



1



2

Microsoft Azure Journey

<https://bit.ly/2025H1>

The calendar features six events, each with a date, a circular icon, and a brief description:

- Microsoft Azure Story Telling** (Feb 13, 2025): Microsoft Azure is a cloud computing platform that offers Virtual Machines, Cloud Storage, AI and IoT solutions, as well as tools and services for various industries and scenarios.
- Azure Lighthouse & Cost Management** (Mar 11, 2025): As a Cloud Service Provider, you will manage multiple Azure tenants from multiple customers. Learn how Azure Lighthouse and Azure Cost Management will help you with your service management.
- Azure Migrate Assessment & Migration** (Mar 18, 2025): Azure Migrate provides a central hub to track discovery assessment and migration of on-premises workloads and cloud VMs.
- Microsoft Azure Hands-On** (Feb 26, 2025): Join our technical Hands-On training. You will configure many resources like Virtual Machines, different storage types, VNets, Subnets, Azure Backup, VPN Gateway and many more...
- Microsoft Azure Mission 65** (Apr 24, 2025): Mission 65 provides a framework and a roadmap developed by Microsoft for partners that would like to assess the current security posture of their customers.
- Azure Arc** (May 6, 2025): Azure Arc is designed to help you simplify the complexity of managing Multi-Cloud and Hybrid Cloud environments with the best of Azure's Management Services and Tools.

Microsoft and INGRAM logos are visible at the bottom of the calendar.

3

Desktop Virtualization

<https://bit.ly/2025H1>

The calendar features three events, each with a date, a circular icon, and a brief description:

- Windows 365 and Azure Virtual Desktop Story Telling** (Mar 26, 2025): Windows 365 and Azure Virtual Desktop are bringing Desktop Virtualization to the next level.
- Azure Virtual Desktop Setup a POC** (May 14, 2025): Learn how to install your first Azure Virtual Desktop installation. Discover the AVD components like a Workplace, Hostpools, Application Groups, FSLogix,...
- Azure Virtual Desktop Advanced Topics** (Jun 11, 2025): Learn how to do a production installation with Azure Virtual Desktop. Learn the concepts like Golden Images, AutoScaling, Printing and Monitoring.

Microsoft and INGRAM logos are visible at the bottom of the calendar.

4

Artificial Intelligence

<https://bit.ly/2025H1>

Microsoft Copilot: Story Telling
Microsoft Copilot is an AI Assistant that boosts productivity by integrating with Microsoft apps like Word, Excel, and PowerPoint. It helps with tasks such as drafting emails, generating reports, and analyzing data, making work more efficient and less stressful.

Microsoft 365 Copilot Technical
Microsoft 365 Copilot boosts productivity by automating tasks and offering intelligent insights within Microsoft 365 apps. It seamlessly integrates with tools like Word, Excel, and Outlook to streamline your workflow.

Develop Power Apps with Copilot Integration
Learn how to develop Low Code Applications using Power Apps with Copilot Integration.

Microsoft Fabric
Microsoft Fabric is an end-to-end data analytics platform that integrates data engineering, data warehousing, and data science to streamline data workflows and enhance business insights.

Prompt-Athon 2025
The Prompt-Athon is designed to help your organization master the art and science of prompting, discover new business scenarios for using Generative AI.

5

Ingram Micro Cloud

<https://bit.ly/2025H1>

Quarterly Update
The Microsoft cloud landscape is changing rapidly. To make sure you don't miss any program change, incentive or product update, we are organizing a quarterly update.

Microsoft Licensing Overview
In this Microsoft Licensing training, we will provide you with a comprehensive overview of all licensing methods, including OV, OVS, FPP, SPLA, OEM, and CSP.

Xvantage Ingram Micro Cloud Marketplace

6



<https://bit.ly/2025H1>

Are you organizing your own event for your customers?

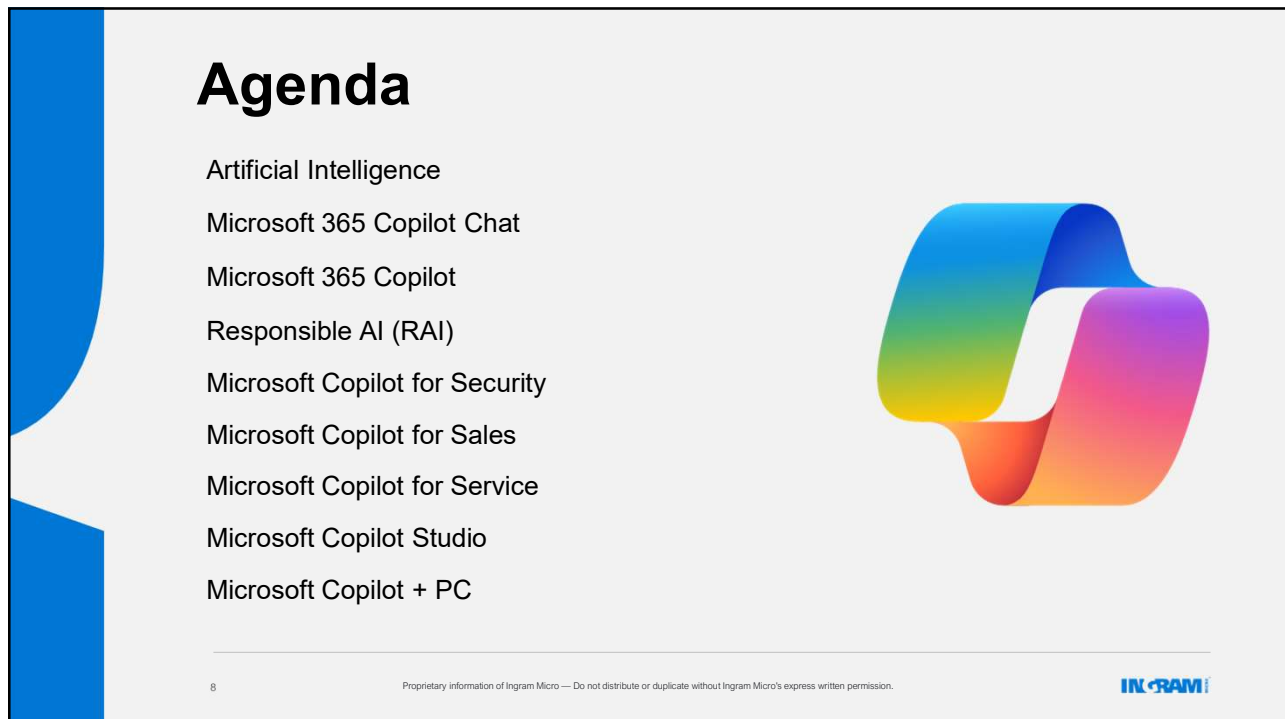
Searching for a speaker ?

diego.lens@ingrammicro.com

Microsoft


INGRAM

7



Agenda

- Artificial Intelligence
- Microsoft 365 Copilot Chat
- Microsoft 365 Copilot
- Responsible AI (RAI)
- Microsoft Copilot for Security
- Microsoft Copilot for Sales
- Microsoft Copilot for Service
- Microsoft Copilot Studio
- Microsoft Copilot + PC



8

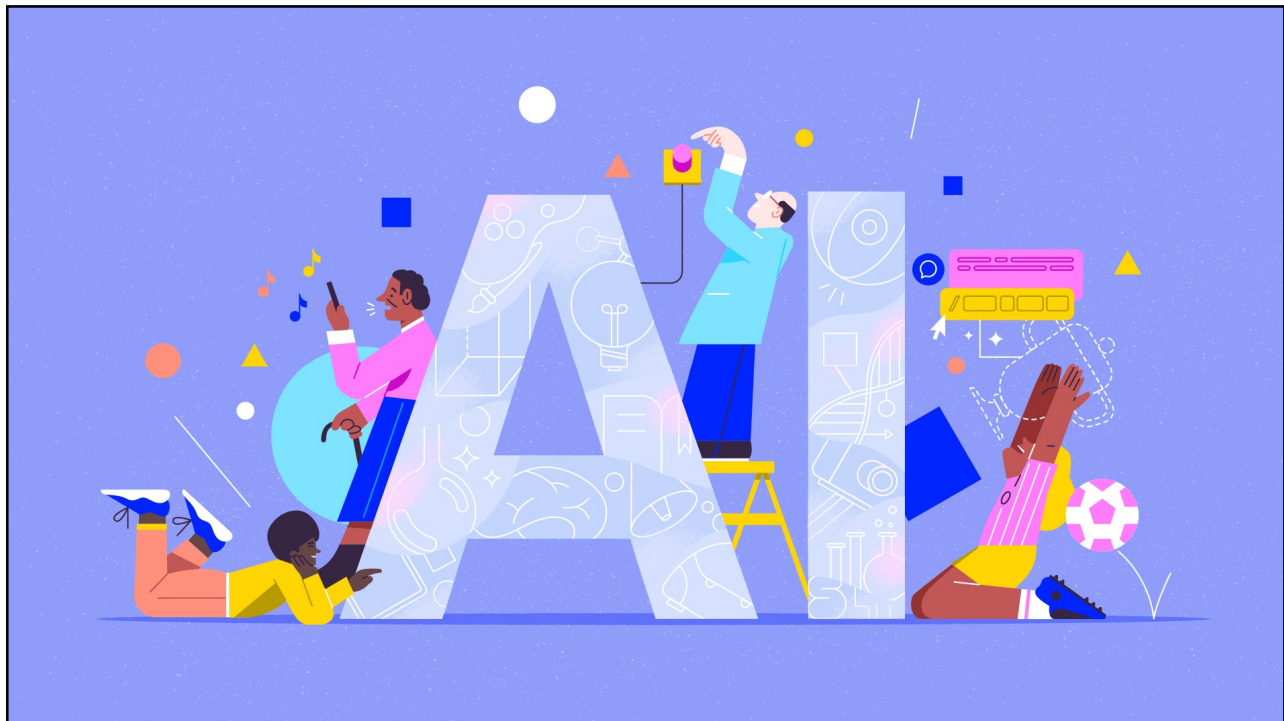
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INGRAM

8



9



10

Artificial Intelligence

1950s

Artificial Intelligence

The field of computer science that seeks to create **intelligent machines** that can replicate or exceed human intelligence.

11

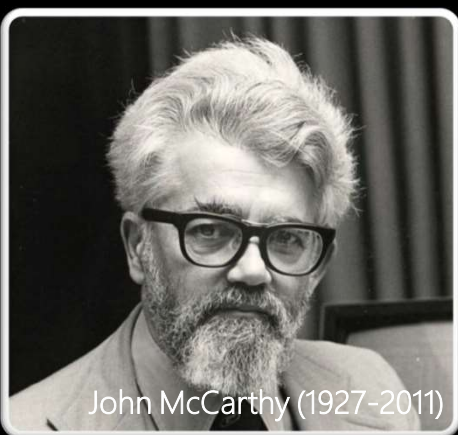
11

Artificial Intelligence

1950s

Artificial Intelligence

The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.



John McCarthy (1927-2011)

12

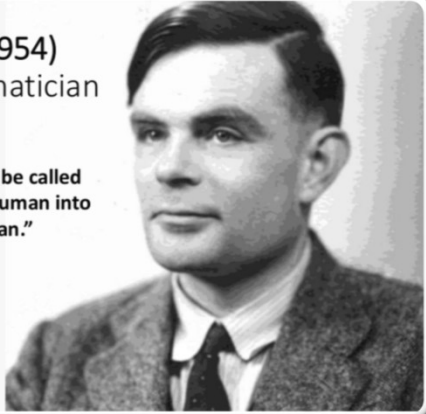

12

Artificial Intelligence

1950s
Artificial Intelligence
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

Alan Turing, (1912–1954)
 Educator, Mathematician

"A computer would deserve to be called intelligent if it could deceive a human into believing that it was human."

John McCarthy (1927–2011)

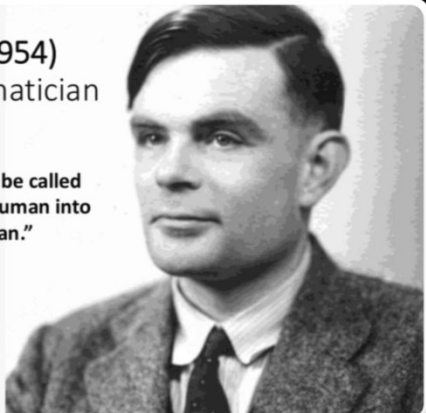
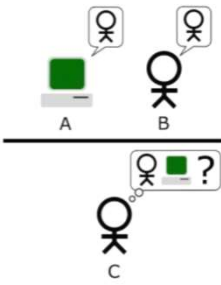
13

Artificial Intelligence

1950s
Artificial Intelligence
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

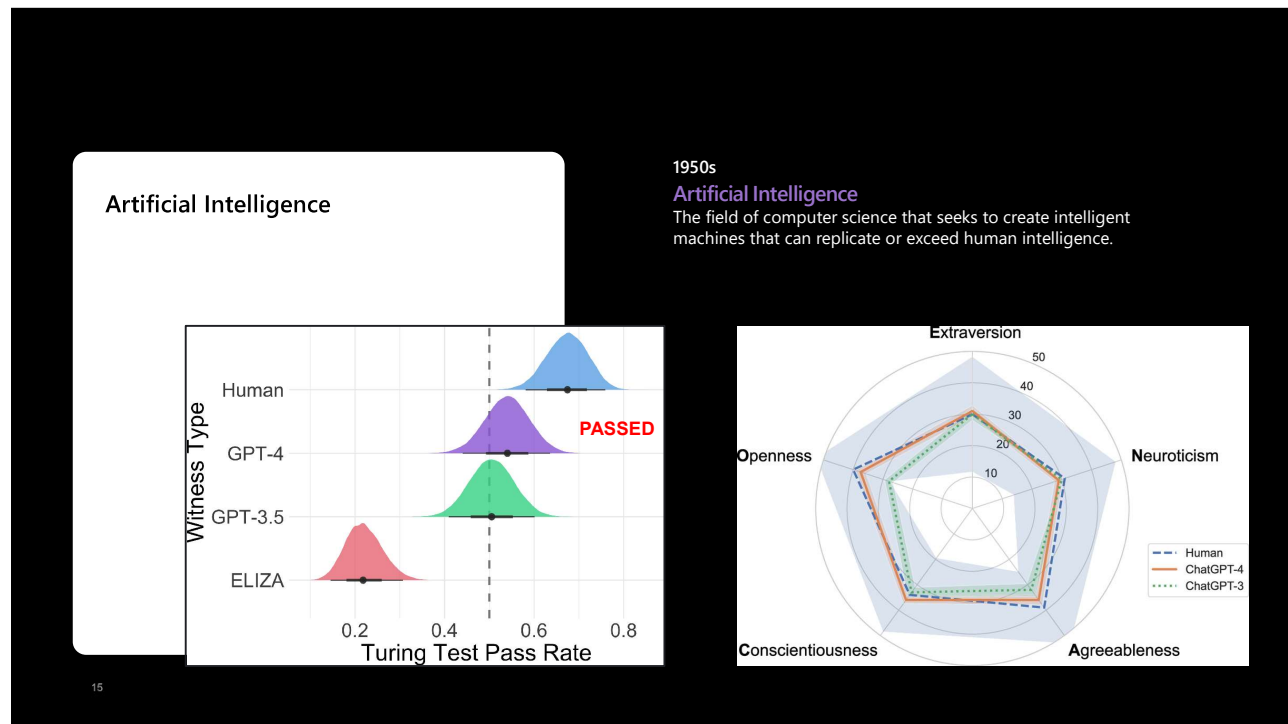
Alan Turing, (1912–1954)
 Educator, Mathematician

"A computer would deserve to be called intelligent if it could deceive a human into believing that it was human."

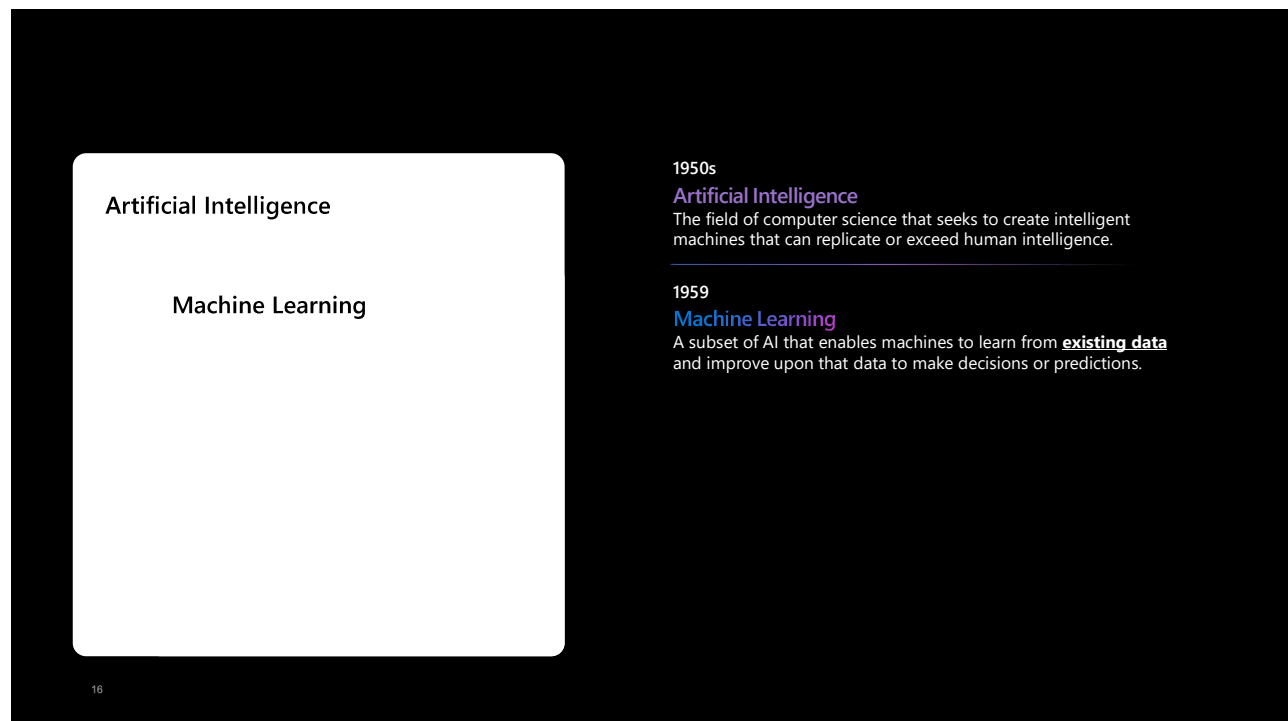



Turing Test (Chat)

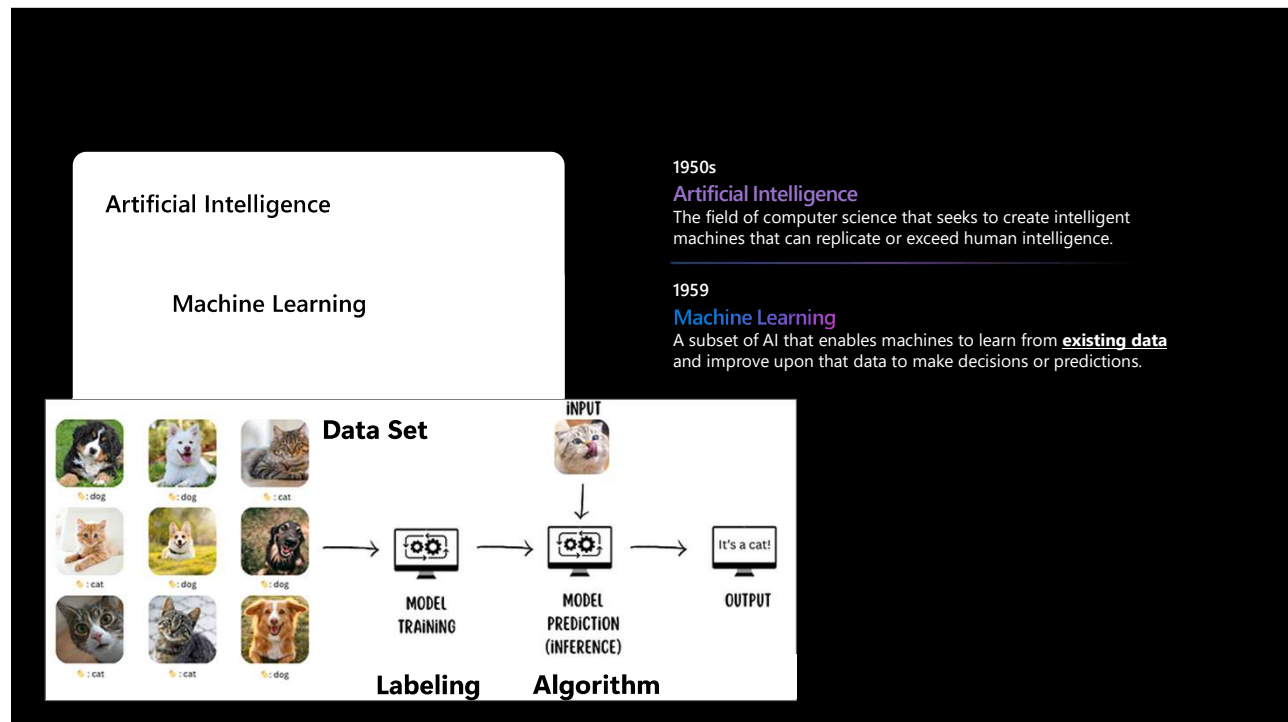
14



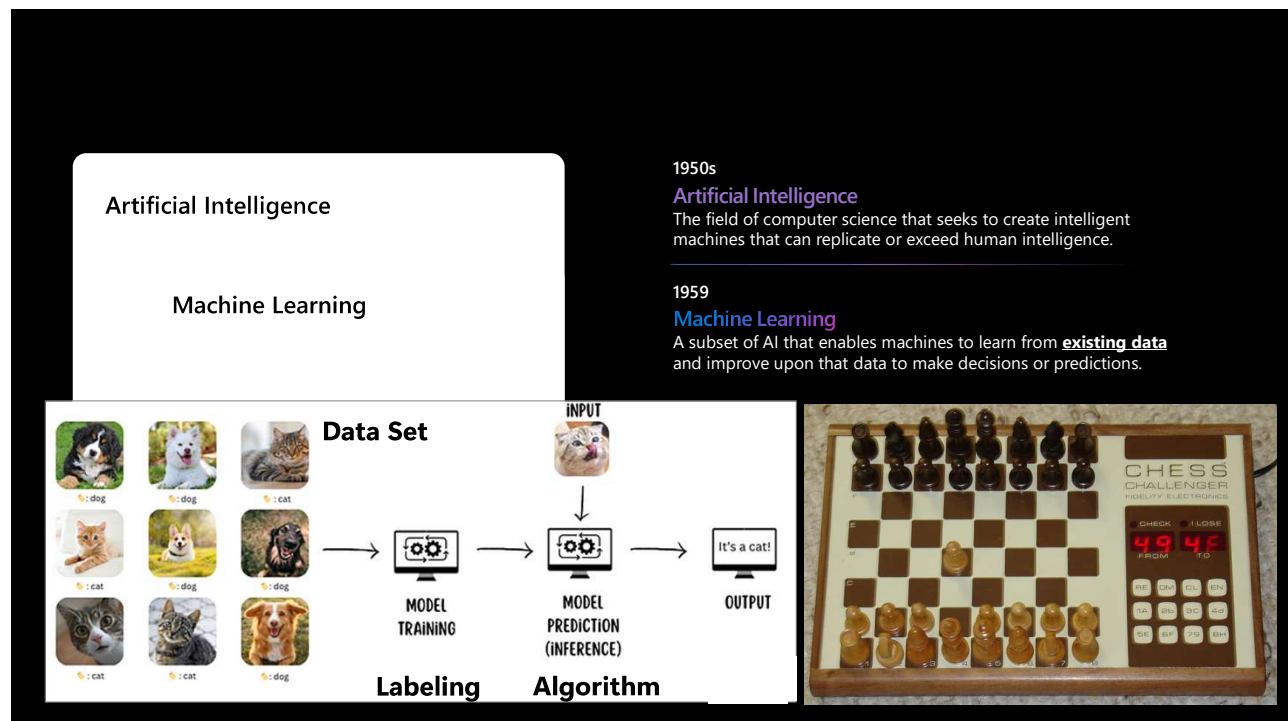
15



16



17



18

Artificial Intelligence

Machine Learning

1950s
Artificial Intelligence
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

1959
Machine Learning
 A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

Select all squares with **traffic lights**

Select all images with a **bus**
Click verify once there are none left.

Select all squares with **street signs**
If there are none, click skip

19

Artificial Intelligence

Machine Learning

1950s
Artificial Intelligence
 The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

1959
Machine Learning
 A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

Select all squares with **traffic lights**

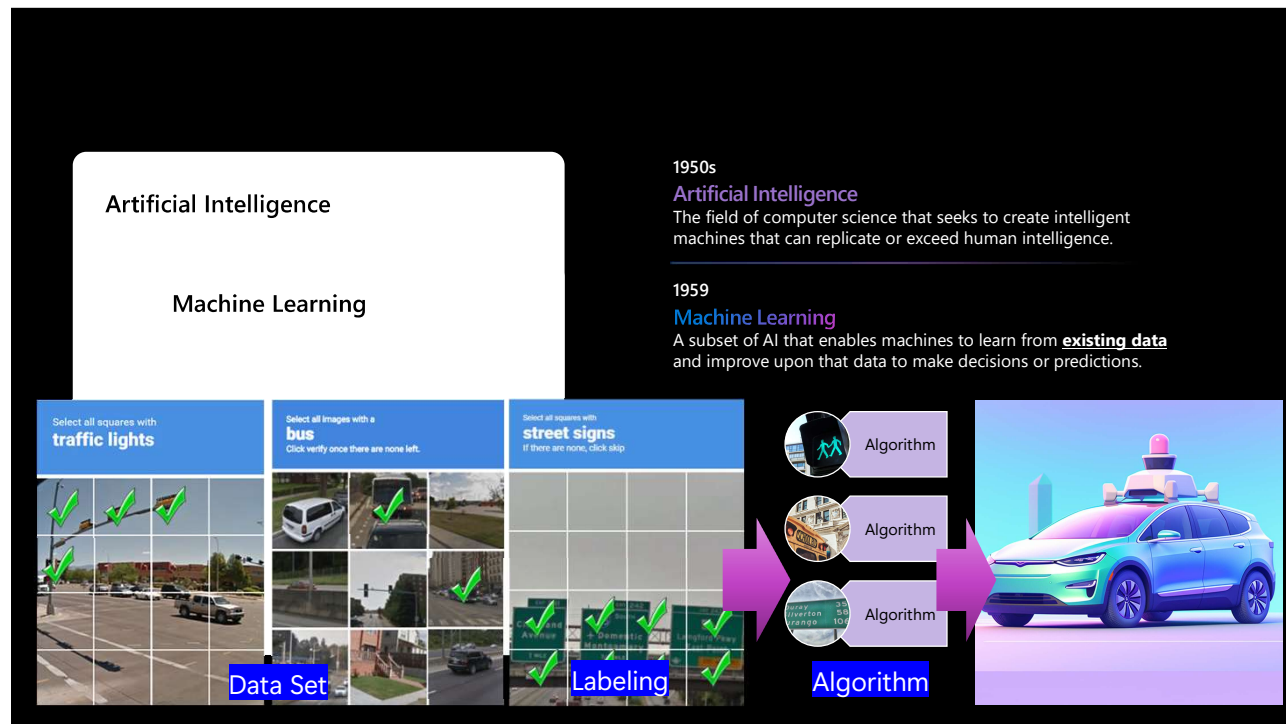
Select all images with a **bus**
Click verify once there are none left.

Select all squares with **street signs**
If there are none, click skip

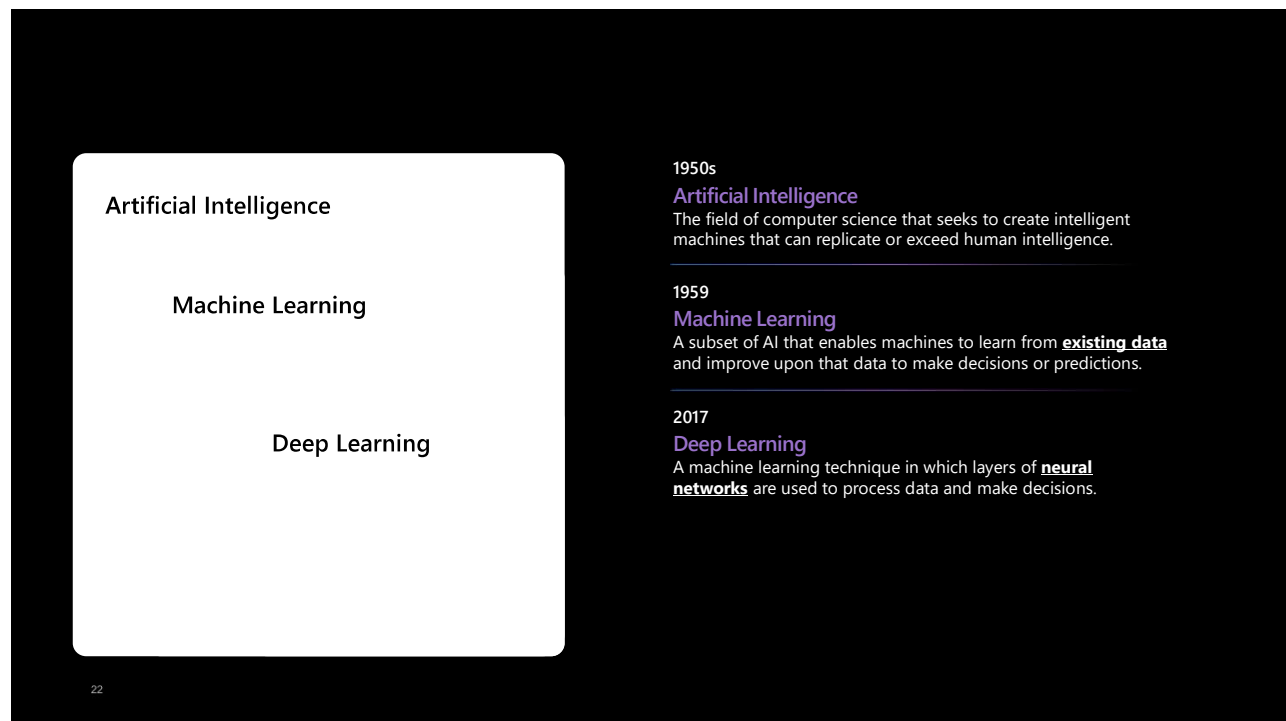
Data Set

Labeling

20



21



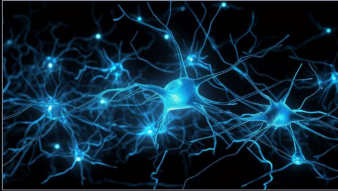
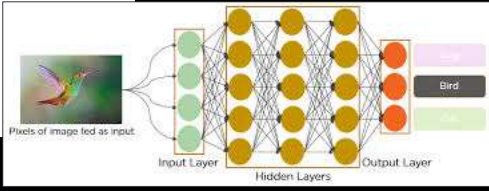
22

22

Artificial Intelligence

Machine Learning

Deep Learning

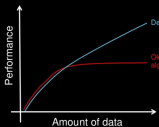



1950s
Artificial Intelligence
The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

1959
Machine Learning
A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

2017
Deep Learning
A machine learning technique in which layers of neural networks are used to process data and make decisions.

Why deep learning



How do data science techniques scale with amount of data?

23

Artificial Intelligence

Machine Learning

Deep Learning

Generative AI

1950s
Artificial Intelligence
The field of computer science that seeks to create intelligent machines that can replicate or exceed human intelligence.

1959
Machine Learning
A subset of AI that enables machines to learn from existing data and improve upon that data to make decisions or predictions.

2017
Deep Learning
A machine learning technique in which layers of neural networks are used to process data and make decisions.

2021
Generative AI
Create new written, visual, and auditory content given prompts or existing data.

24

24

Generative AI

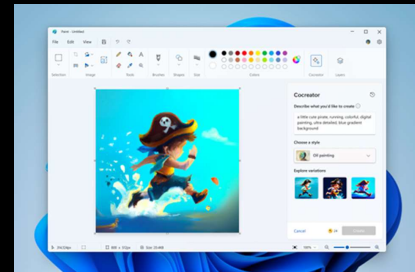
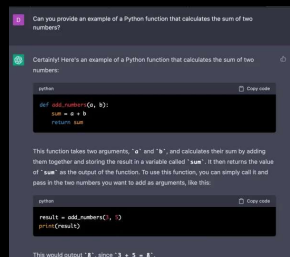
AI Generates
new content

Text

Code

Pictures

Video



25

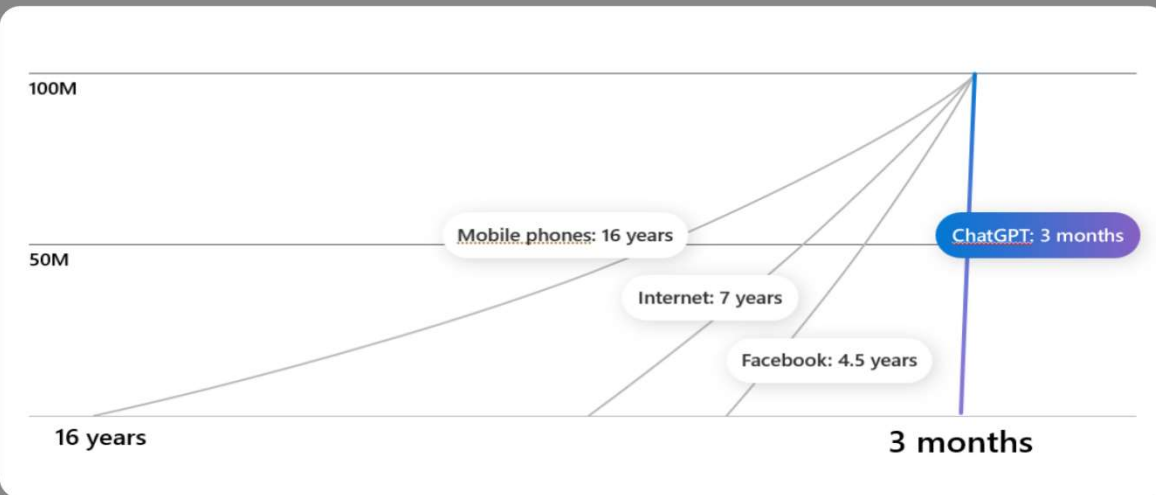
25

Large Language Models (LLMs)



26

Time to reach 100M users



27

Gartner Says More Than 80% of Enterprises Will Have Used Generative AI APIs or Deployed Generative AI-Enabled Applications by 2026

"Generative AI has become a top priority for the C-suite and has sparked tremendous innovation in new tools beyond foundation models," noted Arun Chandrasekaran, distinguished VP analyst at Gartner. "Demand is increasing for generative AI in many industries, such as healthcare, life sciences, legal, financial services and the public sector."

<https://www.gartner.com/en/newsroom/press-releases/2023-10-11>

28

28

Microsoft and OpenAI's partnership



"We formed our partnership with OpenAI around a shared ambition to responsibly advance cutting-edge AI research and democratize AI as a new technology platform"

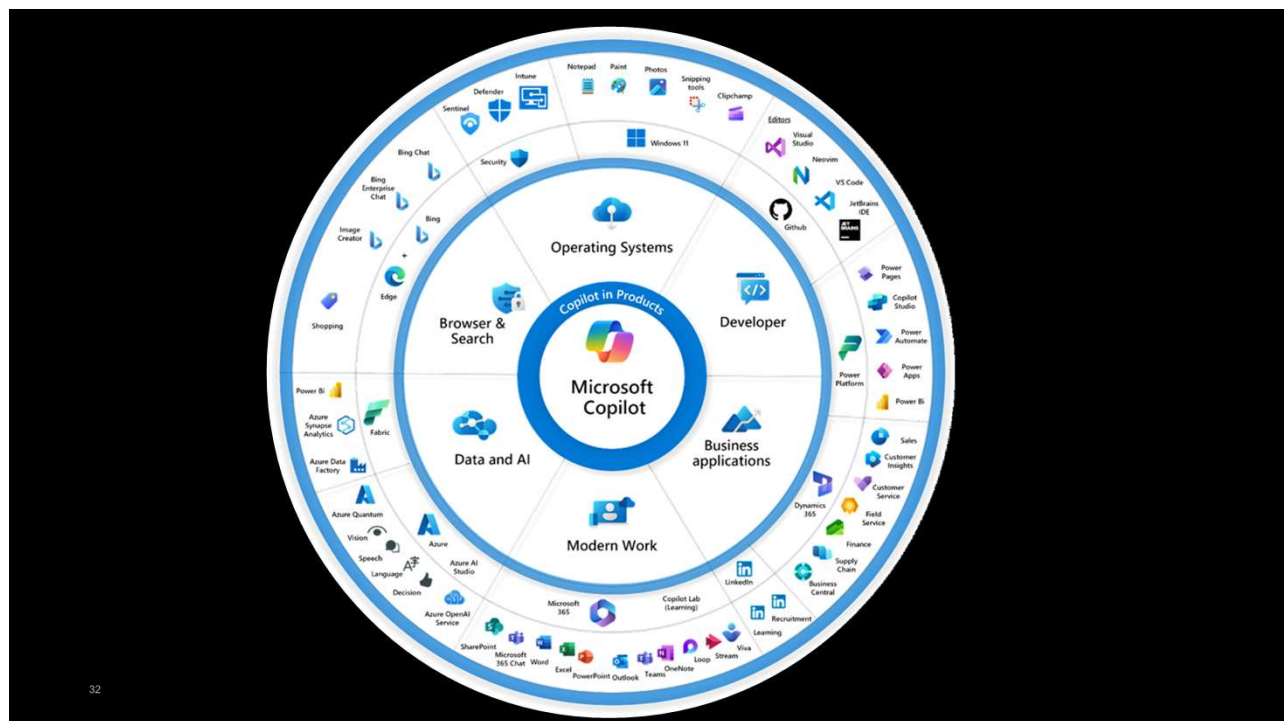
Satya Nadella (CEO Microsoft)

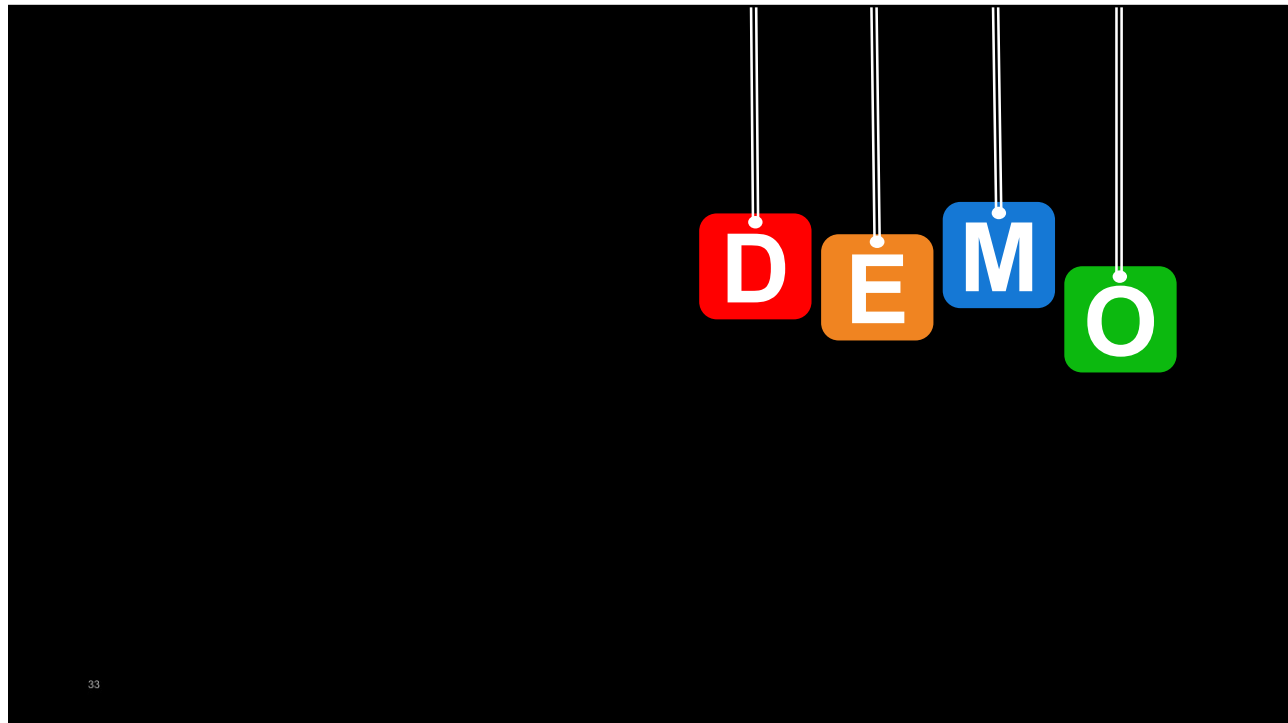
29



30

30





33

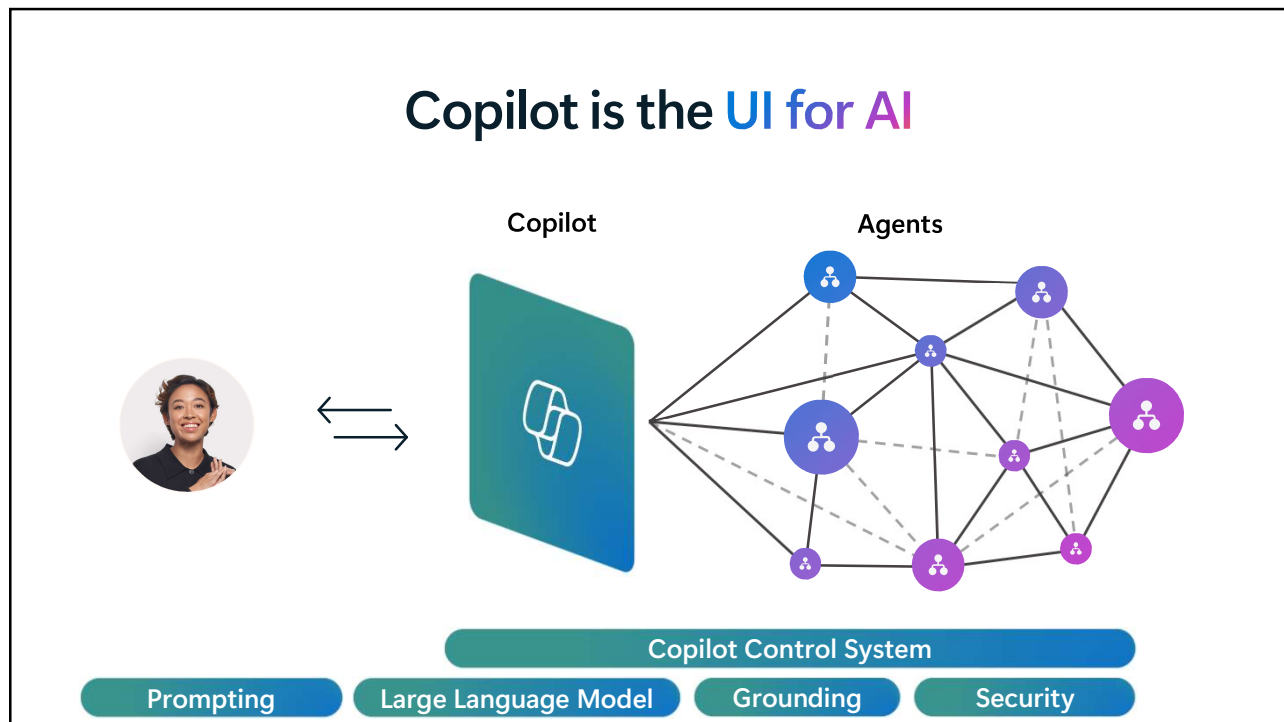
A blue background with a network of white dots and lines, and a robotic hand pointing upwards. The Ingram Micro logo is visible on the left side.

Microsoft 365 Copilot Chat

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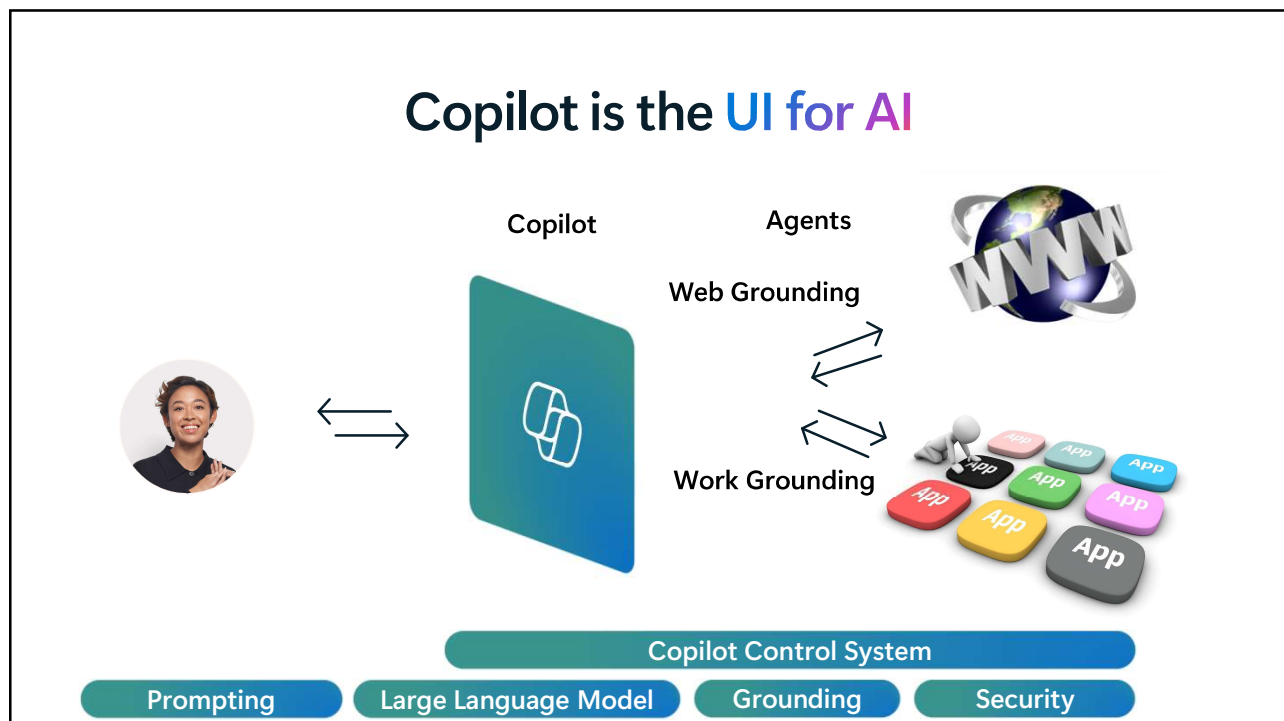
34

Copilot is the UI for AI




37

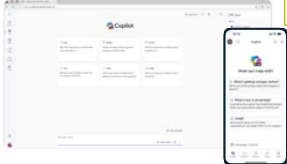
Copilot is the UI for AI



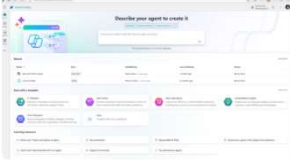
38

Introducing



Microsoft 365 Copilot Chat



Chat
Free, secure AI chat –
powered by GPT 4o and web grounded



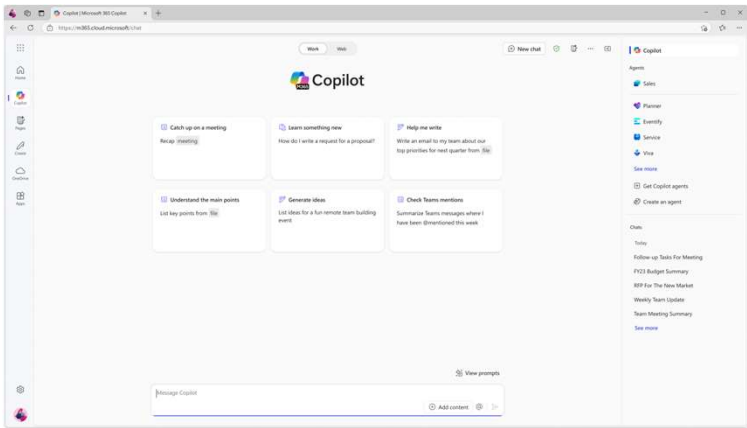
Agents
Integrated into the chat experience and
paid for on a consumption basis



IT Controls
Enterprise Data Protection
and agent management

39

One chat experience across all Copilot users



Web

[M365copilot.com](https://m365copilot.com)

App

[Windows](#)

[iOS](#)

[Android](#)

Get started from the [Microsoft 365 Copilot app](#)

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Slide 39

DPO [@Daniel Vargas Gonzalez] - the toggle in the Chat view is for work- not web. I think this is not correct? Do you have another visual?

Dawn Pearse, 2025-01-13T22:45:36.214

DVO 0 We need a screen without toggle

Daniel Vargas Gonzalez, 2025-01-13T23:09:51.582

L00

Flexible purchase and deployment options		Microsoft 365 Copilot Chat	Microsoft 365 Copilot
		Free + Consumption	\$30 pupm
Chat	Copilot Chat – Web grounded (powered by GPT 4o)	Included	Included
	Copilot Chat – Work grounded (shared tenant Graph data, 3rd party data via Graph connectors, personal data)	Included	Included
	Copilot Pages	Included	Included
	File upload ¹	Included	Included
	Code Interpreter ¹	Included	Included
Agents ²	Image generation ¹	Included	Included
	Create agents using Copilot Studio ³ , including SharePoint agents	Included	Included
	Discover and pin agents	Included	Included
	Use agents grounded on web data	Included	Included
	Use agents grounded on shared tenant Graph data and 3 rd party data via Graph connectors	Included — Metered	Included
Personal assistant	Use agents that act independently using autonomous actions	Included — Metered	Included
	Access to personal Graph for additional context, personalization (e.g. Outlook, OneDrive, meeting transcripts)		Included
	Copilot in Teams (Copilot in Meetings and Meeting Recap)		Included
	Copilot in Outlook (Prioritize my inbox, message summaries, draft email)		Included
	Copilot in Word (Document summaries, draft documents, commands)		Included
	Copilot in Excel (Python, formula creation, commands)		Included
	Copilot in PowerPoint (Narrative Builder, designer, draft slides, deck summaries)		Included
	Copilot Actions		In preview
	Pre-built M365 agents (Interpreter, Facilitator, Project Manager, Employee Self-Service)		In preview
Copilot Control System	Enterprise Data Protection (EDP)	Included	Included
	IT management controls	Included	Included
	Agent management	Included	Included
	SharePoint Advanced Management		Included
	Copilot Analytics to measure usage and adoption ⁴		Included
	Pre-built reports and advanced analytics to measure ROI		Included

1. Limits apply. 2. Applies to employee-facing agents only. 3. Learn more about the full capabilities of Copilot Studio [here](#). 4. Basic reporting in Microsoft Admin Center available for Copilot Chat.

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Activate Copilot Studio subscription to enable M365 Copilot Chat

Copilot Studio usage burns “messages”

Messages is a measure of the time and effort required by Agent to provide a response to a single prompt

Burn rate parity across message pack and metered offering (Rate card in next slide)

Leverage your existing Azure commitments (MACC)

Message packs

- Tenant-wide message packs
- 25,000 messages/month
- \$200 per pack/month

Pay-as-you-go

New!

- ✓ New PAYG meter
- ✓ \$0.01/message
- ✓ Can decrement MACC

42

Slide 41

LOO FYI, [@Tiffany Ellis] , per Seth, we moved the detailed pricing slides to the appendix.


Leslie Overland, 2025-01-14T01:14:18.077

TEO 0 Thank you

Tiffany Ellis, 2025-01-14T01:24:43.270

Utilization rates depend on type of agent and prompt		
	M365 Copilot Users	All other scenarios
Classic answers Predefined responses manually authored by agent makers that are static unless manually updated, & used when a precise or controlled response is desired output	0	1 message
Generative answers Dynamically generated responses based on knowledge sources & context that provide flexible and natural interactions	0	2 messages
Tenant Graph grounding for messages Grounding for agents with relevant, secure, and up-to-date information from tenant-wide Graph, including external data synced into Microsoft Graph through Graph connectors	0	30 messages
Autonomous actions Generatively orchestrated triggers, topics, PowerPlatform connectors and Power Automate flows used to automate complex business processes	25 messages	25 messages
Each interaction with an agent could utilize multiple utilization rates simultaneously i.e. an agent grounded in Tenant Graph could use 32 messages (30 for the graph grounding and 2 for Generative Answer) to respond to a single complex prompt from the user		

43



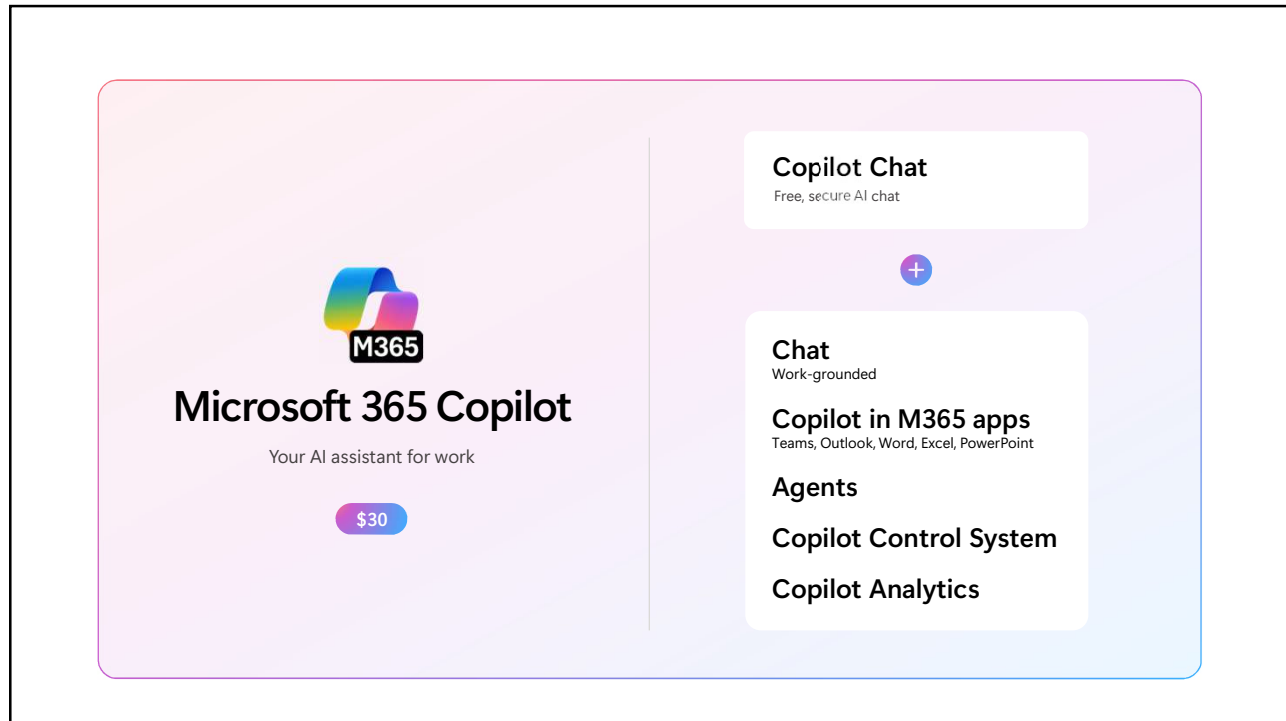
Copilot Chat
Free, secure AI chat

Chat
Web-grounded

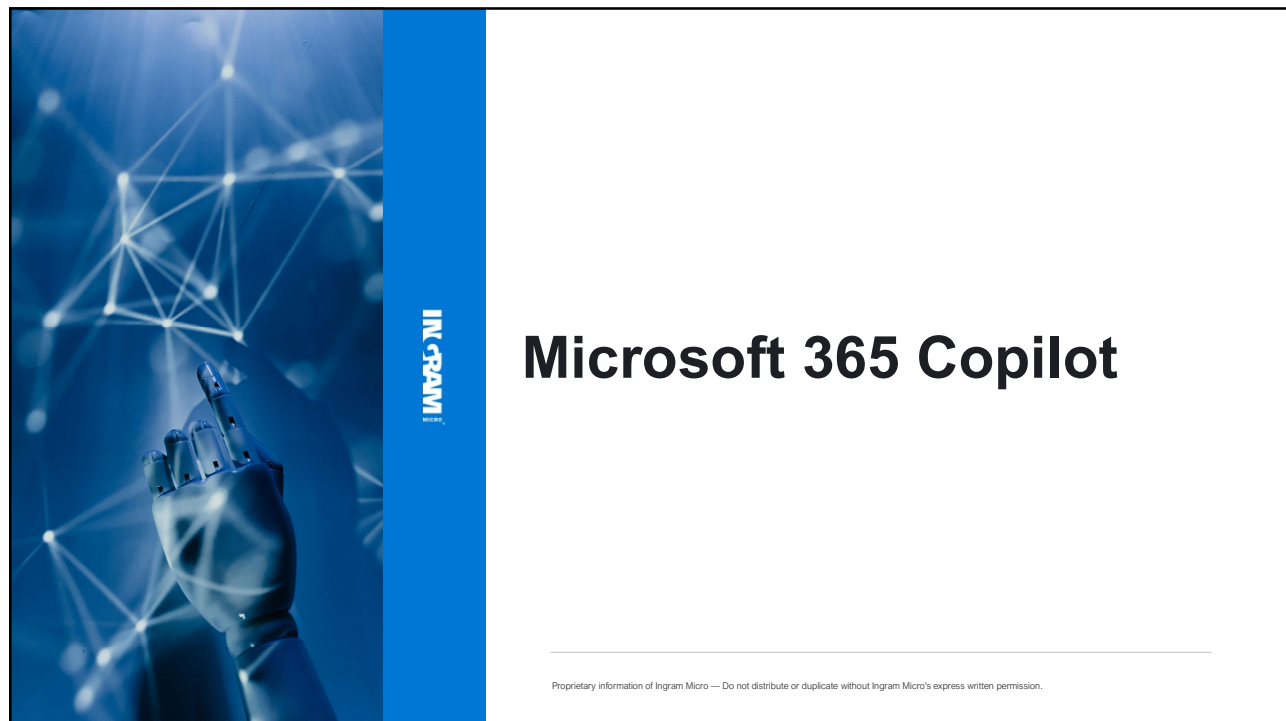
Agents

IT controls

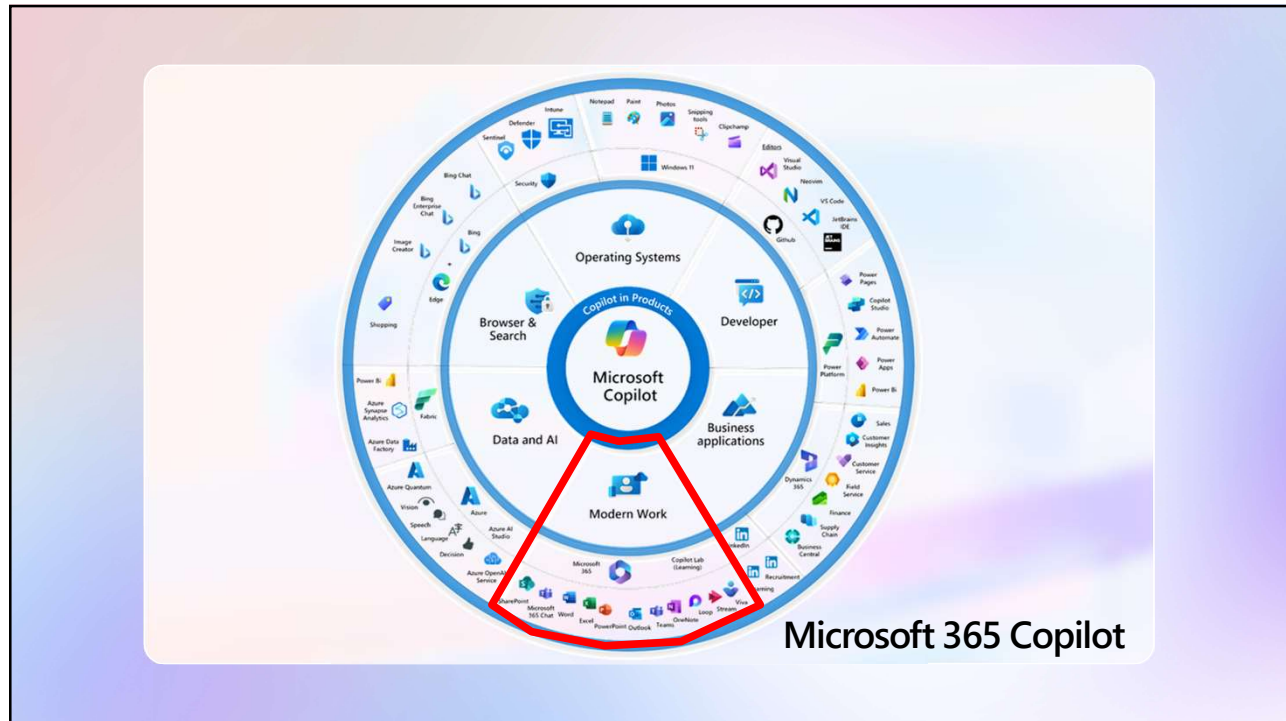
44



45



46



47

Microsoft 365 Copilot

Unleash creativity

Harness Copilot's power so you never start from scratch

Unlock productivity

Let Copilot summarize actions for you, and optimize your time

Uplevel skills

Be better at what you're good at and master what you've yet to learn

48

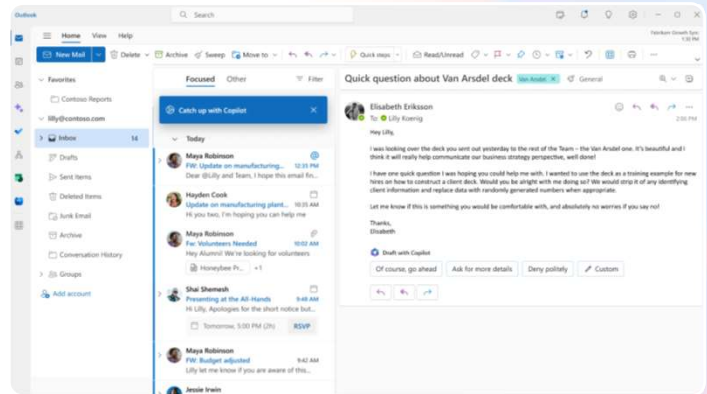
Review email inbox to find customer inquiries and supplier updates

Copilot in Outlook

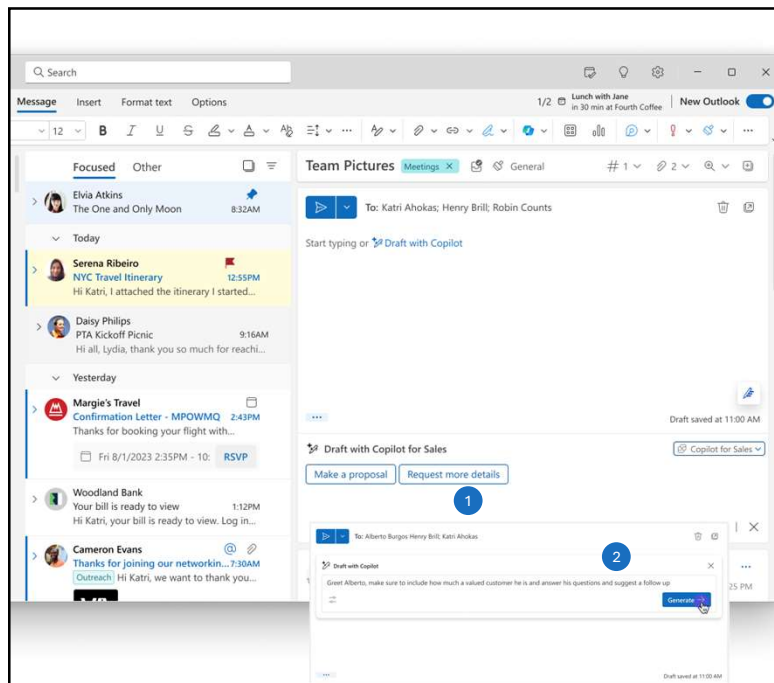
Copilot works alongside to manage the daily inbox.

Business needs:

- Facilitate review of recent emails
- Flag important items; specifically, customer feedback and supplier concerns
- Draft customized responses to each inquiry. Further trim text and apply a professional tone.



49

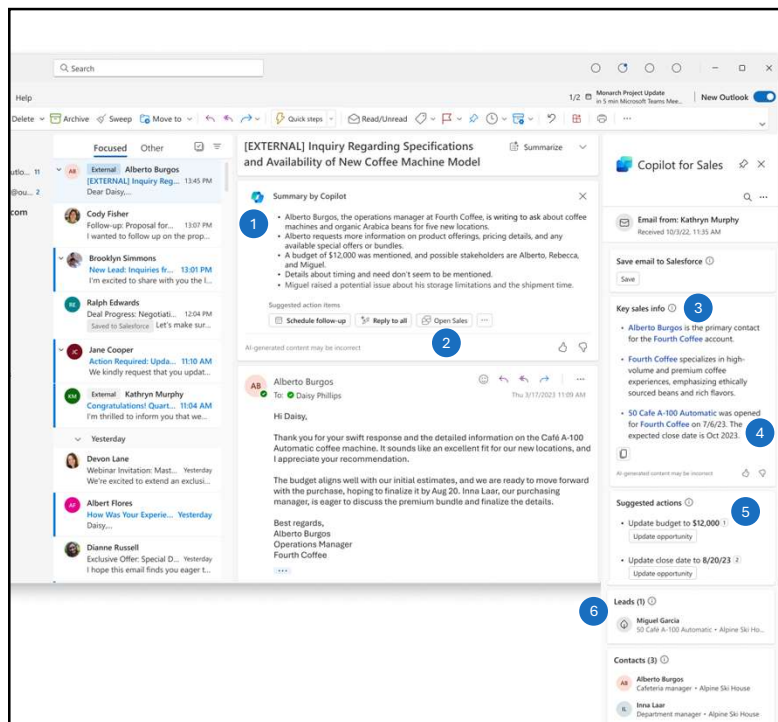


Outlook Email Draft

Copilot for Sales generates customer replies using sales prompts, data, and insights

- 1 Suggested sales-specific email prompts
- 2 Email draft provided by Copilot for Microsoft 365 enriched with CRM information and sales insights like BANT (Budget, Authority, Needs, Timing) analysis, buying intent, and more

50



Outlook Email Summary

Copilot for Sales helps sellers catch up on email in a snap

- 1 Email summary provided by Copilot for Microsoft 365 enriched with information for the CRM and key sales insights – Budget, Authority, Needs, Timing, buying intent and more
- 2 Email summary has a link to open Copilot for Sales sidebar
- 3 Sales-specific information about the customer
- 4 Links to recent deals related to this customer or account
- 5 Sales-specific suggested next actions
- 6 Related CRM records

51

Intelligent recap in Copilot in Teams

The diagram illustrates the Intelligent recap in Copilot in Teams. It shows a meeting summary in the Copilot sidebar, highlighting key points and actions. The summary includes:

- Product Roadmap Discussion:** A section titled "Product Roadmap Discussion" with a video player and a list of speakers (Mona Kane, Babak Shammass, Daniela Mandera, Amanda Brady, Bruno Zhao).
- Meeting notes:** A section titled "Meeting notes" with a list of key points and actions.
- Follow-up tasks:** A section titled "Follow-up tasks" with a list of tasks to be completed.

The diagram also includes a sidebar with the following features:

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

On the right side, there is a section titled "Copilot in Teams" with the following features:

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

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

*Intelligent recap is also available in Teams Premium

52

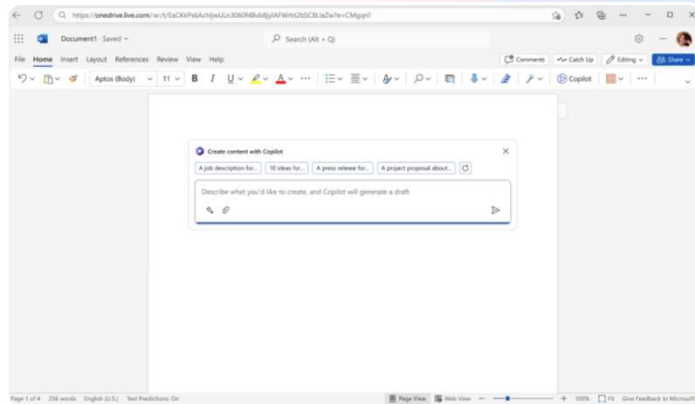
Create a proposal to update the store's website

Copilot in Word

Copilot helps write, edit, summarize, & create.

Business needs:

- Draft a two-page project proposal based on the data from customer feedback and sales
- Make the third paragraph more concise. Change the tone of the document to be more casual
- Create a one-page draft based on this rough outline



53

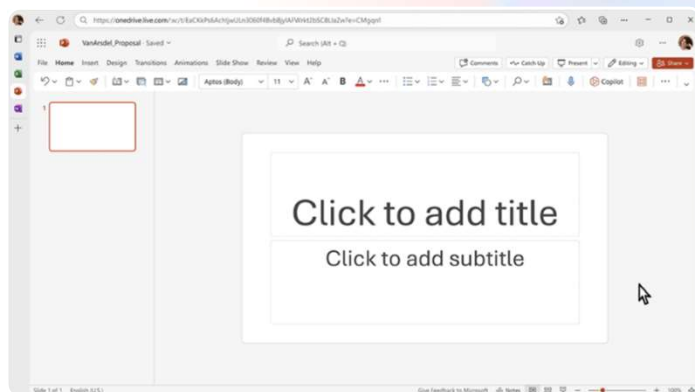
Copilot for Microsoft 365 example

Copilot in PowerPoint

Copilot helps to create visually stunning presentations.

Business needs:

- Create a five-slide presentation based on a Word document, include relevant stock photos
- Consolidate that presentation into a three-slide summary
- Reformat three bullets into three columns, each with a photo



54

Provide comparison on online vs in-person sales

Copilot in Excel

Copilot works alongside to analyze trends and create professional-looking data.

Business needs:

- Break down sales by type and channel
- Project the impact of increasing online inventory
- Reformat data into a visual chart to model how inventory shifts could impact the gross margin
- Create visual charts to share with the team

Country	Customer	Product	Discount Band	Units Sold	Manufacturing Price	Sales Price	Gross Sales	Discounts	Sales
France	VanKleef	Biodegradable Cleaning Products	Low	4345	\$10	\$352	\$1,529,440	\$15,294	\$1,514,146
USA	VanKleef	Biodegradable Cleaning Products	Low	4245	\$10	\$352	\$1,494,240	\$14,942	\$1,479,298
Australia	VanKleef	Biodegradable Cleaning Products	None	4124	\$10	\$352	\$1,451,568	\$0	\$1,451,568
Mexico	VanKleef	Biodegradable Cleaning Products	Medium	3554	\$10	\$352	\$1,269,808	\$63,508	\$1,206,300
France	Contoux Pharmaceuticals	Biodegradable Cleaning Products	Low	4852	\$10	\$127	\$616,904	\$6,289	\$610,615
France	Contoux Pharmaceuticals	Recycled Can	Low	4853	\$5	\$127	\$622,081	\$6,227	\$615,854
Canada	Proseware	Natural Personal Care Products	Low	1954	\$276	\$352	\$696,198	\$5,901	\$690,297
Canada	Proseware	Biodegradable Cleaning Products	High	1880	\$220	\$352	\$660,960	\$84,137	\$576,823
USA	VanKleef	Compostable Food Packaging	Low	1254	\$3	\$380	\$476,520	\$4,765	\$471,755
USA	Proseware	Natural Personal Care Products	Medium	1465	\$224	\$352	\$516,432	\$26,546	\$489,886
USA	Proseware	Sustainable Snack Packaging	Medium	1413	\$130	\$352	\$495,376	\$26,546	\$468,830
Australia	Proseware	Natural Personal Care Products	Medium	1369	\$224	\$352	\$481,408	\$24,806	\$456,602
USA	VanKleef	Compostable Food Packaging	Medium	1252	\$3	\$380	\$476,760	\$23,986	\$452,774
Canada	VanKleef	Compostable Food Packaging	Low	880	\$212	\$380	\$337,400	\$3,724	\$333,676
Australia	Proseware	Sustainable Snack Packaging	Medium	1289	\$120	\$352	\$391,968	\$23,520	\$368,448
Australia	VanKleef	Compostable Food Packaging	None	854	\$3	\$380	\$323,520	\$0	\$323,520
Canada	Contoux Pharmaceuticals	Biodegradable Cleaning Products	Low	2785	\$110	\$127	\$353,695	\$3,537	\$350,158

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Meeting prep for Ritecloud - Saved

Draft with Copilot: Preview

Help me prep for the pitch meeting with Ritecloud meeting

Generate Reference your content

Open tasks for this opportunity

Subject	Priority	Due	Created on	Owner
Installation of a new panel in new California building	High	In progress	01/06/2023	Eve Terence
Low production from 3 solar panels	High	In progress	06/06/2023	Irina Lauer
Send new autumn catalog	Low	Delayed	06/10/2023	Irina Lauer

Recent meeting insights

Highlights and follow-ups from your last recorded meeting about 10 XL Coffee machines

Intro meeting for new coffee machines deal

01/02/2023 3:09 PM - 2:20 PM

Highlights

Alberto had questions about some of the games he was unable to attend, and why he couldn't exchange his tickets. Daisy explained the deposit process for next season, and how it works.

Follow-ups

- Daisy will send Alberto the refund information on Friday
- Alberto will confirm next week if he can place a deposit

Email thread summary

Highlights and follow-ups from your last recorded meeting about 10 XL Coffee machines

- Alberto from New Research requested updated price information for monthly express beans order from Daisy Philip
- Alberto added his colleague Miguel in CC for the new store location in San Diego and asks for an estimate of the shipping time to their new location
- Alberto wanted to discuss purchasing coffee machines with a range of cartridge and milk options and self-cleaning features for convenience in their new San Diego office with Daisy on their weekly call

Still working on it...

Stop generating etc.

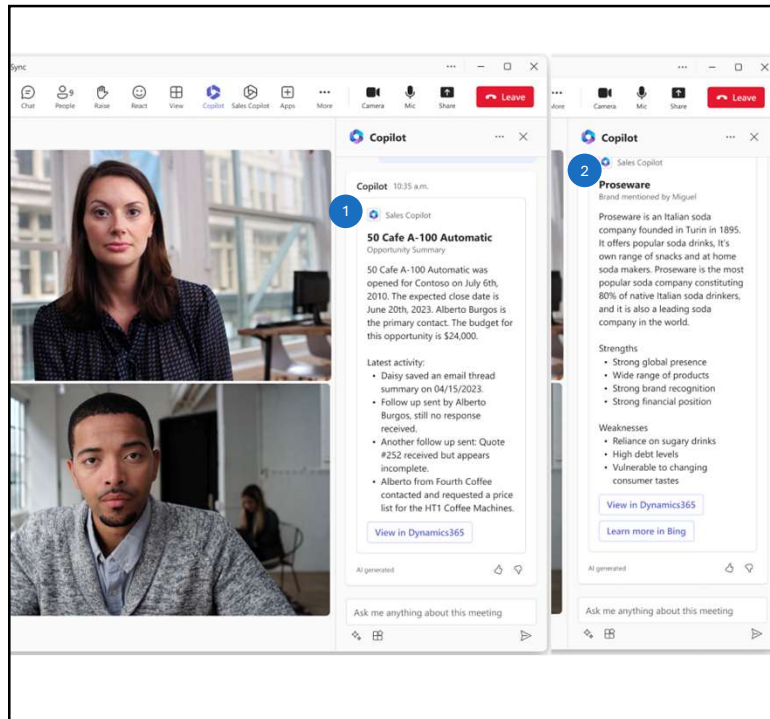
Word Content Generation

Sales meeting preparation brief

Copilot for Sales helps sellers prepare for customer engagements

- 1 CRM records included directly into the content generation prompt
- 2 CRM insights and enrichment blended directly into the generated content

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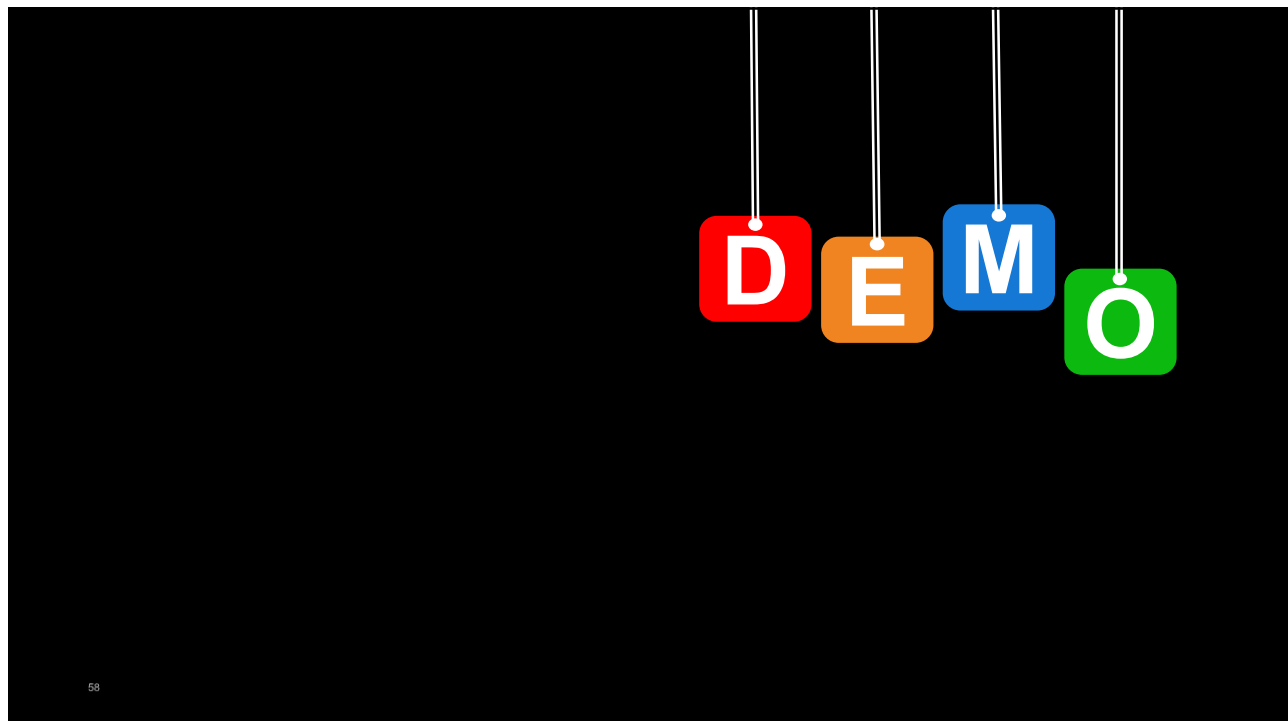


Teams In Meeting

During meetings, Copilot for Sales brings sellers real-time information and tips

- 1 **Opportunity Summary**
Opportunity summary surfaces summarizing previous action items, notes and other related CRM information
- 2 **Real-time Brand/Competitor detection**
When a brand name is mentioned, Copilot detects it and surfaces a SWOT analysis and overview of the brand from Bing's database

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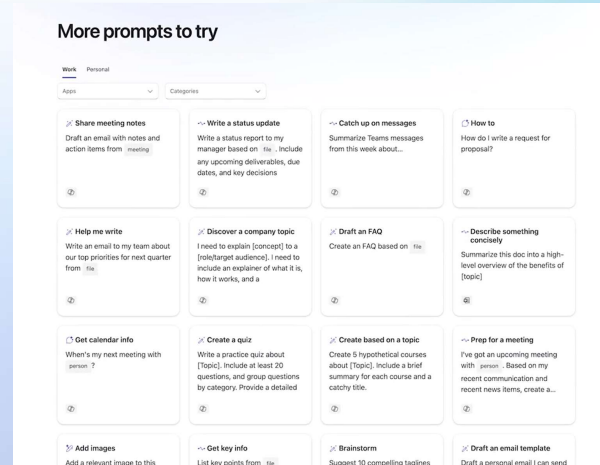


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Copilot Lab : Prompt Engineering

- A collection of prompts that can be used to explore and experiment with Copilot
- Learn the art and science of prompt Engineering in an easy way
- Provides latest information and resources
- Evolves and adapts as AI becomes more advanced

<https://aka.ms/CopilotLab>



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Microsoft 365 Copilot (Starting June 12, 2024)

- **\$30 / User / Month**
- **Available as add-on for:**

- Microsoft 365 Apps for business
- Microsoft 365 Apps for enterprise
- Microsoft 365 Business Basic
- Microsoft 365 Business Premium
- Microsoft 365 Business Standard
- Microsoft 365 F1/F3/E3/E5
- Office 365 E1/E3/E5
- Exchange Kiosk/Plan 1/Plan 2
- SharePoint Plan 1/Plan 2
- OneDrive for Business Plan 1/Plan 2
- Microsoft Clipchamp
- Microsoft Teams EEA/Enterprise/Essentials
- Microsoft Planner Plan 1
- Microsoft Project Plan 3/Plan 5/Online Essentials
- Visio Plan 1/Plan 2

- <https://learn.microsoft.com/en-us/copilot/microsoft-365/microsoft-365-copilot-licensing>

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What's included in Microsoft 365 Copilot ?

- Copilot in Word
- Copilot in PowerPoint
- Copilot in Outlook
- Copilot in Excel
- Copilot in OneNote (only available on Win32 desktops)
- Copilot in SharePoint
- Copilot in OneDrive
- Microsoft 365 Business Chat (find more below).
- Priority access to the latest models (such as OpenAI's GPT-4 Turbo)
- Image Creator from Microsoft Designer 100 boosts per day
- Copilot in Forms (not included in Copilot Pro, but included in Microsoft 365 Copilot)
- Copilot in Teams (not included in Copilot Pro, but included in Microsoft 365 Copilot)
- Copilot in Loop (not included in Copilot Pro, but included in Microsoft 365 Copilot)
- Copilot in Whiteboard (not included in Copilot Pro, but included in Microsoft 365 Copilot)
- Microsoft Copilot Studio: Build standalone copilots for Microsoft 365 Copilot

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Microsoft Promotions

Save 15% on
Copilot for Microsoft 365

Promotion summary

We launched the Getting Started with Copilot promotion in CSP on September 1, 2024. Through this offer, which is available through December 31, 2024, partners will receive 15 percent off the net partner price for all eligible customer transactions.

Duration

September 1, 2024 to ~~December 31, 2024~~

**Extended until
1st of April 2025**

Geography

Worldwide

Promo type

New commerce experience, partner-led (CSP)

Products

Copilot for Microsoft 365

Discount percent and discount description

15 percent off annual subscriptions Billing availability: Prepaid (one year upfront)

Customer eligibility

N/A

Transaction limits

10-300 licenses

End customer value prop

Creating a Getting Started offer for Copilot provides customers with an easy way to begin their AI journey. Customers purchasing an offer with greater than 10 seats will also see value in a departmental pilot vs. individual pilots.

Partner value prop

This approach can inherently reduce your sales costs and speed up the sales cycle. Additionally, it bundles many of the same services partners are currently offering with an initial license purchase, enabling customers to find value more quickly.

This also presents an opportunity for you to extend additional services and licenses as customers look to grow and scale their rollout. Ultimately, this is a chance for you to accelerate the growth of both Copilot and your services revenue.

Next steps/Learn more

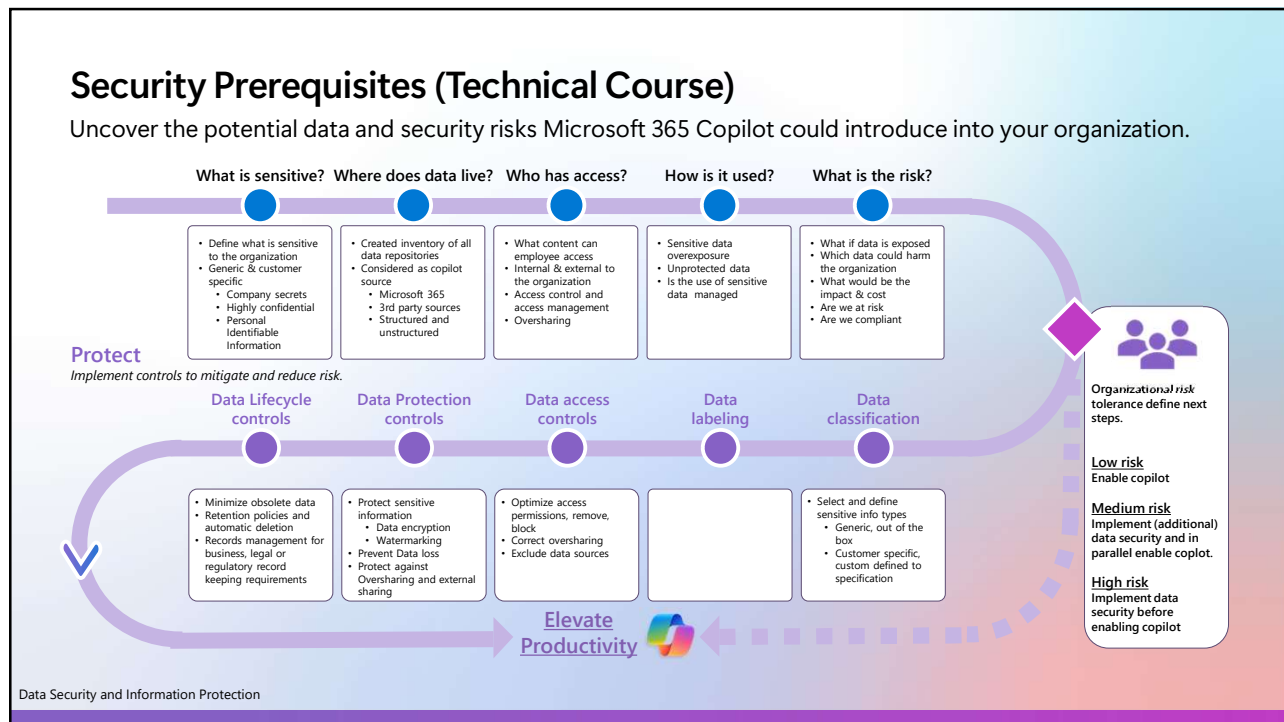
Review the [Offer FAQ](#) for additional details.

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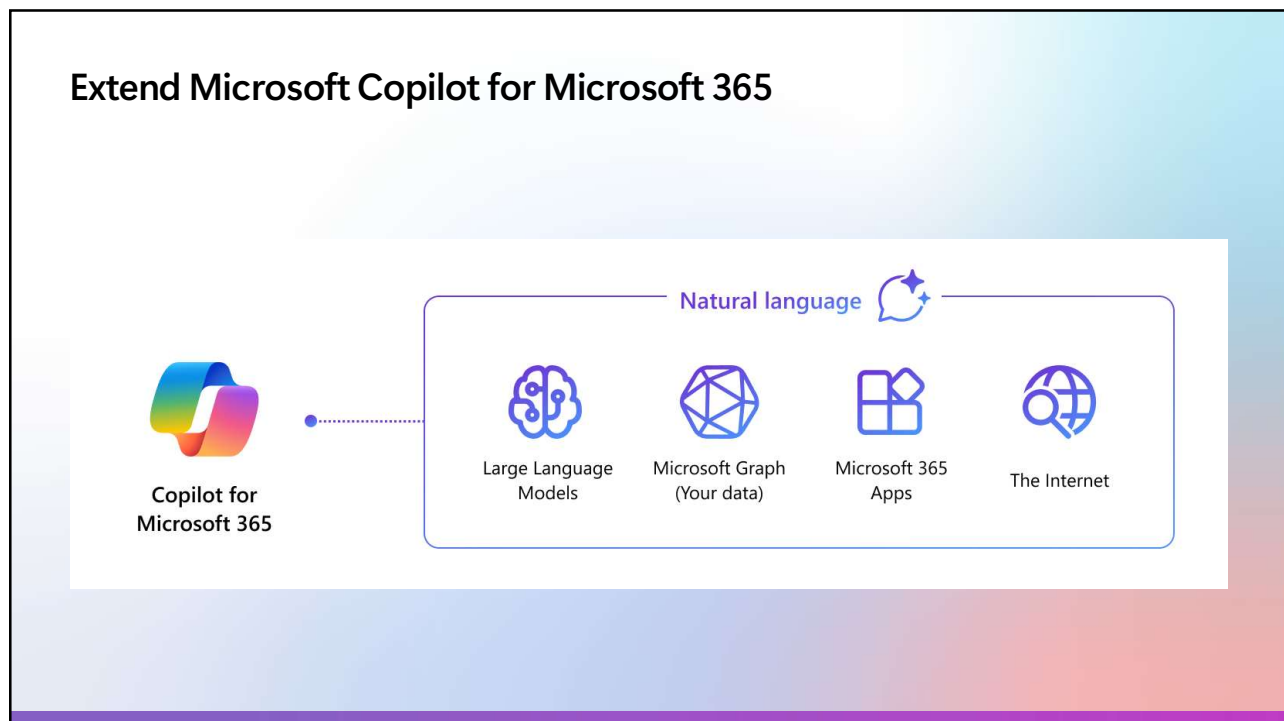
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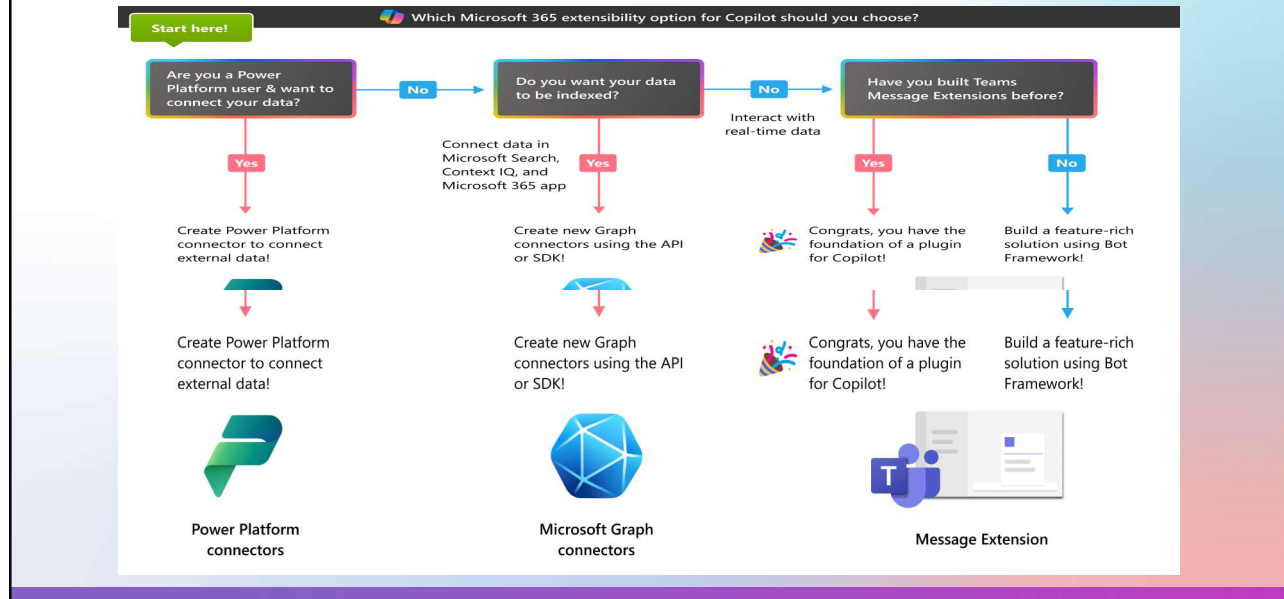


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Extensibility options flow for Microsoft 365 Copilot



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Microsoft Graph connector pricing

Connectors Are Free

All of the connectors by Microsoft are free. However, you need to have sufficient index quota to ingest content from those connectors.

What is 1 item of index quota?

Each entity (or record) from the source system that you add to Microsoft Graph.

1 document in file share, 1 wiki page in Confluence or 1 ticket in Jira

Entitlement with Copilot

Copilot for Microsoft 365 includes entitlement to 500 items of index quota per licensed user.

For a 50-user SMB, you would have entitlements to 25000 items

Note: purchase additional index quota and SMB relevance

Additional Quota can be acquired with a minimal of USD \$1000/month for a million items. For SMB's, you'd require special use cases to warrant this investment and therefore we recommend to first look at scenarios that can be met via license entitlement options.

Learn More: <https://learn.microsoft.com/en-us/microsoftsearch/licensing>

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Copilot Pro (Starting January 15, 2024)

- Only available for individuals / families (not in CSP)
- \$20/User/Month
- Add-on available on
 - Microsoft 365 Personal
 - Microsoft 365 Family

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INGRAM MICRO

Essentials for Copilot success

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The opportunity to
lead the AI transformation
is ours

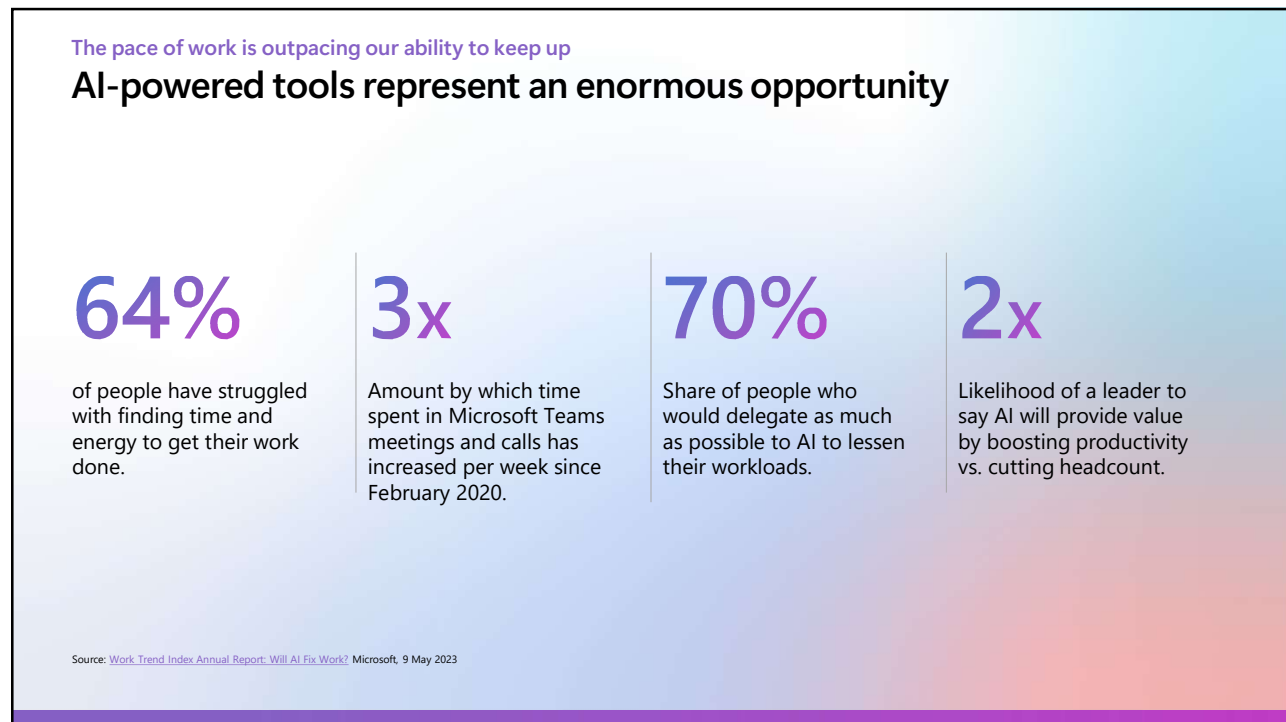
190M
addressable seats

69

87% of organizations believe AI will
give them a competitive edge

Source: [MIT Sloan Management Review](#)

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



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3 essentials for Copilot success



Leadership

Develop leadership capabilities to leverage AI for business outcomes

- Executive sponsorship
- Align AI to business strategy
- Providing clarity and prioritization
- **Best practice:** AI Council



Human change

Manage the human transformation with robust user enablement programs

- User enablement program
- Communications and community
- Skilling and training
- **Best practice:** Community of Practice and Copilot Dashboard



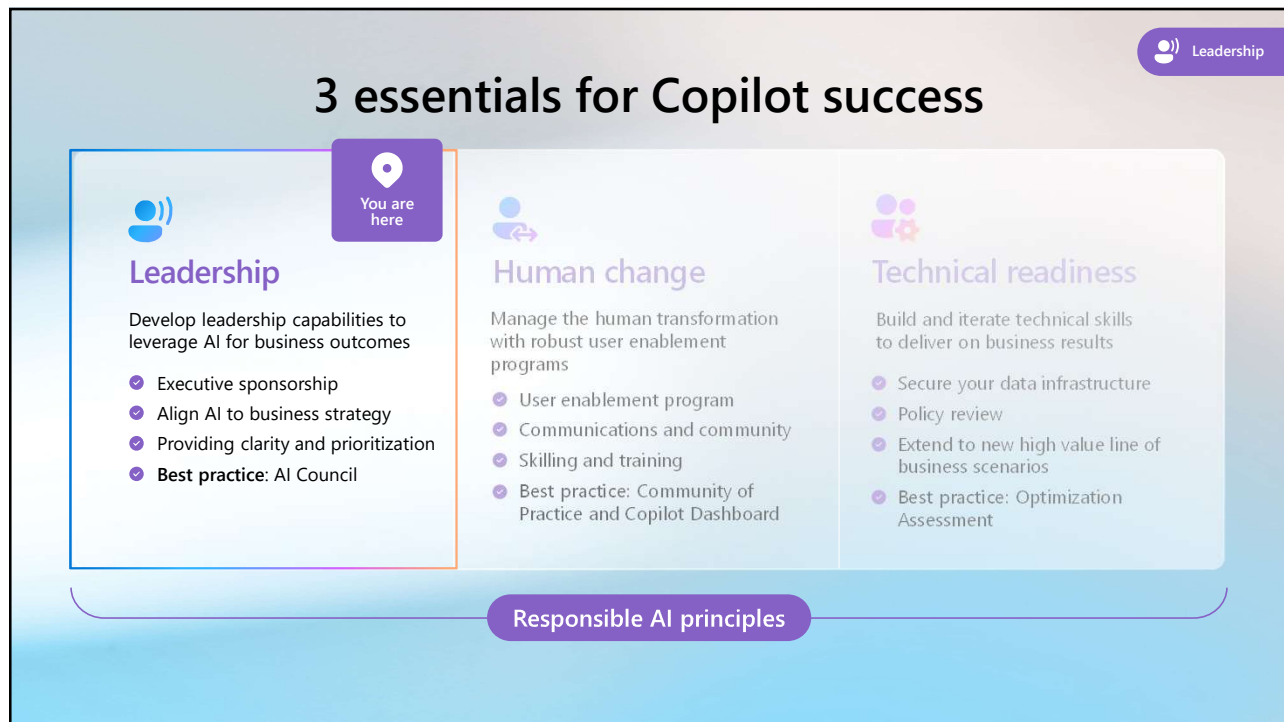
Technical readiness

Build and iterate technical skills to deliver on business results

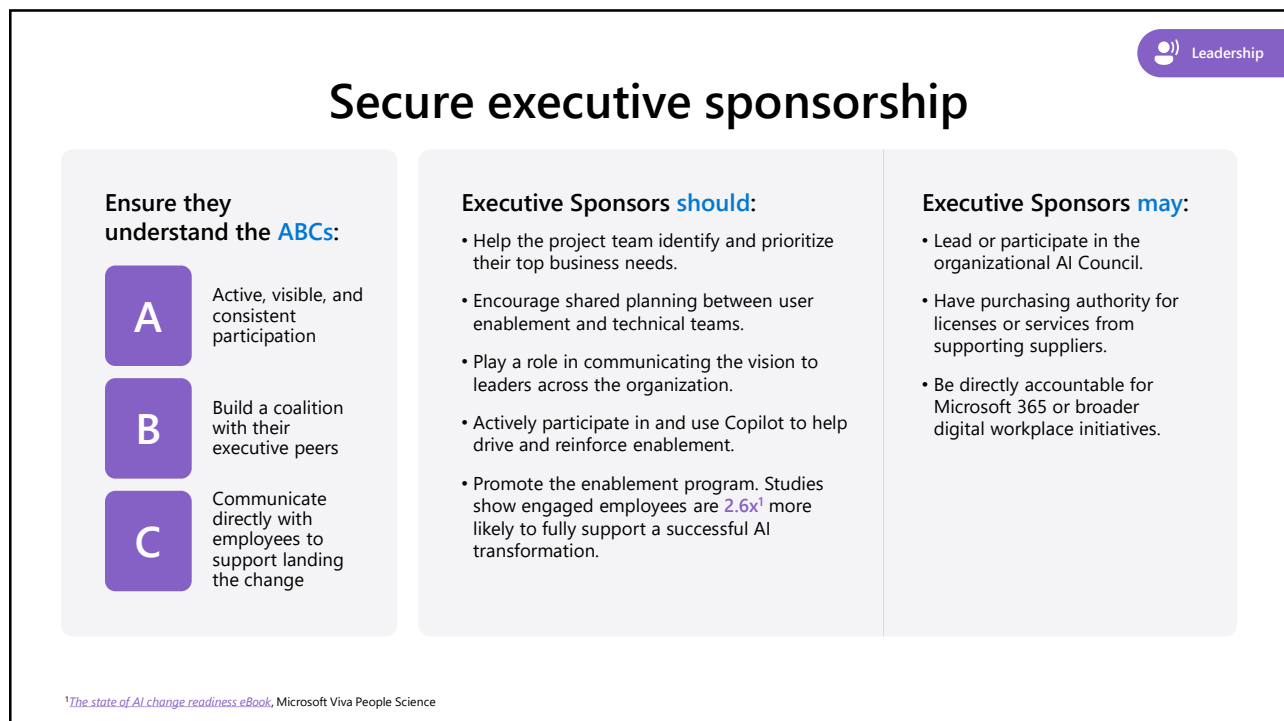
- Secure your data infrastructure
- Policy review
- Extend to new high value line of business scenarios
- **Best practice:** Optimization Assessment

Responsible AI principles

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Leadership

Create an AI Council

A cross-functional body unique to your needs

Oversees and guides the development, deployment and evaluation of AI capabilities

IT enablement team

Responsible for technical preparedness and rollout, providing onboarding support, as well as managing feedback and compliance.

Change management team

Bridge between the AI council and employees, helping to monitor adoption progress, gather feedback, and foster a collaborative environment.

Executive sponsor

Drives adoption and infuses confidence in the technology. Active champion that encourages integrating AI into day-to-day processes.

Risk management

Ensures compliance to AI regulations and ethical standards. Ensure organization's AI initiatives are transparent, accountable, and trustworthy.

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Leadership

Change Management Team

Organizational Performance/Value Realization

Time

Current State

Deployment
Technology implementation including design, development, addressing technical prerequisites or controls, and making the solution available for use.

Usage
Employees consume the service as available through user enablement alone.

Adoption
Deep, habitual usage that delivers measurable value to the employees, a line of business, and the organization.

Transition State

Future State
Proficiency

Change 'adopted'
Sufficient benefits realised

Benefits outlined in the business case

Copilot readiness complete
Licenses assigned

With Change Management

Higher likelihood of Copilot adoption and benefits realization.

Without Change Management

More challenging transition, fewer employees 'on board,' and more resistance. Longer time to benefits realization.


7x

More likely to meet or exceed project objectives when have excellent change management practices, compared to poor change management practices (Prosci, 2024)

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Leadership

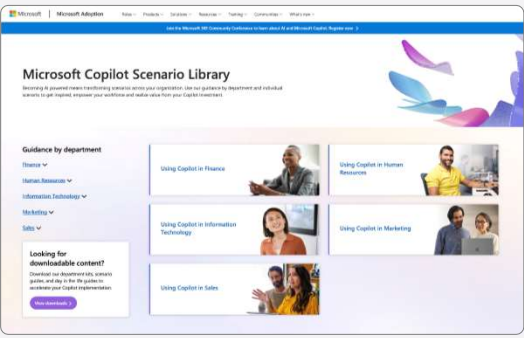
Identify initial high-value Copilot scenarios



Copilot brings AI value across lines of business

Use the [Scenario Library](#) to identify top use cases and business metrics you would like to improve in that functional area.

Library PPT deck: <https://aka.ms/CopilotScenarioLibrarySlides>



All roles & execs	HR	Marketing	Operations	IT	Sales	Finance
Improve meetings Content creation Manage daily agenda	Cost per hire Employee turnover Compliance risk reduction	Leads created Brand value Cost per lead	Customer retention Product time to market Supply chain efficiencies	Outstanding support tickets Application downtime Departmental spending	Number of opportunities Close rate Revenue per sale	Accelerate cash flow Spend on ERP system Risk reduction

<https://aka.ms/Copilot/ScenarioLibrary>

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Human change

3 essentials for Copilot success

Leadership

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- Providing clarity and prioritization
- Best practice: AI Council

Human change

Manage the human transformation with robust user enablement programs

- User enablement program
- Communications and community
- Skilling and training
- Best practice:** Community of Practice and Copilot Dashboard

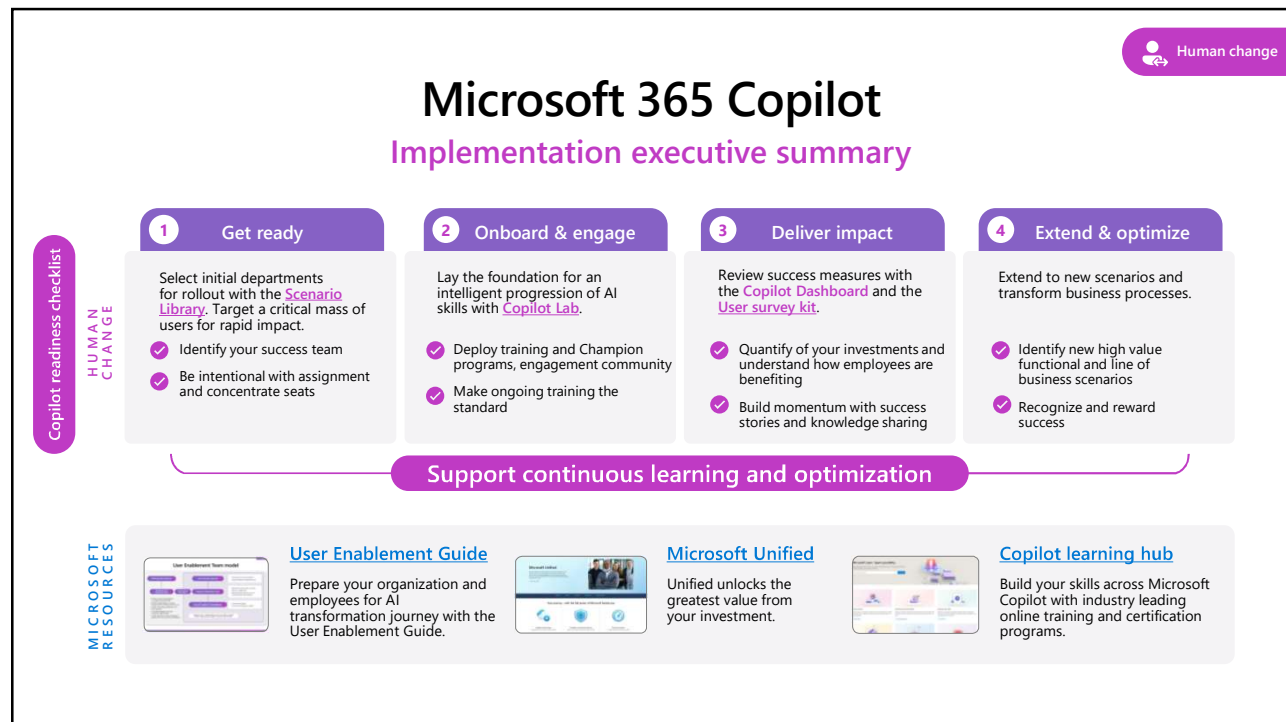
Technical readiness

Build and iterate technical skills to deliver on business results

- Secure your data infrastructure
- Policy review
- Extend to new high value line of business scenarios
- Best practice: Optimization Assessment

Responsible AI principles

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Human change

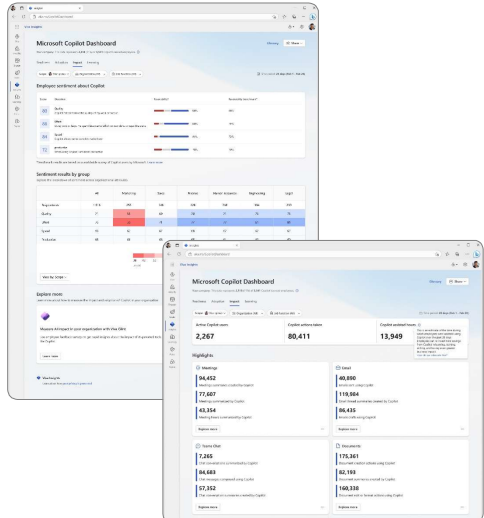
Deliver impact

Measure the impact of your Copilot investment

Copilot Dashboard

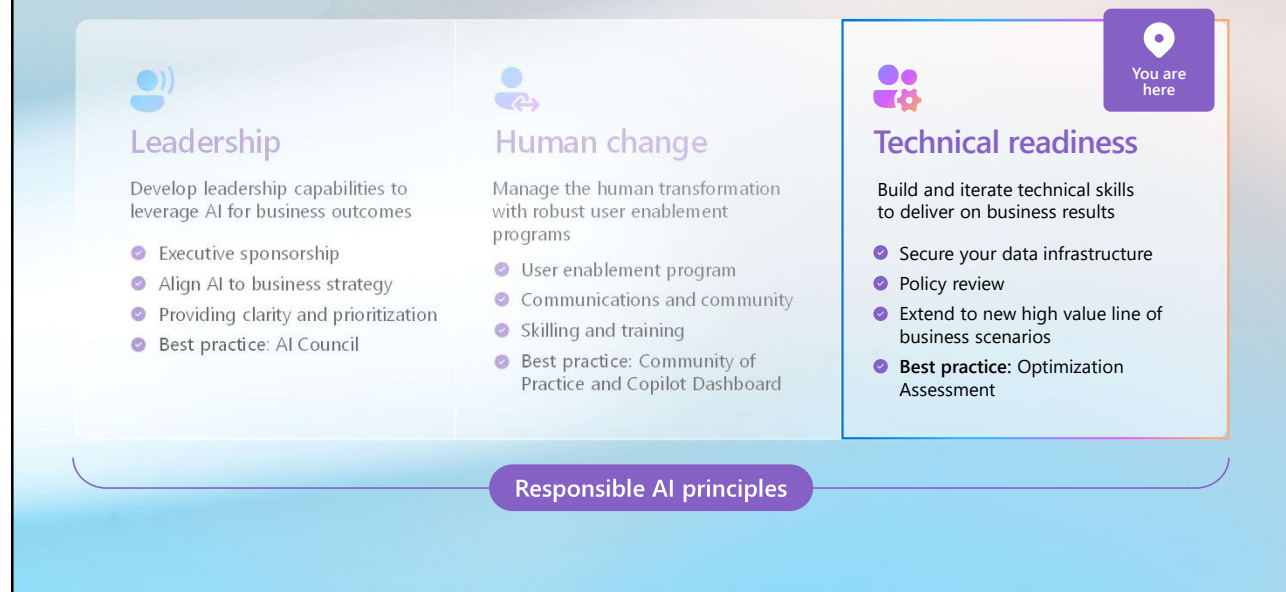
The Copilot Dashboard helps business and IT leaders prepare for their Copilot rollout, understand and drive usage and adoption, and measure the impact of their investments.

- Understand how employees are using Copilot to save time and augment their work.
- Compare adoption rates and usage across groups, organizations, and job functions.
- Make comparisons between Copilot user cohorts and between active users and non-Copilot users
- Gauge user sentiment benchmarked against industry research

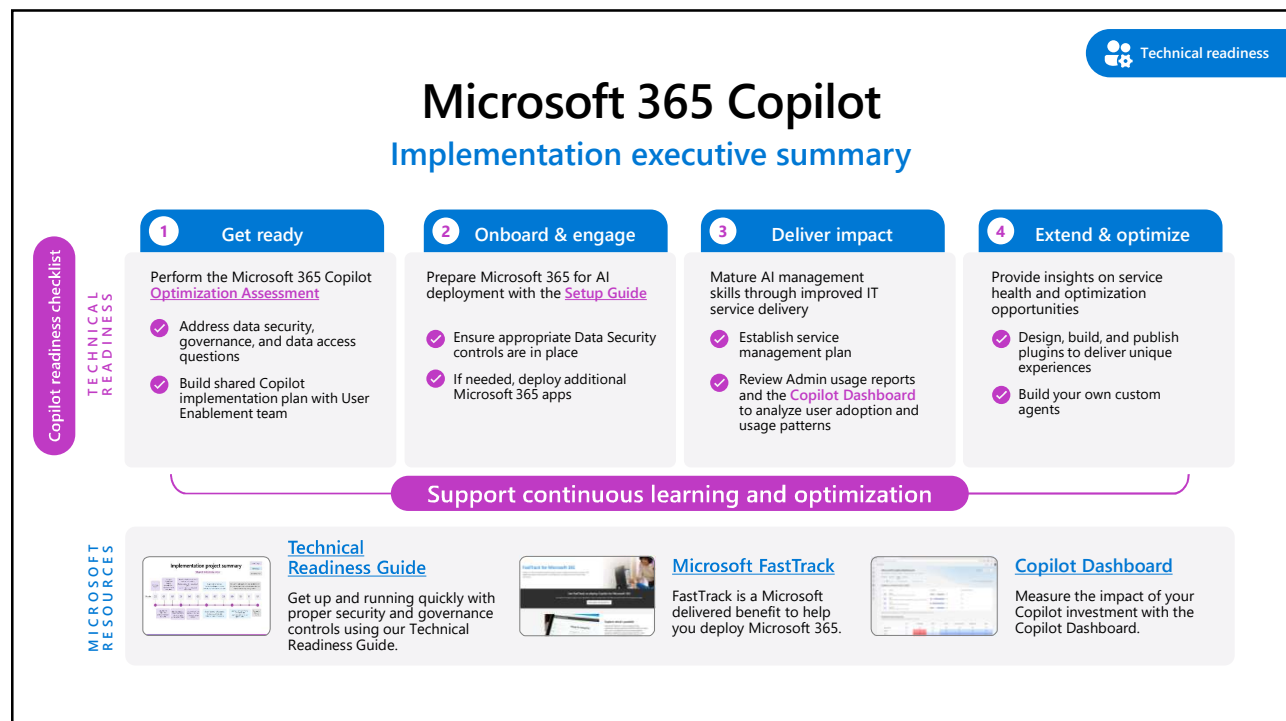


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3 essentials for Copilot success



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 Technical readiness


Get ready

Perform the Microsoft 365 Copilot Optimization Assessment

Optimization Assessment

The [assessment](#) is designed to understand your current licensing profile, your collaboration tools, sensitive data handling, and security controls implemented today in your organization, helping you identify a clear path to deploying Microsoft 365 Copilot. The assessment consists of 26 questions and takes about 30 minutes to complete.

- [Complete the Microsoft 365 Copilot Optimization Assessment](#)
- Understand current licensing
- Understand identity management
- Understand current collaboration tools
- Understand current data locations
- Uncover opportunities to implement data security measures and improve data security posture to optimize user experience with Microsoft 365 Copilot



Microsoft Copilot for Microsoft 365 Optimization Assessment Results

Thank you for taking the time to complete the Copilot for Microsoft 365 Optimization Assessment. You've taken an important step to understand how far along your organization is in adopting AI. This report highlights the foundational elements you already have to help your organization prepare for its digital transformation journey and take full advantage of Copilot for Microsoft 365.

The answers you provided in the Copilot Optimization Assessment give us your Optimization Scores, which reflect your organization's potential ability to take advantage of Copilot for Microsoft 365 to help increase employee productivity and security posture.

Customer Baseline

Organizational Profile Readiness **90%**

19/16

Productivity Tool Readiness **80%**

16/20

Copilot for Microsoft 365 Deployment Path

Best in Class


Blockers Identified **0**

This score reflects any primary blockers to overcome to get ready for Copilot for Microsoft 365 and the new era of AI.


Microsoft 365 Copilot-ready users in your organization **67%**

5000 of 7500

85

 Technical readiness


Extend & optimize



Explore

Identify new high value scenarios


- ✓ Gather data from service health reviews
- ✓ Prioritize via AI Council and leadership engagement
- ✓ Skill/acquire talent for extensibility opportunities



Expand

Understand Copilot Studio capabilities

- ✓ Build, automate, and administer agents
- ✓ Select extensibility scenarios



Extend

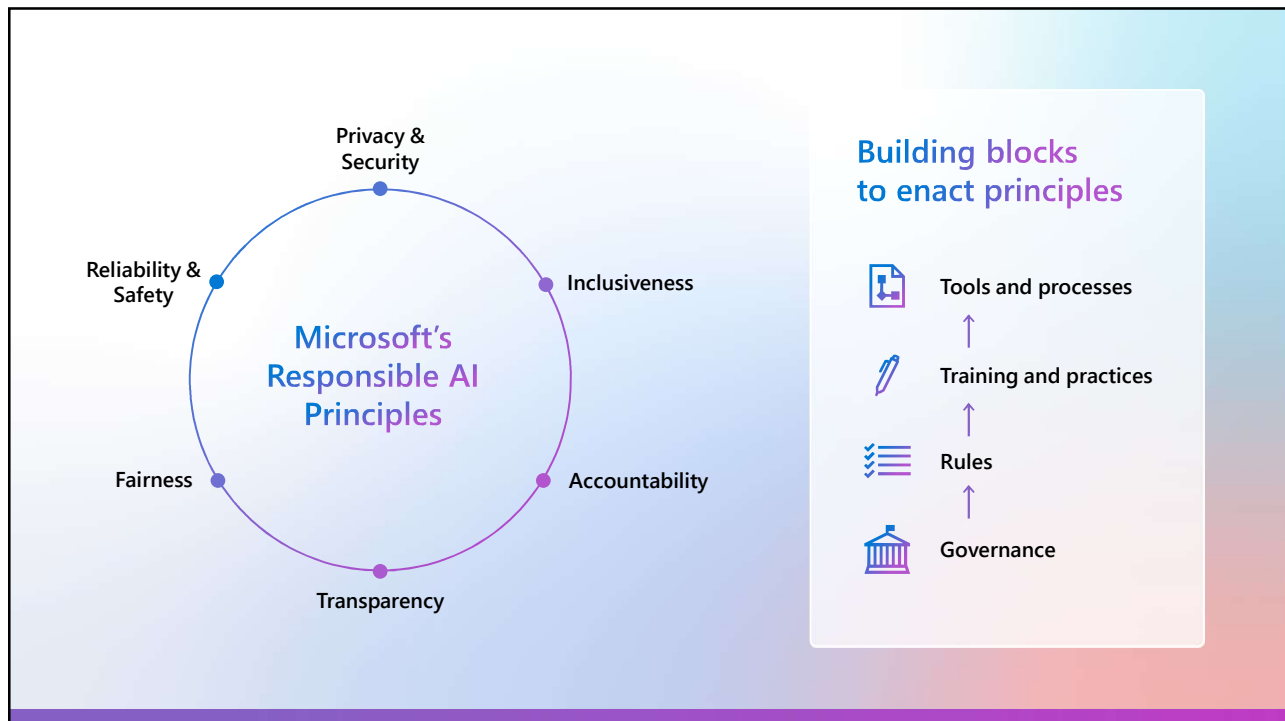
Scale Copilot users and skills

- ✓ Extend throughout organization
- ✓ Identify high value user cohorts for advanced skill building
- ✓ Optimize usage patterns

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Microsoft's Responsible AI Standard

Guidance for designing, developing, deploying, and using AI, which Microsoft's own engineering teams follow too



Identify

Identify and prioritize **potential harms** that could result from your AI system through iterative red-teaming, stress-testing, and analysis.



Measure

Measure the frequency and severity of those harms by establishing clear metrics, creating measurement test sets, and completing iterative, systematic testing (both manual and automated).



Mitigate

Mitigate harms by implementing tools and strategies such as [prompt engineering](#) and using our [content filters](#). Repeat measurement to test effectiveness after implementing mitigations.



Operate

Define and execute a deployment and operational readiness plan.

Review our [Responsible AI practices](#) to learn more

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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

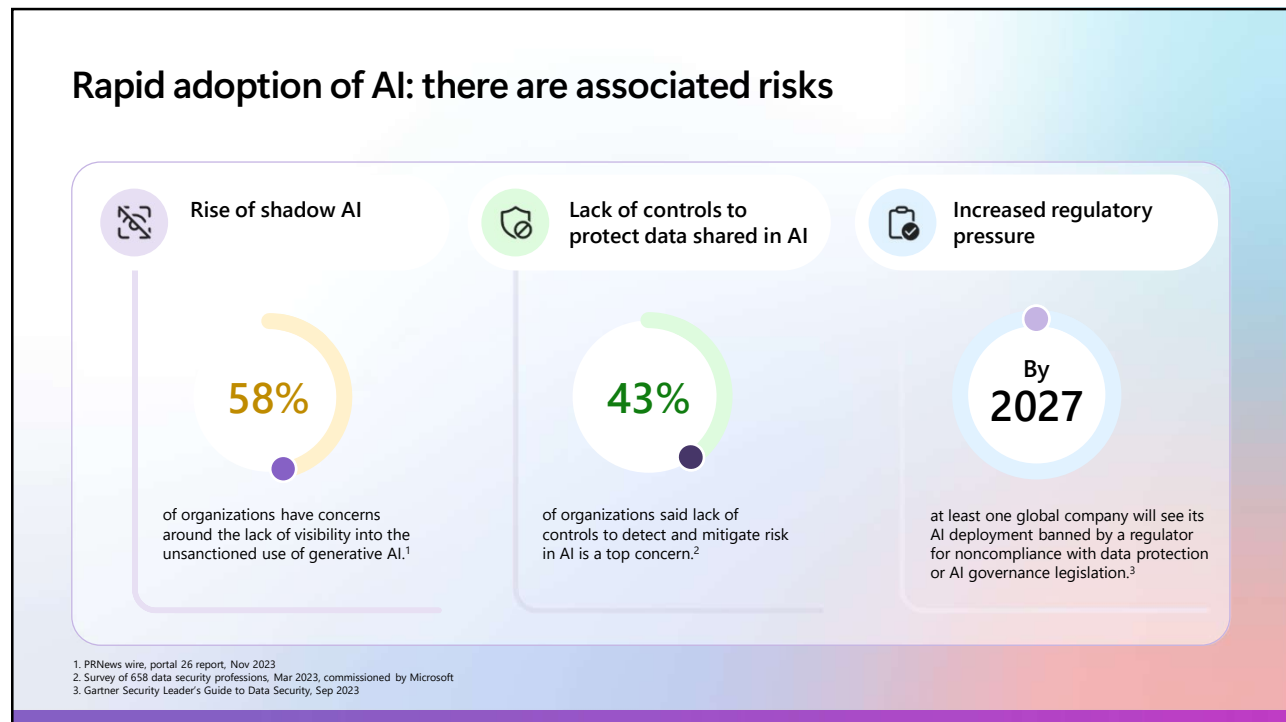
[Full summary](#)
[Short summary](#)

[Privacy at Microsoft](#)

[Microsoft Privacy Statement](#)

[Microsoft Trust Center for data protection and privacy](#)

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More Documentation

- <https://query.prod.cms.rt.microsoft.com/cms/api/am/binary/RW1I5BO>

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INGRAM

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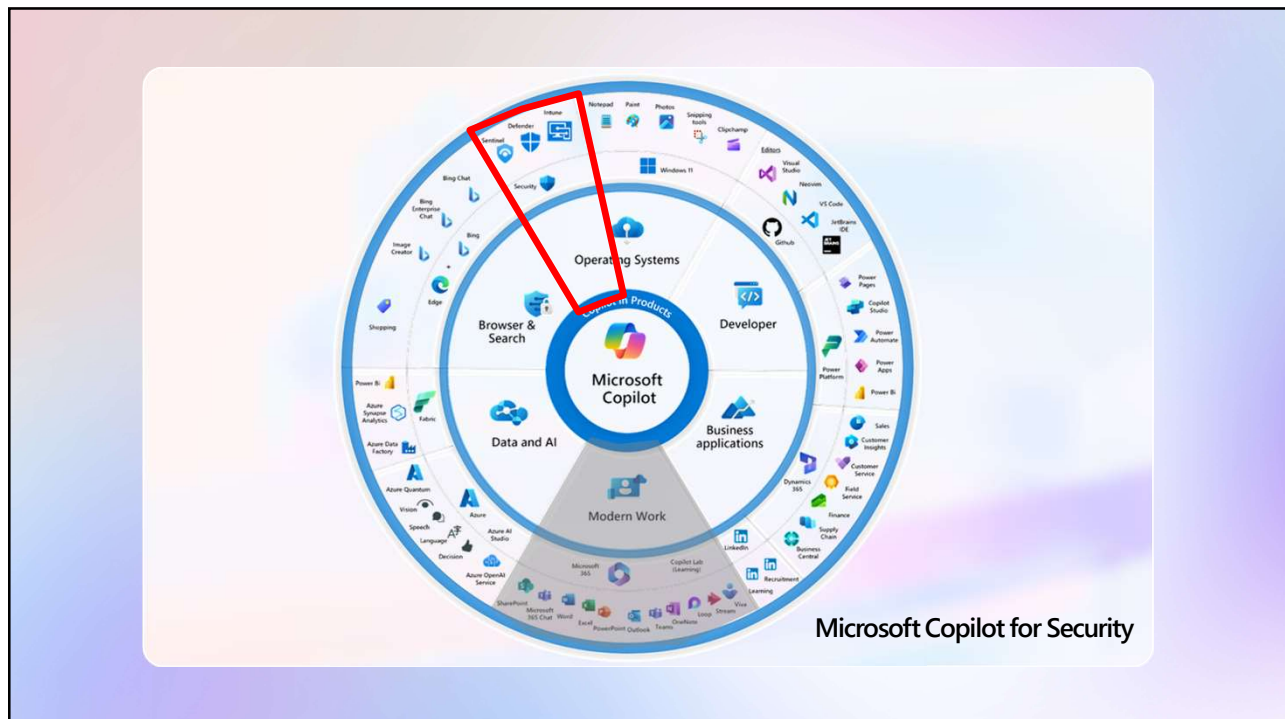


The slide features a blue background on the left with a network diagram and a robotic hand. The Ingram Micro logo is on a vertical blue bar. The title 'Microsoft Copilot for Security' is in large black font. A disclaimer at the bottom reads: 'Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.'

Microsoft Copilot for Security

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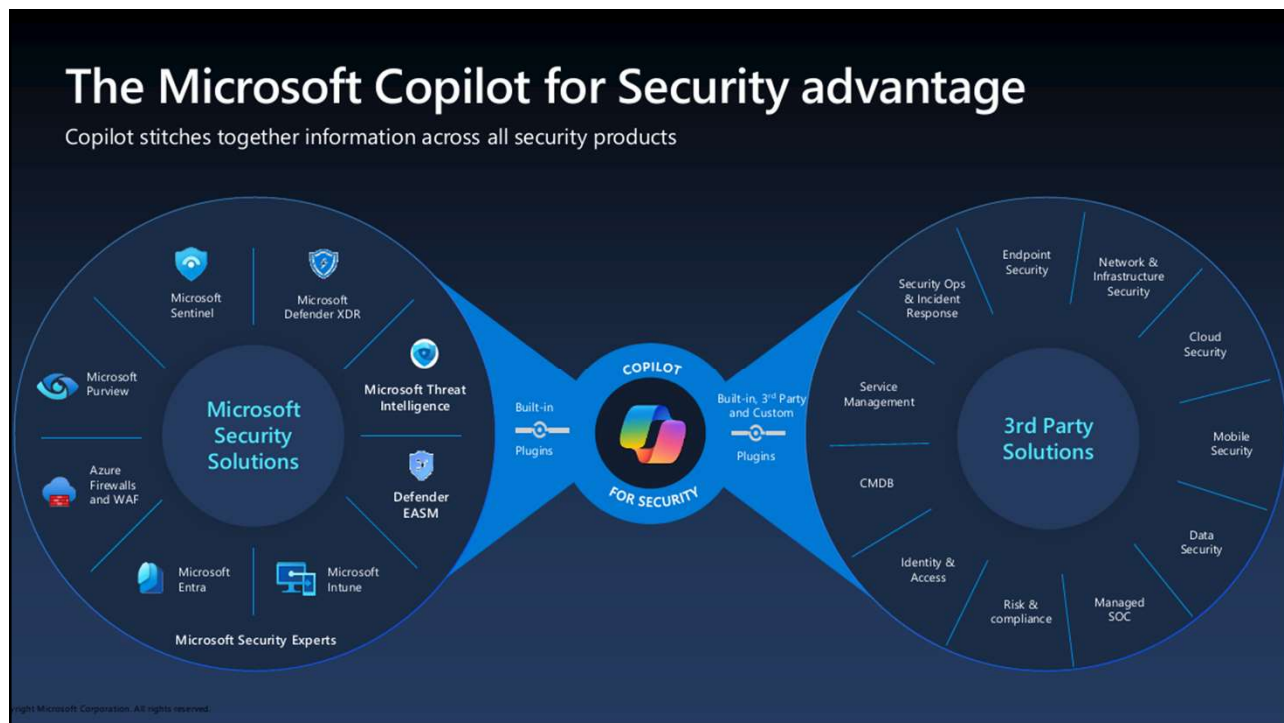
Microsoft Copilot for Security

Impact and Efficiency

- Security posture management**
 Discover whether your organization is susceptible to known vulnerabilities and exploits. Prioritize risks and address vulnerabilities with guided recommendations.
- Security reporting**
 Summarize any event, incident, or threat in seconds and prepare the information in a ready-to-share, customizable report for your desired audience
- Augment team expertise**
 Elevate teams' proficiency as analysts and admins are empowered to perform more advanced capabilities so expert team members can be redirected to the hardest challenges.

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How it works?

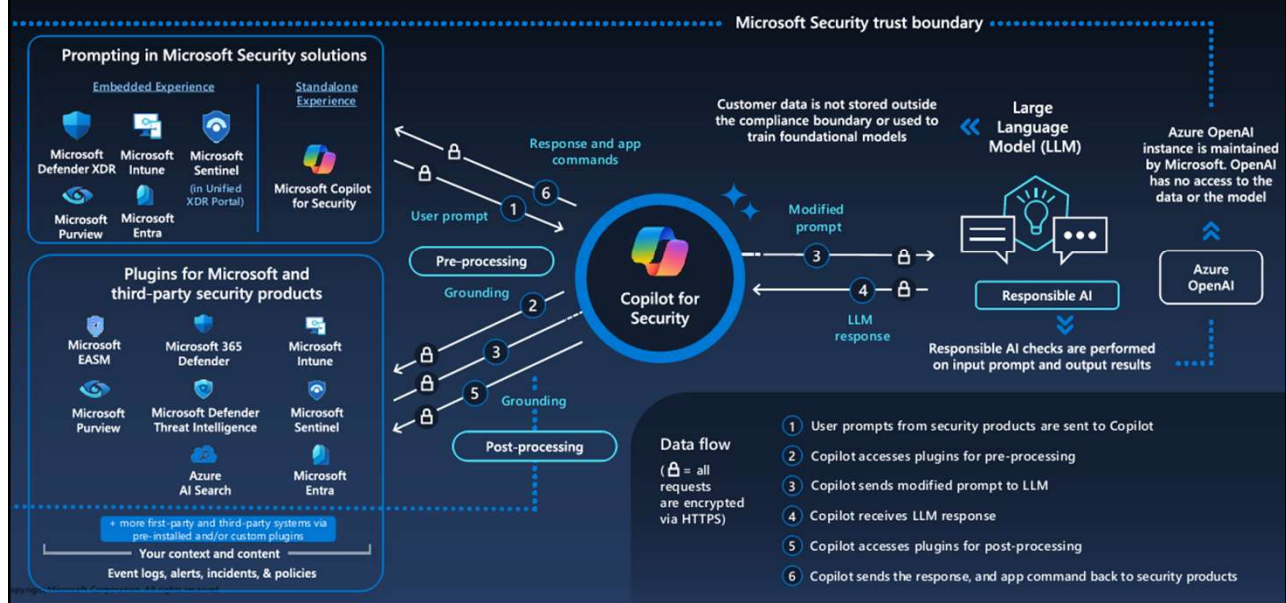


- User prompts from security products are sent to Copilot for Security.
- Copilot for Security then pre-processes the input prompt through an approach called grounding, which improves the specificity of the prompt, to help you get answers that are relevant and actionable to your prompt. Copilot for Security accesses plugins for pre-processing, then sends the modified prompt to the language model.
- Copilot for Security takes the response from the language model and post-processes it. This post-processing includes accessing plugins to gain contextualized information.
- Copilot for Security returns the response, where the user can review and assess the response.

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Architecture – data flow for Copilot for Security



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Pricing and Cost Management

Pricing



- Consumption-based Model
- Customers will be billed monthly for the number of SCUs provisioned per hour
- Security compute units (SCU) are the required units of resources needed for dependable, consistent performance of Microsoft Copilot for Security.
- Capacity in the context of Copilot for Security, is an Azure resource that contains SCUs.

Cost Estimate



- Monthly bill = (SCUs/hour) x (hourly SCU price)

SKU	Price per hour
Provisioned in US East	\$4

- Example:

- ❖ A customer is using 3 SCUs per hour for 24 hours a day 365 days a year, their:

- Monthly bill = $3 \times 24 \times 365 = \$8,760$

- Yearly bill = \$105,1201

[The bill will change if customers change provisioned SCUs]

- Calculator:

- ❖ [Azure Pricing Calculator](#)

Cost Management



- Managing Cost:

- ❖ Capacity is managed by increasing or decreasing provisioned SCUs within the Azure portal or the Copilot for Security portal.
- ❖ Proper and system-targeted prompting has significant cost-saving results

- Monitoring Consumption:

- ❖ Copilot owners can view the usage over time within the Microsoft Copilot for Security product using an in-product usage dashboard.

- Customer Bill:

- ❖ Service Family: *Security*, Service name: *Copilot for Security*, SKU name: *Provisioned*
- ❖ EA invoice will look like: Az Copilot for Security-Provisioned-Security Compute Unit- 10/Hour-US East
- ❖ Customers can also view their bill using Azure Cost Management

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Copilot for Security Licensing

• Option 1 : Provision capacity through Copilot for Security

- <https://securitycopilot.microsoft.com>
- Secure Compute Units (SCU)
- Minimum 1 SCU per Hour
- Maximum 100 SCU per Hour
- \$4 per Unit
- Minimum \$2880/month (\$4 x 24 hours x 30 days)
- Billing begins as soon as capacity is created (even if SCU is not attached to an environment)

• Option 2 : Provision capacity in Azure

- <https://portal.azure.com>

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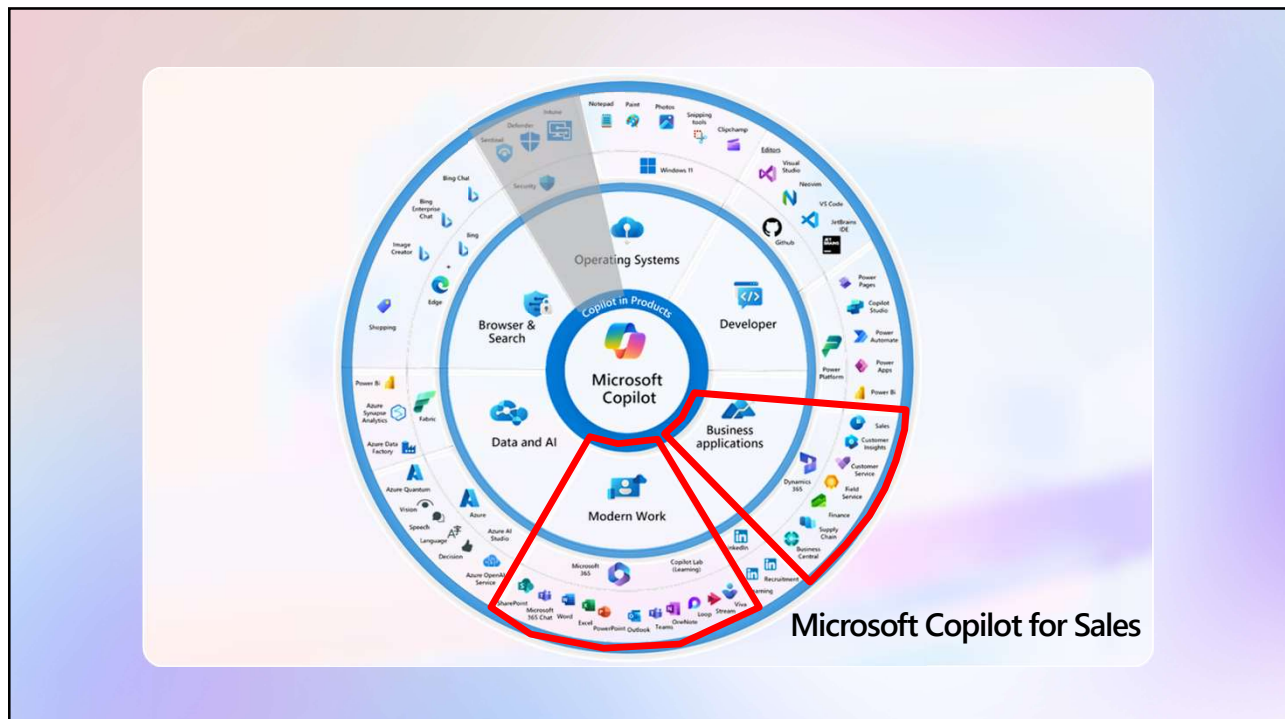
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**Microsoft 365
Copilot for Sales**

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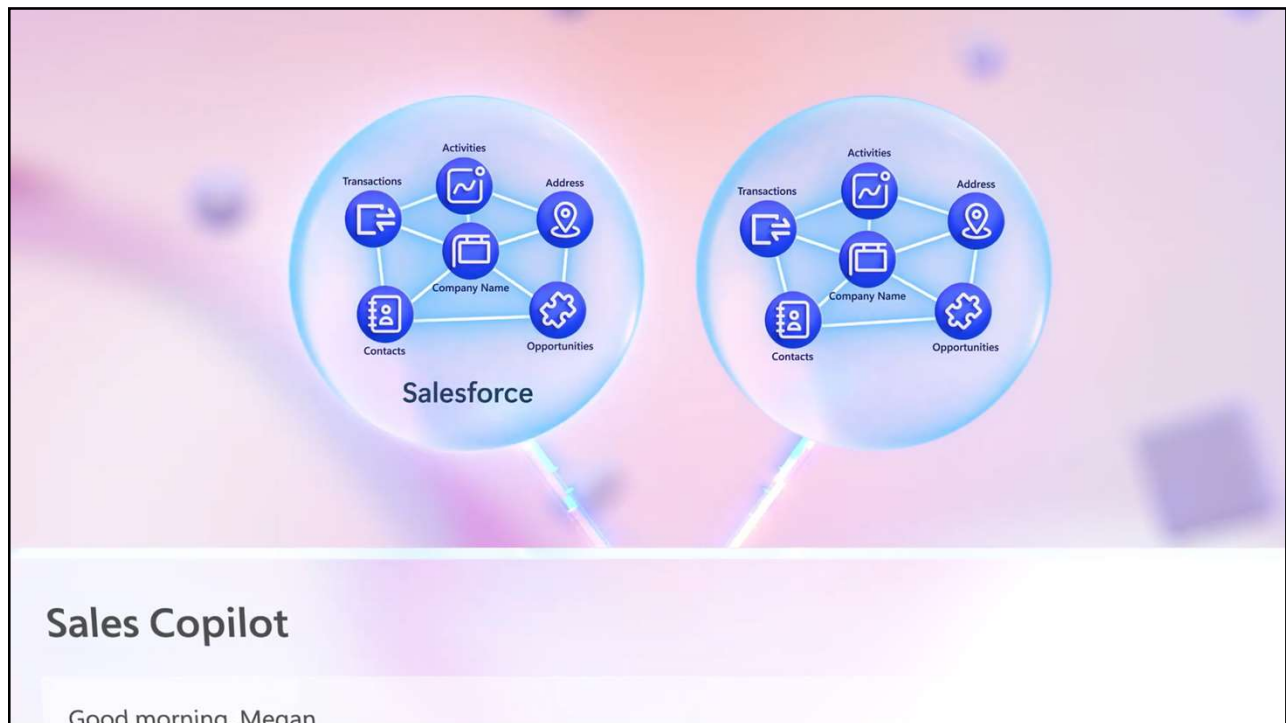
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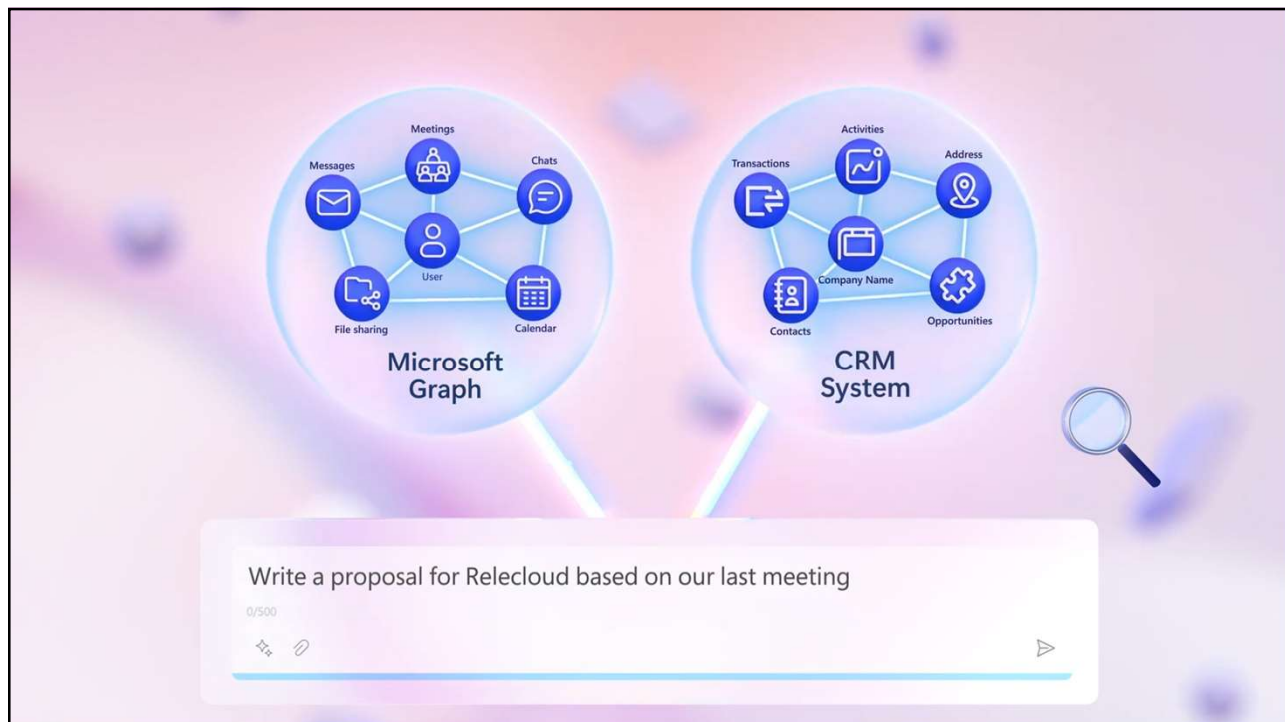
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Microsoft Copilot for Sales prerequisites

- Microsoft 365 E3, E5
- Microsoft 365 Business Standard, Business Premium
- Office 365 E3, E5

Microsoft Copilot for Sales = Microsoft 365 Copilot + Microsoft 365 Copilot Sales agent

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Microsoft 365 Copilot for Sales pricing

Microsoft 365 Copilot for Sales

\$50.00

user/month

(Annual commitment)¹

Copilot for Sales brings together Microsoft 365 Copilot with a role-based agent that connects with your CRM platform to bring sales insights and generative AI into the flow of work.

- ✓ Works with Salesforce Sales Cloud and Microsoft Dynamics 365 Sales and can be configured to connect to other sales solutions.
- ✓ Includes [Microsoft 365 Copilot](#) and Microsoft Copilot sales agent.*

A product license for Microsoft 365 E3, E5, Business Standard, or Business Premium, or Office 365 E3 or E5, or a version of these suites that does not include Microsoft Teams, will be required to purchase Copilot for Sales.

*Customers who already have Microsoft 365 Copilot can add the Microsoft 365 Copilot sales agent for an additional \$20 per user per month (annual commitment).¹ Dynamics 365 Sales Premium customers will need to pay \$30 per user per month (annual commitment)¹ for Microsoft 365 Copilot to get the full Copilot for Sales experience.

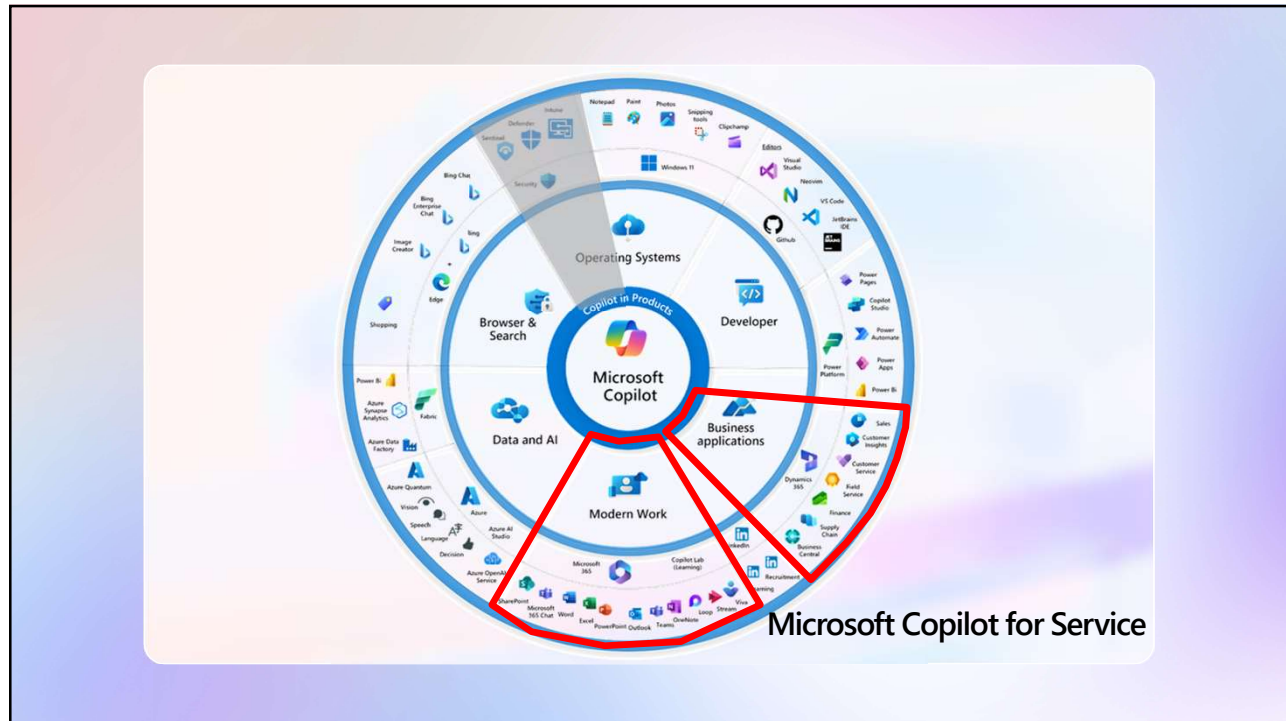
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Microsoft 365 Copilot for Service

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Microsoft Copilot for Service prerequisites

Microsoft 365 E3, E5

Microsoft 365 Business Standard, Business Premium

Office 365 E3, E5

Microsoft Copilot for Service = Microsoft 365 Copilot + Microsoft 365 Copilot Service agent

Integration with CRM systems :

- Salesforce
- ServiceNow
- Zendesk

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Licensing details for Dynamics 365 Customer Service and Copilot for Service				
D365 Customer Service Enterprise ¹	Microsoft Copilot for Service	Capabilities	GA	Where experiences surface
\$95	\$50			
●	●	Core CRM/CEC capabilities <ul style="list-style-type: none">Case management, knowledge management, intelligent routing of records, reporting and analytics	• Available now	Dynamics 365 Customer Service
●	●	Copilot experiences in Dynamics 365 Customer Service <ul style="list-style-type: none">Case summary, multi-turn Q&A, draft an email, out-of-the-box knowledge integration	• Available now	
●	●	Copilot experiences in Dynamics 365 Customer Service <ul style="list-style-type: none">Multiturn chat auto prompting	• July 2024	
● ¹	●	Copilot experiences in Dynamics 365 Customer Service with Omnichannel <ul style="list-style-type: none">Conversation summary, sentiment analysis	• Available now	
	●	Copilot experiences in third-party agent desktops <ul style="list-style-type: none">Copilot embedded in Salesforce and/or other agent desktops<u>Context aware</u> Copilot embedded in Salesforce and/or other agent desktops	• February 2024 • July 2024	CRM
	●	Pre-built integrations with knowledge sources <ul style="list-style-type: none">Out-of-the-box integrations with CRM systems (e.g., Salesforce, ServiceNow, Zendesk), websites, SharePoint, and offline files	• February 2024	
● ^{2,3}	●	Copilot for Microsoft 365 <ul style="list-style-type: none">Microsoft 365 App Copilots, Copilot Studio, Microsoft Graph, etc.	• Available now	Copilot for Microsoft 365 (\$30)
● ³	●	Outlook integrated experiences <ul style="list-style-type: none">Email summary and drafting enriched with CRM data, view/edit CRM records (contacts, cases), case summarySchedule a meeting based on email context, meeting prep, create new case	• April 2024 • July 2024	Outlook
● ³	●	Teams integrated experiences <ul style="list-style-type: none">View/edit CRM records (contacts, cases, accounts), case summaryMeeting recap (including suggested notes and creating CRM tasks)Meeting prep	• April 2024 • March 2024 • July 2024	Teams
● ³	●	Microsoft 365 Chat integration experiences <ul style="list-style-type: none">Plugins to ask questions, summarize CRM entities such as case, reason over knowledge	• April 2024	Microsoft 365 Chat

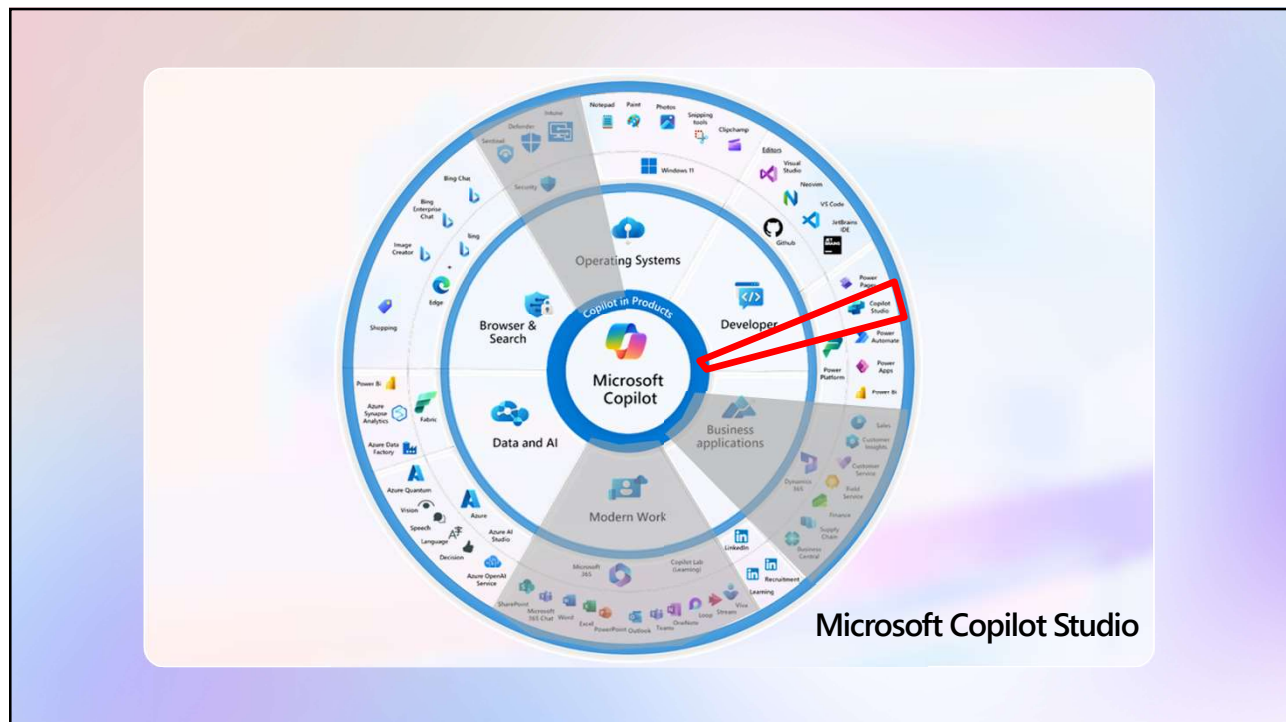
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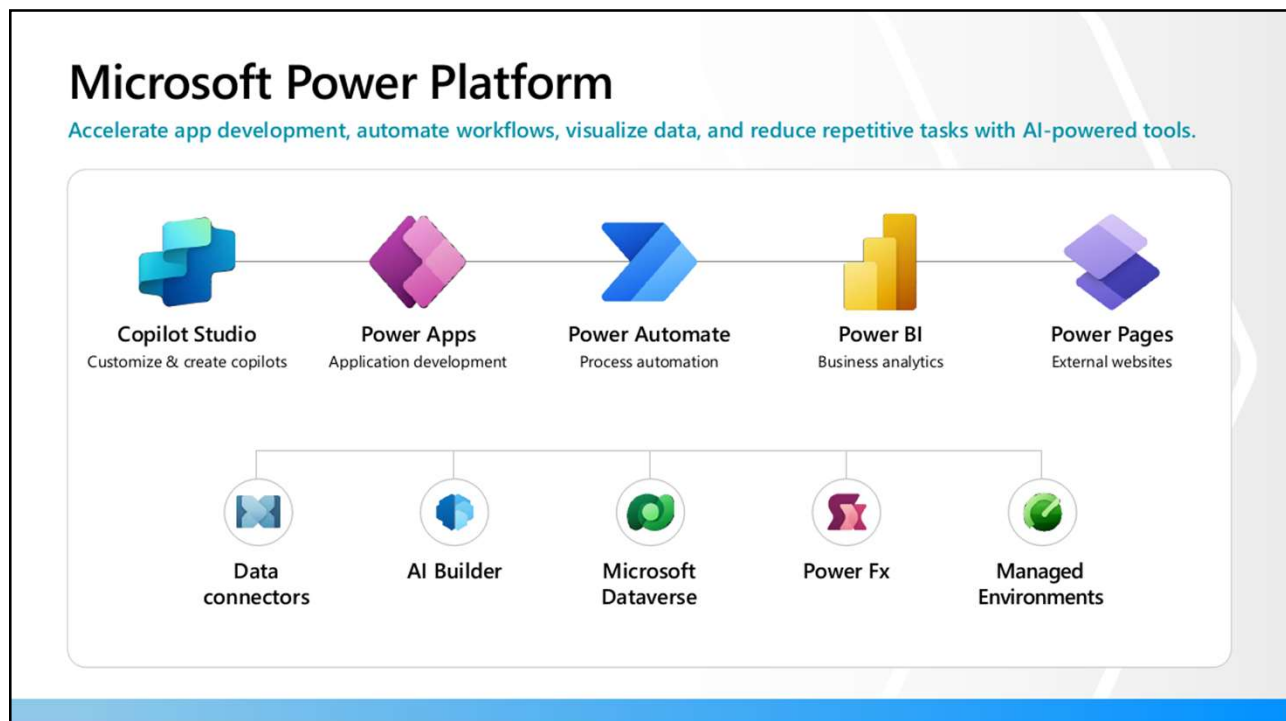
Microsoft Copilot Studio

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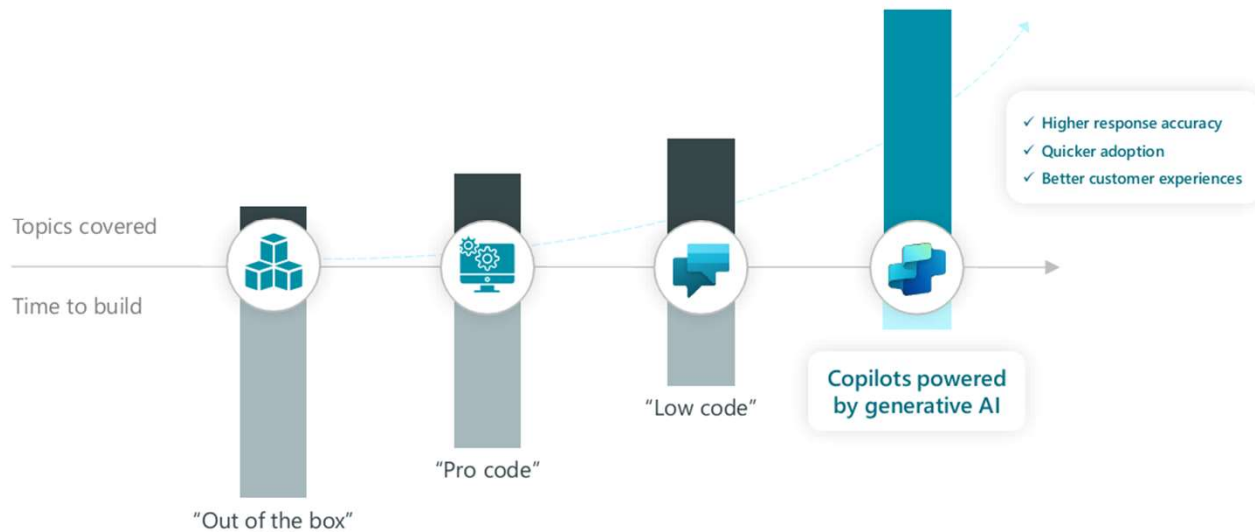


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Welcome to a **new era** of building conversational AI



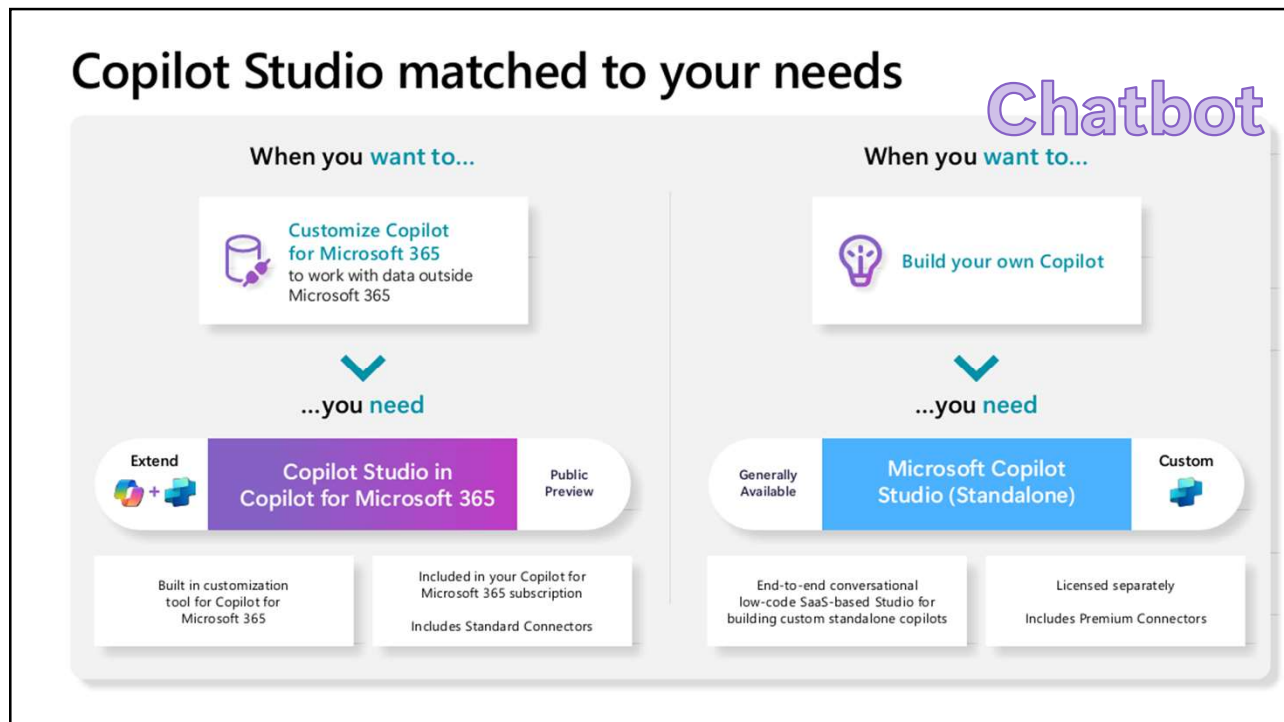
115

What is a copilot?

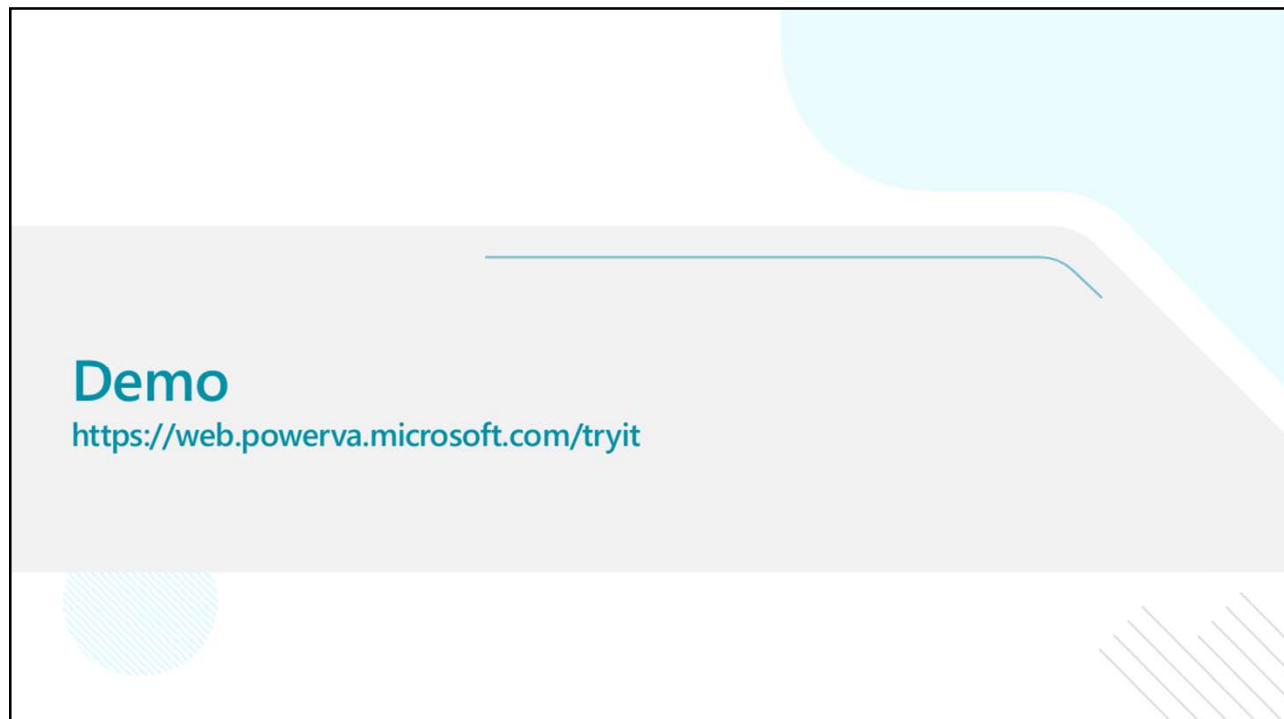
Intelligent AI assistants that use **generative AI** and **large language models** to assist humans with **complex cognitive tasks**.



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Copilot Studio Pricing

Microsoft Copilot Studio

\$200.00

25,000 messages/month^{1,2,3}

[Buy now](#)
[Try free](#)

Build your own agents, available across multiple channels, to assist employees and customers.

Copilot Studio offers a graphical development environment to build agents using generative AI, sophisticated dialog creation, knowledge, actions, and built-in analytics that work with Microsoft conversational AI tools.

Microsoft 365 Copilot

\$30.00

user/month

Annual commitment*

[Learn more](#)


Use Copilot Studio to build agents for Microsoft 365 Copilot.

Bring Microsoft 365 Copilot to your organization with a qualifying Microsoft 365 subscription for business or enterprise.

*Microsoft 365 Copilot may not be available for all markets and languages. To purchase, customers must have a qualifying Microsoft 365 plan for [enterprise](#) or [business](#).

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Microsoft Copilot + PC


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Small Language Models (SLMs)





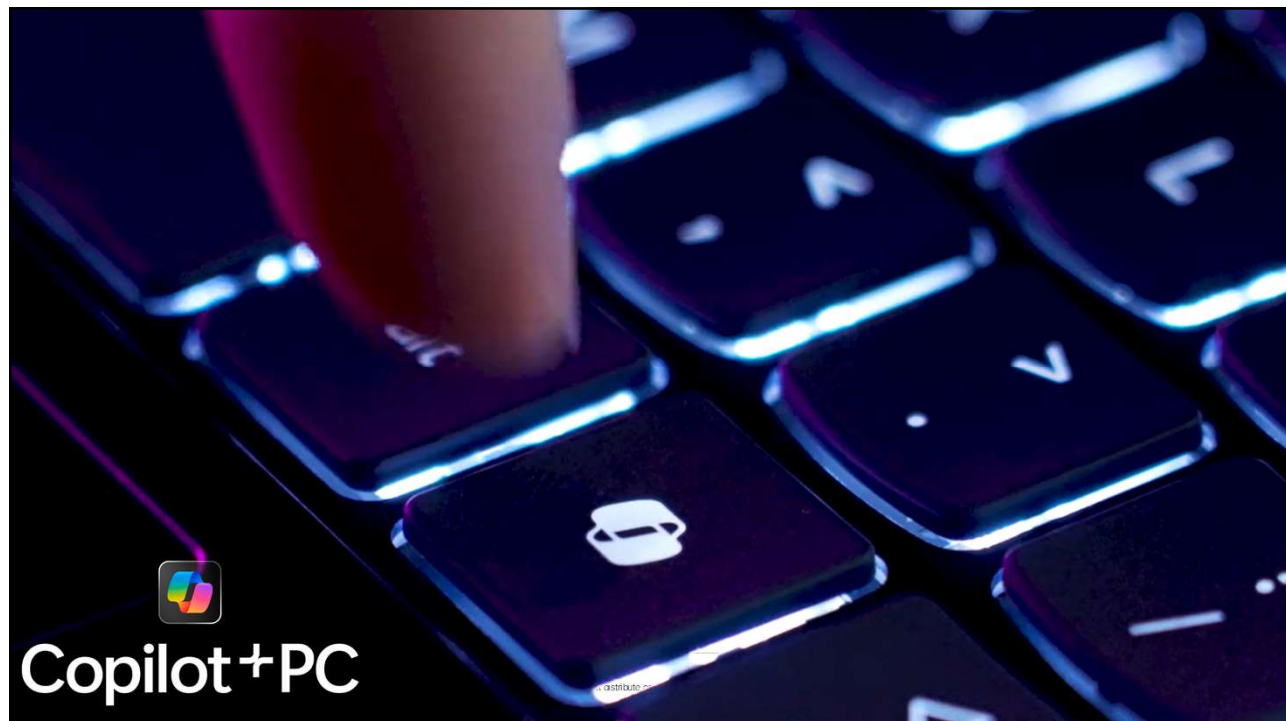
Edge Devices



Retrieval-Augmented Generation (RAG)

Phi-2
Orca-2

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Copilot+ PC exclusive Windows 11 AI Features



Cocreator

Create images in Paint through two inputs: drawing and text prompt to cocreate with your device.



Image Creator

Generate a series of customized images from descriptive text prompts.



Restyle Image

Apply artistic styles to existing photos with AI-powered edits.



Live Captions

Instantly translate any live or pre-recorded video in any app or video platform from 44 languages into English.



Windows Studio Effects

New Windows Studio Effects features:

Creative filters
Portrait light

Including improvements across:

Eye contact: teleprompter
Portrait blur
Voice focus
Access in Quick settings



Recall (preview)

Find things you've seen on your device by using semantic search with a few descriptive clues you remember.

Scroll timeline to find previous snapshots and use screenray helps you discover and do your next step.

You remain in control of your data. Pause, delete, or change your privacy settings at any time.

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Cocreator

What's new?

With real-time generative AI, you can sketch with your mouse or touchscreen and simultaneously use text prompts to create AI-generated images. Now with Ink Anywhere, you can also use your pen and touchscreen to hand-write your prompts anywhere on the screen where you can type, and it will convert it to text¹. With no token limits and wait times, it makes iterating and editing a breeze.

Why use it?

Light your spark. Everyone has an imagination and an ability to be an artist. Describe and draw your vision with text and image prompts and watch Cocreator generate an interpretation of it.

When can I find it?

Cocreator will be available only on Copilot+ PCs (generally available from June 18) and requires installation of the latest Windows Updates.

Where to find it?

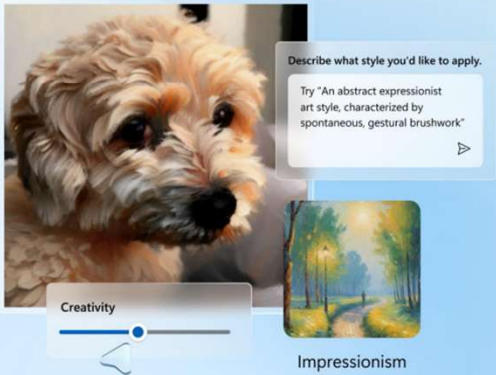
In the Paint app, click the Cocreator icon in the top right half of the ribbon display. This will open the Cocreator pane on the right-hand side of the app, where you can begin prompting. After you've gotten your resulting image, use the creativity slider on the right-hand side to make adjustments.

¹Optimized for English text prompts



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Image Creator and Restyle Image



What's new?

Image Creator: Transform text prompts¹ into a series of customized, images. Designed to boost creativity and inspiration, it allows users to generate 20 images from a single prompt.

Restyle Image: Transform photos into various artistic styles with preset options or get creative with custom user text prompts¹. Includes a "Creativity" slider to adjust how much the style should be applied, allowing for subtle enhancements or dramatic transformations.

Why use it?

Both features are perfect for generating visual content, whether creating new images from text prompts or enhancing photos with artistic flair. They help visualize ideas, enhance storytelling, and inspire creativity. Ideal for creative projects, social media posts, digital art, and other creative endeavors. The "Creativity" slider allows users to control the intensity and detail of styles, offering flexibility to achieve the desired effect.

When can I find it?

Image Creator and Restyle Image will be available only on Copilot+ PCs (generally available from June 18) and requires installation of the latest Windows Updates.


Where to find it?

In Photos app you will find Image Creator in the left menu box to create new images from scratch. To use Restyle Image, open a photo and select the "edit" button to then select AI to restyle your image with text prompts or presets.

¹Optimized for English text prompts

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Live Captions



What's new?

Live Captions now offer instant real-time translations from 44 languages into English and works across any video or audio call, helping you stay connected with others when it matters most¹.

Why use it?

When you never miss a word, you never miss a beat. Like the conversation in your video calls. Or the dialogue in your movies. If there are spoken words, live captions can turn them into English subtitles in real time on your screen.

When can I find it?

Live Captions will be available only on Copilot+ PCs (generally available from June 18) and requires installation of the latest Windows Updates.

Where to find it?

Open Quick Settings to locate the live captions toggle and turn it on. If video or audio is played on your device in one of the 44 languages, Live Captions will automatically offer translations. This feature can also be used by turning on the microphone on your device for translations of live conversations.

¹Currently supports translation for video and audio subtitles into English from 40+ languages. See [\[aka.ms/copilotpluspcsl\]](https://aka.ms/copilotpluspcsl).

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Windows Studio Effects

What's new?

Copilot+ PCs come with new and enhanced experiences for audio and video effects, including:

- Creative filters offer three styles: illustrated, animated, and watercolor that enable you to express yourself artistically.
- Portrait light adjusts the lighting to give you a natural appearance and ensure you're always visible in a video call.
- Eye contact: teleprompter helps you maintain eye contact even when you're not looking at the camera and reading content, even your talk track, on your screen.
- Portrait blur is enhanced with matting so that your blurred background is crisply outlined around you.
- Voice focus is enhanced with deep echo cancellation reduces background noise so only the sound you want shared is captured.

Why use it?

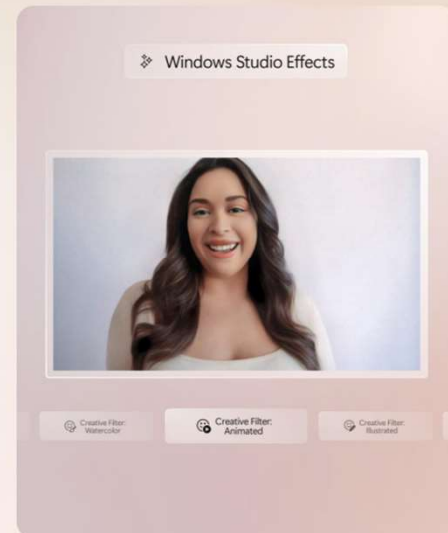
No need for extra lights, expensive lenses, or sound-proof rooms. Built to automatically improve lighting and cancels noises during video calls—perfect for when presentation matters.

When can I find it?

New and enhanced features to Windows Studio Effects will be available only on Copilot+ PCs (generally available from June 18) and requires installation of the latest Windows Updates.

Where to find it?

Once an effect is turned on in Quick Settings, they'll automatically be applied to any video or audio platform you're using, and there is no work required for the app maker.



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Recall

What's new?

Recall is a preview experience, is coming soon, and will be available first in the Windows Insider Program (WIP). Recall helps you quickly find things you have seen on your PC – documents, images, websites, IMs, email, apps, and more¹. Just scroll your timeline or select the search box in Recall and describe something you've seen or done with semantic search, and snapshots of those moments will be discoverable by text or image. In addition to looking back in time, you can use screenray to analyze the snapshot for suggested steps forward such as copying or sending an email. You remain in control of your data. Pause, delete, or change your privacy settings at any time. For Recall to save your snapshots, you need to opt in to the experience. You can do this by clicking "save snapshots" in the out of box experience during device set up or by navigating to the Settings application at any time after.

Why use it?

Searching for a document, email or web page on your PC can be time-consuming. Now you can just describe how you remember something and Recall will find it. Microsoft provides many built-in security features from the chip to the cloud to protect Recall content.

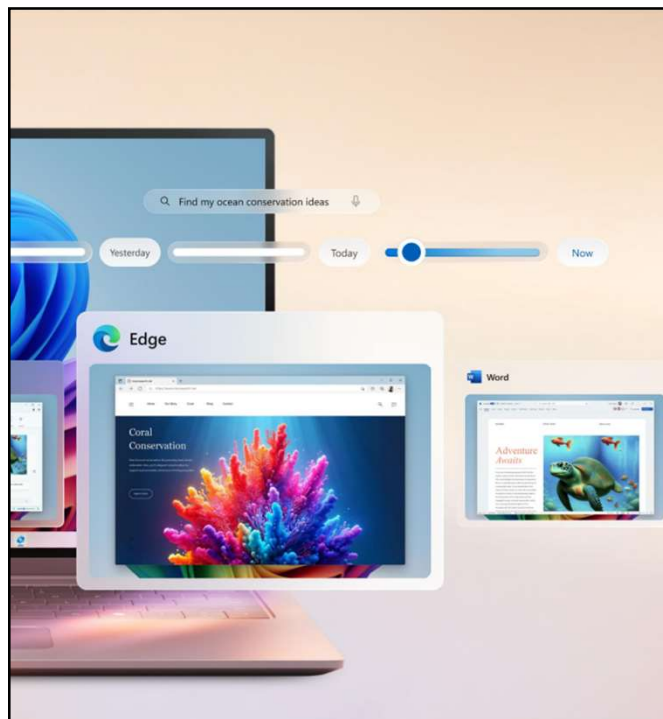
When can I find it?

Recall (preview) will be available first in the Windows Insider Program (WIP) in the coming weeks. It will be available only on Copilot+ PCs and requires installation of the latest Windows Updates and opt-in consent during device setup to have Recall save snapshots. Windows Hello enrollment is also required to enable Recall.

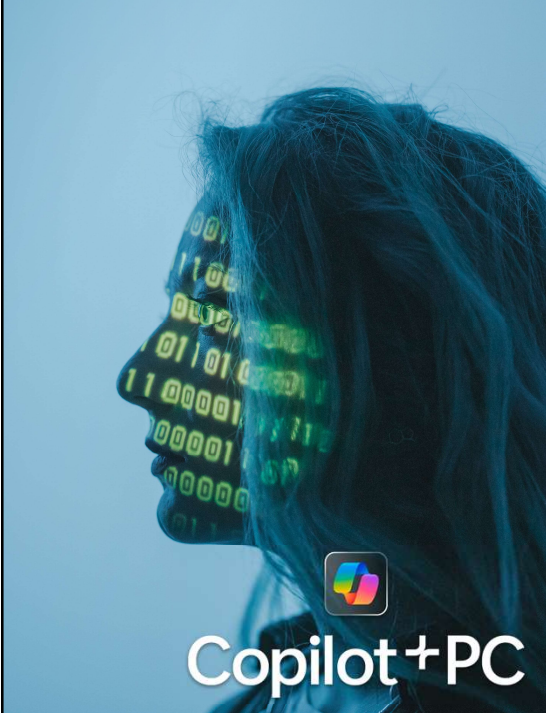
Where to find it?

After installing the latest Windows 11 update, customers will find the Recall icon on their taskbar and in system tray.


¹Optimized for select languages (English, Chinese (simplified), French, German, Japanese, and Spanish.) Content-based and storage limitations apply. See <https://aka.ms/copilotpluspcsa>.



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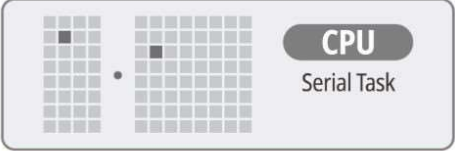
What do you need for a Copilot+PC ?

 **Copilot+PC**

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INGRAM

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Central Processing Unit

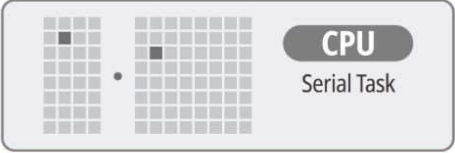
Clock Speed / Cores / Flops (Floating Point Operations per Second)

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INGRAM

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CPU
Serial Task

Central Processing Unit

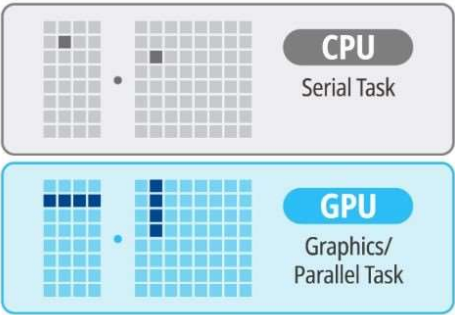
Clock Speed / Cores / Flops (Floating Point Operations per Second)
Intel / AMD

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CPU
Serial Task

Central Processing Unit

Clock Speed / Cores / Flops (Floating Point Operations per Second)


GPU
Graphics/
Parallel Task

Graphical Processing Unit

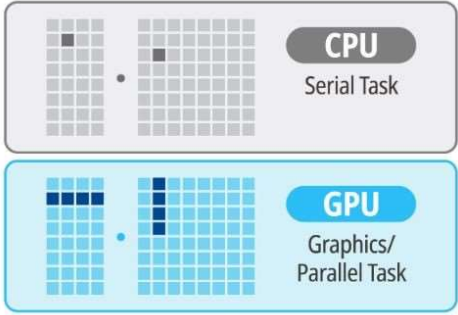
/ Cores / Clock Speed / Flops / Video RAM

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Central Processing Unit


Clock Speed / Cores / Flops (Floating Point Operations per Second)

Graphical Processing Unit

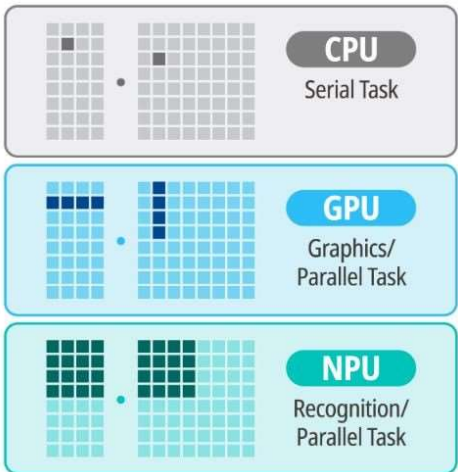
/ Cores / Clock Speed / Flops / Video RAM
Nvidia / AMD / Intel

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Central Processing Unit

Clock Speed / Cores / Flops (Floating Point Operations per Second)

Graphical Processing Unit


Cores / Clock Speed / Flops / Video RAM

Neural Processing Unit

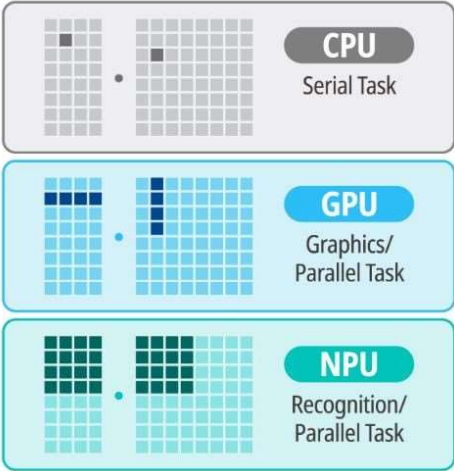
TOPS (Tera Operations Per Second) / TOPS/Watt

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CPU
Serial Task

GPU
Graphics/
Parallel Task

NPU
Recognition/
Parallel Task

Central Processing Unit

Clock Speed / Cores / Flops (Floating Point Operations per Second)

Graphical Processing Unit

Cores / Clock Speed / Flops / Video RAM

Neural Processing Unit

TOPS (Tera Operations Per Second) / TOPS/Watt
NVIDIA, Intel, Qualcomm, Google, Huawei, Apple, Samsung, AMD

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INGRAM

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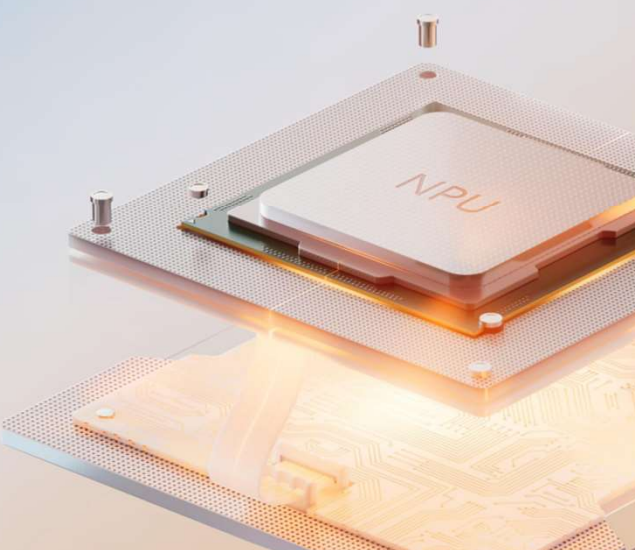
The NPU

What is it?
The Neural Processing Unit (NPU) is a third processor in the computer designed to process large amounts of data in parallel, performing trillions of operations per second. It excels at providing lightning fast, high bandwidth AI in real-time and frees your CPU and GPU up for other tasks

Why is it important?
NPUs are built for intensive workloads that otherwise would deplete CPU and GPU performance. This uniquely enables us to offload our Copilot+ AI features to the NPU without sacrificing overall performance, battery life, or thermals of the device.

How does it work?
NPU performance is measured by TOPS, or trillions of operations per second. Copilot+ PCs have 40+ TOPs, making them the most powerful NPUs on the market with remarkable efficiency in handling AI tasks. This is particularly crucial for a notebook PC running on battery.

40+ TOPs



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Snapdragon X Elite

CPU
Serial Task

GPU
Graphics/
Parallel Task

NPU
Recognition/
Parallel Task

Not x86/64 bit processor but ARM
10x faster than x86 PC's

Qualcomm Oryon CPU

Qualcomm Adreno GPU

Qualcomm Hexagon NPU

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Snapdragon® X Series Platforms: SKU Comparison Table

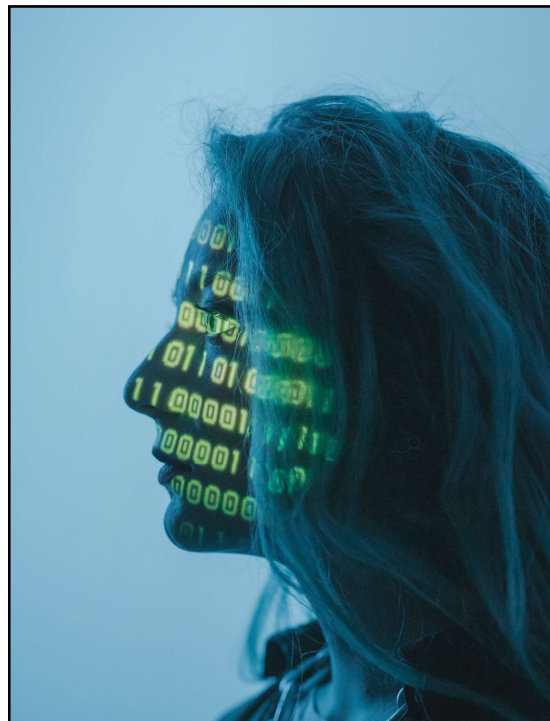
Snapdragon® X Series Platforms: SKU Comparison Table									
		Qualcomm Oryon™ CPU				Qualcomm® Adreno™ GPU	Qualcomm® Hexagon NPU	Memory	
Platform	Part Number	Cores	Total Cache	Max Multithread Frequency	Dual Core Boost	TFLOPs	NPU TOPS	Memory Type	Transfer Rate
Snapdragon X Elite	X1E-84-100	12	42 MB	3.8 GHz	4.2 GHz	4.6	45	LPDDR5x	8448 MT/s
Snapdragon X Elite	X1E-80-100	12	42 MB	3.4 GHz	4.0 GHz	3.8	45	LPDDR5x	8448 MT/s
Snapdragon X Elite	X1E-78-100	12	42 MB	3.4 GHz	None	3.8	45	LPDDR5x	8448 MT/s
Snapdragon X Plus	X1P-64-100	10	42 MB	3.4 GHz	None	3.8	45	LPDDR5x	8448 MT/s

Get the latest Product Briefs and more info about the [Snapdragon X Elite](#) and [Snapdragon X Plus](#)



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Finding more information

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Demo Video's

Copilot in Word	https://www.youtube.com/watch?v=Tx0IbvgI4NA
Copilot in Excel	https://www.youtube.com/watch?v=gGbCD3JiQwg
Copilot in PowerPoint	https://www.youtube.com/watch?v=a_-tK2Q0E8U
Copilot in Teams	https://www.youtube.com/watch?v=a_-tK2Q0E8U
Copilot in Whiteboard	https://www.youtube.com/watch?v=Gz9vKcuHKGk
Copilot in Outlook	https://www.youtube.com/watch?v=v83VUTafQ5s
More Copilot Video's	https://www.youtube.com/playlist?list=PLXPr7gfUMmKxDKxah3zpG4NhhDj-2IAvc

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Demo Scripts

If you like to do a Microsoft 365 Demo and like to have a Demo Script + Demo Files

<https://cloudpartners.transform.microsoft.com/download?assetname=assets%2FCopilot-for-Microsoft365-SMB-Partner-Demo-Script-and-Supporting-Files.zip&download=1>

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Microsoft 365 Copilot Presentations

Download the latest Copilot Sales & Technical Presentations :

- <https://aka.ms/LevelUpCopilotSalesTraining>
- <https://aka.ms/LevelUpCopilotTechTraining>

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Wrap Up

Artificial Intelligence
 Microsoft 365 Copilot Chat
 Microsoft 365 Copilot
 Responsible AI (RAI)
 Microsoft Copilot for Security
 Microsoft Copilot for Sales
 Microsoft Copilot for Service
 Microsoft Copilot Studio
 Microsoft Copilot + PC



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