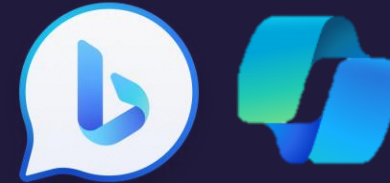


AVAILABILITY



Microsoft 365 CoPilot

EA – NOV 1ST
CSP – 1ST 1/2 2024



Bing Chat Enterprise

Preview Now - BS, BP,
ME3, ME5



IS COPILOT WORTH IT?

70%

of Copilot users said they were more productive

77%

users said once they used Copilot, they didn't want to give it up.

3.8x

Users were able to get caught up on missed meetings nearly 4 times faster



IS COPILOT WORTH IT?

29%

Overall users were 29% faster in a series of tasks (searching, writing and summarizing)

10+ HOURS

On average users saved 10+ hours per month

77%

of people would chose copilot over a free lunch



STARTING THE CONVERSATION

Are you currently
implementing Purview
Information Protection?

Do you conduct
access reviews for all
your data (SharePoint
& OneDrive)

Have you used
ChatGPT? Would you
look to implement
Microsoft CoPilot



HOW WESTCOAST CLOUD CAN HELP

IDENTIFY AI
READY
CUSTOMERS

BUSINESS
PREMIUM &
CO-PILOT
WORKSHOP

TECHNICAL
ENABLEMENT



THANK YOU



WESTCOAST CLOUD