



Modern Work, Copilot & Security

Community Call – February FY25





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Agenda

- Modern Work / Copilot
 - M365 Copilot update
 - M365 Copilot Chat
 - Agenter
- Uppdateringar av MAICPP-partnerförmåner
 - Allmänt, Designations, Specializations
- Security
 - Certifiering Nyheter
 - SC-400 -> SC-401
 - Nya moduler i MCI workshops
 - Threat Protection & Data Security
- Kommande evenemang och utbildningar

Modern Work, Copilot & Security

Partner Community Calls

- **Första fredagen varje månad**
- [Modern Work & Security Partner Community Call – February – Sweden Cloud Champion](#)
- Nästa tillfälle 7 Mars 2025
- Fokus är MW/Copilot & Security/Data Security
- Sessionen spelas in. Både presentations deck samt inspelning kommer att delas genom Cloud Champion portalen (där ni anmält er för att delta.
- LinkedIn grupp:
 - [Microsoft Modern Work & Security Partner Community Sweden | Groups | LinkedIn](#)

CSP Renewal Guidance Toolkit

aka.ms/Q3RenewalToolkit

SCENARIO 1

BB/BS → BP

Unlock peace of
mind with Premium
Security

T-90

Plan/Prioritize



Review your customer renewals and evaluate customer propensity for upgrade to Business Premium using either [Cloud Ascent](#) or [Sales Advisor](#) and build a clear renewal with upgrade path for each customer.

T-60

T-60: Engage



Start with a customer email campaign using the Upgrade to BP email template. Consider sharing the [latest cybersecurity trends research](#) for SMBs.

Invite these customers to a [1:Many CSP Briefing](#) to drive customer intent.

As needed, invite customers to a 1:1 consultation to illustrate the value of moving to Business Premium using the [Business Case Builder](#).

T-30

T-30: Finalize/Close

Finalize on-time customer renewals with upgrades locked in, and evaluation of their billing frequency needs and earn [CSP incentives](#).

E5 Compliance Promo

<https://aka.ms/Purview/M365Copilot>

Microsoft 365 E5 Compliance

~~\$12.00~~ **\$6.00**

user/month

Annual commitment

Try for free

Contact us

Get 50% off Microsoft 365 E5 Compliance—which includes data security and compliance features from Microsoft Purview—with purchase of a Microsoft 365 Copilot license.

- ✓ Take advantage of this offer from February 1, 2025–February 1, 2026.
- ✓ Use this offer with prior or new purchases of Microsoft 365 Copilot.
- ✓ Gain visibility into overshared content and remediate excessive permissions.
- ✓ Safeguard sensitive data throughout its Copilot journey.
- ✓ Inspect Copilot interaction content and audit logs.

*Offer requires prerequisites. May not be combined with any other offers.

- Microsoft 365 E5 Promo – **15%**, “nya kunder”, till 30 juni, 2025
- Copilot for Microsoft 365 Promo – **15%**, till 31 mars, 2025

M365 Copilot update



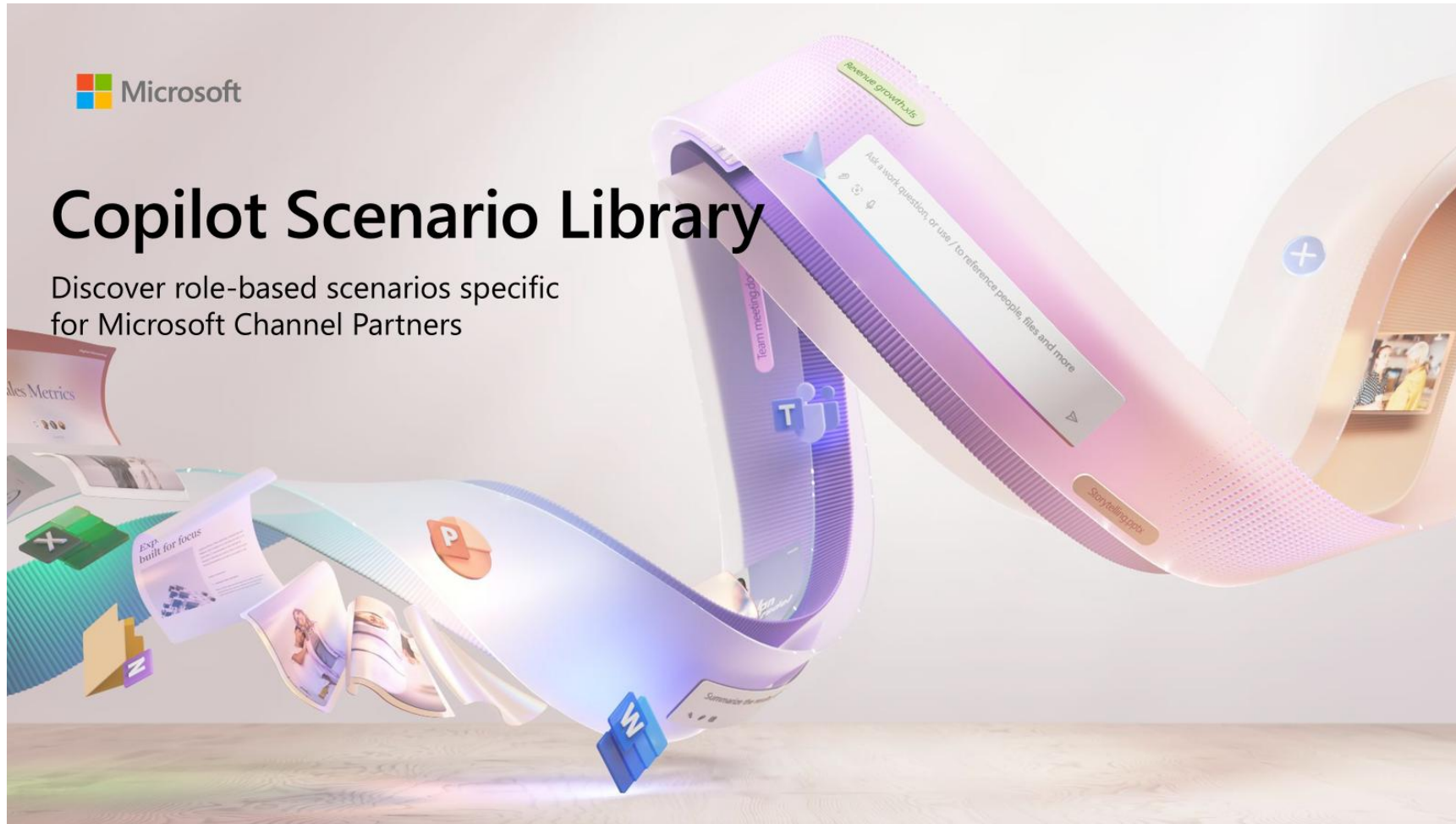
Highlighted New Benefits for Partners

	Explore	Build	Strengthen	Differentiate	Depth Differentiation
SKU Additions	Partner Launch Benefits	Partner Success Core Benefits	Partner Success Expanded Benefits	Solution Partner Designation	Specializations
Microsoft 365 Copilot			2 seats	5 seats (MW partners only)	← +5 to 15 seats (MW partners only)
Microsoft 365 Copilot for Sales			2 seats	5 seats (BizApps partners only)	← +5 to 15 seats (BizApps partners only)
Microsoft 365 Copilot for Finance			2 seats	5 seats (BizApps partners only)	← +5 to 15 seats (BizApps partners only)
Microsoft 365 Copilot for Service			2 seats	5 seats (BizApps partners only)	← +5 to 15 seats (BizApps partners only)
Security Copilot					\$5k to 15k credit PAYGO (Security partners only)
GitHub Copilot					\$4.6k to 23.4k credit PAYGO (Azure partners only)
Entra ID P2	5 seats	15 seats	35 seats	100-200 seats	← +30 to 150 seats
Defender for Endpoint P2	5 seats	15 seats	35 seats	100-200 seats	← +30 to 150 seats
GitHub Enterprise					\$2.5k to 12.6k credit PAYGO (Azure partners only)
Benefit Package Cost	\$345 USD	\$895 USD	\$3995 USD	\$4730 USD	← + no additional fee

*Seats and credits within the offers listed on this page are additive

Partner as Customer Zero Scenario Library

<https://aka.ms/PartnerCopilotScenarios>



MCI problem 1

MCI Partner Activities Incident (February 3, 2025): Partner Eligibility Impacted

Hello [Copilot Jumpstart Partners](#), Please see below for an update from the MCI Operations & Program Team. We continue to monitor and will update as additional information is available.

Status: **Active, mitigation implemented**

Issue reported:

- Partners are unable to create new MCI claims due to an eligibility outage.

Impacted Modern Work MCI engagements:

- Copilot Accelerate Engagements
- Secure Productivity Proof of Value
- Teams Phone Proof of Value

Description: Partners reported loss of MCI engagement eligibility. Investigation found partner eligibility for many partners expired on Feb 2, 2025. MCI eligibility replication is underway to remediate this issue.

MCI problem 2

MCI Partner Activities Incident: Customer Eligibility Impacted

Hello, partners,

Please see below for an update from the MCI Operations and Program Team. We continue to monitor and will update as additional information is available. This notification has been shared from MCI via email, as well.

Status: **Active, Mitigation Implemented**

Issue reported: Ineligible customers were added to MCI customer eligibility by error

Impacted Modern Work MCI engagements:

- Copilot Proof of Value - Medium
- Copilot Deployment & Adoption Accelerator (L and XL)
- Copilot Proof of Value (Small)
- Copilot Studio Vision & Value
- Copilot Vision & Value
- Copilot Role-Based Deployment & Adoption Accelerator
- Teams Phone Proof of Value
- Secure Productivity Proof of Value

Description: An error in eligibility processing inadvertently allowed "ineligible" customers to be uploaded to MCI and shown as eligible in GTM-Insight eligibility reports.

Next Steps:

1. MCI will remove all ineligible customers from eligibility so they can't be claimed by mistake.
2. MCI will cancel any customers who were incorrectly claimed
3. Reports will be updated to remove ineligible customers

M365 Copilot Chat & agenter



The Vision

Every employee will have a **Copilot**

Every business process will have an **Agent**



Cloud



Digital
transformation



AI
transformation

The AI Adoption Curve



Access

Provide broad access to AI within budget constraints



ROI

Redesign business process to realize value of AI

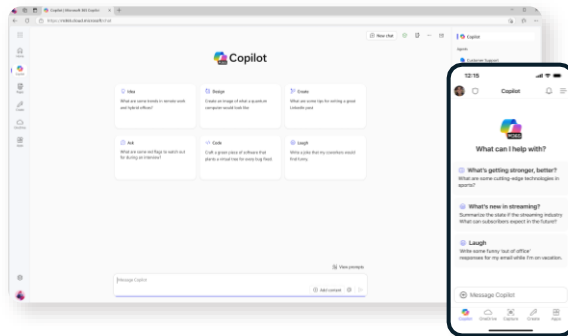


Governance

Deliver secure and compliant AI while managing agents



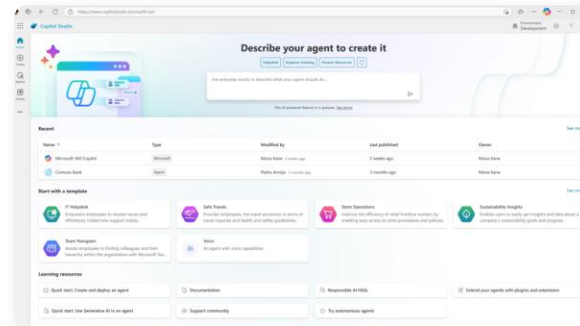
Microsoft 365 Copilot Chat



Chat

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

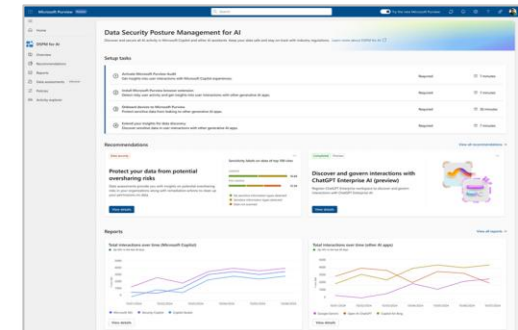
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Agents

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

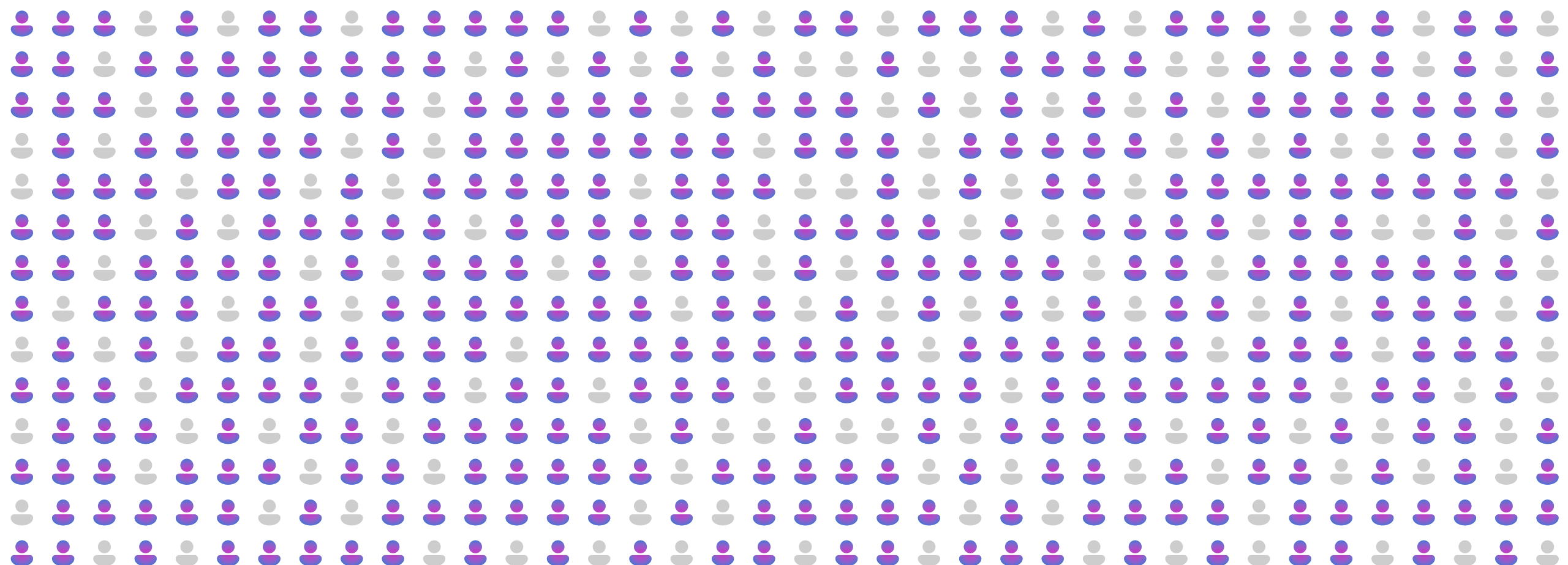
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IT Controls

Enterprise Data Protection
and agent management

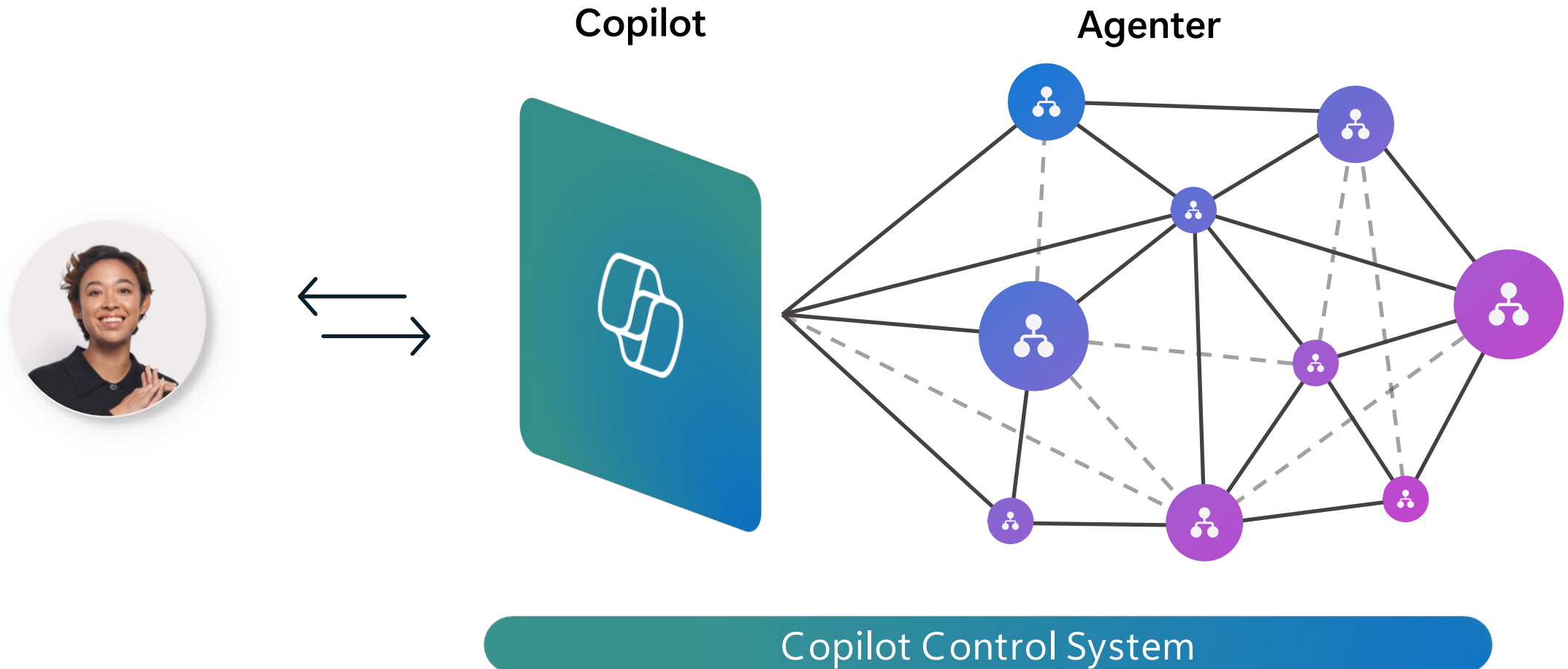
Scaling AI Transformation



Copilot Chat

M365 Copilot

Copilot - **Användargränssnittet för AI**



Microsoft 365 Copilot Chat

Enterprise-ready web chat

The screenshot displays the Microsoft 365 Copilot Chat interface. At the top, the Copilot logo and a question "What is the ratio of EV cars to..." are visible. A sidebar on the left contains navigation icons for Home, Copilot, Pages, Create, OneDrive, and Apps. The main chat area shows a response to a query about the ratio of EV cars to EV chargers by region in the US for the past three years. The response includes a table with the following data:

Region	Year	EVs per Charger
Northeast	2022	14:1
	2023	12:1
	2024	10:1
Midwest	2022	18:1
	2023	16:1
	2024	14:1
South	2022	20:1
	2023	18:1
	2024	15:1
West	2022	12:1
	2023	10:1
	2024	8:1

Below the table, a paragraph explains that these ratios reflect the increasing number of EV chargers being installed across the country, particularly in regions like the West and Northeast. It then asks, "Is there anything else you'd like to know about EVs or their infrastructure?" At the bottom, there are two numbered links: "1. Electric Vehicle Charging S..." and "2. Electric Vehicle Charging L...". A footer bar contains the text "Ask me anything..." and a character count "0 / 10000".

Microsoft 365 Copilot Chat Sales agent



● Included ▲ Included — Metered

		Microsoft 365 Copilot Chat	Microsoft 365 Copilot
		Free + Consumption	\$30 pupm
Chat	Copilot Chat – Web grounded (powered by GPT-4o)	●	●
	Copilot Chat – Work grounded (work data in your tenant’s Microsoft Graph and 3rd party data via Graph connectors)		●
	Copilot Pages	●	●
	File upload ¹	●	●
	Code Interpreter ¹	●	●
	Image generation ¹	●	●
Agents ²	Create agents using Copilot Studio ³ , including SharePoint agents	●	●
	Discover and pin agents	●	●
	Use agents grounded in Web data	●	●
	Use agents grounded in work data (work data in your tenant’s Microsoft Graph and 3rd party data via Graph connectors)	▲	●
	Use agents that act independently using autonomous actions	▲	▲
Personal assistant	Copilot reasons over personal work data (e.g. Outlook, OneDrive, Teams meeting transcripts and chats)		●
	Copilot in Teams (Copilot in Meetings and Meeting Recap, insights from screen-shared content coming soon)		●
	Copilot in Outlook (Prioritize my inbox, schedule focus time and 1:1 meetings, draft agendas, summarize message threads)		●
	Copilot in Word (Suggestions for structure, flow, and tone, draft and summarize documents)		●
	Copilot in Excel (Python, getting started experience, create formulas and visualizations using natural language)		●
	Copilot in PowerPoint (Narrative builder, presentation translation, generate slides or images aligned to company branding)		●
	Copilot Actions		In preview
	Pre-built M365 agents (Interpreter, Facilitator, Project Manager, Employee Self-Service)		In preview
Copilot Control System	Enterprise Data Protection (EDP)	●	●
	IT management controls	●	●
	Agent management	●	●
	SharePoint Advanced Management		●
	Copilot Analytics to measure usage and adoption ⁴		●
	Pre-built reports and advanced analytics to measure ROI		●

1. Limits apply. 2. Applies to employee-facing agents only. 3. Learn more about the full capabilities of Copilot Studio: aka.ms/CopilotStudioCapabilities 4. Basic reporting in Microsoft Admin Center available for Copilot Chat.

Activate Copilot Studio subscription to use agents with Microsoft 365 Copilot Chat

Copilot Studio usage burns “messages”

Agents use different amounts of messages based on their complexity, frequency of use, and the specific features they use

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

Utilization rates depend on type of agent and prompt

	M365 Copilot Users	M365 Copilot Chat users
Web Grounded answers Dynamically generated responses based on the web as a knowledge source	0	0
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

Agent cost depends on agent complexity and usage

Example 1

Customer Support Agent

Customer Support agent on your website that answers customer questions based on customer return policies as well as select product manuals provided to agent as knowledge source

Average run:

- 4 classic answers for return related questions
- 2 generative answers for troubleshooting questions

Average users per day:

900 customers per day

Estimated Cost per day:

$[(4*1) + (2*2)] * 900 \text{ customers} = 7,200 \text{ messages}$

Example 2

Sales Performance Agent

Tenant graph grounded agent in Copilot Chat that answers employee questions based on sales data connected to Microsoft Graph via graph data connectors.

Average run:

- 4 generative answers
- 4 tenant Graph grounding for messages

Average users per day:

- 50 M365 Copilot licensed users
- 100 users without M365 Copilot

Estimated Cost per day:

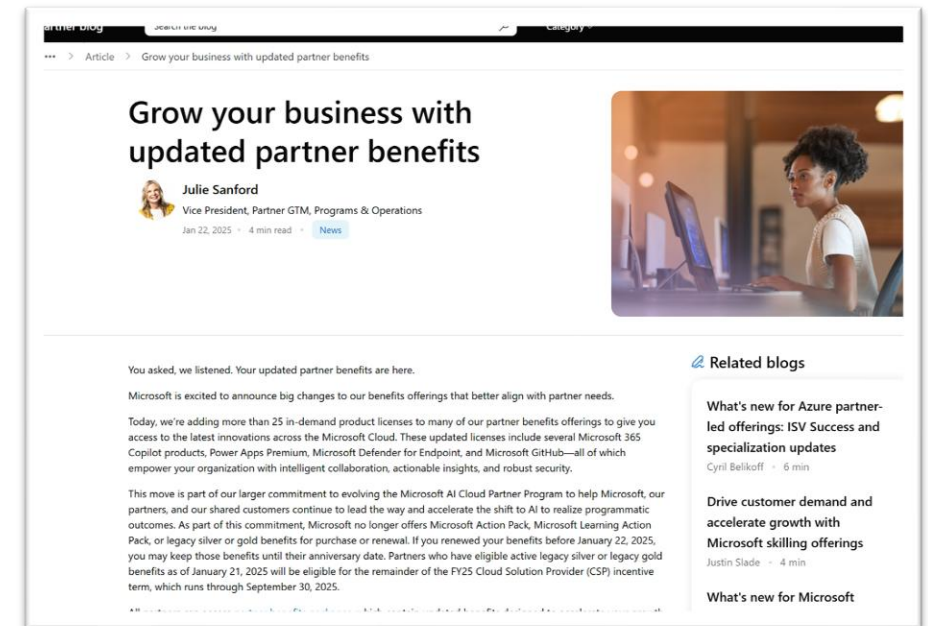
$[(4*2) + (4*30)] * 100 \text{ users} = 12,800 \text{ messages}$

Partnerförmåner har lagts till i MAICPP



Uppdateringar av MAICPP-förmåner

- Get the full list here!
 - <https://aka.ms/Solutionspartner.Benefits>
- Blogg post här:
 - <https://partner.microsoft.com/en-US/blog/article/benefits-offerings-updates>.
- Uppdateringar av
 - Partner Launch, Success, Core och Expanded Benefits (Ersätter gamla Action Pack förmåner)
- Copilots & Security Funktioner!
- Men låt oss ta en djupare titt på fördelarna med Designations och Specializations när det gäller MW och Sec



Uppdateringar av Designation Förmånspaket

Security Designation

Solutions Partner designations			
Security product benefits			
	Microsoft product name or description	Quantity	Type
	Azure Bulk Credits (Production)	\$6,000 USD	Per year
	Dynamics 365 Partner Sandbox – Operations Application	25	Users
	Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	Users
NEW 2025	Microsoft 365 E5 (no Teams)	100	Users
NEW 2025	Microsoft 365 Business Premium (no Teams)	12	Users
NEW 2025	Teams Enterprise	112	Users
NEW 2025	Power Apps Premium	25	Users
NEW 2025	Power Automate Premium	25	Users
NEW 2025	Power Automate Process	5	Bots

Modern Work Designation

Solutions Partner designations			
Modern Work product benefits			
	Microsoft product name or description	Quantity	Type
NEW 2025	Microsoft 365 Copilot***	5	Users
NEW 2025	Microsoft 365 E5 (no Teams)	200	Users
NEW 2025	Microsoft 365 Business Premium (no Teams)	25	Users
NEW 2025	Teams Enterprise	225	Users
NEW 2025	Teams Premium	10	Users
NEW 2025	Teams Rooms Pro	5	Users
	Dynamics 365 Partner Sandbox – Operations Application	25	Users
	Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	Users
NEW 2025	Power Apps Premium	25	Users
NEW 2025	Power Automate Premium	25	Users
NEW 2025	Power Automate Process	5	Bots

Uppdateringar av förmånspaket för specialiseringar

Security Specializations

Specializations			
Security specialization product benefits			
Max cap amount: 3 specializations or expert programs			
	Microsoft product name or description	Quantity	Type
NEW 2025	Security Copilot (via Azure Credits)***	\$5,000 USD	Per year
NEW 2025	Microsoft 365 E5 (no Teams)	50	Users
NEW 2025	Teams Enterprise	50	Users
	Azure Bulk Credits (Production)	\$9,000 USD	Per year
	Visual Studio Enterprise subscriptions*	10	Users
NEW 2025	Window 11 Enterprise 24H2	50	Licenses
NEW 2025	Window 11 Enterprise N 24H2	50	Licenses
NEW 2025	Windows 11 IoT Enterprise LTSC	20	Licenses
NEW 2025	Windows 11 Enterprise LTSC	50	Licenses
NEW 2025	Windows 11 Enterprise N LTSC	50	Licenses

Modern Work Specializations

Specializations			
Modern Work specialization product benefits			
Max cap amount: 3 specializations or expert programs			
	Microsoft product name or description	Quantity	Type
NEW 2025	Microsoft 365 Copilot***	5	Users
NEW 2025	Microsoft 365 E5 (no Teams)	50	Users
NEW 2025	Teams Enterprise	50	Users
NEW 2025	Teams Premium	30	Users
NEW 2025	Teams Rooms Pro	20	Users
	Azure Bulk Credits (Production)	\$4,500 USD	Per year
	Visual Studio Enterprise subscriptions*	10	Users
	Viva Suite	50	Users
NEW 2025	Window 11 Enterprise 24H2	50	Licenses
NEW 2025	Window 11 Enterprise N 24H2	50	Licenses
NEW 2025	Windows 11 IoT Enterprise LTSC	20	Licenses
NEW 2025	Windows 11 Enterprise LTSC	50	Licenses
NEW 2025	Windows 11 Enterprise N LTSC	50	Licenses

Security

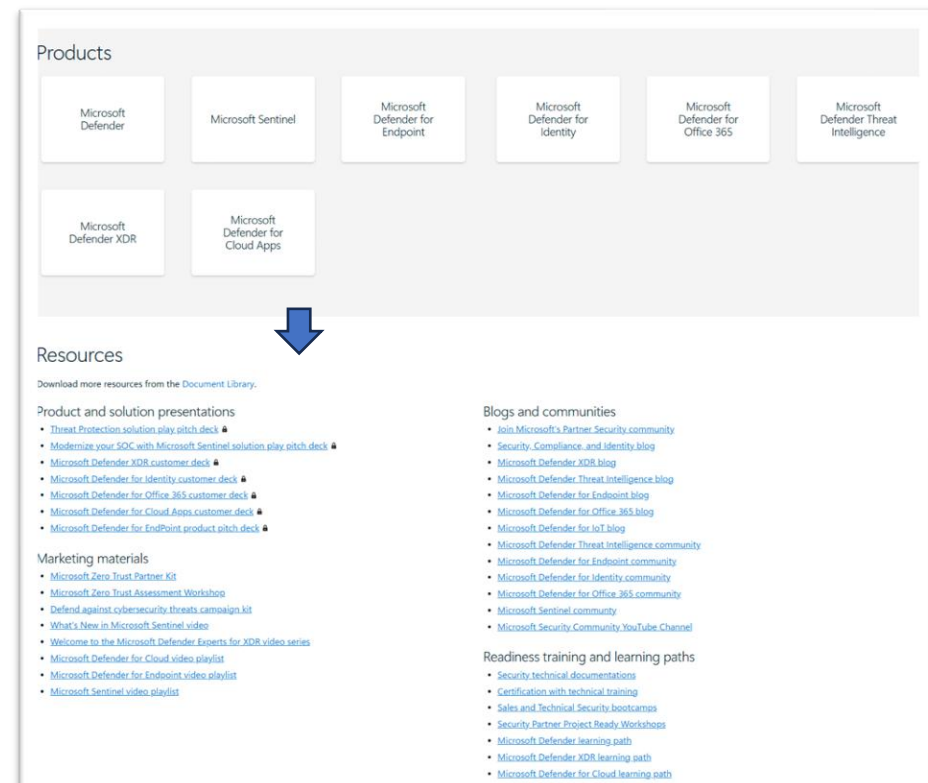
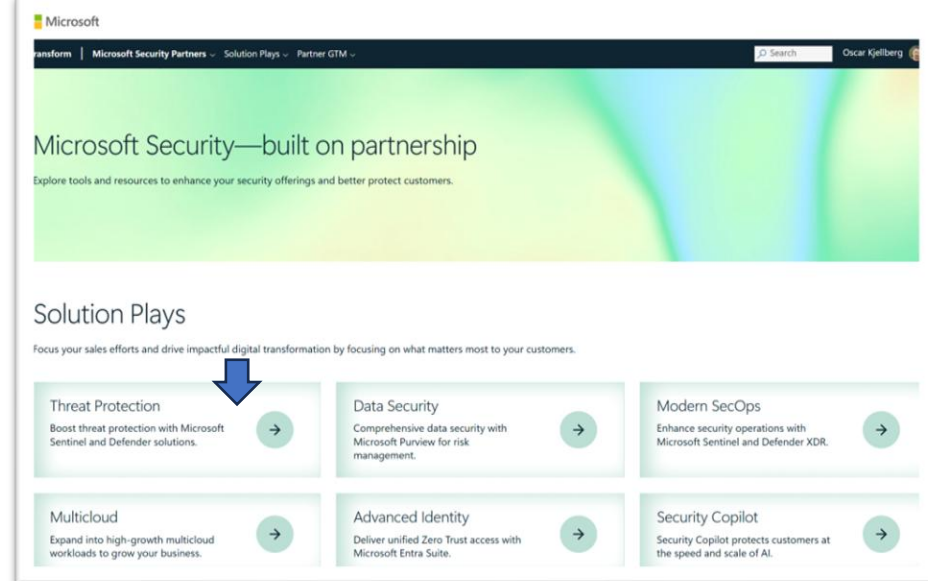


Nya presentationer kring produkter och Solution Plays

- Det har (äntligen) skett en uppdatering av transform partnersidan för Security
- Många nya presentationer som ni kan använda i kunddialoger
- Marknadsmaterial ni kan använda i kampanjer till era kunder
 - Nyhetsbrev, er webbsida etc.
- Länkar för readiness inom olika produkter

<https://securitypartners.transform.microsoft.com/>

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Introducing a new Certification for information security

Created specifically for those in the data security and information protection profession, we're glad to introduce the new **Microsoft Certified: Information Security Administrator Certification** that will be available in April 2025. You can earn this new Certification by passing **Exam SC-401: Administering Information Security in Microsoft 365**, available in beta on February 11, 2025.

This new Certification validates the skills needed to plan and implement information security for sensitive data by using Microsoft Purview and related services. It also validates the skills needed to mitigate risks from internal and external threats by protecting data inside collaboration environments that are managed by Microsoft 365. Plus, it verifies subject matter expertise needed to participate in information security incident responses. As an information security administrator who earns this Certification, you demonstrate your expertise in:

- Implementing information protection.
- Implementing data loss prevention and retention.
- Managing risks, alerts, and activities.

Get ready to take Exam SC-401 and earn the new Certification:

- Check out the [Exam SC-401 study guide](#), and explore potential exam topics.
- Stay tuned for Exam SC-401 self-paced training.

We're retiring the Information Protection and Compliance Administrator Associate Certification

In addition to introducing the new Certification, we're announcing the upcoming retirement of the **Microsoft Certified: Information Protection and Compliance Administrator Associate Certification** and its related **Exam SC-400: Administering Information Protection and Compliance in Microsoft 365**. **The Certification, related exam, and renewal assessments will all be retired on May 31, 2025.**

We've received consistent feedback regarding the fact that this Certification includes two separate roles—data security/information protection professionals and compliance professionals—and that each role should have its own validation solution. Although we aren't creating a new Certification for compliance-related roles, we offer Microsoft Applied Skills that can validate these skills. Find more details in the next section.

The following questions and answers can help you determine how these retirements could impact your learning goals:

Q: What if I'm studying for Exam SC-400?

A: If you're currently preparing for Exam SC-400, you should take and pass the exam before May 31, 2025. If you're just starting your preparation process, we recommend that you explore the new Information Security Administrator Certification and its related Exam SC-401: Administering Information Security in Microsoft 365.

Q: I've already earned the Information Protection and Compliance Administrator Associate Certification. What happens now?

A: If you've already earned the Information Protection and Compliance Administrator Associate Certification, it will stay on the transcript in your profile on Microsoft Learn. If you're eligible to renew your Certification before May 31, 2025, we recommend that you consider doing so, because it won't be possible to renew the Certification after this date.

MCI – Security Engagements

[Microsoft Security Partners](#)



Transform | Microsoft Security Partners ▾ Solution Plays ▾ Partner GTM ▾

Search

Malin Dandenell ▾

Microsoft Security Partner Engagements

Welcome to the forefront of digital defense! Microsoft Security Partner Engagements provide you with the opportunity to work directly with Microsoft on joint selling opportunities based on our world-class security capabilities. Use these engagements to reach a broad spectrum of customers and unlock new revenue opportunities to propel your business forward. As a partner, you're empowered with access to resources and tools designed to refine your sales process and drive success.

Ready to elevate your business?



Partner engagements

Partner engagements are partner-led, curated go-to-market (GTM) content. They align to Microsoft solution plays to drive partner pipeline and help you deliver top-notch security solutions for your customers and enhance the customer experience.

- **Drive demand.** With partner engagements, you can effectively drive demand and generate excitement among potential customers.
- **Build intent.** Partner-led one-to-one engagements help you assess customer needs, demonstrate value, and accelerate opportunities for Microsoft Security solutions.
- **Convert sales and usage.** Extending the value of one-to-one engagements, pilots enable you to build upon defined customer use cases and demonstrate business and technical value and accelerate sales and usage opportunities.

Microsoft Sentinel Migrate and Modernize Threat Protection Data Security

The Data Security Engagement is designed to create customer intent for deploying and adopting Microsoft Purview solutions by providing real-world, data-driven examples of data security and regulatory risks in their own environment. Combined with collaborative workshop sessions, the engagement helps partners create compelling ways for customers to remediate and prevent data security risks using Purview (E5 Compliance) technologies.

We have translated the entire engagement kit into multiple languages to better serve our diverse community of partners. You will find a selection of these translated resources at the [bottom of the page](#).

Nya moduler i MCI engagements

Microsoft Sentinel Migrate and Modernize Threat Protection Data Security

The Data Security Engagement is designed to create customer intent for deploying and adopting Microsoft Purview solutions by providing real-world, data-driven examples of data security and regulatory risks in their own environment. Combined with collaborative workshop sessions, the engagement helps partners create compelling ways for customers to remediate and prevent data security risks using Purview (ES Compliance) technologies.

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Partner Eligibility

- Enrolled in the Solutions Partner designation for Security within the Microsoft AI Cloud Partner Program
- Microsoft Commerce Incentives

Customer qualification

- 300-5000 Paid Available Units (PAU) for Microsoft Entra ID P1; and
- 250+ Monthly Active Users (MAU) for Exchange Online, SharePoint Online, or Teams

Activity requirements

During the Data Security Engagement, a partner is required to cover the following topics:

- Identify customers' key data security objectives & priorities.
- Conduct discovery of data security, privacy and compliance risks in customer's production environment, including but not limited to:
 - Stale and sensitive data
 - Data loss, data theft, and data leakage
 - Insider risk and risky user behavior
 - Interactions with Microsoft and 3rd party AI applications
- Provide the customer an introduction and overview of the Microsoft Purview Products and solutions that:
 - Is tailored to the risks identified during the discovery activity
 - Discusses how Purview can help the customer mitigate and eliminate the identified risks
 - Is focused on Purview Data Loss Prevention, Information Protection, and Insider Risk Management and is complemented with other products from the Purview suite if needed
- Provide recommendations and define next steps

For the Data Security Engagement to be considered complete, a partner is required to deliver the following activities:

- All Data Security Check mandatory modules:
 - Exchange Online
 - SharePoint Online
 - Microsoft Teams
 - Insider Risk Management
- At least **one (1)** Data Security Check optional module:
 - Compliance Manager Tenant Assessment
 - On-Premises Data Discovery
 - Windows 10/11 Endpoints
 - Communication Compliance
 - Data Security for AI (NEW)**
- Microsoft Purview Portfolio Overview
- Recommendations and Next Steps Presentation
- Proof of Execution

Microsoft Sentinel Migrate and Modernize Threat Protection Data Security

The Threat Protection Engagement is designed to create customer intent for purchasing and/or deploying advanced Microsoft Security products, including but not limited to Microsoft Defender XDR and Microsoft Sentinel. The engagement is expected to require about a three-day partner effort. The Threat Protection Engagement is delivered in a customer's production environment by discovering real security threats and vulnerabilities.

We have translated the entire engagement kit into multiple languages to better serve our diverse community of partners. You will find a selection of these translated resources at the [bottom of the page](#).

Partner Eligibility

- Enrolled in the Solutions Partner designation for Security within the Microsoft AI Cloud Partner Program
- Microsoft Commerce Incentives

Customer qualification

- 300-5000 Paid Available Units (PAU) for Microsoft Entra ID P1, and
- 250+ Monthly Active Users (MAU) for Exchange Online, SharePoint Online or Teams
- Customer may not have previously attended a Threat Protection Engagement between July 1 2023 and June 30 2024.

Activity requirements

For the Threat Protection Engagement to be considered complete, a partner is required to deliver the following activities:

- Identify customer's key security objectives & priorities.
- Use customer's existing licenses or product trials of the engagement products to perform discovery and exploration of threats and vulnerabilities in customer's production environment.
- The Threat Protection Engagement includes following mandatory modules:
 - Microsoft Defender Portal - (Microsoft Defender XDR)
 - Cloud Identity Protection - (Entra ID Protection, Entra Conditional Access)
- The Threat Protection Engagement includes following selectable modules where at least three (3) must be completed:
 - Unified SecOps Platform - (Microsoft Sentinel)
 - Email Protection - (Microsoft Defender for Office 365)
 - Endpoint and Cloud Apps Protection - (Microsoft Defender for Endpoint, Microsoft Defender Vulnerability Management, Microsoft Defender for Cloud Apps)
 - Microsoft Security Response Center**
 - Server Protection - (Defender for Cloud) (NEW)**
 - Microsoft Defender for Cloud App Protection**
- Proof of Execution

Data Security for Generative AI / Server Protection

• New Optional Modules

Data security for Generative AI

Optional Module

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Module - Data security for Generative AI

Activity overview

Analyze user access to Generative AI solutions like Microsoft 365 Copilot and third-party AI websites. Highlight issues with shadow AI use, sensitive information exposure, and potential data oversharing

This activity covers:

- Shadow AI - understand the (hidden) usage of 3rd party generative AI in the organization.
- Identify data oversharing risks - evaluate the top 100 SharePoint sites and report on over-permissioned and overshared data.

Optionally include:

- Microsoft 365 Copilot interactions - Detailed Analysis of Microsoft Copilot usage.

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Scenario 1 - Shadow AI / 3rd party generative AI

Module – Data security for Generative AI

Insights and analytics into 3rd party AI activity in your organization

- Identify users visiting 3rd party AI websites.
- Discover the use of unmanaged or unsanctioned AI applications
- Detect sensitive info added to AI sites
- Only monitors users participating in the Data Security Check
- Important endpoint requirements:
 - All participating endpoints are enrolled in Microsoft Purview
 - The Purview extension is installed in the browser on the endpoint

Discover Shadow AI

Proactively monitor 3rd party generative AI usage

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Scenario 2 - Microsoft 365 Copilot interactions

Module – Data security for Generative AI

Insights into Microsoft 365 Copilot activity in your organization

- Only for organizations that have deployed Microsoft 365 Copilot
- Uncover hidden risks in using natural language prompts.
- Insight into Copilot usage
- Detect sensitive info shared with Copilot

Understand Copilot usage in the organization

Detect sensitive information in Copilot prompts

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Scenario 3 - Identify data oversharing risks

Module – Data security for Generative AI

Identify potential oversharing risks.

- Identify, and monitor potential oversharing of data.
- Weekly data assessment for the top 100 SharePoint sites
- Understand how many items in the site are shared:
 - With anyone
 - With everyone in the organization
 - With specific people
 - Externally

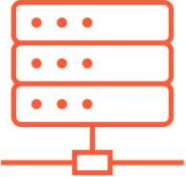
Identify potential oversharing

Understand what data is shared and with who

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Server Protection



Overview

The module demonstrates how Microsoft Defender for Cloud can help prevent, detect and respond to advanced threats and reduce cyber risk through comprehensive Cloud Security Posture Management.

Module Scope

In scope for this engagement.

- Enablement of the Microsoft Defender for Cloud, Defender CSPM plan on one or more Azure subscriptions, with at least five (5) Windows or Linux servers with:
 - Agentless Scanning for machines.
Note: individual virtual machines can be excluded from being scanned.
- Enablement of the Microsoft Defender for Cloud, Defender for Servers Plan 1 on at least five (5) Windows or Linux servers in one or more Azure subscriptions with:
 - Endpoint protection using Microsoft Defender for Endpoint.
 - Vulnerability assessment for machines.
Note: it's possible to enable individual virtual machines within a subscription or enable an entire subscription.

Microsoft Security

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Disclaimer

The Data Security Engagement provides a summary of an organization's data protection and compliance status and recommendations to improve data protection and compliance.

The information, results, and findings provided through the Data Security Engagement are recommendations and provided for general informational purposes only. They do not constitute legal advice, verification, or guarantee regarding regulatory compliance. It is the client's responsibility to ensure the effectiveness of these recommendations in their respective regulatory environment prior to implementation. Engagement should proceed with their legal professionals to determine how these standards or regulations apply to their organization and how to best ensure compliance.

We hope the Data Security Engagement helps identify technologies and additional steps that organizations can implement to simplify their compliance efforts.

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Introduction

This document contains delivery guidance for the optional Data Security for AI activity that will extend the Automated Discovery Process with insights into generative AI usage and potential associated data security risks within your organization.

The Data Security for AI activities are organized around 3 scenarios that depend on which AI applications the customer is using and what features they have enabled.

Scenario 1 - Shadow AI / 3rd party generative AI.

The customer has not yet implemented a corporate generative AI solution and wants to understand the frequency and extent of user utilization of publicly available, unsanctioned AI solutions. The Data Security for AI activity will provide insights and analytics into the usage of third-party public generative AI applications.

Scenario 2 - Microsoft 365 Copilot Interactions.

The customer has implemented Microsoft 365 Copilot and wants to understand user interactions with it. The Data Security for AI activity will offer insights into its usage, data sensitivity, and related security risks.

Scenario 3 - Identify data oversharing risks.

The customer is planning to deploy a generative AI solution in their organization and wants to understand the risk of data oversharing. The Data Security for AI activity will evaluate the top 100 SharePoint sites in the organization and report on over-permissioned and overshared data. The outcomes and findings of this activity will be merged into the overall findings and recommendations that will be presented at the end of the Data Security Engagement.

1.1 Objectives

The objectives for this activity are:

- Obtain comprehensive insights and analytics regarding AI activities within your organization.
- Proactive detection in Shadow AI to identify possible cases of oversharing.

1.2 Delivery guidance

This document is an integral part of the overall delivery guidance for the Data Security Engagement. When delivering the Data Security Check, follow the guidance provided in the 100-Minute Delivery Guide and other resources, engage in the experimental activities defined in this guide.

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<https://aka.ms/partnerskilling>

Microsoft Partner Skilling Hub

Build your skills in Azure, Business Applications, Modern Work, Security, Industry, and Sales & Pre-Sales to drive your organization's success.

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REGISTRATION NOW OPEN

January 27 - 31 IST, GMT, PST



SMB Sales Bootcamp

REGISTRATION NOW OPEN

January 28 - 30 PST
January 29 - 31 IST, GMT



Microsoft Fabric Workshops

REGISTRATION NOW OPEN

January 28 - 29 IST, GMT, PST
Track 1: Microsoft Fabric Administration and Governance | Track 2: Data Warehousing with Microsoft Fabric



Build and extend your own agents using pro-code capabilities

REGISTRATION NOW OPEN

January 28 - 30 IST
January 29 - 31 GMT, PST

Low Code + Copilot Studio Sales Bootcamp

https://vshow.on24.com/vshow/MPSH25/?partnerref=SPS_ALL_ORG_EC_PNSKP#exhibits/LCCSSB_Feb_11_14



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Low Code + Copilot Studio Sales Bootcamp | February 11-13, 2025 AMER (PST) | 9:00 AM – 12:00 PM | February 12-14, 2025 APAC (IST), EMEA (GMT) | 9:00 AM – 12:00 PM

[Go to registration →](#)

Event summary

The Microsoft Low Code & Copilot Partner Sales Bootcamp is a 3 day partner event focused on the Power Platform and Copilot Studio. Customers are looking for agility and innovation in driving business transformation with Low Code and AI. In this session you will learn about the significant growth opportunities partners see to expand practice profitability, by delivering value through strategic alignment to their customer needs, promoting App Modernization, extending LOB Apps, Hyperautomation and building agents with Copilot Studio.

On day 1 and day 2, you will learn about the Low Code Solution Play, how to create a deal strategy for low code, updates to the low code patterns of value, how to pitch and demo, the opportunity with Copilot in Power Platform, and what programs and resources are available to partners. On day 3, we will deep dive into Copilot Studio and cover how to pitch and demo the latest agents narrative and capabilities, as well as how to go to market with agents across your practice areas.

Partners will be able to tailor offers to meet the customer's business needs, demonstrating how the solution can align with their strategic goals, cost and operations. Discover how low code can accelerate innovation and show business impact with your customers to expand your business.



Earn a digital badge

Attendees who participate in the live sessions of this bootcamp will earn a digital badge. These badges, which serve as a testament to your engagement and learning, can be conveniently accessed and shared through Credly's digital platform. Please note that accessing on-demand content does not meet the criteria for earning a badge.

KUDO translation services

This workshop is being offered with audio in multiple languages. To access the interpretation during the event:

1. Open the KUDO language panels by clicking the "Link" buttons on the menu at the bottom of the screen.
2. Select the language you wish to listen to from the list (you may have to adjust the panel size or scroll down).
3. Adjust the original audio on the video player based on your preference.

February 11-13, 2025 AMER (PST) | 9:00 AM – 12:00 PM

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Build, extend, or buy?

Driving customer conversations with Copilot and Copilot stack

https://vshow.on24.com/vshow/MPSH25/?partnerref=PRW_ALL_ORG_EC_PNSKP#exhibits/BBDCCC Feb 11 13



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Build, extend, or buy? Driving customer conversations with Copilot and Copilot stack | February 11-13, 2025

[Go to registration →](#)

Event summary

This workshop offers an introduction to enhancing Microsoft Copilot through plugins, connectors, and custom AI development. Participants will explore when to adopt, extend, or build Copilot solutions, utilizing tools like Azure OpenAI Service, Azure AI Search, and Microsoft Copilot Studio. The course provides guidance on optimizing AI assistants for personalized user experiences within the Microsoft Cloud ecosystem.

Event agenda

Day 1: Unlock productivity across your business with Microsoft Copilot

Day 2: Customize, Extend and Build your own Copilots

Day 3: Secure and govern your AI solutions

Workshop prerequisites

This is an intermediate level training event. Participants should have some familiarity and work experience with the associated solutions. Additionally, we suggest having knowledge of the relevant role-based certification content (although passing the exam is not mandatory). You can find free self-paced learning content and technical documentation related to the workshop topics at [Microsoft Learn](#).

Earn a digital badge

Attendees who participate in the live sessions of this workshop will earn a digital badge. These badges, which serve as a testament to your engagement and learning, can be conveniently accessed and shared through Credly's digital platform. Please note that accessing on-demand content does not meet the criteria for earning a badge.

February 11-13, 2025 | APAC (IST), EMEA (GMT), AMER (PST) | 9:00 AM - 11:00 AM

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Level Up CSP with Microsoft 365 Copilot, Copilot Chat and Agents Sales & Technical Bootcamps

<http://aka.ms/LevelUpCSPBootcamp>

Level Up CSP | Sales & Technical Bootcamps Modern Work and Business Applications

Welcome to the Level Up CSP Bootcamp digital event page where you can register for upcoming bootcamps that are built to help CSP partners grow sales and technical capabilities and accelerate new customer acquisition, upsell and cross sell. Join us for the upcoming Microsoft 365 and Copilot bootcamps to get ready to acquire, upsell and expand with M365 Premium SKUs, Copilot and Copilot Studio. You can also peruse previous bootcamps that are available on-demand!

Voice-over and subtitles available in Japanese, Chinese, Korean, French, German, Spanish (EU), Spanish (LATAM), Italian and Hindi during the Level Up CSP bootcamps.

Upcoming Level Up CSP Bootcamps

Level Up CSP: Microsoft 365 Copilot and Agents Sales Bootcamp 1-day sales bootcamp

Join us in this sales focused bootcamp to learn more about selling and going to market with M365 Copilot and agents.

Americas/EMEA region: February 25 | 8:00 AM – 12:00 PM, Pacific Time

APAC region: February 25 | 5:00 PM – 9:00 PM, Pacific Time

Who should attend: Sellers and sales managers

Level Up CSP: Microsoft 365 Copilot and Agents Technical Bootcamp 2-day technical bootcamp

Join us in this technical bootcamp to learn more about how to prepare for a successful and secure M365 Copilot implementation, and how to build your first agent.

Day 1 Americas/EMEA region: February 26 | 8:00 AM – 12:00 PM Pacific Time

Day 2 Americas/EMEA region: February 27 | 8:00 AM – 12:00 PM Pacific Time

Day 1 APAC region: March 5 | 5:00 PM – 9:00 PM Pacific Time

Day 2 APAC region: March 6 | 5:00 PM – 9:00 PM Pacific Time

Who should attend: Pre and post sales, IT admins and technical staff



Fundamentals

Pre-requisite

- [The Launch of Microsoft 365 Copilot](#)
- [Guiding principles for responsible AI](#)
- [The era of the AI Copilot](#)

Product introduction

- [How Microsoft 365 Copilot Works](#)
- What is Microsoft Copilot and the opportunities it brings to partners
- Objection Handling: Privacy and compliance
- Differences between Teams Premium & Copilot



Intermediate

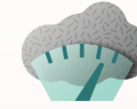
Fundamentals +

Introduction

- [The era of the AI Copilot](#)

Technical:

- [Harness the power of AI: Extend Copilot and beyond](#)
- [Building an AI Copilot with Semantic Kernel in the GPT-4 era](#)
- [Semantic Index for Copilot](#)
- Objection handling



Advanced

Intermediate +

Introduction

- [Intro to Microsoft Graph + Q&A](#)

Technical:

- [Build plugins for Microsoft 365 Copilot](#)
- [Build Microsoft Graph Connectors](#)
- [The future of AI and generative code](#)
- [UX designing for Copilot](#)

Updates will be posted here
<https://aka.ms/CopilotforM365partners>

Learn and adapt Microsoft 365 Copilot

Deepen your knowledge of Microsoft AI products and principles

AI fundamentals training

- [Microsoft AI help & learning](#)

Privacy and compliance training:

- <https://aka.ms/CopilotPrivacyOverview>
- [Integrated Cloud Platform for Cloud Solutions | Microsoft Cloud](#)
- [Responsible AI principles from Microsoft](#)
- [Get the Responsible AI Standard](#)
- [Get the Responsible AI Reference Guide](#)

Microsoft's approach to AI governance:

- [Governing AI: A Blueprint for the Future](#) (video)
- [Governing AI: A Blueprint for the Future](#) (executive summary)
- [Governing AI: A Blueprint for the Future](#) (download the report)
- [Governing AI: A Blueprint for the Future](#) (podcast episode)
- [Microsoft announces new supercomputer, lays out vision for future AI work](#)
- [Microsoft's framework for building AI systems responsibly](#)

Product differentiation:

- [Differences](#) between OpenAI/ChatGPT and Microsoft Copilot add-ons
- Differences between Teams Premium and Microsoft 365 Copilot **Coming Soon**

Drive Microsoft 365 suite adoption as a prerequisite for Copilot adoption

Demonstrate the value of Microsoft 365 Business Premium:

- [Partner Playbook](#)

Upsell Guides:

- [Exchange Online to Business Premium](#)
- [Business Standard to Business Premium](#)
- [Business Basic to Business Premium](#)

Close with M365 E3 Offer:

- [M365 E3 DMWL CSP Offer FAQ](#)
- [M365 E3 DMWL Offer in CSP summary](#)
- [Partner Center Announcement](#)

Pitch Microsoft 365 E3:

- [DMWL MicrosoftE3 landing page for partners](#)
- [1:Many DMWL E3 Workshop content](#)
- Campaign in a box for [Microsoft E3 Core E SKU](#)
- [Snackable 10 min video](#) on value of ME3

Cite recent studies in customer conversations:

- [Meet The Changing Tech Needs of SMBs](#) (Forrester)
- [Modern Work Total Economic Impact Study](#) (Forrester)
- [Work trend Index Annual Report: Will AI Fix Work?](#) (Microsoft)

Land the Microsoft 365 Copilot marketing message

Customer-ready YouTube videos:

- [Introducing Microsoft 365 Copilot with Outlook, Excel, PowerPoint, and OneNote](#)

Microsoft 365 Copilot AI event:

- [Full recording](#)
- [Three-minute recap](#)

Microsoft Blogs:

- [Introducing Microsoft 365 Copilot—your copilot for work](#)
- [Introducing Microsoft 365 Copilot—A whole new way to work](#)

Copilot FAQ:

- Microsoft 365 Copilot FAQ **Coming Soon**

Data Privacy in Copilot:

- [Microsoft's Privacy Policy and Service Documentation](#)
- [Administration of Microsoft 365 in the era of remote work](#)

Q&A

