



Microsoft Copilot Story Telling

Diego Lens
Cloud Solutions Enablement
2 october 2024



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Modern Cloud Platforms

Click the training to subscribe



18-Sep

Microsoft Azure Story Telling

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



20-Sep

Microsoft Azure Mission 65

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.



15-Oct

Azure Arc

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



22-23 Oct

Microsoft Azure Fundamentals

Join our technical Hands-On training. You will configure many resources like virtual Machines, different storage types, VNET's, Subnets, Azure Backup, VPN Gateway and many more ...



26-Nov

Azure Migrate Assessment & Migration

Azure Migrate provides a central hub to track discovery assessment and migration of on-premises workloads and cloud VMs



28-Nov

Azure Lighthouse & Cost Management

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.



<https://bit.ly/2024H2>

Training Calendar 2024 – Q3-Q4

Seamless Security

Click the training to subscribe

25-Sep

Microsoft 365 Story Telling

Learn the stories you can use to explain the most important security features in a Microsoft 365 offering

Microsoft INGRAM

A training card for 'Microsoft 365 Story Telling' dated 25-Sep. It features a green 'Sales' icon, a photo of people at a table with laptops, and the INGRAM logo.

6-Nov

Microsoft Intune

Microsoft Intune is a cloud-based service that manages and secures endpoints, applications and data across your organization

Microsoft INGRAM

A training card for 'Microsoft Intune' dated 6-Nov. It features a red 'Technical' icon, a yellow hand icon, and a background image of a city at night.

27-Nov

Microsoft Defender for Business

Microsoft Defender for Business is a security solution included in Microsoft 365 Business Premium to help protect small businesses against cyber security threats

Microsoft INGRAM

A training card for 'Microsoft Defender for Business' dated 27-Nov. It features a red 'Technical' icon, a yellow hand icon, and a background image of a hand holding a padlock.

13-Nov

Microsoft Entra Suite

Microsoft Entra Suite is the new product family that encompasses all of Microsoft's identity and access management capabilities

Microsoft INGRAM

A training card for 'Microsoft Entra Suite' dated 13-Nov. It features a green 'Sales-Tech' icon, a background image of server racks, and the INGRAM logo.

11-Dec

Microsoft Defender XDR

Microsoft Defender XDR is a set of security products and solutions that protect your organization from cyberattacks

Microsoft INGRAM

A training card for 'Microsoft Defender XDR' dated 11-Dec. It features a red 'Technical' icon, a yellow hand icon, and a background image of a server rack.

20-Nov

Microsoft Purview Information Protection

Microsoft Purview Information Protection is a cloud-based service that helps you discover, classify, protect and govern sensitive data across your hybrid environment

Microsoft INGRAM

A training card for 'Microsoft Purview Information Protection' dated 20-Nov. It features a red 'Technical' icon, a yellow hand icon, and a background image of hands reviewing documents.

<https://bit.ly/2024H2>

Training Calendar 2024 – Q3-Q4

Connected Workplace

Click the training to subscribe

9-Oct **Windows 365 and Azure Virtual Desktop Story Telling**
Windows 365 and Azure Virtual Desktop are bringing Desktop Virtualization to the next level

4-Dec **Azure Virtual Desktop Setup a POC**
Learn how to install your first Azure Virtual Desktop installation. Discover the AVD components like a Workplace, Hostpools, Application Groups, FSLogix,

18-Dec **Azure Virtual Desktop Advanced Topics**
Learn how to do a production installation with Azure Virtual Desktop. Learn the concepts like Golden Images, AutoScaling, Printing and Monitoring



INGRAM MICRO

<https://bit.ly/2024H2>

Training Calendar 2024 – Q3-Q4

Artificial Intelligence

Click the training to subscribe



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

INCRAMI



Copilot for Microsoft 365 Technical

Copilot for Microsoft 365 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.

Microsoft

INCRAMI



Develop Power Apps with Copilot Integration

learn how to develop Low Code Applications using Power Apps with Copilot Integration

Microsoft

INCRAMI



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

Microsoft

INCRAMI

2-Oct

16-Oct

22-Nov

tba

INCRAMI MICRO

<https://bit.ly/2024H2>

Training Calendar 2024 – Q3-Q4

Ingram Micro Cloud

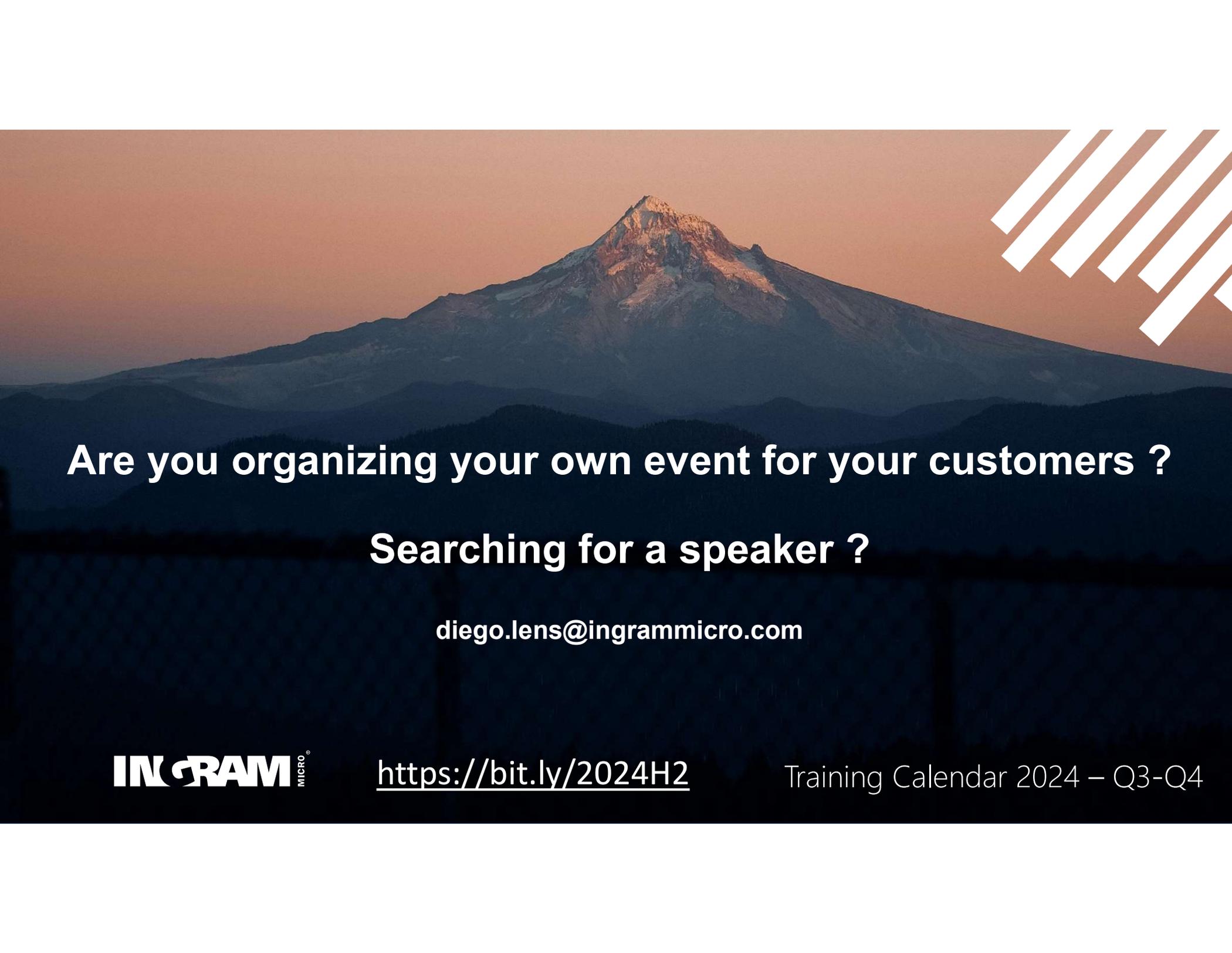
Click the training to subscribe

The image displays three training cards arranged horizontally against a background of a mountain peak. Each card features the Ingram Micro logo (a green circle with a white figure) and the Microsoft logo. The first card, titled 'Quarterly Update', is dated '24-Sep' and '10-Dec' and includes the text: '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.' The second card, titled 'Ingram Micro Cloud Marketplace', is dated '24-Oct' and includes the text: 'The Ingram Micro Cloud Marketplace is a top-of-the-line platform with lots of cool features. It's our mission to keep on improving our platform and to keep expanding the possibilities.' The third card, titled 'NIS2 directive: How to achieve compliance', is dated '26-Sep' and features a background of binary code and yellow stars. A large white arrow on the right side of the cards points downwards towards the URL.

INGRAM MICRO

<https://bit.ly/2024H2>

Training Calendar 2024 – Q3-Q4



Are you organizing your own event for your customers ?

Searching for a speaker ?

diego.lens@ingrammicro.com

INGRAM MICRO[®]

<https://bit.ly/2024H2>

Training Calendar 2024 – Q3-Q4

Agenda

Artificial Intelligence

Promote Creativity with Microsoft 365 Copilot

Essentials for Copilot success

Responsible AI (RAI)

Microsoft Copilot for Security

Microsoft Copilot for Sales

Microsoft Copilot for Service

Microsoft Copilot Studio

Microsoft Copilot + PC





Artificial Intelligence

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Artificial Intelligence

1950s

Artificial Intelligence

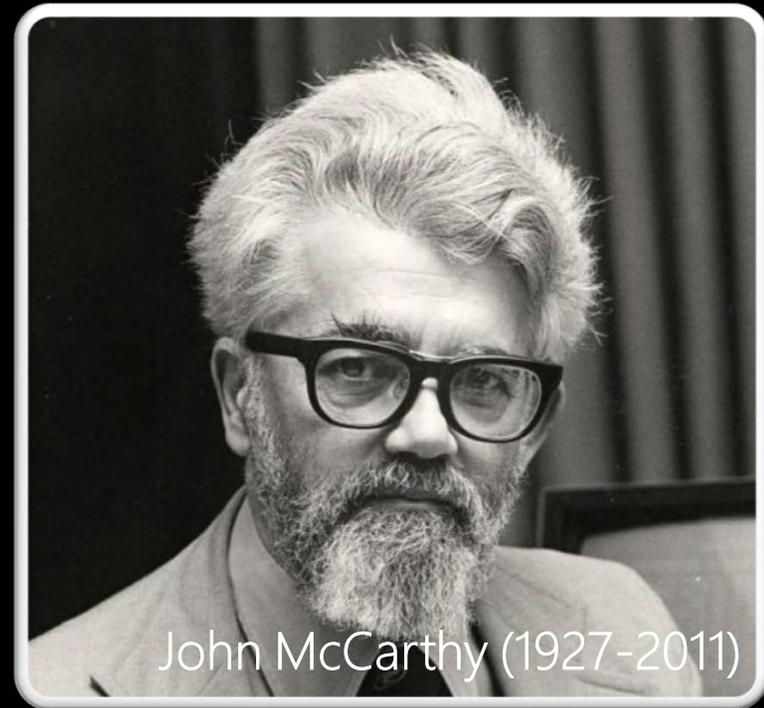
The field of computer science that seeks to create **intelligent machines** that can replicate or exceed human intelligence.

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)

Artificial Intelligence

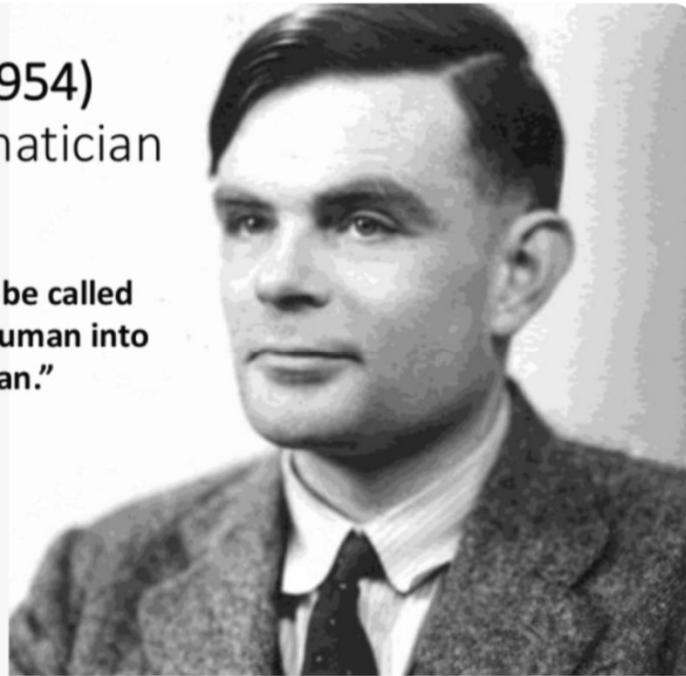
1950s

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)

Artificial Intelligence

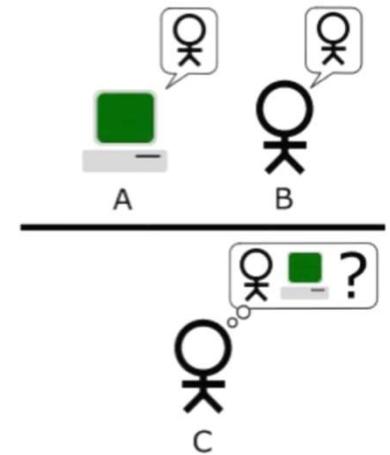
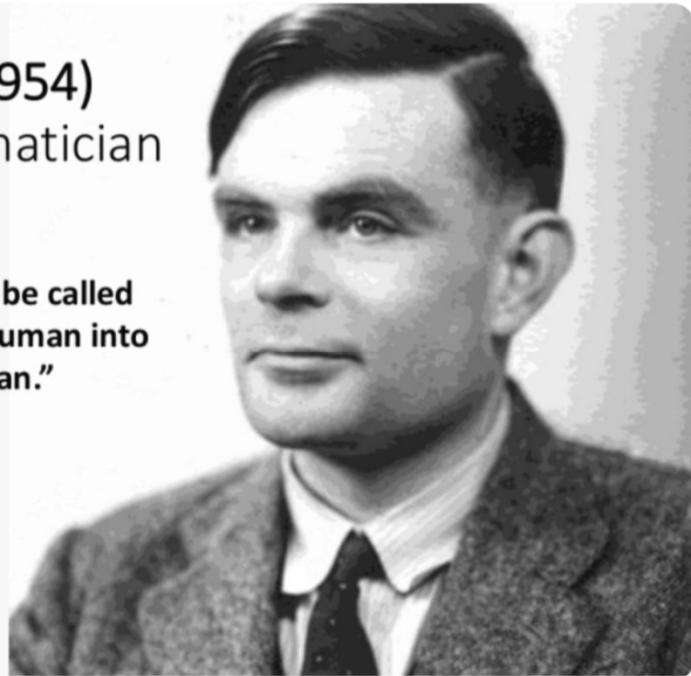
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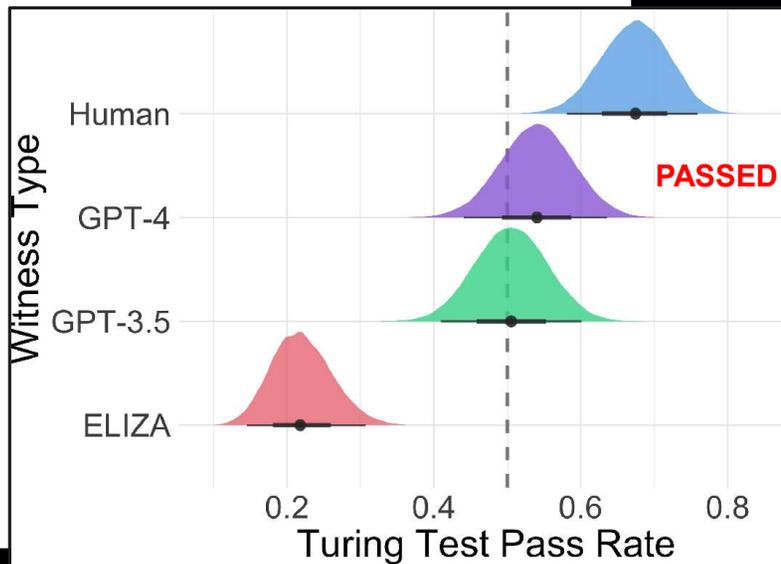
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Turing Test (Chat)

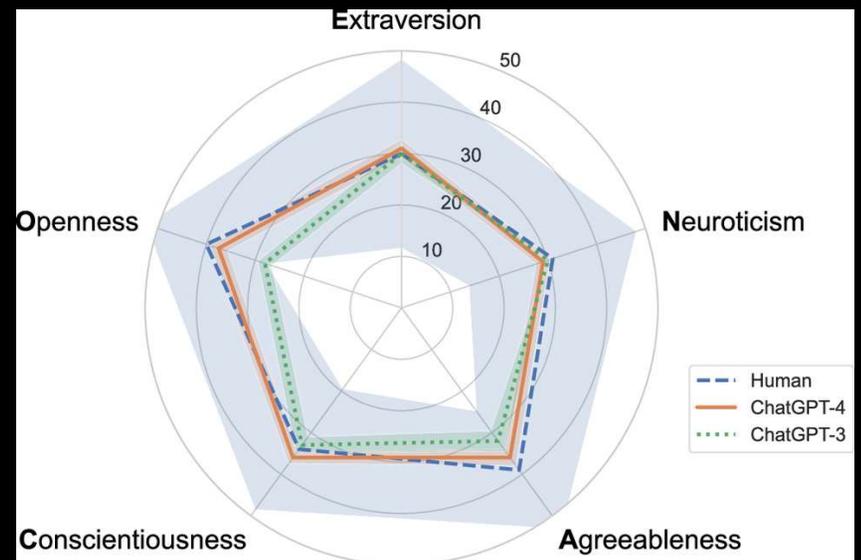
Artificial Intelligence



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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.

Artificial Intelligence

Machine Learning

1950s

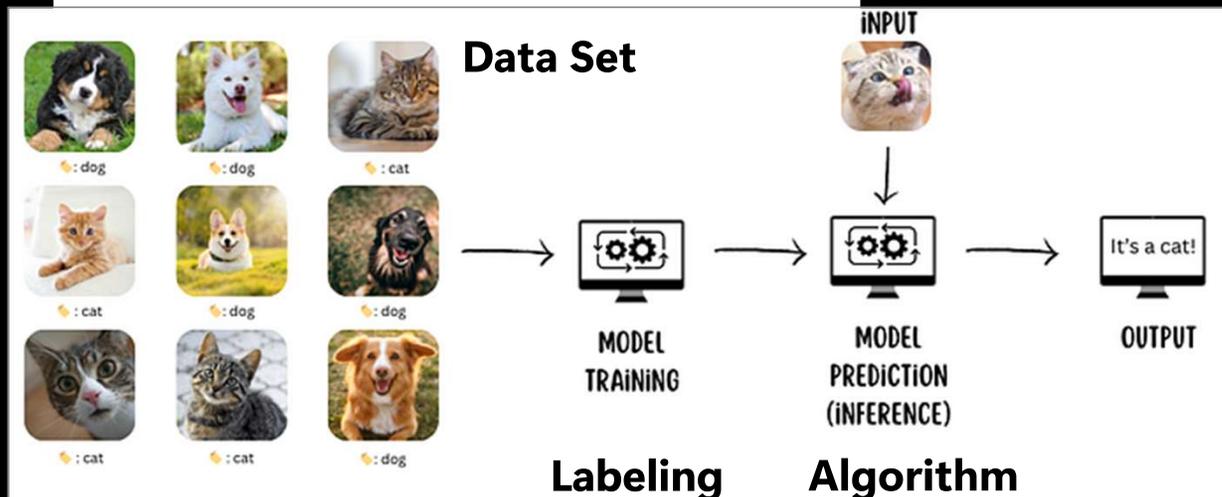
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Machine Learning

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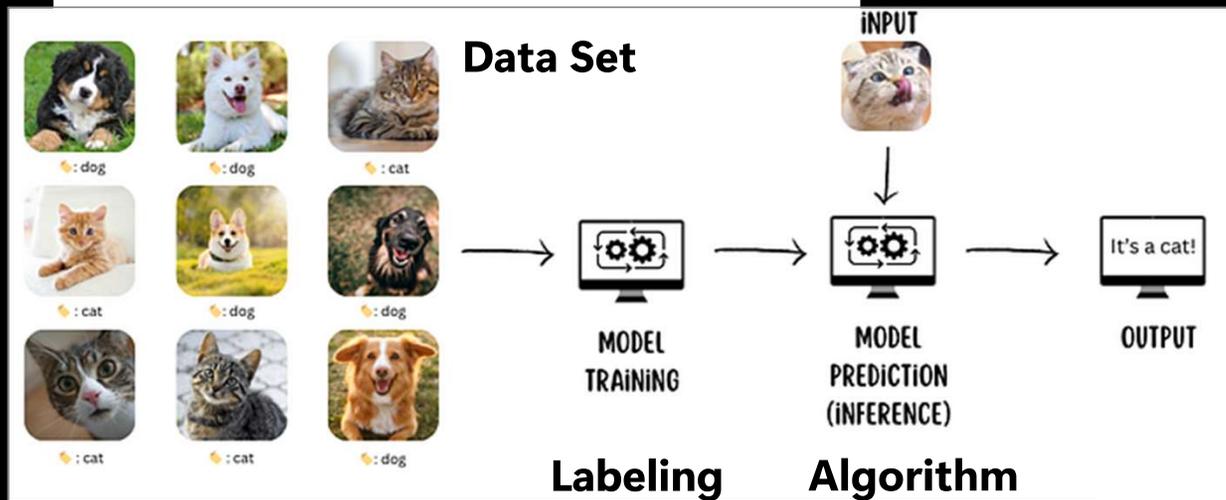
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Artificial Intelligence

Machine Learning

1950s

Artificial Intelligence

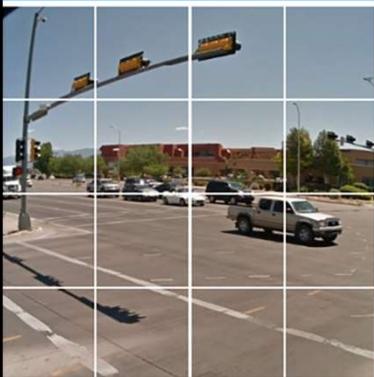
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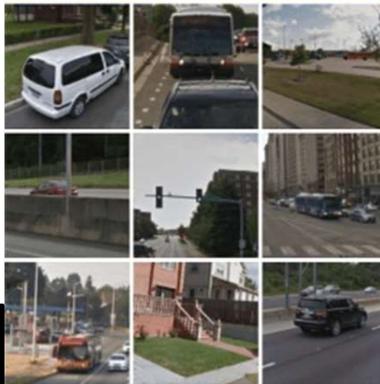
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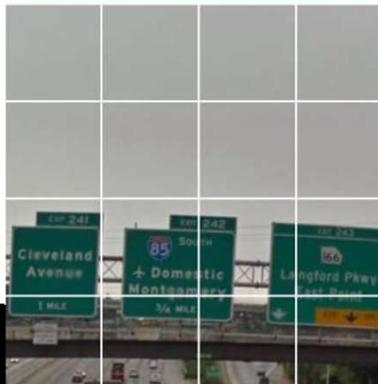
Select all squares with
traffic lights



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



Artificial Intelligence

Machine Learning

1950s

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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

Artificial Intelligence

Machine Learning

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Artificial Intelligence

Machine Learning

Deep Learning

1950s

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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.

Artificial Intelligence

Machine Learning

Deep Learning



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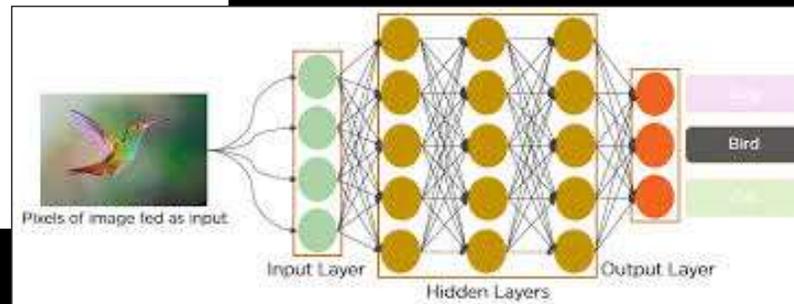
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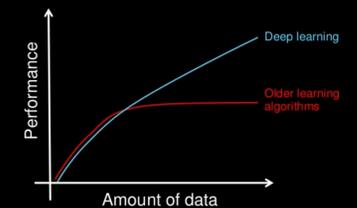
2017

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?

Artificial Intelligence

Machine Learning

Deep Learning

Generative AI

1950s

Artificial Intelligence

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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.

Generative AI

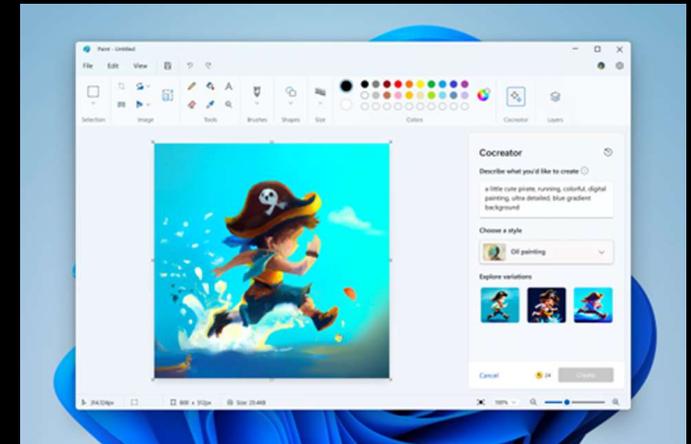
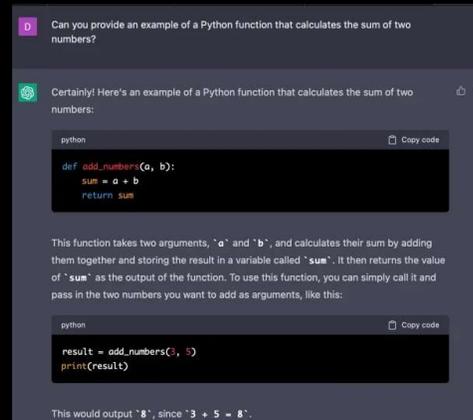
AI Generates new content

Text

Code

Pictures

Video



Large Language Models (LLMs)

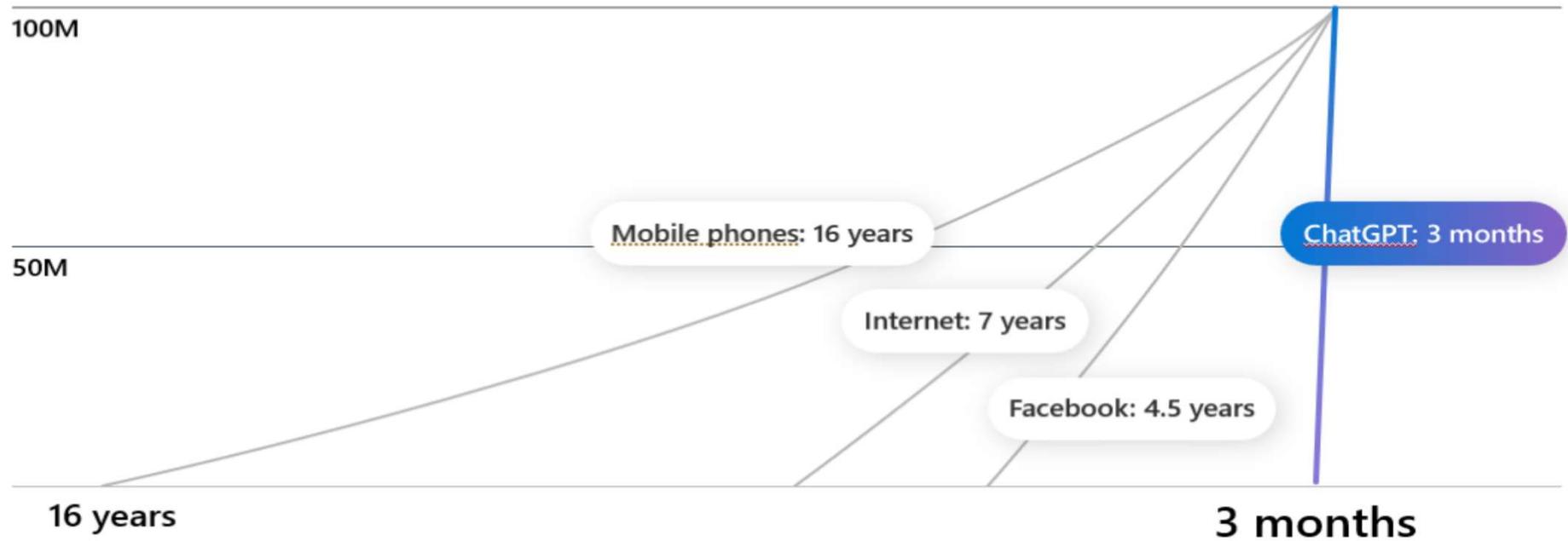


Generative
(predicting text)

Pre-Trained
(with collection of language data)

Transformer
(type neural network)

Time to reach 100M users



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>

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)



Microsoft Copilot

Understanding the AI options

AI adoption



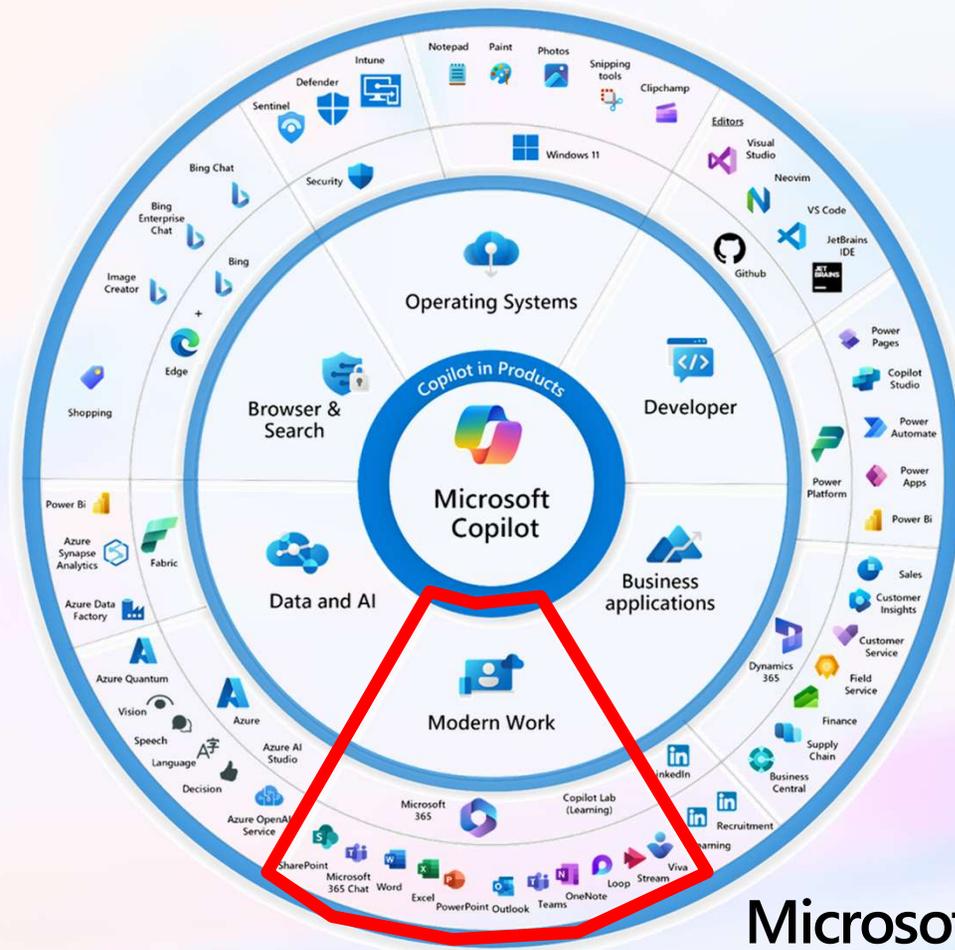
	Copilot	Copilot with commercial data protection	Copilot for Microsoft 365
	Personal	Work	Work
GPT Large Language Model	✓	✓	✓
AI-Powered Web Search, Answers & Content Generation	✓	✓	✓
Commercial Data Protection		✓	✓
Microsoft 365 Enterprise Security, Compliance & Privacy			✓
Microsoft 365 Graph (content & context)			✓
Microsoft 365 Apps Integration			✓
Licensing	Public and free	Included with eligible Entra ID P1 License	license /user/month

D E M O



Promote Creativity with Microsoft 365 Copilot

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Microsoft 365 Copilot



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

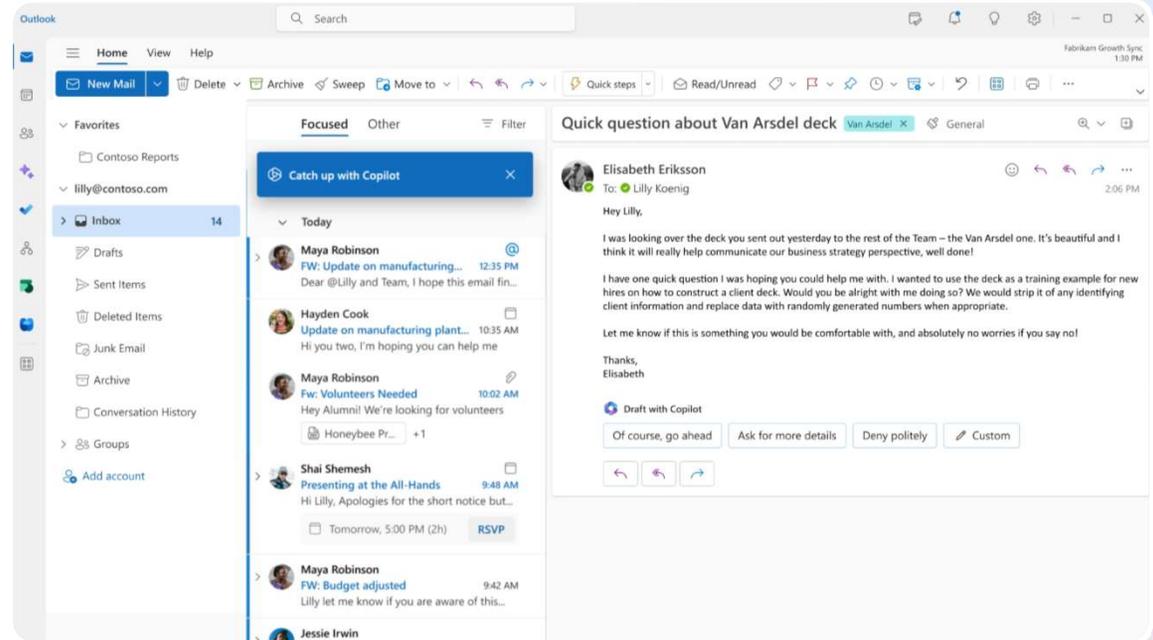
Review email inbox to find customer inquiries and supplier updates

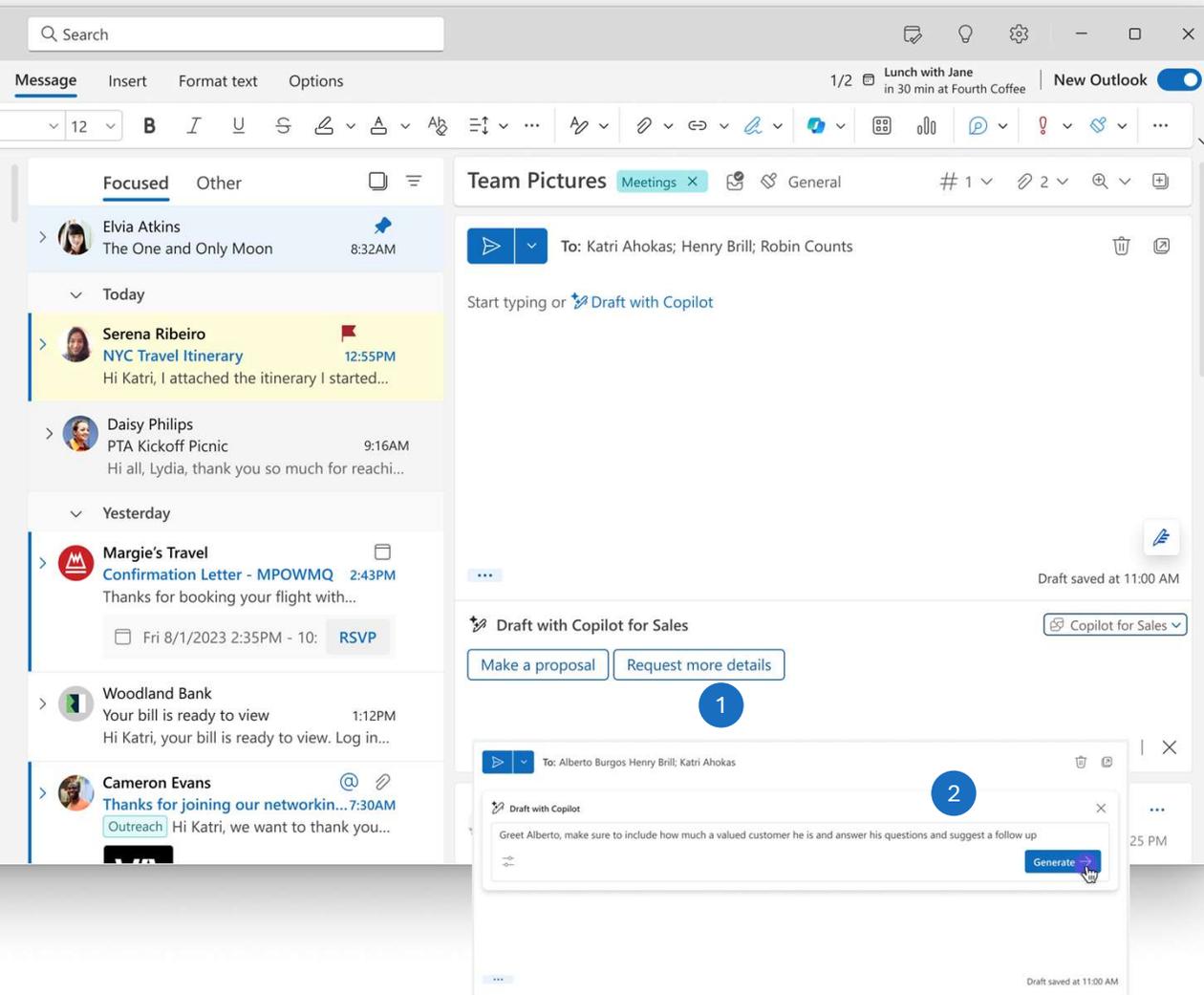
Copilot in Outlook

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.





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

The screenshot shows the Outlook interface with an email from Alberto Burgos. The main content area displays a Copilot-generated summary of the email, followed by the original email text and suggested actions. The interface is annotated with numbered callouts (1-6) highlighting key features of the Copilot summary.

1 Summary by Copilot

- Alberto Burgos, the operations manager at Fourth Coffee, is writing to ask about coffee machines and organic Arabica beans for five new locations.
- Alberto requests more information on product offerings, pricing details, and any available special offers or bundles.
- A budget of \$12,000 was mentioned, and possible stakeholders are Alberto, Rebecca, and Miguel.
- Details about timing and need don't seem to be mentioned.
- Miguel raised a potential issue about his storage limitations and the shipment time.

2 Suggested action items

- Schedule follow-up
- Reply to all
- Open Sales

3 Key sales info

- Alberto Burgos is the primary contact for the Fourth Coffee account.
- Fourth Coffee specializes in high-volume and premium coffee experiences, emphasizing ethically sourced beans and rich flavors.
- 50 Cafe A-100 Automatic was opened for Fourth Coffee on 7/6/23. The expected close date is Oct 2023.

4 Suggested actions

- Update budget to \$12,000
- Update close date to 8/20/23

5 Leads (1)

- Miguel Garcia

6 Contacts (3)

- Alberto Burgos
- Inna Laar

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 sidecar
- 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

Intelligent recap in Copilot in Teams

The image shows a Microsoft Teams meeting interface with an 'Intelligent recap' overlay. The meeting is titled 'Product roadmap discussion' and took place on Jan 21, 2023, from 10:00 to 11:00. The recap includes a video player, a list of speakers (Mona Kane, Babak Shammass, Daniela Mandera, Amanda Brady, Bruno Zhao), and AI-generated notes. The notes are categorized into 'Meeting notes' and 'Follow-up tasks'. The 'Copilot in Teams' interface is also visible, showing a prompt to 'Create a table with pros and cons of option 1' and a resulting table.

Intelligent recap

Copilot in Teams

Built-in and automated

Standardized

Video, speaker, and chapter markers

Available after meeting only

On-demand

Based on unique prompts

Conversational interaction, with citations.

Available real-time (during and after meeting)

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

Generated by AI. Be sure to check for accuracy.

Meeting notes

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

Follow-up tasks

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

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

*Intelligent recap is also available in Teams Premium

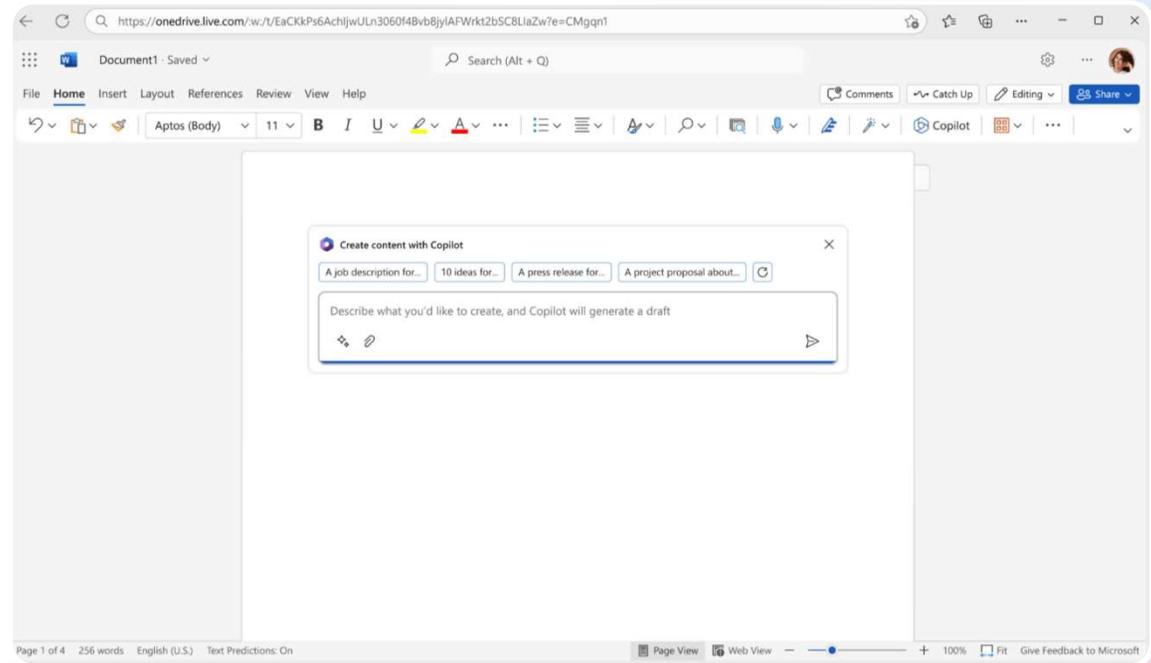
Create a proposal to update the store's website

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



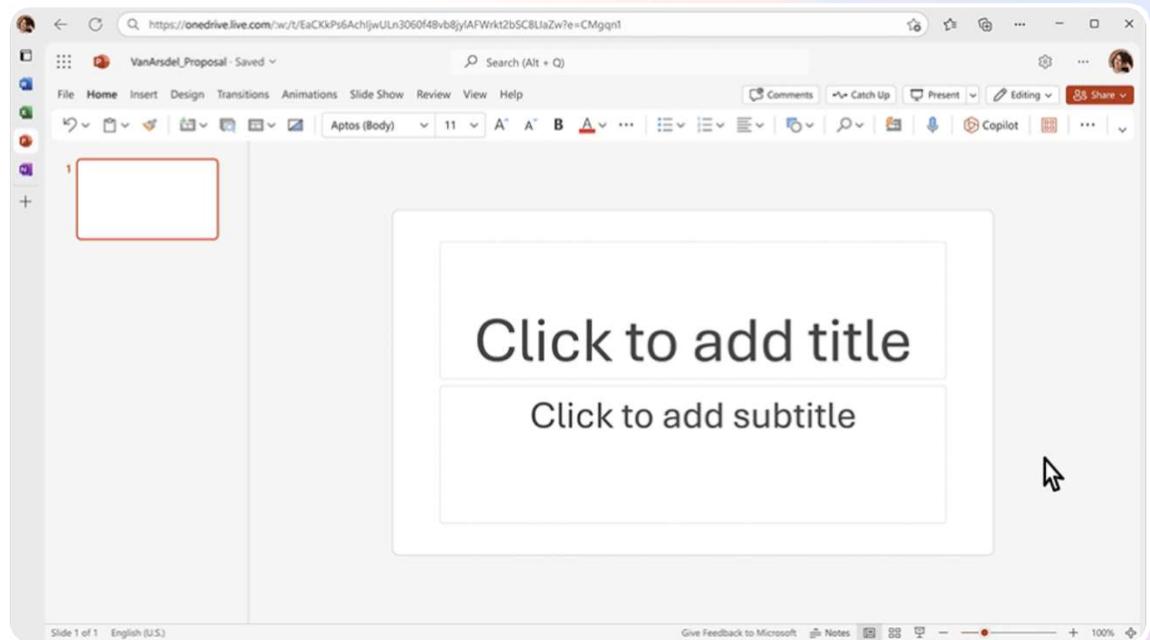
Copilot for Microsoft 365 example

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



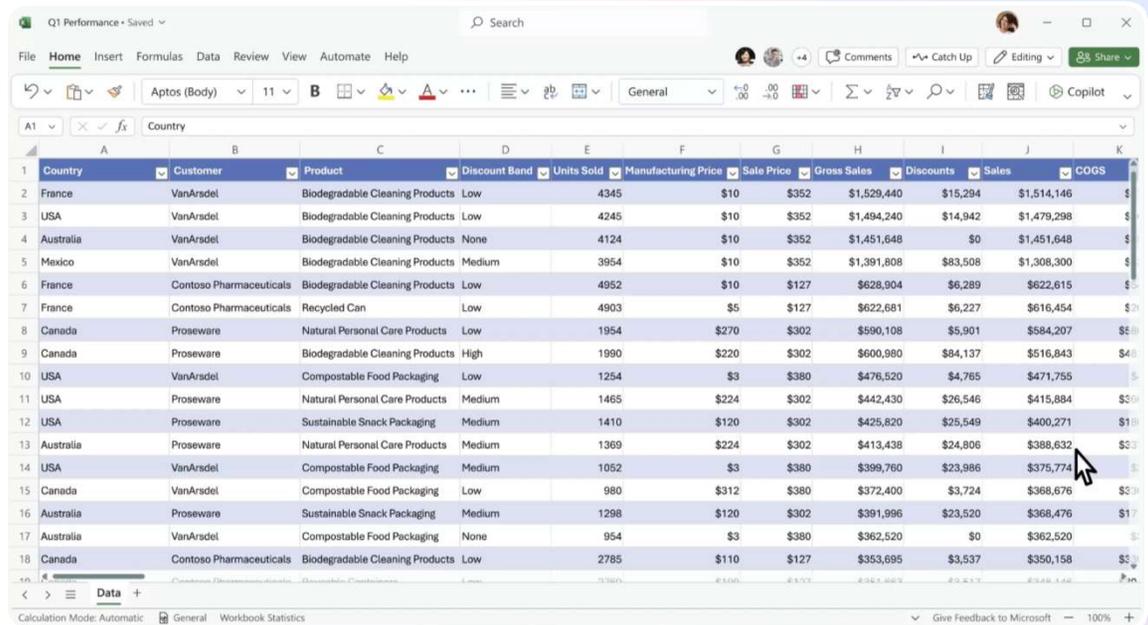
Provide comparison on online vs in-person sales

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	Sale Price	Gross Sales	Discounts	Sales	COGS
France	VanArsdel	Biodegradable Cleaning Products	Low	4345	\$10	\$352	\$1,529,440	\$15,294	\$1,514,146	\$
USA	VanArsdel	Biodegradable Cleaning Products	Low	4245	\$10	\$352	\$1,494,240	\$14,942	\$1,479,298	\$
Australia	VanArsdel	Biodegradable Cleaning Products	None	4124	\$10	\$352	\$1,451,648	\$0	\$1,451,648	\$
Mexico	VanArsdel	Biodegradable Cleaning Products	Medium	3954	\$10	\$352	\$1,391,808	\$83,508	\$1,308,300	\$
France	Contoso Pharmaceuticals	Biodegradable Cleaning Products	Low	4952	\$10	\$127	\$628,904	\$6,289	\$622,615	\$
France	Contoso Pharmaceuticals	Recycled Can	Low	4903	\$5	\$127	\$622,681	\$6,227	\$616,454	\$
Canada	Proseware	Natural Personal Care Products	Low	1954	\$270	\$302	\$590,108	\$5,901	\$584,207	\$
Canada	Proseware	Biodegradable Cleaning Products	High	1990	\$220	\$302	\$600,980	\$84,137	\$516,843	\$
USA	VanArsdel	Compostable Food Packaging	Low	1254	\$3	\$380	\$476,520	\$4,765	\$471,755	\$
USA	Proseware	Natural Personal Care Products	Medium	1465	\$224	\$302	\$442,430	\$26,546	\$415,884	\$
USA	Proseware	Sustainable Snack Packaging	Medium	1410	\$120	\$302	\$425,820	\$25,549	\$400,271	\$
Australia	Proseware	Natural Personal Care Products	Medium	1369	\$224	\$302	\$413,438	\$24,806	\$388,632	\$
USA	VanArsdel	Compostable Food Packaging	Medium	1052	\$3	\$380	\$399,760	\$23,986	\$375,774	\$
Canada	VanArsdel	Compostable Food Packaging	Low	980	\$312	\$380	\$372,400	\$3,724	\$368,676	\$
Australia	Proseware	Sustainable Snack Packaging	Medium	1298	\$120	\$302	\$391,996	\$23,520	\$368,476	\$
Australia	VanArsdel	Compostable Food Packaging	None	954	\$3	\$380	\$362,520	\$0	\$362,520	\$
Canada	Contoso Pharmaceuticals	Biodegradable Cleaning Products	Low	2785	\$110	\$127	\$353,695	\$3,537	\$350,158	\$

Meeting prep for Relecloud - Saved

Search (Alt + Q)

Comments Catch Up Editing Share

Aptos (Body) 11 B I U

Copilot

Draft with Copilot Preview

Help me prep for the pitch meeting with Relecloud meeting

9/200

Generate Reference your content

Open tasks for this opportunity

Subject	Priority	Due	Created on	Owner
Installation of a new panel in new cafeteria building	High	In progress	07/06/2023	Eva Terrazas
Low production from 3 solar panels	High	In progress	06/06/2023	Inna Laar
Send new autumn catalog	Low	Delayed	06/010/2023	Inna Laar

Recent meeting insights

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

Intro meeting for new coffee machines deal

07/03/2023 2:00 PM – 2:30 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 Trey Research requested updated price information for monthly espresso 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 ESC

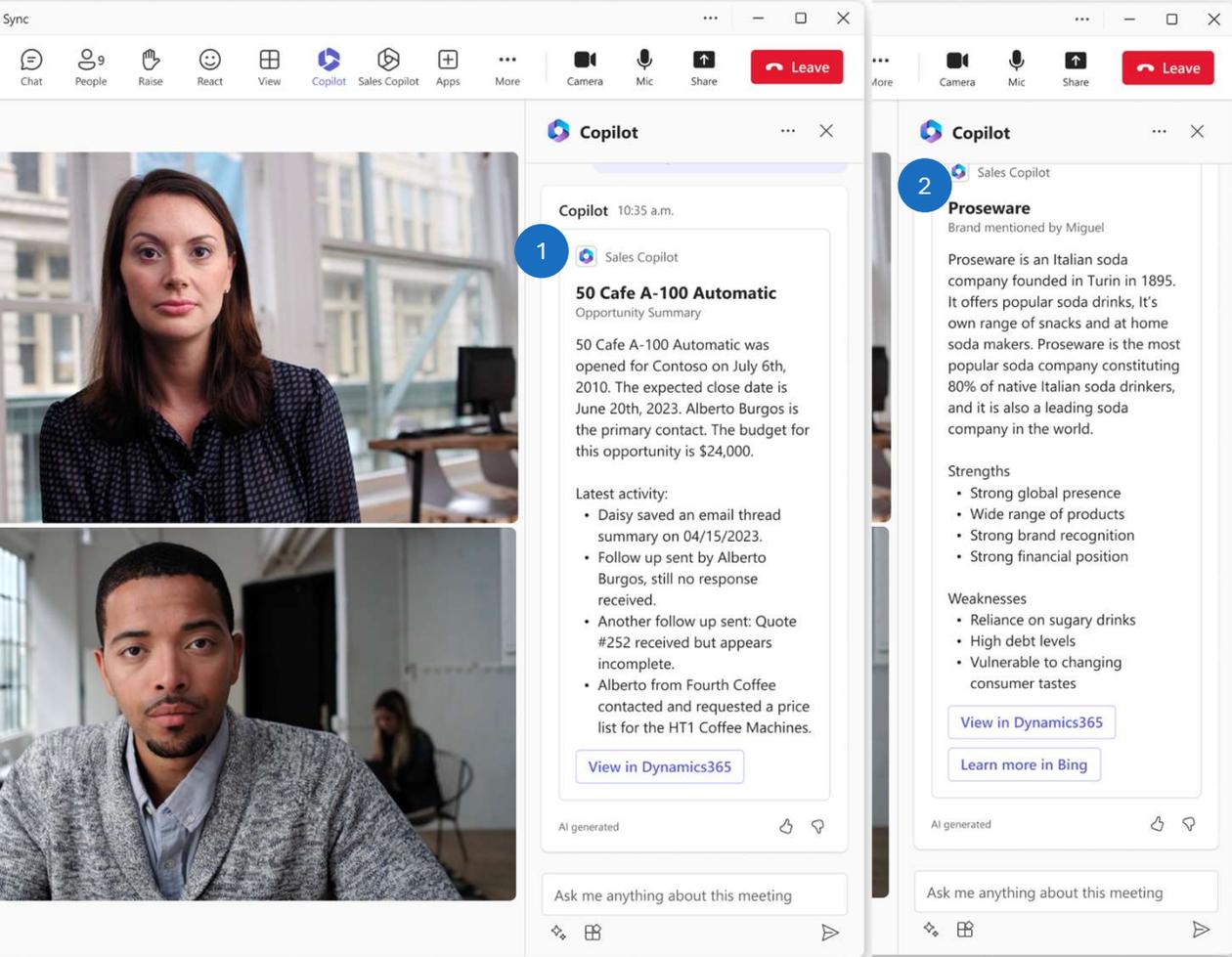
Page 1 of 1 229 words English (U.S.) Text Predictions: On Page View Web View 100% Fit Give Feedback to Microsoft

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



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

D E M O

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>

More prompts to try

Work Personal

Apps Categories

- Share meeting notes**
Draft an email with notes and action items from meeting
- Write a status update**
Write a status report to my manager based on file. Include any upcoming deliverables, due dates, and key decisions
- Catch up on messages**
Summarize Teams messages from this week about...
- How to**
How do I write a request for proposal?
- Help me write**
Write an email to my team about our top priorities for next quarter from file
- Discover a company topic**
I need to explain [concept] to a [role/target audience]. I need to include an explainer of what it is, how it works, and a
- Draft an FAQ**
Create an FAQ based on file
- Describe something concisely**
Summarize this doc into a high-level overview of the benefits of [topic]
- Get calendar info**
When's my next meeting with person ?
- Create a quiz**
Write a practice quiz about [Topic]. Include at least 20 questions, and group questions by category. Provide a detailed
- Create based on a topic**
Create 5 hypothetical courses about [Topic]. Include a brief summary for each course and a catchy title.
- Prep for a meeting**
I've got an upcoming meeting with person. Based on my recent communication and recent news items, create a...
- Add images**
Add a relevant image to this
- Get key info**
List key points from file
- Brainstorm**
Suggest 10 compelling taglines
- Draft an email template**
Draft a personal email I can send

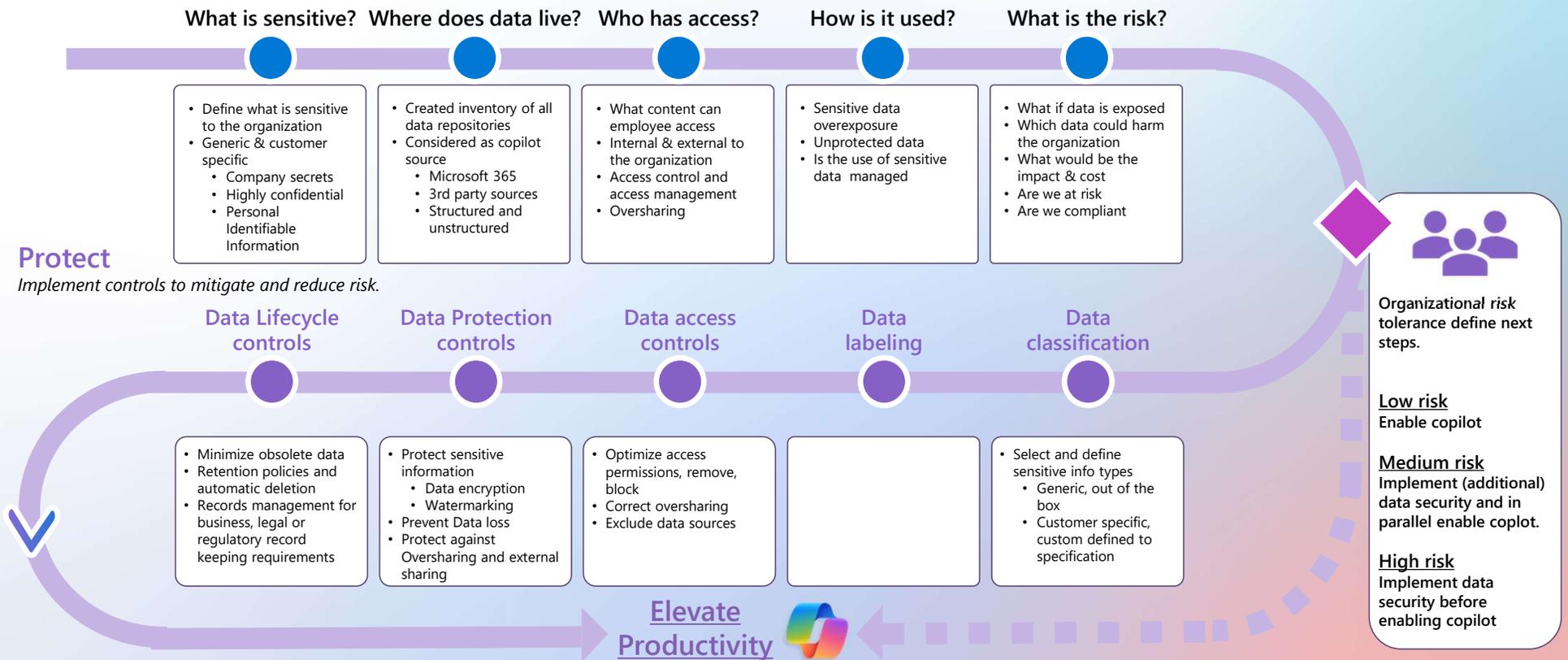


Microsoft 365 Copilot (Starting June 12, 2024)

- **\$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

Security Prerequisites (Technical Course)

Uncover the potential data and security risks Microsoft 365 Copilot could introduce into your organization.





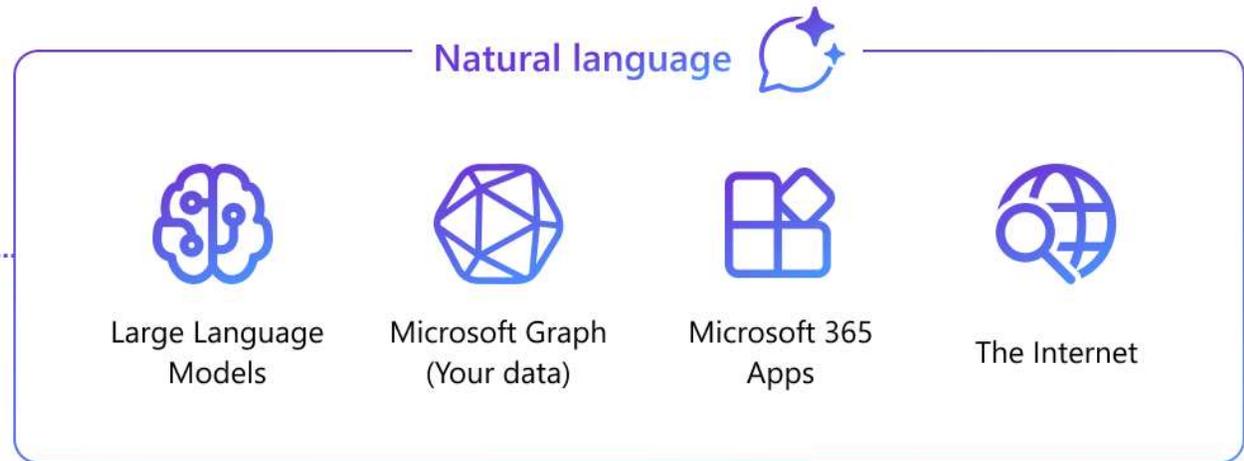
What's included in Microsoft 365 Copilot ?

- 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

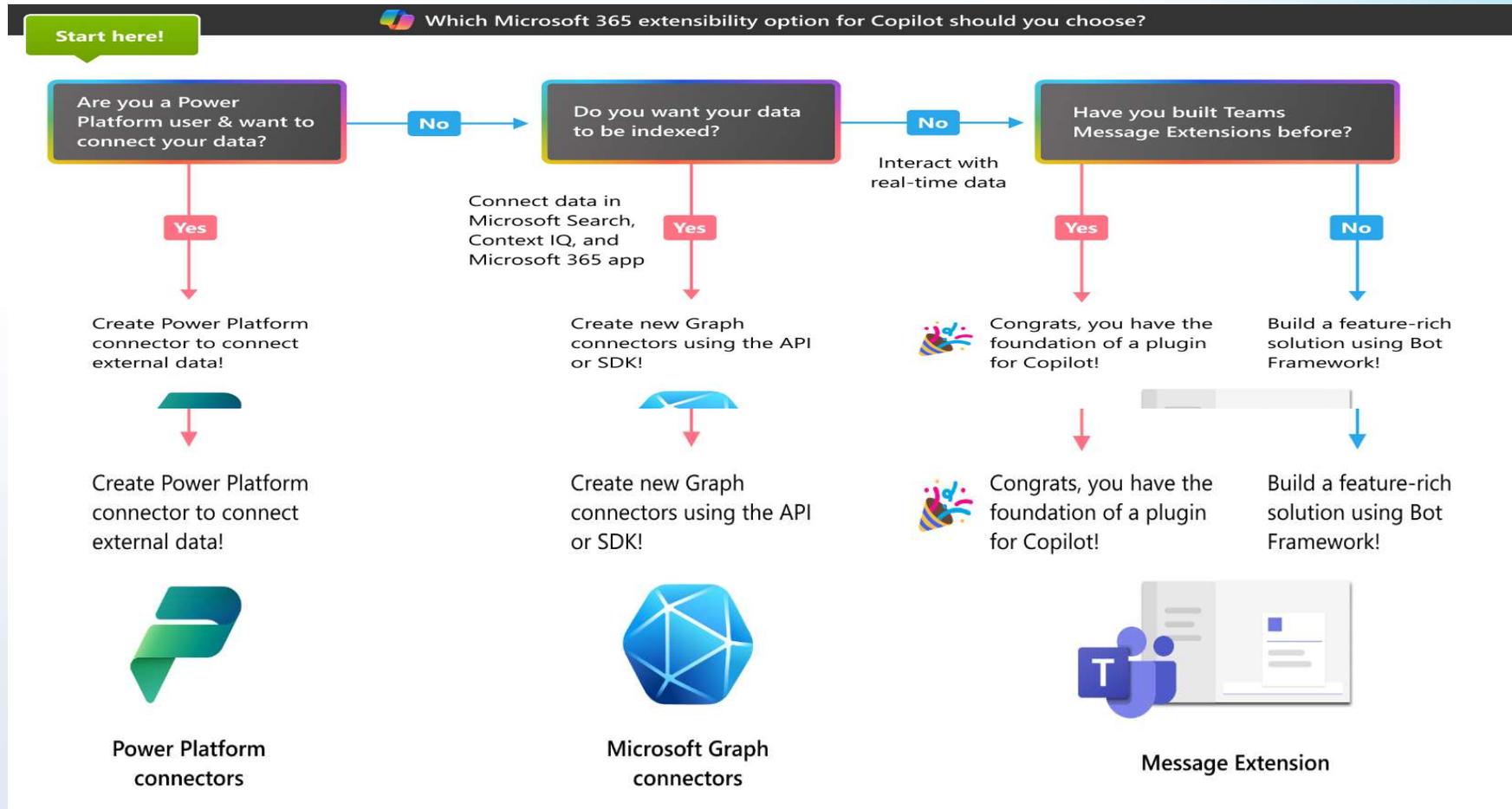
Extend Microsoft Copilot for Microsoft 365



Copilot for
Microsoft 365



Extensibility options flow for Microsoft Copilot for Microsoft 365



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>



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



Essentials for Copilot success

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The opportunity to
lead the AI transformation
is ours

190M
addressable seats

87%

of organizations believe AI will
give them a **competitive edge**

The pace of work is outpacing our ability to keep up

AI-powered tools represent an enormous opportunity

64%

of people have struggled with finding time and energy to get their work done.

3x

Amount by which time spent in Microsoft Teams meetings and calls has increased per week since February 2020.

70%

Share of people who would delegate as much as possible to AI to lessen their workloads.

2x

Likelihood of a leader to say AI will provide value by boosting productivity vs. cutting headcount.

Time savings are **just the beginning**

Copilot for Microsoft 365 can help you...



Increase employee
satisfaction & wellbeing

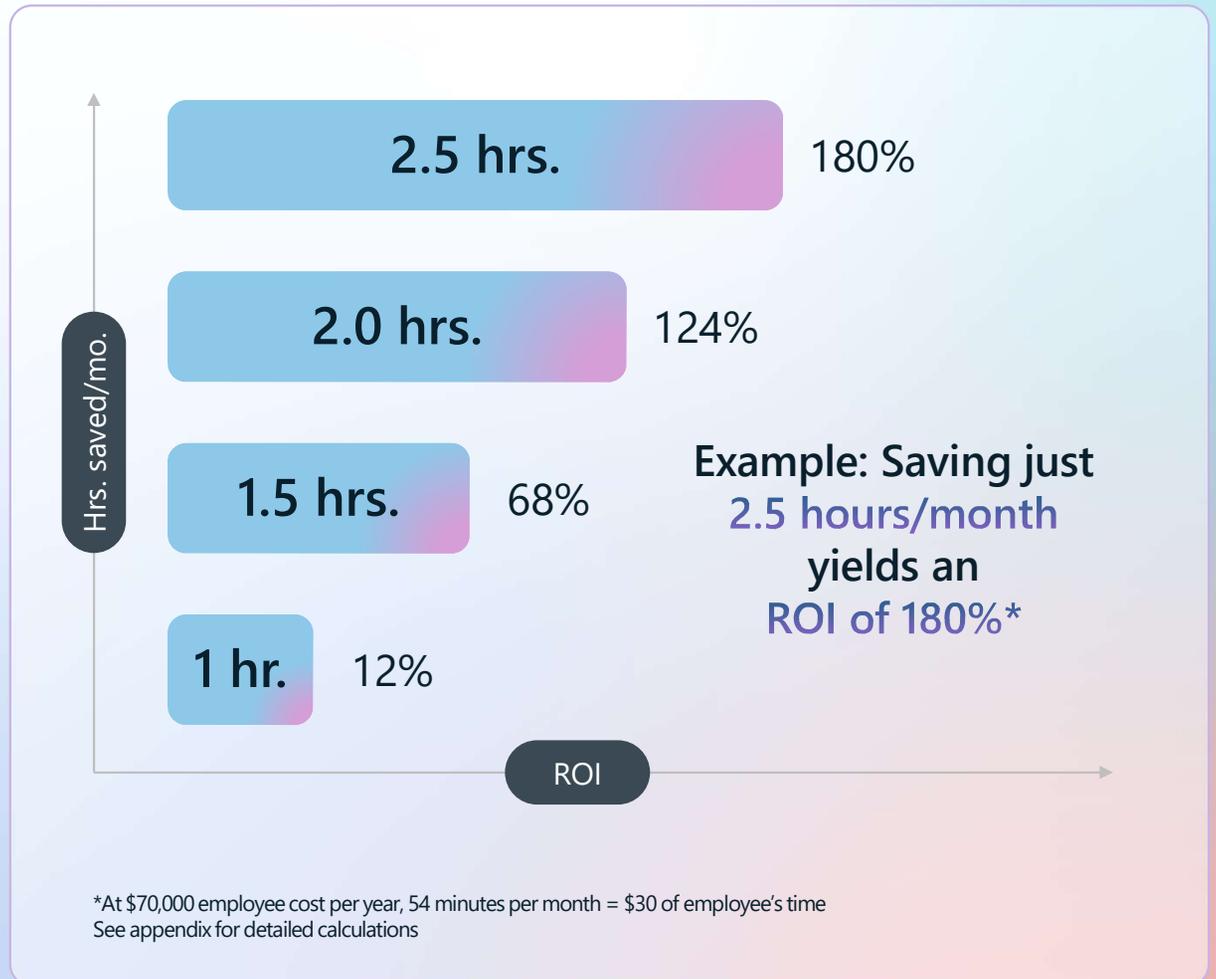


Improve the quality
of work



Reduce
digital debt

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



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

3 essentials for Copilot success



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Responsible AI principles

Secure executive sponsorship

Ensure they understand the ABCs:

A

Active, visible, and consistent participation

B

Build a coalition with their executive peers

C

Communicate directly with employees to support landing the change

Executive Sponsors **should**:

- Help the project team identify and prioritize their top business needs.
- Encourage shared planning between user enablement and technical teams.
- Play a role in communicating the vision to leaders across the organization.
- Actively participate in and use Copilot to help drive and reinforce enablement.
- Promote the enablement program. Studies show engaged employees are **2.6x¹** more likely to fully support a successful AI transformation.

Executive Sponsors **may**:

- Lead or participate in the organizational AI Council.
- Have purchasing authority for licenses or services from supporting suppliers.
- Be directly accountable for Microsoft 365 or broader digital workplace initiatives.

¹[The state of AI change readiness eBook](#), Microsoft Viva People Science

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.

Executive sponsor

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

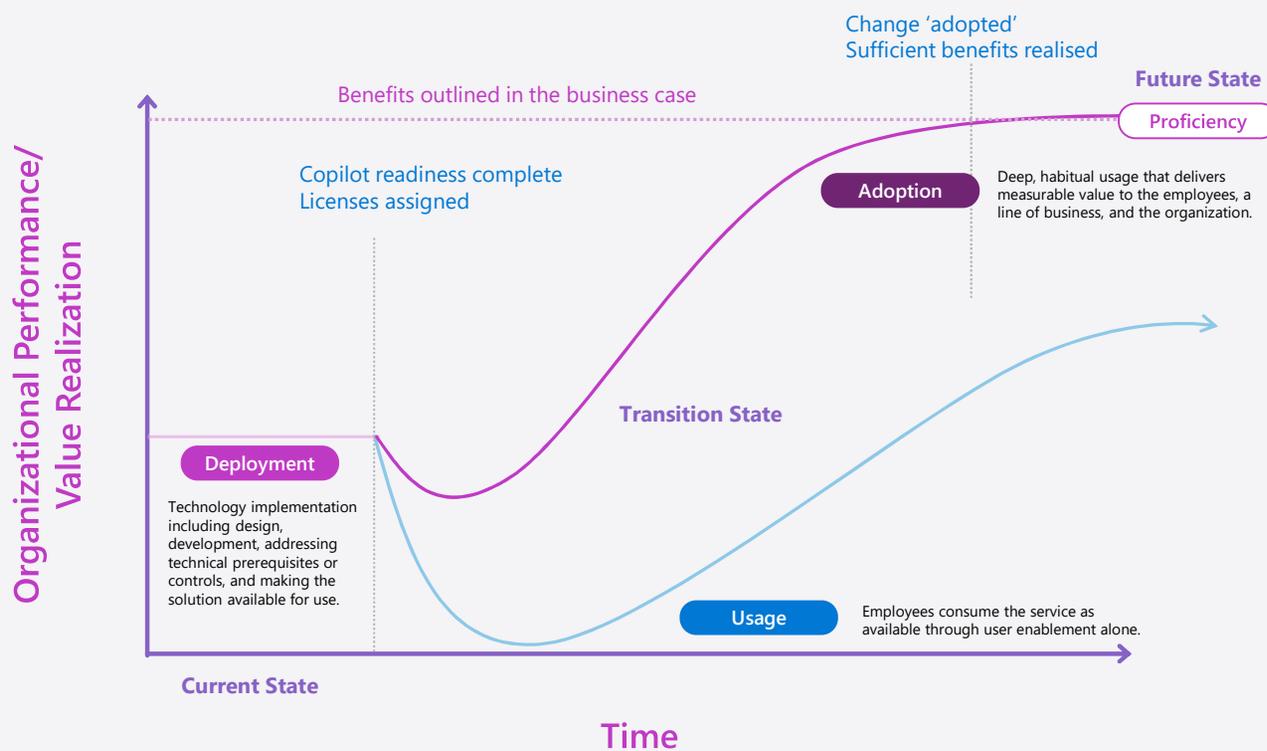
Change management team

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

Risk management

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

Change Management Team



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)

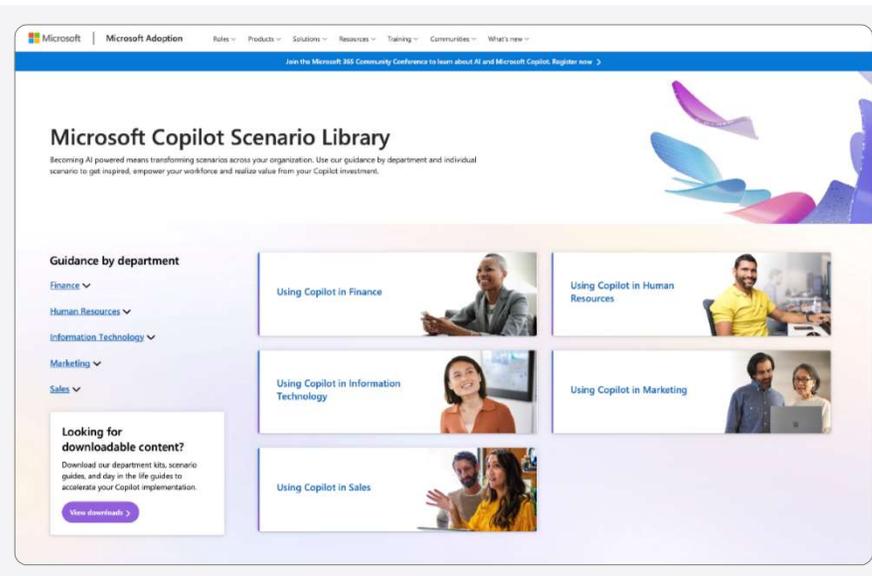
Identify initial high-value Copilot scenarios



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>



3 essentials for Copilot success



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You are here



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- ✓ **Best practice:** Optimization Assessment

Responsible AI principles

Microsoft 365 Copilot

Implementation executive summary

Copilot readiness checklist

HUMAN CHANGE

1 Get ready

Select initial departments for rollout with the [Scenario Library](#). Target a critical mass of users for rapid impact.

- ✓ Identify your success team
- ✓ Be intentional with assignment and concentrate seats

2 Onboard & engage

Lay the foundation for an intelligent progression of AI skills with [Copilot Lab](#).

- ✓ Deploy training and Champion programs, engagement community
- ✓ Make ongoing training the standard

3 Deliver impact

Review success measures with the [Copilot Dashboard](#) and the [User survey kit](#).

- ✓ Quantify of your investments and understand how employees are benefiting
- ✓ Build momentum with success stories and knowledge sharing

4 Extend & optimize

Extend to new scenarios and transform business processes.

- ✓ Identify new high value functional and line of business scenarios
- ✓ Recognize and reward success

Support continuous learning and optimization

MICROSOFT RESOURCES



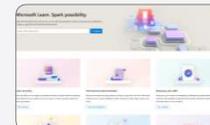
[User Enablement Guide](#)

Prepare your organization and employees for AI transformation journey with the User Enablement Guide.



[Microsoft Unified](#)

Unified unlocks the greatest value from your investment.



[Copilot learning hub](#)

Build your skills across Microsoft Copilot with industry leading online training and certification programs.

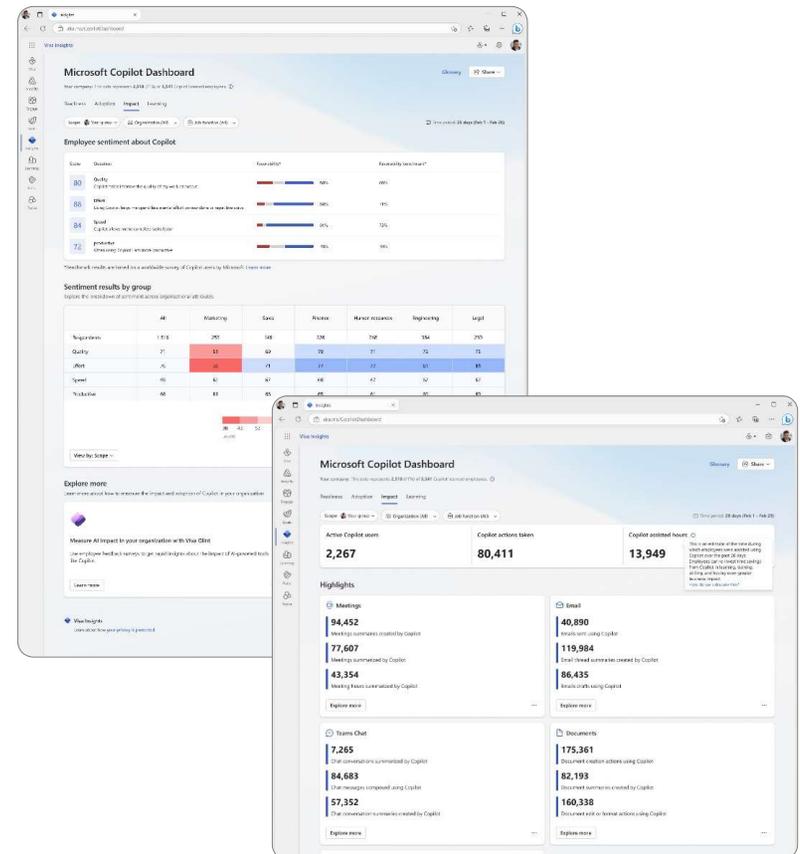
Deliver impact

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



3 essentials for Copilot success



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You are here

Responsible AI principles

Microsoft 365 Copilot

Implementation executive summary

Copilot readiness checklist

TECHNICAL
READINESS

1 Get ready

Perform the Microsoft 365 Copilot [Optimization Assessment](#)

- ✓ Address data security, governance, and data access questions
- ✓ Build shared Copilot implementation plan with User Enablement team

2 Onboard & engage

Prepare Microsoft 365 for AI deployment with the [Setup Guide](#)

- ✓ Ensure appropriate Data Security controls are in place
- ✓ If needed, deploy additional Microsoft 365 apps

3 Deliver impact

Mature AI management skills through improved IT service delivery

- ✓ Establish service management plan
- ✓ Review Admin usage reports and the [Copilot Dashboard](#) to analyze user adoption and usage patterns

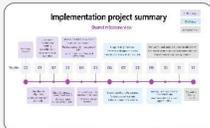
4 Extend & optimize

Provide insights on service health and optimization opportunities

- ✓ Design, build, and publish plugins to deliver unique experiences
- ✓ Build your own custom agents

Support continuous learning and optimization

MICROSOFT
RESOURCES



[Technical Readiness Guide](#)

Get up and running quickly with proper security and governance controls using our Technical Readiness Guide.



[Microsoft FastTrack](#)

FastTrack is a Microsoft delivered benefit to help you deploy Microsoft 365.



[Copilot Dashboard](#)

Measure the impact of your Copilot investment with the Copilot Dashboard.

Get ready

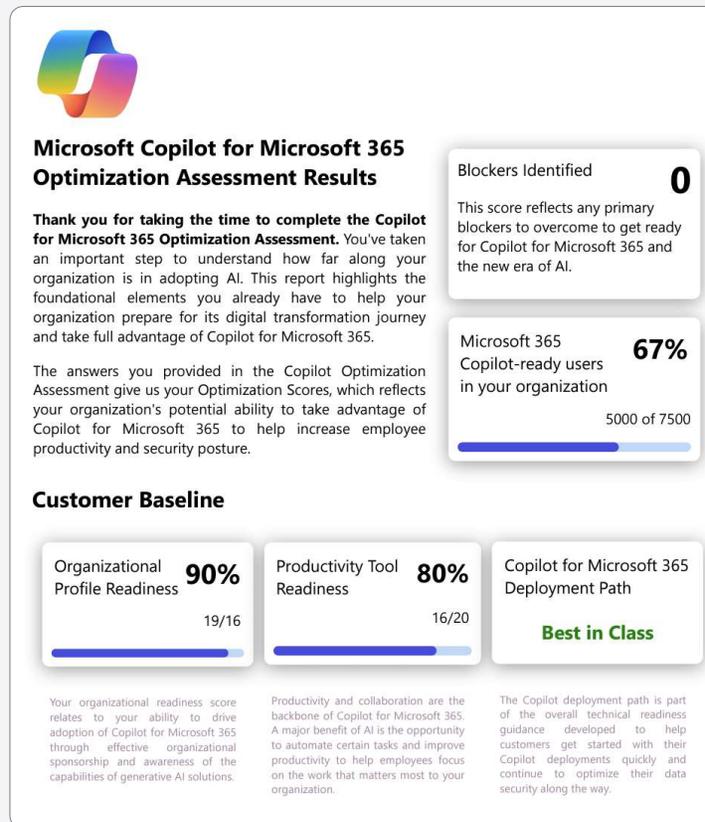
Perform the Microsoft 365 Copilot Optimization Assessment

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



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

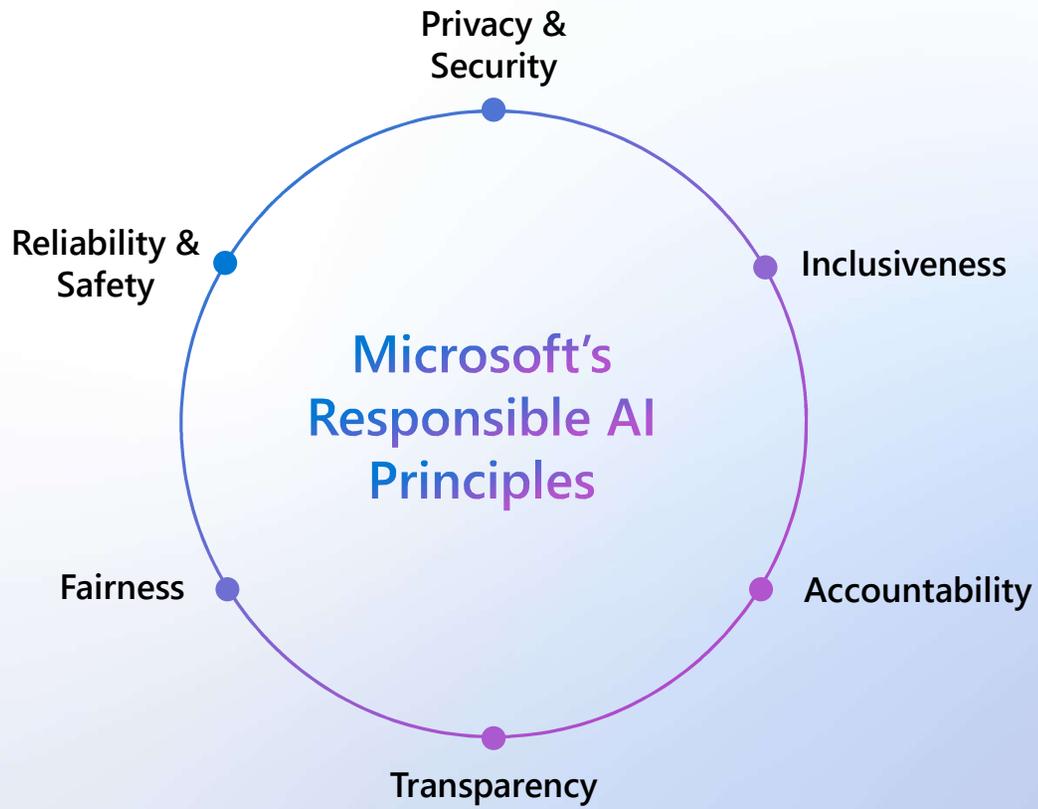
- ✓ Extend throughout organization
- ✓ Identify high value user cohorts for advanced skill building
- ✓ Optimize usage patterns



INGRAM
MICRO

Responsible AI (RAI)

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Building blocks to enact principles



Tools and processes



Training and practices



Rules



Governance

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

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](#)

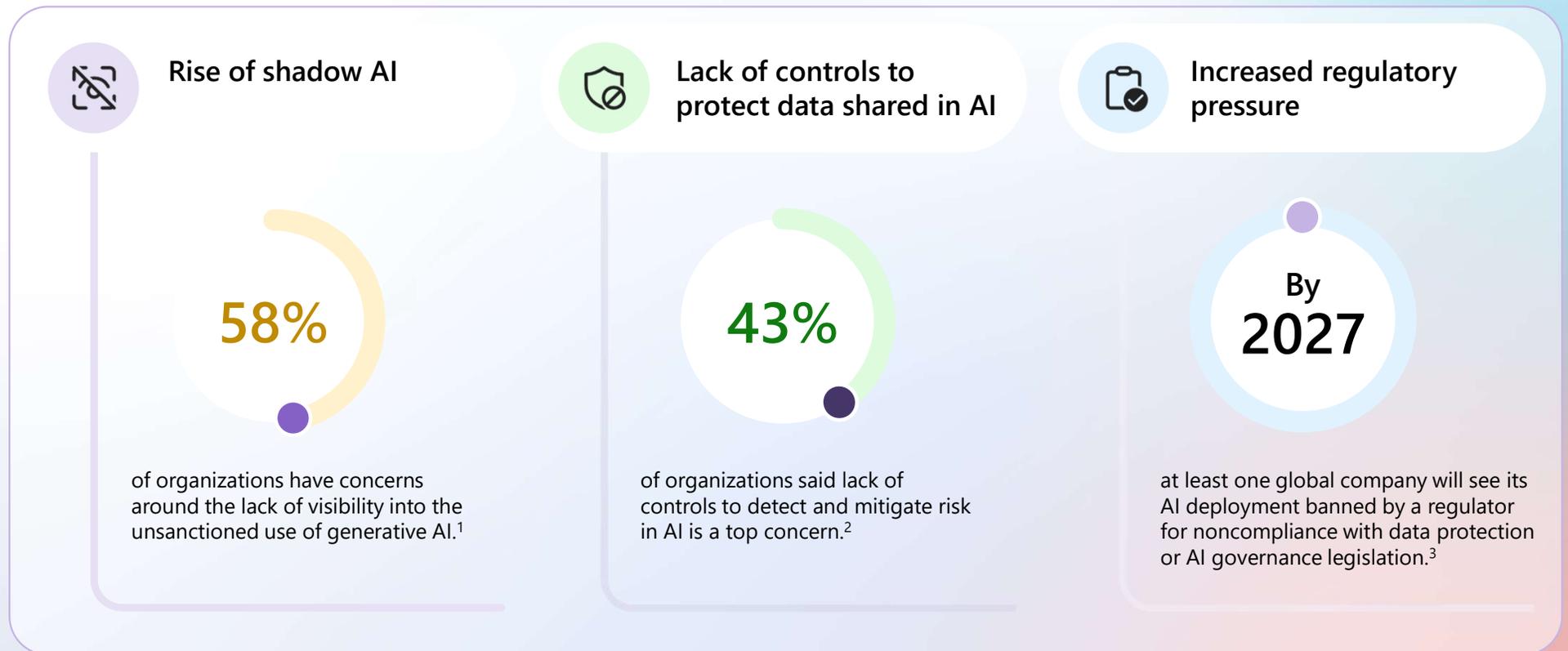
[Short summary](#)

[Privacy at Microsoft](#)

[Microsoft Privacy Statement](#)

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

Rapid adoption of AI: there are associated risks



1. PRNews wire, portal 26 report, Nov 2023
2. Survey of 658 data security professions, Mar 2023, commissioned by Microsoft
3. Gartner Security Leader's Guide to Data Security, Sep 2023



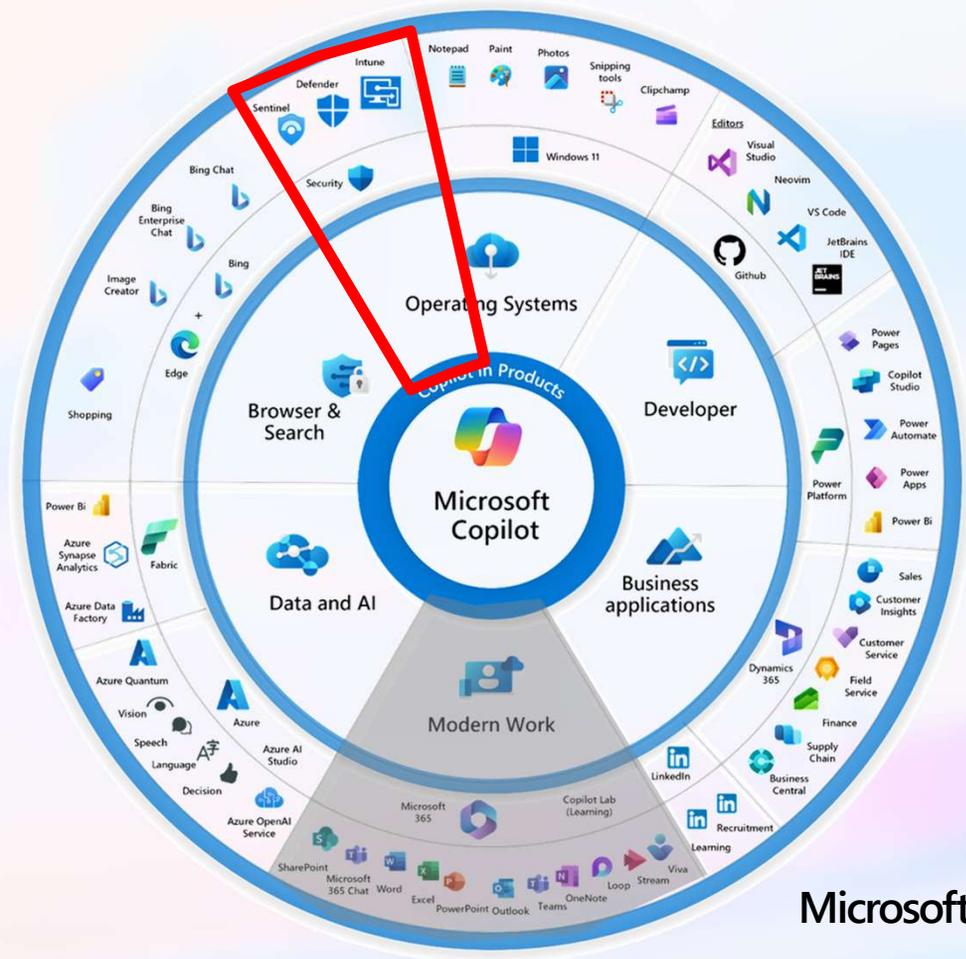
More Documentation

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



Microsoft Copilot for Security

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Microsoft Copilot for Security



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

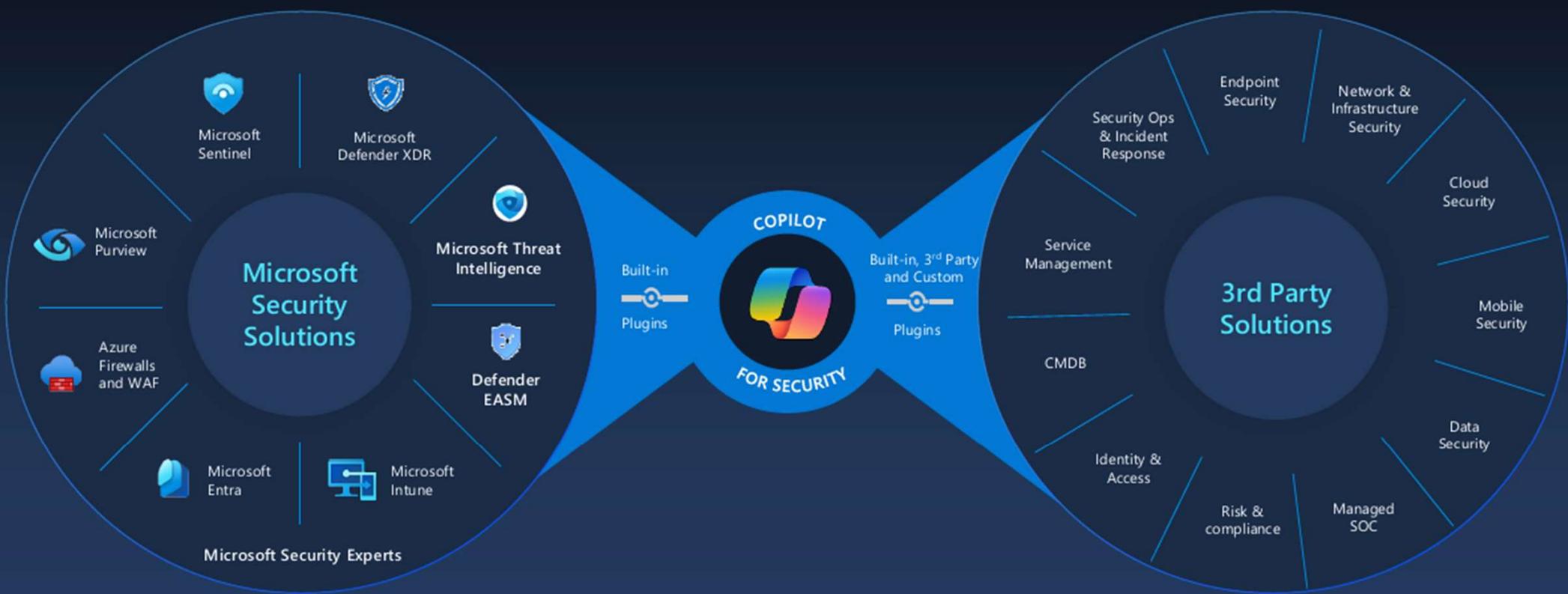


Augment team expertise

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.

The Microsoft Copilot for Security advantage

Copilot stitches together information across all security products



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.

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 = $3 \times 4 \times 730 = \$8,760$
 - 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



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)

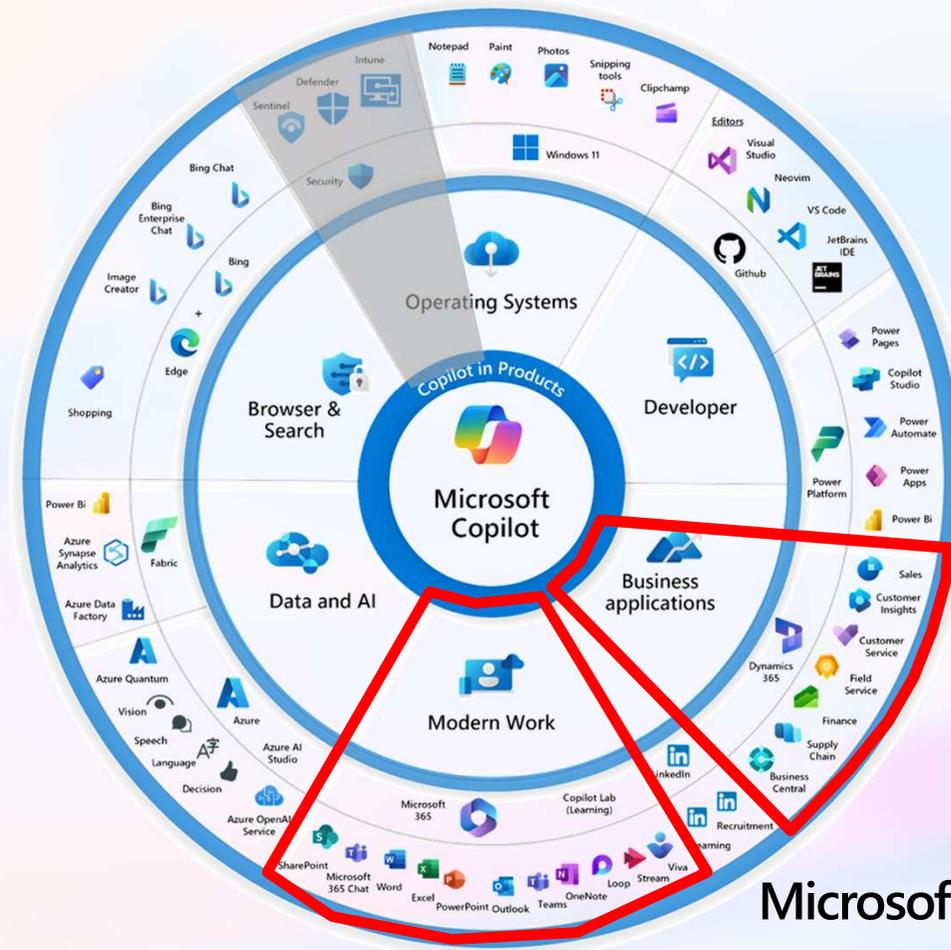
• Option 2 : Provision capacity in Azure

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



Microsoft 365 Copilot for Sales

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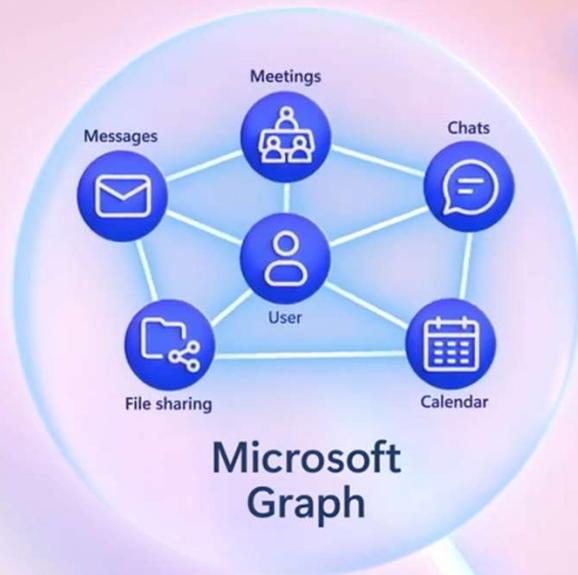
Microsoft Copilot for Sales



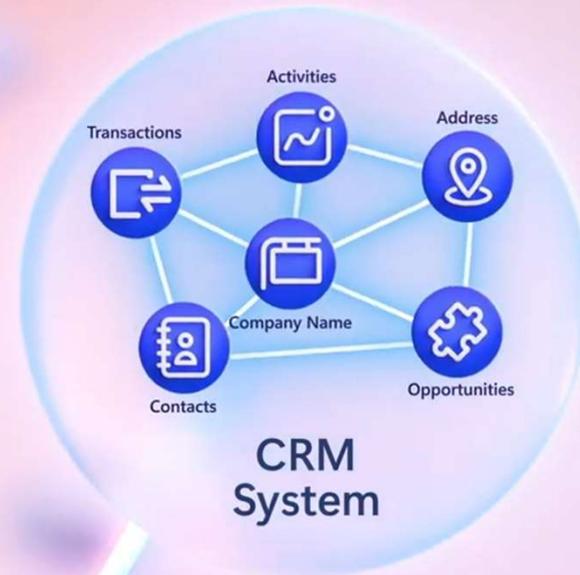


Sales Copilot

Good morning, Megan



Microsoft Graph



CRM System



Write a proposal for Relecloud based on our last meeting

0/500



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

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.*

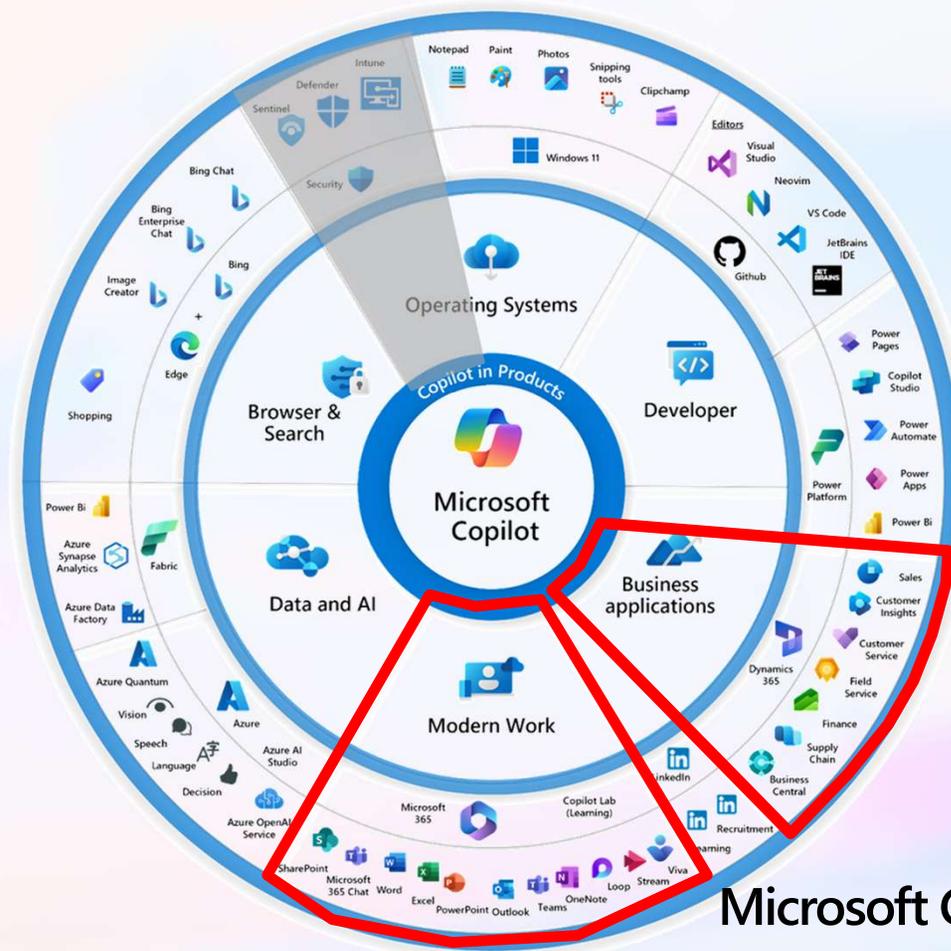
A product license for Microsoft 365 E3, E5, Business Standard, or Business Premium, or Office 365 E3 or E5, or a version of these suites that does not include Microsoft Teams, will be required to purchase Copilot for Sales.

*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.



Microsoft 365 Copilot for Service

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Microsoft Copilot for Service

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

Licensing details for Dynamics 365 Customer Service and Copilot for Service

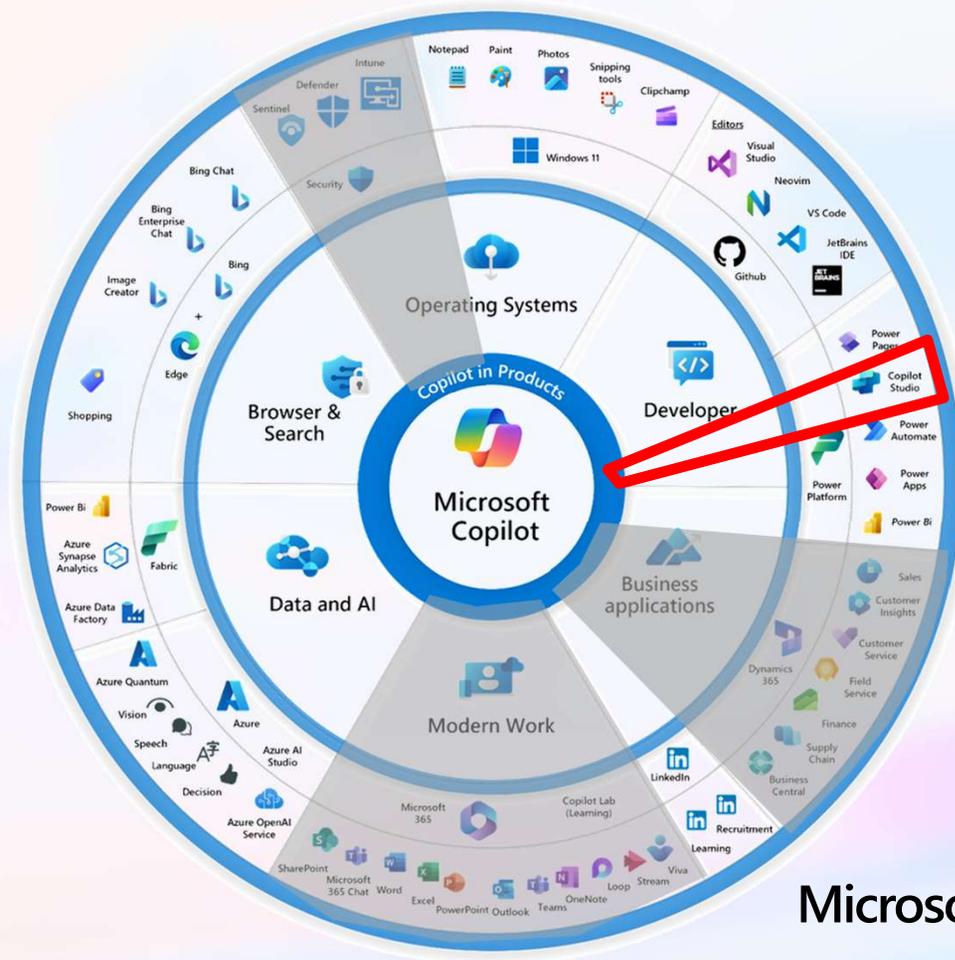
D365 Customer Service Enterprise ¹	Microsoft Copilot for Service	Capabilities	GA	Where experiences surface
\$95	\$50	Core CRM/CEC capabilities <ul style="list-style-type: none"> Case management, knowledge management, intelligent routing of records, reporting and analytics 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Available now 	
●	●	Copilot experiences in Dynamics 365 Customer Service <ul style="list-style-type: none"> Multiturn chat auto prompting 	<ul style="list-style-type: none"> July 2024 	
● ¹	●	Copilot experiences in Dynamics 365 Customer Service with Omnichannel <ul style="list-style-type: none"> Conversation summary, sentiment analysis 	<ul style="list-style-type: none"> Available now 	
	●	Copilot experiences in third-party agent desktops <ul style="list-style-type: none"> Copilot embedded in Salesforce and/or other agent desktops Context aware Copilot embedded in Salesforce and/or other agent desktops 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> February 2024 	
● ^{2,3}	●	Copilot for Microsoft 365 <ul style="list-style-type: none"> Microsoft 365 App Copilots, Copilot Studio, Microsoft Graph, etc. 	<ul style="list-style-type: none"> 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 summary Schedule a meeting based on email context, meeting prep, create new case 	<ul style="list-style-type: none"> April 2024 July 2024 	Outlook
● ³	●	Teams integrated experiences <ul style="list-style-type: none"> View/edit CRM records (contacts, cases, accounts), case summary Meeting recap (including suggested notes and creating CRM tasks) Meeting prep 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> April 2024 	Microsoft 365 Chat

¹Included with Omnichannel add-in; ²Copilot for Microsoft 365 can be licensed separately; ³Only available after purchase of Copilot for Service



Microsoft Copilot Studio

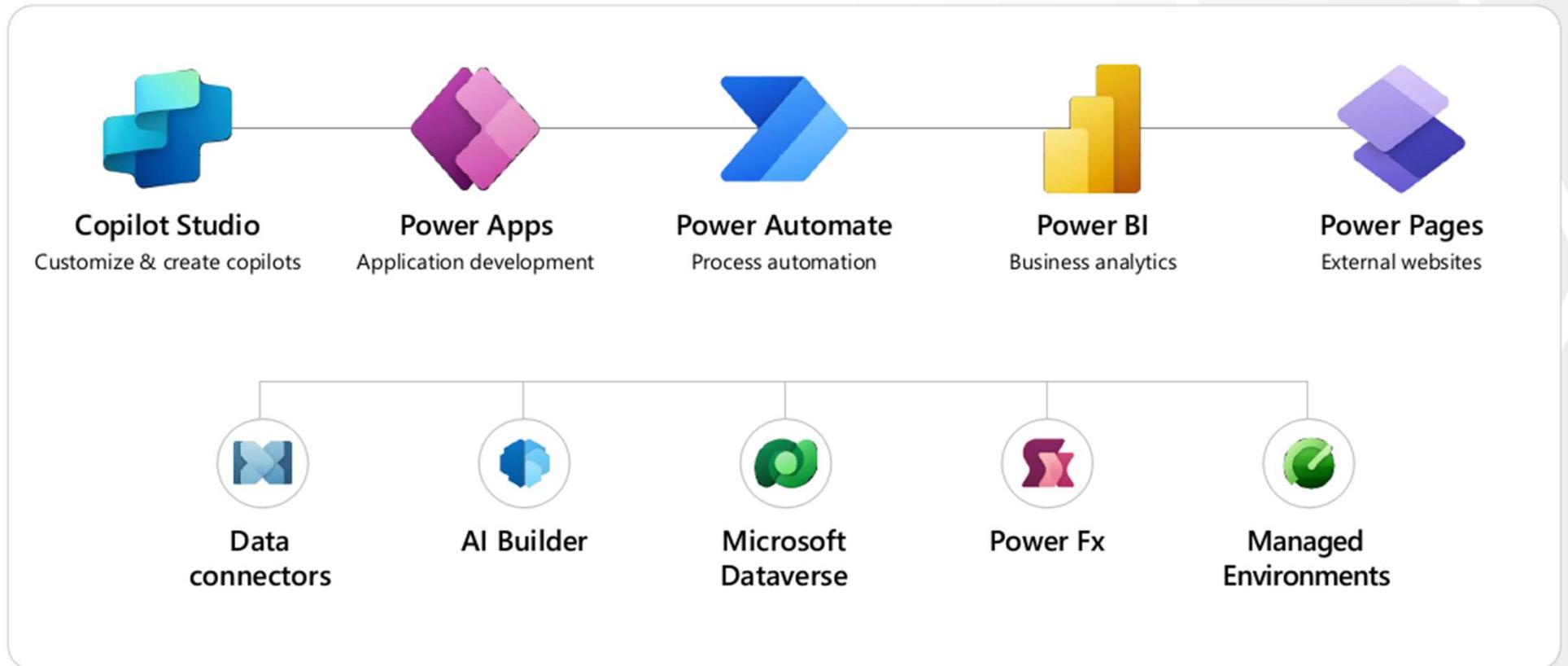
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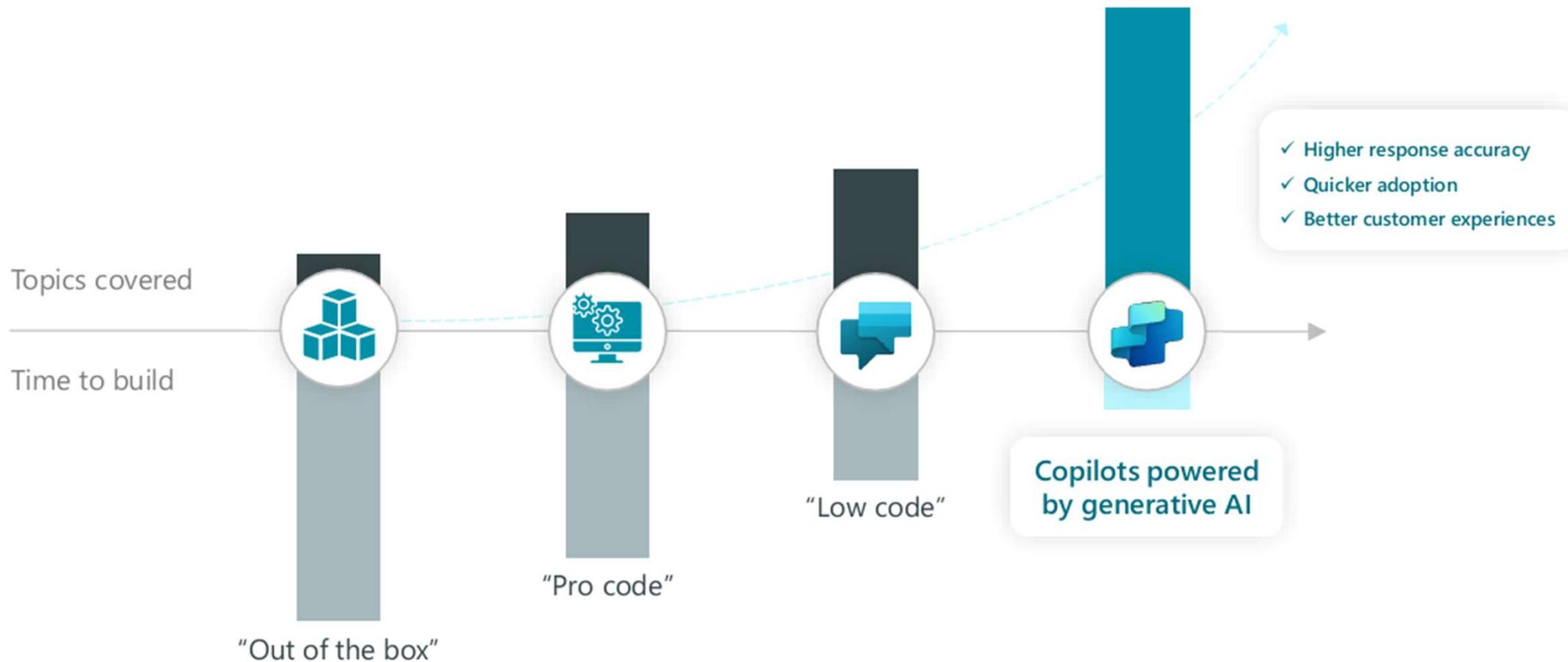
Microsoft Copilot Studio

Microsoft Power Platform

Accelerate app development, automate workflows, visualize data, and reduce repetitive tasks with AI-powered tools.



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



What is a copilot?

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

Custom copilots

Copilots tailored to your enterprise scenarios



Microsoft Copilot

1st party Copilot experiences available across the Microsoft ecosystem



Copilot Studio matched to your needs

Chatbot

When you want to...



Customize Copilot for Microsoft 365
to work with data outside Microsoft 365



...you need



Copilot Studio in Copilot for Microsoft 365

Public Preview

Built in customization tool for Copilot for Microsoft 365

Included in your Copilot for Microsoft 365 subscription
Includes Standard Connectors

When you want to...



Build your own Copilot



...you need

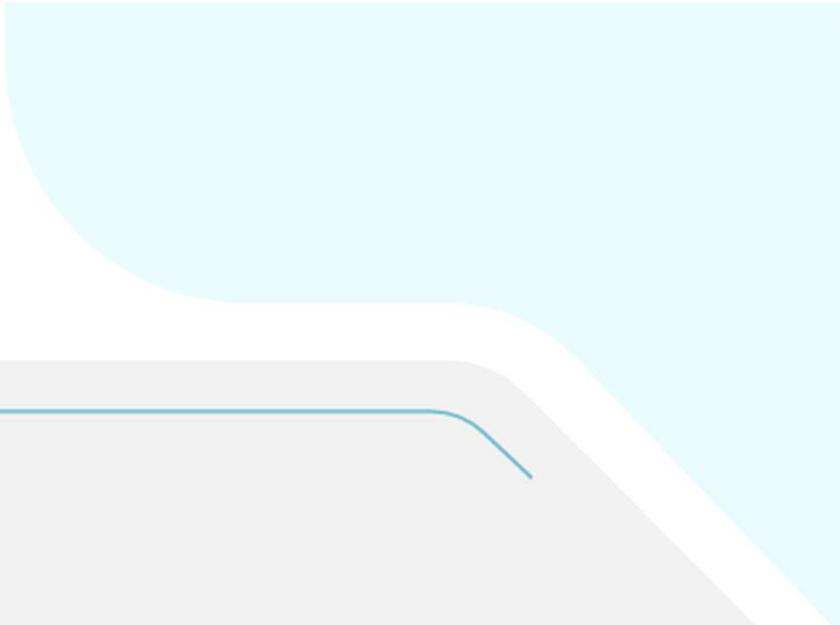
Generally Available

Microsoft Copilot Studio (Standalone)



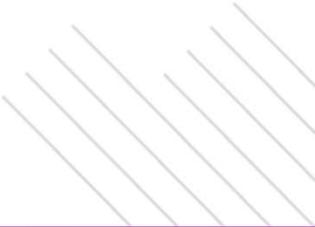
End-to-end conversational low-code SaaS-based Studio for building custom standalone copilots

Licensed separately
Includes Premium Connectors



Demo

<https://web.powerva.microsoft.com/tryit>



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.

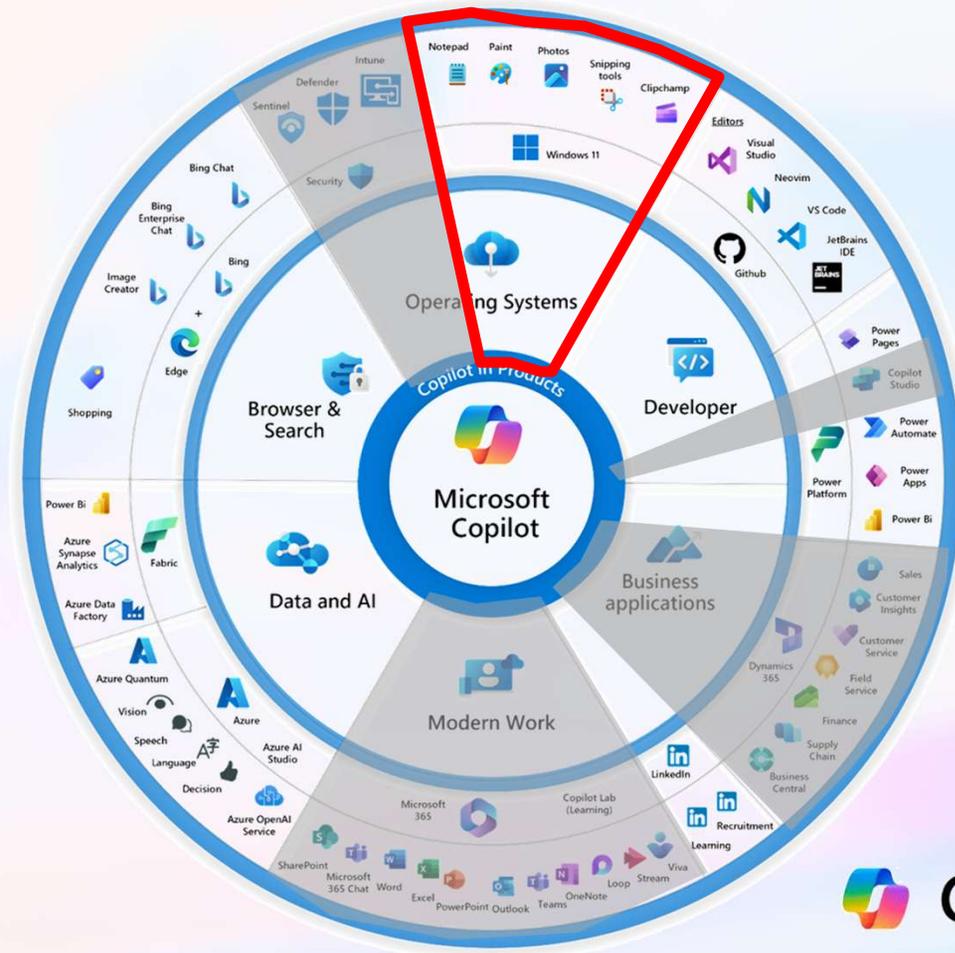
Bring Microsoft 365 Copilot to your organization with a qualifying Microsoft 365 subscription for business or enterprise.

*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](#).



Microsoft Copilot + PC

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 **Copilot+PC**



Copilot + PC

Small Language Models (SLMs)



Edge Devices



**Phi-2
Orca-2**



**Retrieval-Augmented
Generation
(RAG)**



Copilot + PC

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.

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.

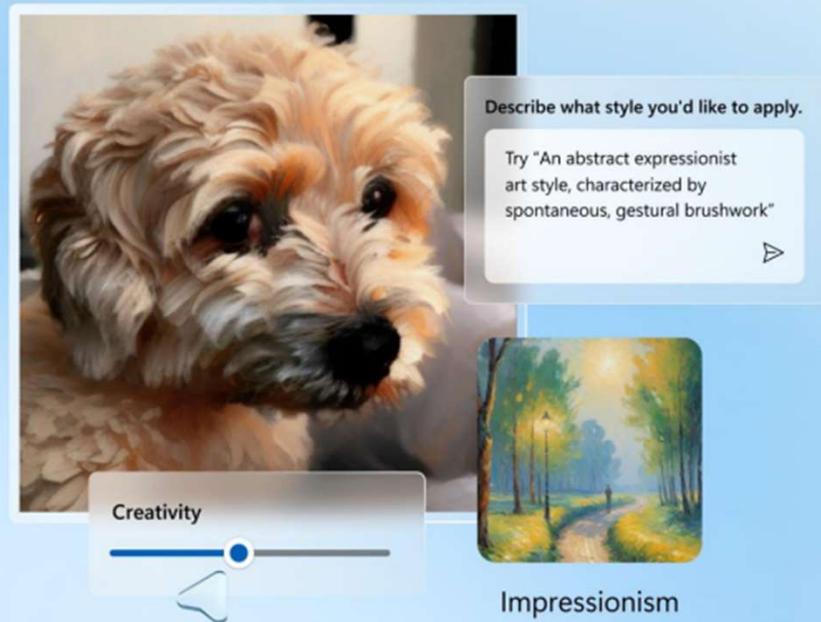
Where to find it?

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.

¹ Optimized for English text prompts



Image Creator and Restyle Image



¹Optimized for English text prompts

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.

Chinese

Portuguese

French

Polish

Spanish

to English

German

Turkish

Russian

Chinese

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/copilotpluspcs].

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?

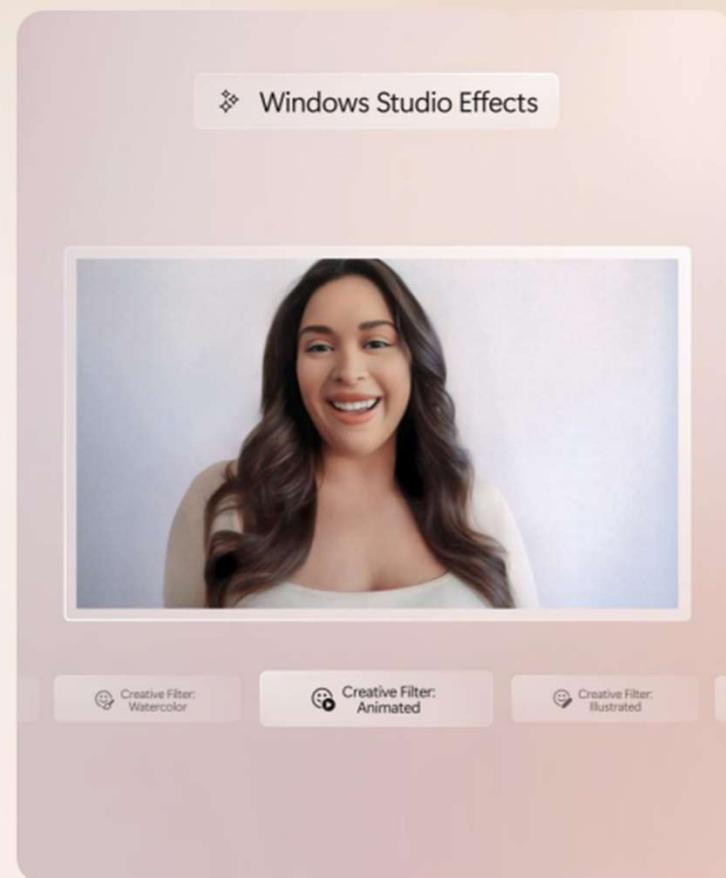
No need for extra lights, expensive lenses, or sound-proof rooms. Built to automatically improve lighting and cancels noises during video calls—perfect for when presentation matters.

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.





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/copilotpluspcs>].

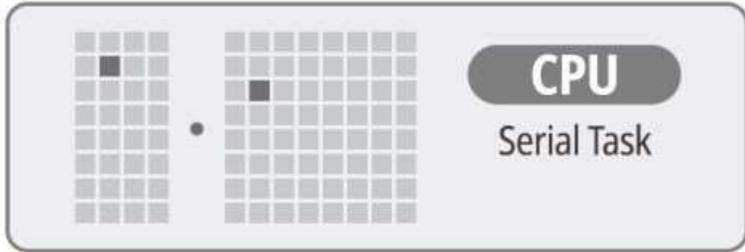
What do you need for a Copilot+PC ?



Copilot+PC

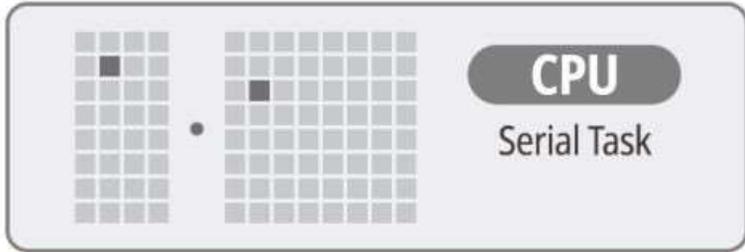
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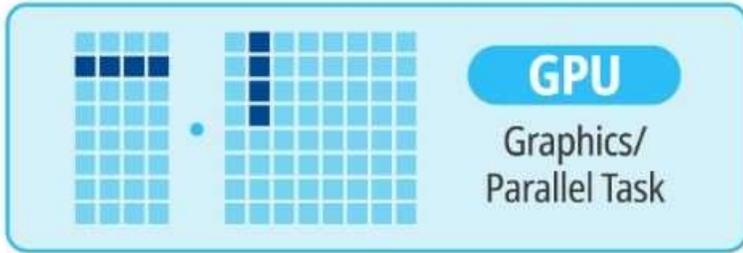
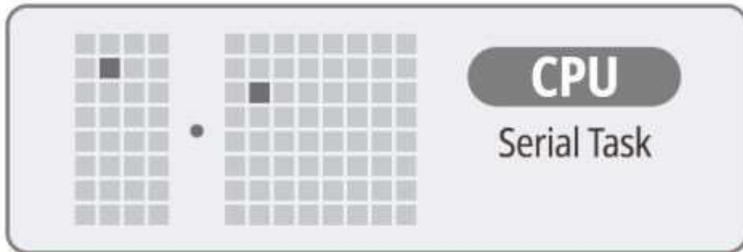
Central Processing Unit

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



Central Processing Unit

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

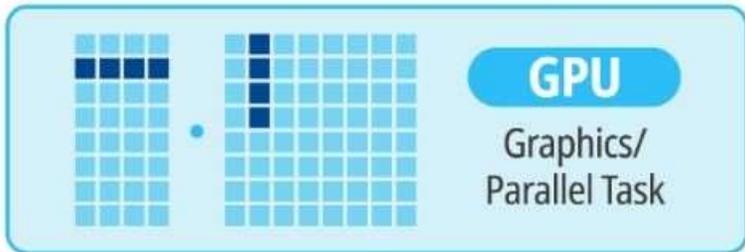
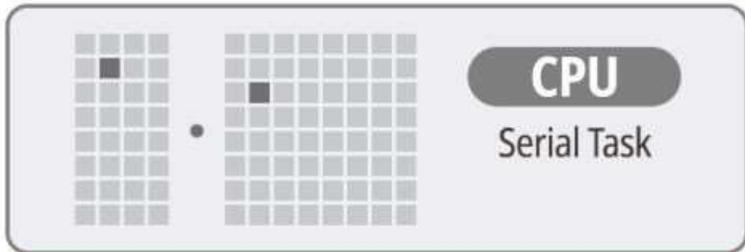


Central Processing Unit

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

Graphical Processing Unit

/ Cores / Clock Speed / Flops / Video RAM



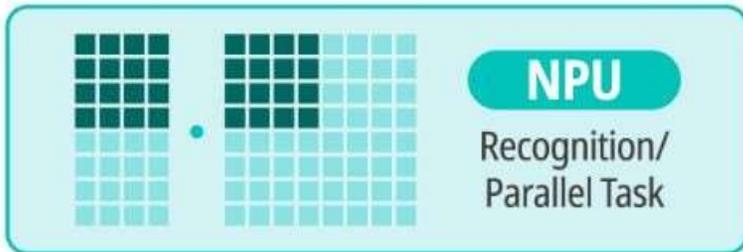
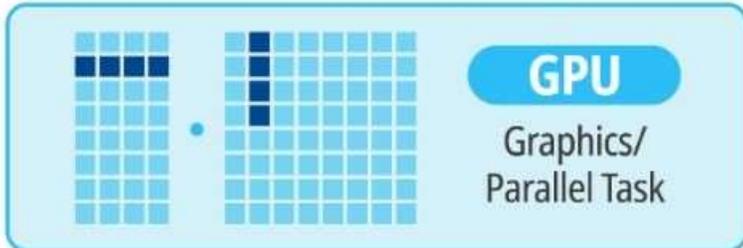
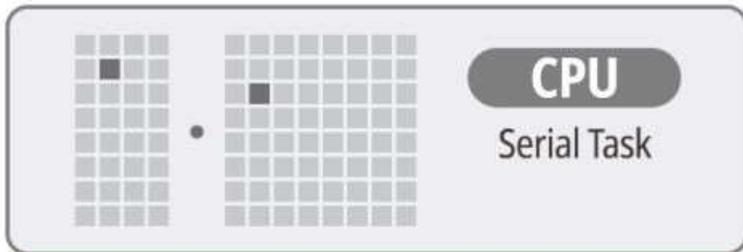
Central Processing Unit

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

Graphical Processing Unit

/ Cores / Clock Speed / Flops / Video RAM

Nvidia / AMD / Intel



Central Processing Unit

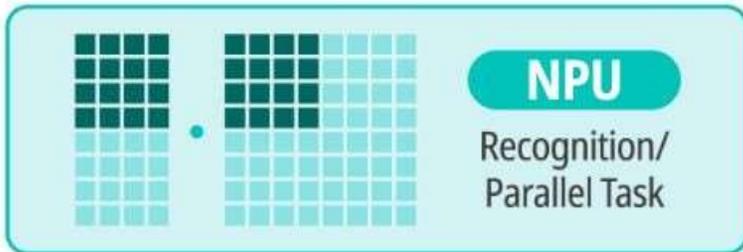
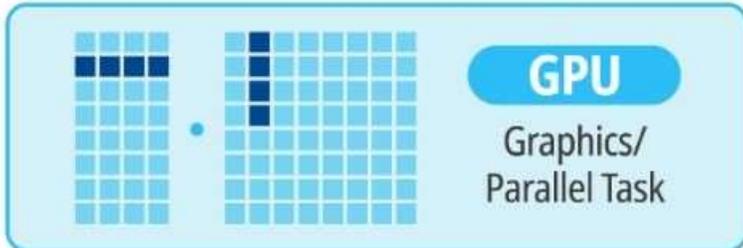
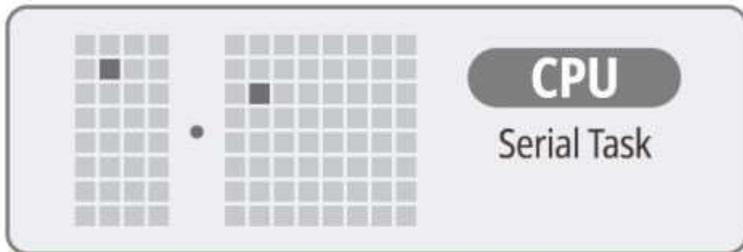
Clock Speed / Cores / Flops (Floating Point Operations per Second)

Graphical Processing Unit

Cores / Clock Speed / Flops / Video RAM

Neural Processing Unit

TOPS (Tera Operations Per Second) / TOPS/Watt



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

40+ TOPs

The NPU

What is it?

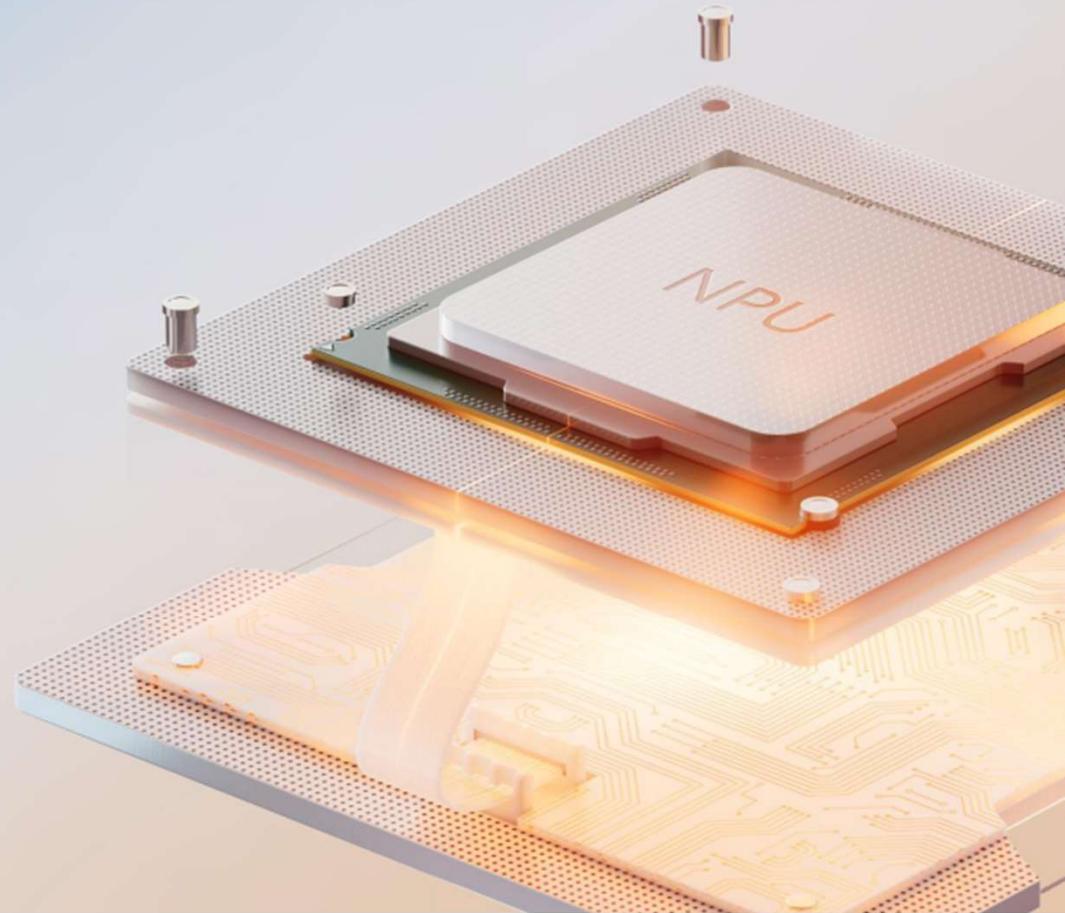
The Neural Processing Unit (NPU) is a third processor in the computer designed to process large amounts of data in parallel, performing trillions of operations per second. It excels at providing lightning fast, high bandwidth AI in real-time and frees your CPU and GPU up for other tasks

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?

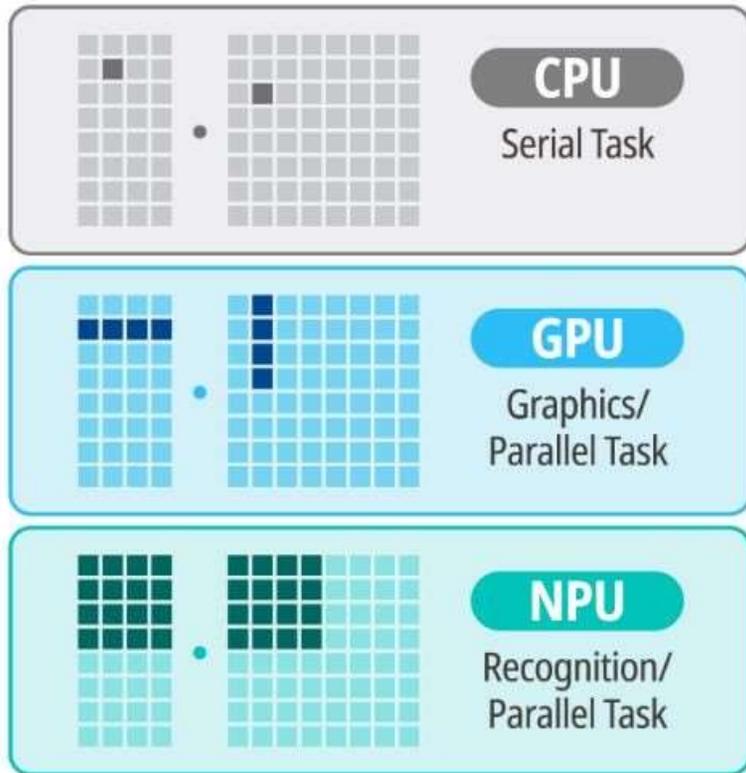
NPU performance is measured by TOPS, or trillions of operations per second. Copilot+ PCs have 40+ TOPs, making them the most powerful NPUs on the market with remarkable efficiency in handling AI tasks. This is particularly crucial for a notebook PC running on battery.





QUALCOMM®

Snapdragon X Elite



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

Qualcomm Oryon CPU

Qualcomm Adreno GPU

Qualcomm Hexagon NPU



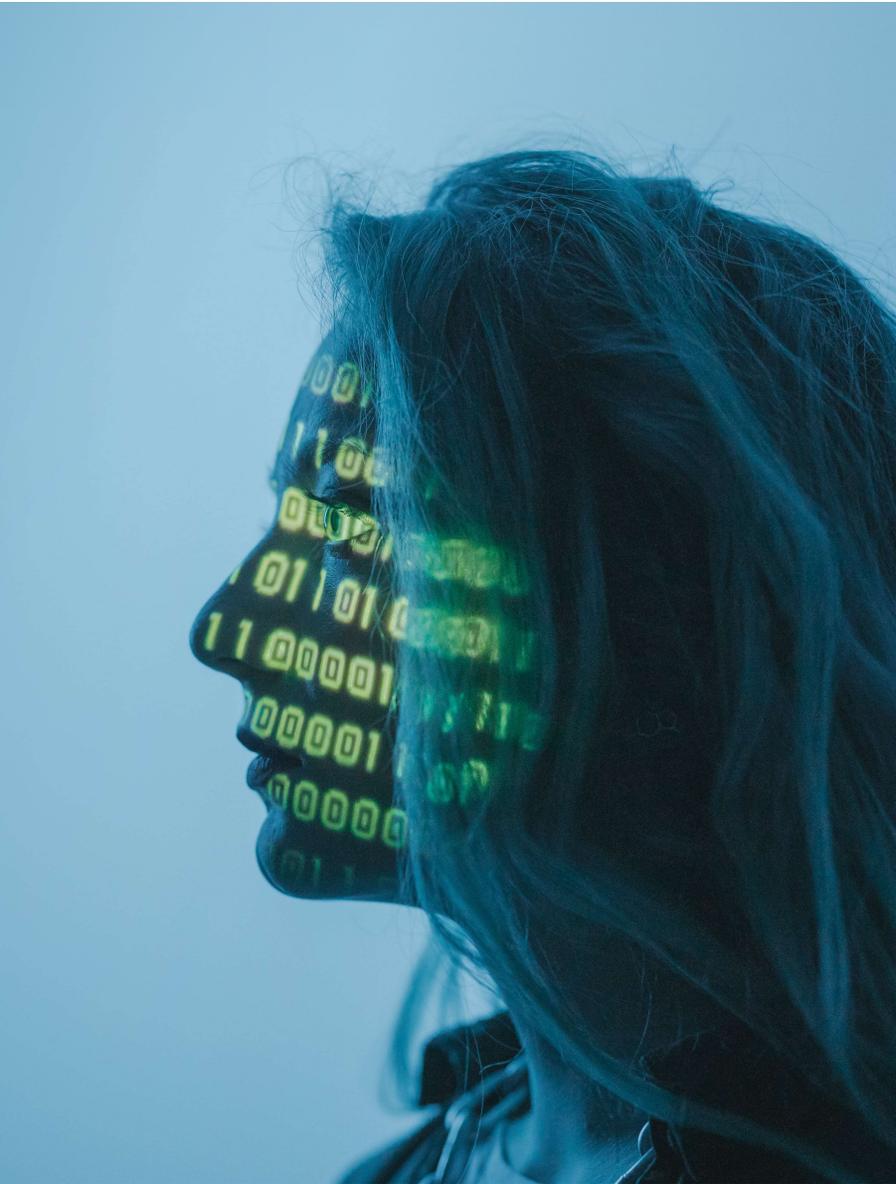
Snapdragon® X Series Platforms: SKU Comparison Table

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=Tx0lbvgl4NA
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



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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Wrap Up

Artificial Intelligence

Promote Creativity with Microsoft 365 Copilot

Essentials for Copilot success

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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