



# Modern Work, Copilot & Security

*Community Call – March FY25*





Peter Rhodin – Partner Solution Architect

Åsa Magnusson – Partner Solutions Sales Manager

Oscar Kjellberg – Partner Solution Architect

Malin Dandenell – Partner Development Manager

# Agenda

- Security
  - Copilot for Security
  - EU Data Boundary
  - E5 Security for SMB
- Modern Work / Copilot
  - Solution Assessments
  - M365 Copilot update
    - Microsoft Dragon Copilot
    - M365 Copilot nyheter
    - Jumpstart prioritized tier
- Kommande event och utbildningar

# Modern Work, Copilot & Security

## Partner Community Calls

- **Första fredagen varje månad**
- Nästa tillfälle 4 April 2025:  
[Modern Work & Security Partner Community Call – April – Sweden Cloud Champion](#)
- Fokus är MW/Copilot & Security/Data Security
- Sessionen spelas in. Både presentationen 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](#)

# Security



# Security Copilot for MSSP



# Copilot förstärker Microsoft Säkerhetsplattform



# Accelerera säkerhetsarbetet med Copilot for Security

39%

snabbare incident-  
sammanfattningar

22%

snabbare för alla  
uppgifter

93%

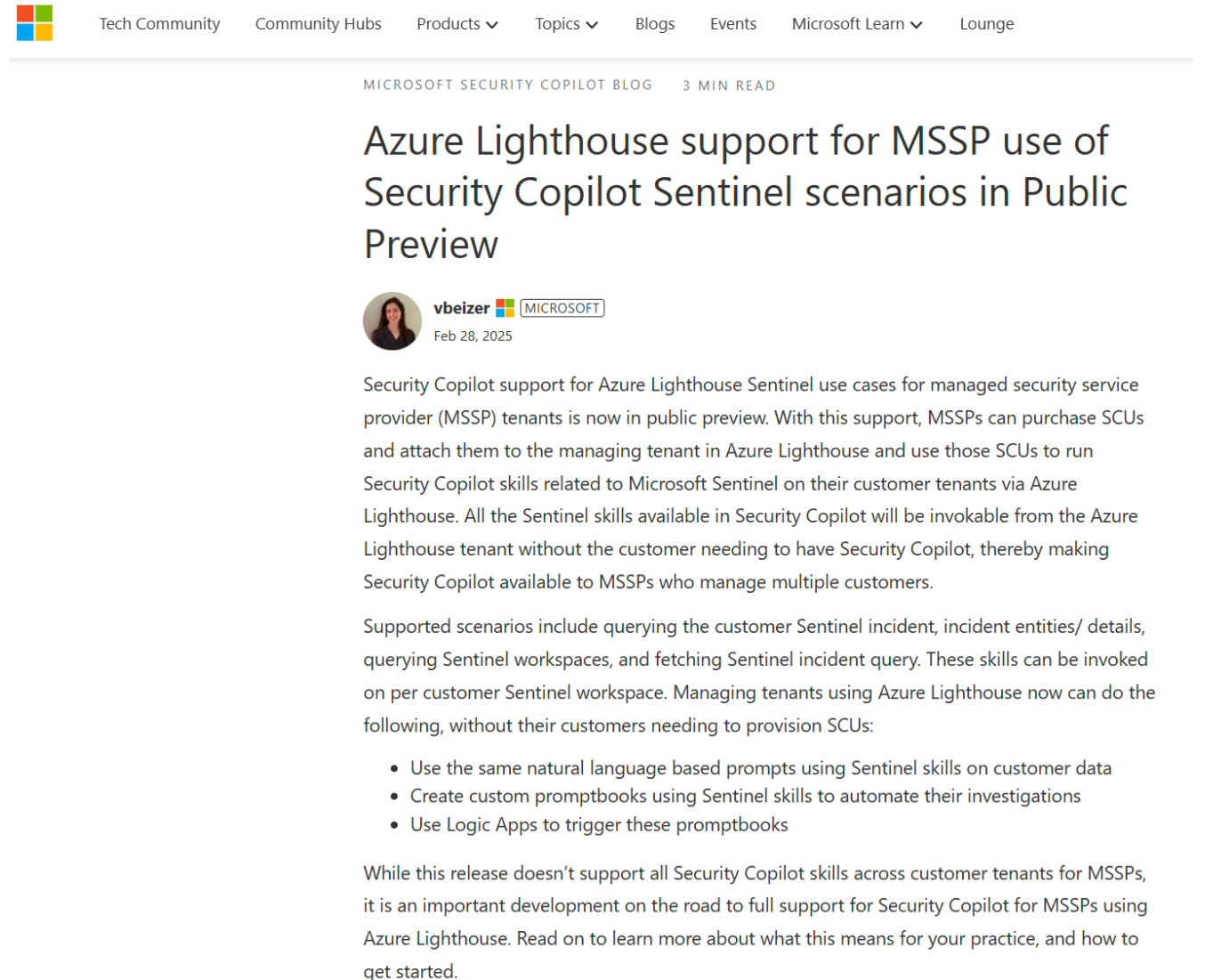
uppgav att  
kvaliteten på  
arbetet hade  
förbättrats

97%

vill ha Copilot  
nästa gång de  
gör samma  
uppgift

# How can a MSSP use Security Copilot?

- GDAP (Currently recommended)
- B2B collaboration
- Azure Lighthouse



The screenshot shows a Microsoft blog post. At the top is a navigation bar with links: Tech Community, Community Hubs, Products, Topics, Blogs, Events, Microsoft Learn, and Lounge. Below the navigation bar, the article title is 'Azure Lighthouse support for MSSP use of Security Copilot Sentinel scenarios in Public Preview'. The author is 'vbeizer' with a Microsoft logo, dated 'Feb 28, 2025'. The article text states: 'Security Copilot support for Azure Lighthouse Sentinel use cases for managed security service provider (MSSP) tenants is now in public preview. With this support, MSSPs can purchase SCUs and attach them to the managing tenant in Azure Lighthouse and use those SCUs to run Security Copilot skills related to Microsoft Sentinel on their customer tenants via Azure Lighthouse. All the Sentinel skills available in Security Copilot will be invocable from the Azure Lighthouse tenant without the customer needing to have Security Copilot, thereby making Security Copilot available to MSSPs who manage multiple customers.' It then lists supported scenarios: querying customer Sentinel incidents, querying Sentinel workspaces, and fetching Sentinel incident queries. A bulleted list follows: 'Use the same natural language based prompts using Sentinel skills on customer data', 'Create custom promptbooks using Sentinel skills to automate their investigations', and 'Use Logic Apps to trigger these promptbooks'. The article concludes by stating that while this release doesn't support all Security Copilot skills across customer tenants for MSSPs, it is an important development on the road to full support for Security Copilot for MSSPs using Azure Lighthouse.

Tech Community Community Hubs Products Topics Blogs Events Microsoft Learn Lounge

MICROSOFT SECURITY COPILOT BLOG 3 MIN READ

## Azure Lighthouse support for MSSP use of Security Copilot Sentinel scenarios in Public Preview

 **vbeizer**  MICROSOFT  
Feb 28, 2025

Security Copilot support for Azure Lighthouse Sentinel use cases for managed security service provider (MSSP) tenants is now in public preview. With this support, MSSPs can purchase SCUs and attach them to the managing tenant in Azure Lighthouse and use those SCUs to run Security Copilot skills related to Microsoft Sentinel on their customer tenants via Azure Lighthouse. All the Sentinel skills available in Security Copilot will be invocable from the Azure Lighthouse tenant without the customer needing to have Security Copilot, thereby making Security Copilot available to MSSPs who manage multiple customers.

Supported scenarios include querying the customer Sentinel incident, incident entities/ details, querying Sentinel workspaces, and fetching Sentinel incident query. These skills can be invoked on per customer Sentinel workspace. Managing tenants using Azure Lighthouse now can do the following, without their customers needing to provision SCUs:

- Use the same natural language based prompts using Sentinel skills on customer data
- Create custom promptbooks using Sentinel skills to automate their investigations
- Use Logic Apps to trigger these promptbooks

While this release doesn't support all Security Copilot skills across customer tenants for MSSPs, it is an important development on the road to full support for Security Copilot for MSSPs using Azure Lighthouse. Read on to learn more about what this means for your practice, and how to get started.

**Why is this  
important?**

**This will align incentives!**



# What's important to remember

- Once the setup is completed, MSSPs can invoke Sentinel skills on the customer tenant via the **Security Copilot Standalone portal and use the SCUs associated to the Azure Lighthouse subscription**. MSSPs can further use custom promptbooks and logic apps to automate their workflows.
- *Preview limitations:*
  - Only support for Sentinel
    - In future, managed service support will continue to expand to include other skills and capabilities such as Entra, Intune and Purview skills.
  - Only one customer at a time:
    - In the future we will also add support to run the skills in parallel on multiple workspaces across customer tenants so that the same prompt can return the response from multiple tenants for better analysis.

# EU-Data Boundary for Microsoft Cloud

Bakgrund, sammanfattning och  
uppdateringar



# Översikt över EU Data Boundary

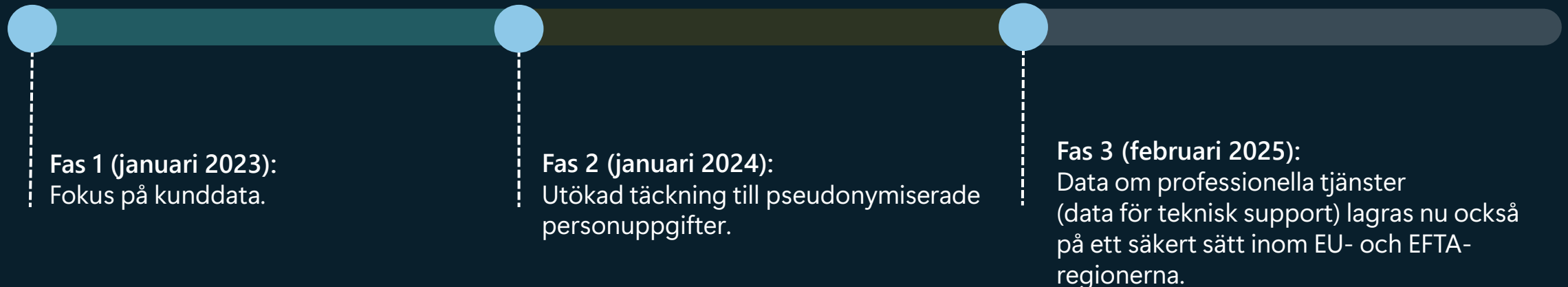
## Engagemang

EU Data Boundary är ett löfte från Microsoft Online Services om att ge kunder i EU och EFTA större kontroll och insyn över var deras data lagras och bearbetas.

## Mål

Anpassa oss till europeiska digitala värderingar och behov, med betoning på dataskydd och stärkt användarförtroende.

## Lansering i 3 faser



# Viktiga fördelar

| Överensstämmelse med EU-förordningar                                                                                                                                                                                                                                                                                    | Stöd för Europeiska värderingar                                                                                                                                                                                                                                                                                       | Ytterligare Hemvist för data                                                                                                                                                                                                                                                                          | Förbättrad Kontroll av data                                                                                                                                                                                                                                                                                                             | Ökad genomskinlighet                                                                                                                                                                                                                                                                                                                                 |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>EU Data Boundary går längre än nuvarande lagstadgade krav och förenklar de regulatoriska riskbedömningar som EU- och EFTA-kunder måste utföra.</p> <p>I fas 3 ingår <b>nu lagring av data för professionella tjänster</b>, vilket ytterligare anpassar Microsofts tjänster till europeiska dataskyddsstandarder.</p> | <p>EU Data Boundary gör det möjligt för kunder att ha större kontroll över sina data, inklusive möjligheten att lagra och behandla personuppgifter fullt ut inom EU och EFTA.</p> <p>Fas 3 stärker vårt engagemang för Europas höga standard inom integritet genom att inkludera data om professionella tjänster.</p> | <p>Kunddata och pseudonymiserade personuppgifter för Microsoft 365, Dynamics 365, Power Platform och Azure kommer att lagras och bearbetas inom EU och EFTA. I och med fas 3 lagras nu även professionella tjänster inom EU och EFTA.</p> <p>Detta minskar avsevärt dataflödena utanför regionen.</p> | <p>Microsoft strävar efter att stödja europeiska digitala behov och värderingar, och EU:s datagräns är anpassad till våra europeiska molnprinciper.</p> <p>Genom att lägga till data för professionella tjänster i EU Data Boundary fas 3 säkerställer vi ännu mer robust datahemvist och minimerar datahantering utanför regionen.</p> | <p>Microsoft har åtagit sig att tillhandahålla uppdaterad och detaljerad dokumentation om åtagandena om EU:s datagräns.</p> <p>Eventuella begränsade överföringar av kunddata – inklusive data om professionella tjänster – beskrivs på sidan EU Data Boundary Trust Center, vilket stärker vårt engagemang för tydlighet och ansvarsskyldighet.</p> |

# Överensstämmelse med EU:s förordningar

Microsoft EU Data Boundary är avsett att hjälpa våra kunder att uppfylla sina regelkrav. I och med slutförandet av fas 3 har Microsoft ytterligare anpassat sina tjänster till Europas strängaste dataskyddslagar, inklusive GDPR. Detta säkerställer att **data om professionella tjänster**, utöver **kund- och pseudonymiserade personuppgifter**, förblir skyddade inom EU- och EFTA-regionerna.



## Följer strikta EU-regler

Microsofts EU Data Boundary går längre än att bara uppfylla efterlevnad – den uppfyller eller överträffar de högsta standarder som fastställts av europeiska tillsynsmyndigheter.

## Överensstämmer med GDPR-riktlinjerna

Varje fas i utrullningen av EU Data Boundary inklusive fas 3 för lagring av data för professionella tjänster, är utformad för att uppfylla GDPR-principerna om dataminimering, lagring och åtkomstregler.

## Säkerställer dataskydd och integritet

Genom att utöka skyddet till lagring av data för professionella tjänster under fas 3 tillhandahåller Microsoft förbättrade sekretessåtgärder som håller kund- och supportinteraktioner skyddade hela tiden.

## Ger avtalsenlig säkerhet för lagring och behandling av data i EU

Microsoft garanterar avtalsenliga garantier om att kunddata fortsätter att lagras och bearbetas och att data för professionella tjänster förblir lagrade inom EU- och EFTA-regionerna, med tydliga, juridiskt bindande åtaganden för att skydda sekretess och säkerhet.

# Förstå den fasade utrullningen av EU:s färdplan för datagränser

Steg 3 | februari 2025

Uppgifter om professionella tjänster

Lagring av uppgifter om professionella tjänster från interaktioner med teknisk support inom EU:s datagräns.

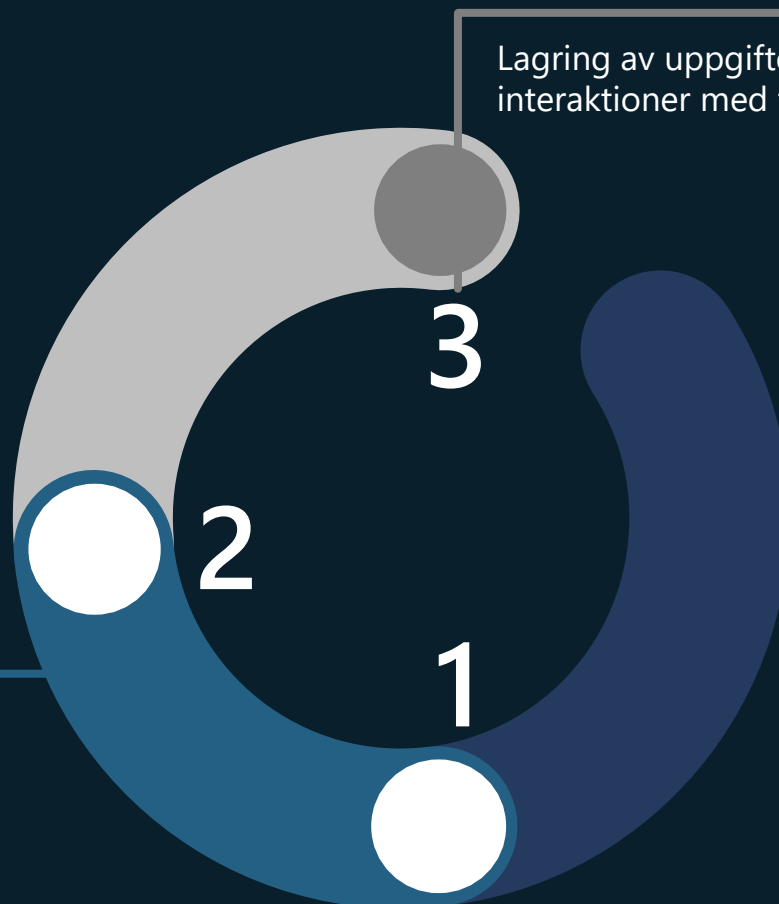


Steg 2 | Den 1 januari 2024

Pseudonymiserade  
personuppgifter

Utvidgning av initiativet till att även omfatta pseudonymiserade personuppgifter.

Förbättrat dataskydd och [transparens](#) för kunder när det gäller dataöverföringar.



Steg 1 | Den 1 januari 2023

Kunddata och dokumentation

Microsofts åtagande att lagra och bearbeta kunddata inom EU- och EFTA-regionerna.

Introduktion av [sidan EU Data Boundary Trust Center](#)

Fas 1 innebär att den överlägset största delen av dina personuppgifter omfattas av EU:s datagräns.



## Access Microsoft EU Data Boundary transparency documentation

Access documentation to better understand the technical and organizational measures Microsoft has taken to provide the EU Data Boundary and support your regulatory compliance requirements. Documentation includes data flows and guidance for understanding scoping and increased levels of data transparency.

[Learn more >](#)

## [Data Protection with Microsoft Privacy Principles | Microsoft Trust Center](#)

[Continuing data transfers out of the EU Data Boundary for specific services - Microsoft Privacy | Microsoft Learn](#)

## Additional Microsoft EU Data Boundary resources



### Microsoft EU Data Boundary FAQ

Learn about the Microsoft commitment to public sector and commercial customers in the EU and EFTA.

[Read the FAQ >](#)



### Know where your data is located

Choose the right service and data location for your business with Microsoft commercial cloud services.

[Learn more >](#)



### We defend your data

Learn how Microsoft uses response policies, processes, and contractual commitments to defend your data.

[Learn more >](#)

[Expand all](#) | [Collapse all](#)[Data storage and transfers](#)[Cloud service data residency and transfer policies](#)

Here are details on data residency and transfer policies specific to Microsoft Cloud services:

- [Azure DevOps Services](#)
- [Microsoft 365](#)
- [Microsoft Azure](#)
- [Microsoft Entra ID](#)
- [Microsoft Commerce](#)
- [Microsoft Defender for Cloud Apps](#)
- [Microsoft Defender for Endpoint](#)
- [Microsoft Defender for Identity Personal Data Policy](#)
- [Microsoft Dynamics 365](#)
- [Microsoft Intune](#)
- [Microsoft Power Platform](#)
- [Microsoft Professional Services](#)
- [Microsoft Defender XDR](#)

## Additional data location resources



### Protecting email from warrants

[Read Microsoft President Brad Smith's letter >](#)

### Privacy considerations in the cloud

[Download now >](#)

### Microsoft Azure security, privacy, and compliance

[Download now >](#)

### Microsoft 365 and Dynamics 365 regulatory compliance

[Learn more >](#)

### Data access in Dynamics 365 and Microsoft 365

[Learn more >](#)

# EU:s datagräns och översikt över Microsofts globala säkerhetsåtgärder

## EU:s datagränser och global säkerhet

- För att skydda mot globala cyberhot kör Microsoft omfattande säkerhetsåtgärder runt om i världen.
- Även om vår EU-datagräns behåller majoriteten av data inom EU- och EFTA-regionerna kan begränsade dataöverföringar krävas för att motverka sofistikerade hot eller utföra global hotinformation.
- Gränsöverskridande dataanalys stöder automatiserad säkerhetsidentifiering och snabba svar, vilket hjälper till att skydda kunderna mot föränderliga cyberrisker.

## Fördelar och engagemang

- **Robusta säkerhetsåtgärder:** Vi upprätthåller starka säkerhetsstandarder, skyddar data och uppfyller strikta EU- och EFTA-krav.
- **Anpassning till GDPR:** Microsofts globala säkerhetsrutiner fokuserar på att skydda personuppgifter i enlighet med artikel 32 i GDPR och EU:s stadga om de grundläggande rättigheterna (artikel 6).
- **Säkra överföringar:** Alla data som bearbetas utanför EU:s datagräns i säkerhetssyfte krypteras, pseudonymiseras och begränsas till behörig personal i enlighet med Microsofts avtalsenliga åtaganden.

# Produktsäkerhet – Dataanvändning och analys

## Datahantering i Microsoft Security-produkter

### Kontrollerad åtkomst och användningsändamål

Tillgång till data, även när de överförs utanför EU, är strikt begränsad till specialiserad säkerhetspersonal. Vårt främsta mål är att skydda både infrastruktur och användardata med minimal, väldefinierad dataanvändning.

### Funktioner med juridiska konsekvenser

Microsofts användning av avancerad analys, till exempel AI, kan effektivt neutralisera hot. Men exempel som att identifiera attackmönster belyser den känsliga balansen mellan gränsöverskridande dataanalys och bevarande av individuell integritet.

*All verksamhet är bunden av stränga ramverk för dataskydd, vilket säkerställer att EU:s och EFTA:s regler följs.*



# Integritetscentrerad datahantering och säkerhetsåtgärder

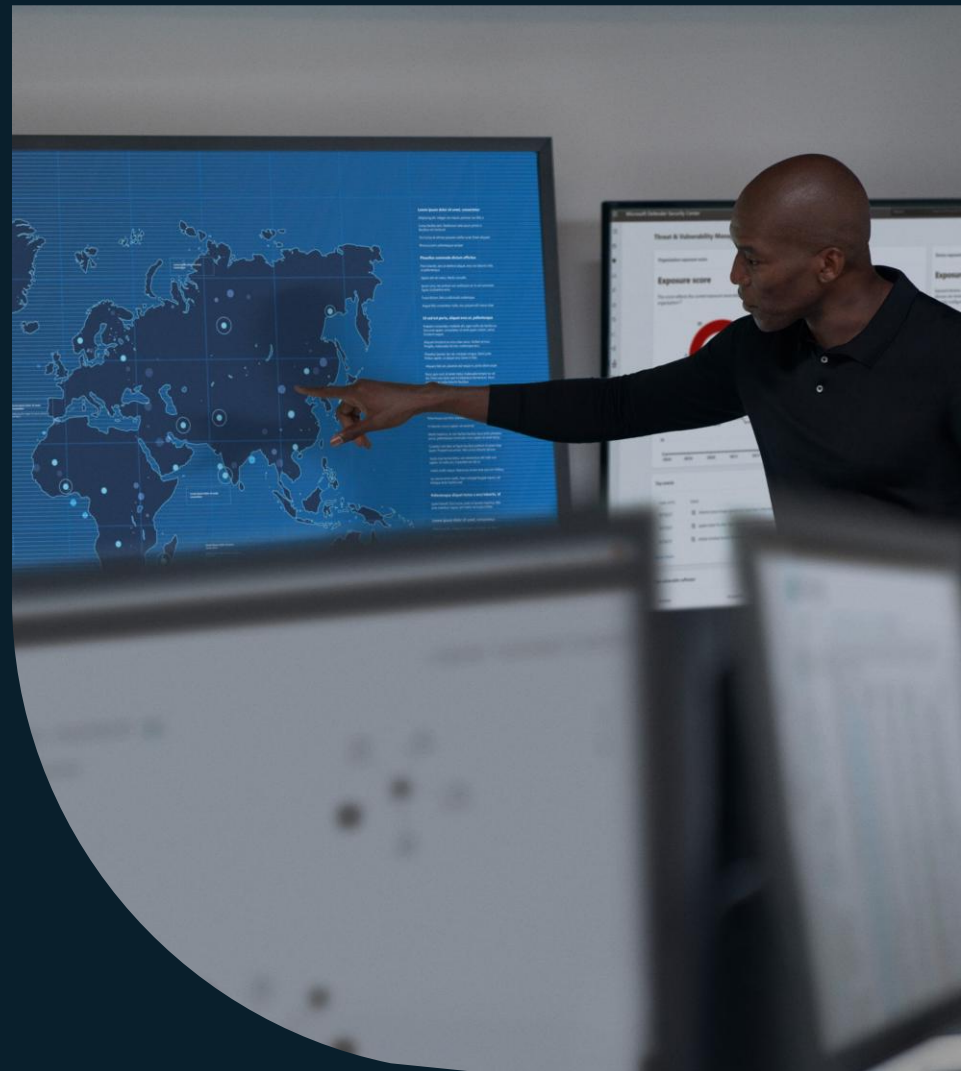
Skydda integriteten mitt i globala säkerhetsåtgärder

## Selektiv dataöverföring och lagring

Microsofts metod minimerar sekretessintrång genom att endast överföra viktiga loggar och konfigurationsinformation. Datalagring i regioner utanför EU är reserverad för specifika mål för upptäckt av hot och följer strikt dataskyddstillägget (DPA) och relevanta avtalsenliga åtaganden.

## Driftöversikt och dataplatser

Microsofts interna säkerhetsåtgärder fokuserar på att skydda viktiga plattformar. Även om data kan dirigeras genom olika avancerade analyser, t.ex. AI, för att bearbeta säkerhetsdata, upprätthåller vi robusta skyddsåtgärder för att effektivt neutralisera hot i enlighet med EU:s dataskyddsstandarder.



# Så här hämtar du EU Data Boundary

för att konfigurera din tjänst till EU Data Boundary

| Välj din produkt                                                                                                    | Konfigurera sedan din information                                                                                                                                                  |
|---------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Azure</b> <ul style="list-style-type: none"><li>• Regionala tjänster</li><li>• Icke-regionala tjänster</li></ul> | <b>Distributions- eller klientplats</b> <ul style="list-style-type: none"><li>• Välj region för EU-distribution</li><li>• Konfigurera din klientorganisation med ARM</li></ul>     |
| <b>Dynamics 365 och Power Platform</b>                                                                              | <b>Faktureringsadress</b> <ul style="list-style-type: none"><li>• Verifiera att din faktureringsadress finns i EU eller EFTA</li></ul>                                             |
| <b>Microsoft 365 (på engelska)</b>                                                                                  | <b>Registreringsplats i EU-regionen</b> <ul style="list-style-type: none"><li>• Kontrollera att din registreringsplats ligger i ett land eller en region i EU eller EFTA</li></ul> |

# Partner Skilling Calendar: March 2025

|                                             | Azure                                                                                                                                                                                                                                                                                                                                                                                                                              | Business Applications                                                                                     | Modern Work                                                        | Security                                                                                                                                                                              |
|---------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sales Skilling Bootcamps                    | Accelerating AI Solutions Partner Series Mar 25-27 (IST, GMT, PST)                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                           |                                                                    |                                                                                                                                                                                       |
|                                             | <u>GitHub Partner Bootcamp</u> Mar 25-26 (IST, GMT, PDT)                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           | <u>Partner Sales Bootcamp for Secure Productivity</u> Mar 25 (PDT) |                                                                                                                                                                                       |
| Certification                               |                                                                                                                                                                                                                                                                                                                                                                                                                                    | <u>Cert. Week for Microsoft AI Cloud Partner Program: Business Applications</u> Mar 24-28 (IST, GMT, PDT) |                                                                    |                                                                                                                                                                                       |
| Cross Solution Area Project Ready Workshops | <u>Build and extend AI-powered agents with Copilot Studio</u> Mar 4-6 (IST, GMT, PST)<br><u>Secure and govern Microsoft 365 Copilot with Microsoft Purview - Pre-sales</u> Mar 11 (IST, GMT, PDT)<br><u>Build data governance and security strategy for AI success</u> Mar 18-20 (IST, GMT, PDT)                                                                                                                                   |                                                                                                           |                                                                    |                                                                                                                                                                                       |
| Partner Project Ready Workshops             | <u>Microsoft Fabric Workshop: Real Time Intelligence and Data Insights with AI</u><br>Mar 11-12 (IST, GMT, PDT)<br><br><u>Build governance and security strategy for AI success</u><br>Mar 18-20 (IST, GMT, PDT)<br><br><u>Azure OpenAI</u><br>Mar 24-27 (IST, GMT, PDT)<br><br><u>GitHub partner bootcamp</u><br>Mar 25-27 (IST, GMT, PDT)<br><br><u>Azure Databricks: Migration and integration</u><br>Mar 25-27 (IST, GMT, PDT) | <u>Transform frontline operations with AI in Dynamics 365 Field Service</u><br>Mar 17-19 (IST, GMT, PDT)  |                                                                    | <u>Defender for Endpoint, Identity &amp; OT - Better Together Bootcamp</u><br>Mar 3-4 (IST, GMT, PDT)<br><br><u>Implement Microsoft Security Copilot</u><br>Mar 18-20 (IST, GMT, PDT) |



Goda Nyheter!

SMALL AND MEDIUM BUSINESS BLOG 5 MIN READ

## Microsoft 365 E5 Security is now available as an add-on to Microsoft 365 Business Premium



**oke\_bamgbose**  MICROSOFT

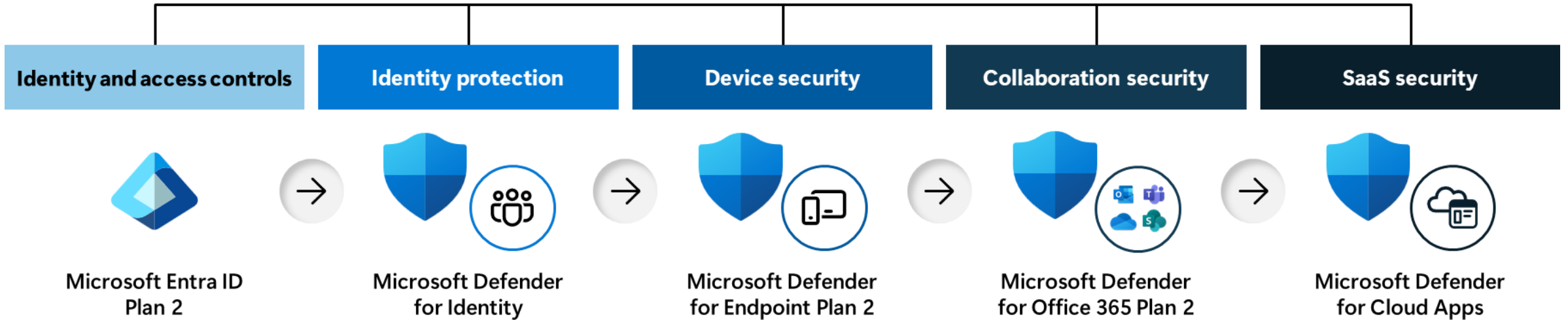
Mar 06, 2025

The threat landscape continues to evolve creating ongoing challenges for small and medium businesses (SMBs) that are faced with increased regulations and cyberinsurance requirements.

# Vad är E5 Security

Vad innebär det för er som SMB-Partner?

## Microsoft 365 E5 Security

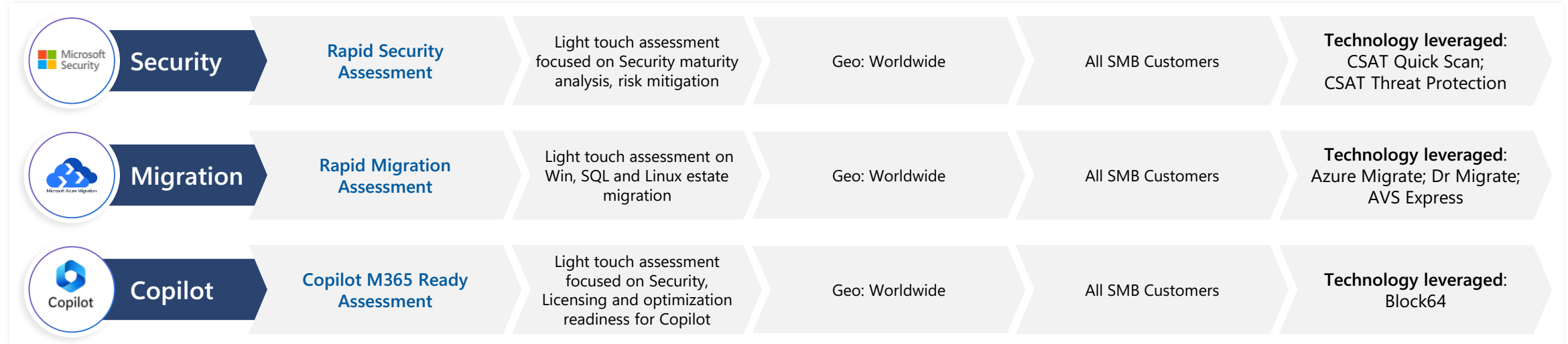


# Rapid Assessments

SMB Assessment Desk  
October 2024



# FY25 SMB Assessment Desk | Global capability with local touch





## How to nominate

**Partner**

**Customer**

[Partner Nomination](#)

[Self-service Assessment](#)

| Nomination Criteria |                                                                                                                                                                                               |
|---------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| All                 | <ol style="list-style-type: none"> <li>1. MCEM – Stage 2 Inspire &amp; Design</li> <li>2. Customer pre-agreement on assessment</li> <li>3. No previous assessment in the same TPID</li> </ol> |
| Rapid Migration     | <ul style="list-style-type: none"> <li>• &gt;10VM</li> </ul>                                                                                                                                  |
| Rapid Security      | <ul style="list-style-type: none"> <li>• &gt;30 seats</li> </ul>                                                                                                                              |
| Copilot Readiness   | <ul style="list-style-type: none"> <li>• &gt;30 seats</li> </ul>                                                                                                                              |

# What you get with a Migration Solution Assessment



## Infrastructure and Application Estate Analyses

Receive real-time evaluation and review of your digital estate and include phased planning and application optimization strategies based on expenses, server dependencies and your overall business goals.



## Total Cost of Ownership (TCO) estimates

Estimate the total cost of ownership (TCO) for migrating your digital estate to Azure.



## Security insights

Assess installed software and network to data to determine whether patching or security software is present on a server and to identify known threats for that software.\*



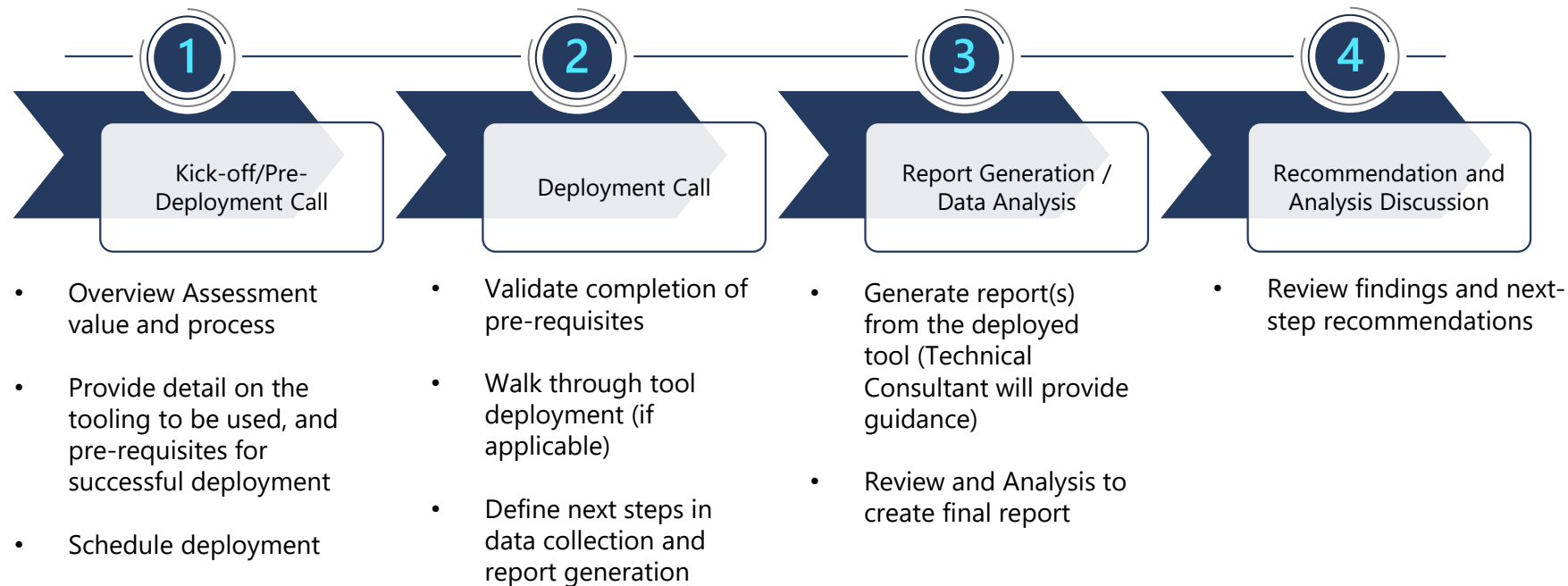
## Sustainability and environmental impact

Learn how much can be gained on carbon reduction goals while lowering operating costs, increasing efficiency, and scaling as needed.

# Overview | Assessment Process

Solution Assessments leverage Microsoft tools and ISV tools, to provide a robust foundation of data

- **Rapid Migration:** The assessment will take 2-3 weeks, requiring <5 hours effort from customer
- **Rapid Security:** The assessment will take 1-2 weeks, requiring <8 hours effort from customer
- **Copilot M365 Ready:** The assessment will take 1-2 weeks, requiring 4-8 hours effort from customer
- The 4 steps below will be conducted by Microsoft's technical consultant, involving the customer and partner throughout.
- **Note:** partners should ensure customers are ready to start, as requests will be cancelled if no response is received (3 email reminders are sent over a 14-day period)



# Rapid Security Assessment | What You Get

**Objective:** Provide Microsoft partners and customers a real-time analysis of your organization's security posture, evaluating vulnerabilities, identity, and compliance risks with remediation recommendations.

1

## Business Outcomes

- Empower your organization to make security decisions backed by data and guided by experts.
- An understanding of your organization's threat landscape to improve threat surface management.
- A roadmap with proposed security improvement actions based on your organization's actual data.
- Evaluation of your organization's current on-premise and cloud security, compliance, and identity posture against industry best practices

2

## CSAT Scan

### Planning

- Identify security-related business goals and objectives.

### Data collection

- Scan your on-premise and cloud environments with CSAT (a 4-6 hour scan) followed by a questionnaire regarding your organization's security and compliance policies and procedures.

3

## Assessment Report

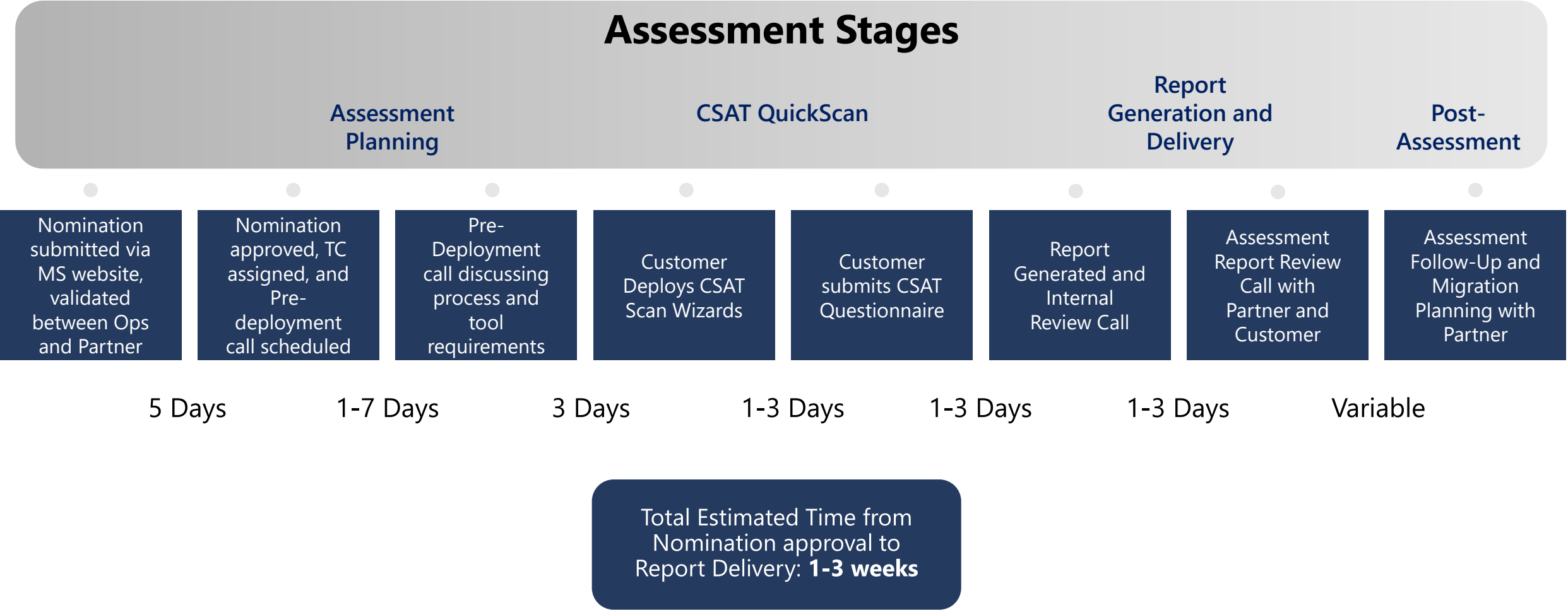
### Analysis

CSAT provides a detailed report evaluating your organization's current security posture against industry standards and highlighting top security improvement recommendations.

### Action

Implement a strategic plan tailored to improve your organization's on-premise and cloud security posture and learn how Microsoft tools can help.

# Rapid Security Assessment | Estimated Timeline



# Copilot M365 Ready Assessment | What You Get

**Objective:** Provide Microsoft partners and customers with Copilot readiness assessments designed to facilitate Copilot adoption by providing customers with an overall Copilot readiness score based on the organization's current security posture, user licensing, and usage of Microsoft applications

1

## Block64 Scan and Zero Trust Questionnaire

- Collects information regarding the organization's current security policies and practices via a Zero Trust Questionnaire.
- Block64 connects to the organization's Microsoft Cloud Portal data to collect information on Secure Scores, current licensing, and usage across Teams, OneDrive, and SharePoint.

2

## Readiness Metrics

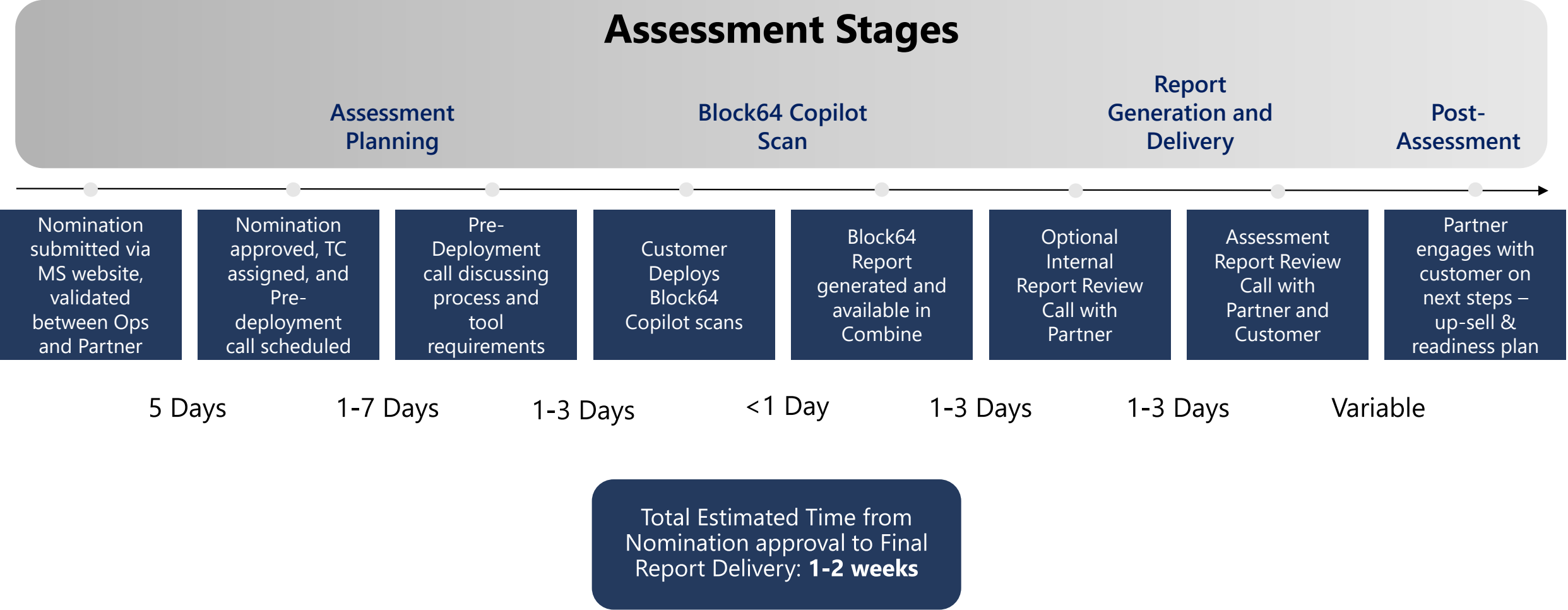
- **Security:** Provides a Security Score based on the average of 3 inputs: approximate Zero Trust Maturity Score, Azure Secure Score, and M365 Secure Score, and provides recommendations to improve in all 3 areas.
- **Licensing:** Provides a Licensing Score based on the percentage of users who are currently licensed with a prerequisite Microsoft products and recommends licensing upgrades for remaining users.
- **Optimization:** Provides an Optimization Score based on the percentage of active users today with Teams, OneDrive, and SharePoint and provides recommendation on increasing adoption of these tools.

3

## Copilot Readiness Report

The Block64 tool will produce the Copilot Readiness Assessment Report within a few hours of deployment, after which, the SMB Desk consultant will review the findings of the report with you and your customer to discuss current Copilot readiness status and recommended actions to prepare for Copilot adoption.

# Copilot Readiness Assessment | Process Detail and Estimated Timeline



Under 30 seats

Över 30 seats



SELF-GUIDED

### Self-Service Cyber Security Assessment

This self-guided cybersecurity assessment provides a fast data-based assessment of your company's cyber vulnerabilities and threats. The cybersecurity report succinctly outlines the level of your risk and required mitigations.

[Request your assessment](#)



SELF-GUIDED

### Copilot for Microsoft 365 Optimization Assessment

The Copilot for Microsoft 365 Optimization Assessment has been developed to assist customers and partners in assessing their organizations' readiness for adopting Microsoft Copilot for Microsoft 365.

[Request your assessment](#)



MICROSOFT-CURATED

### Microsoft Portfolio of Solution Assessments

Microsoft offers customers a full portfolio of curated assessments free of charge. Whether you are moving your servers to the cloud, or looking to fully understand your cybersecurity risks, there is a customized assessment that fits your business need.

[Request your assessment](#)

[Home - Solution Assessments Program](#)

# M365 Copilot update

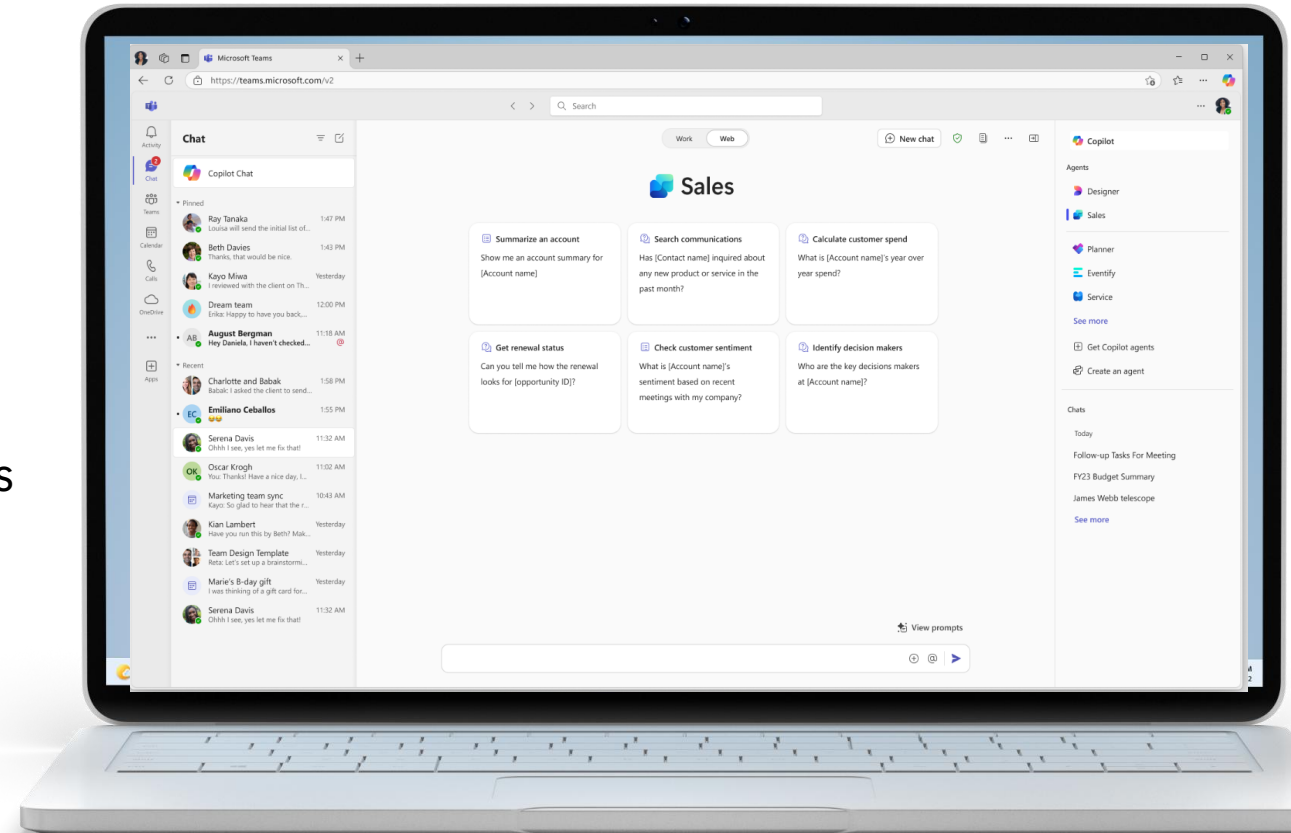


# Sales Chat

## Sales Chat helps sellers:

- Chat with sales data
- Ask questions like "show me an account summary for Customer X "
- Provide opportunity coaching "What Solution Plays would you recommend?"

Public Preview in May

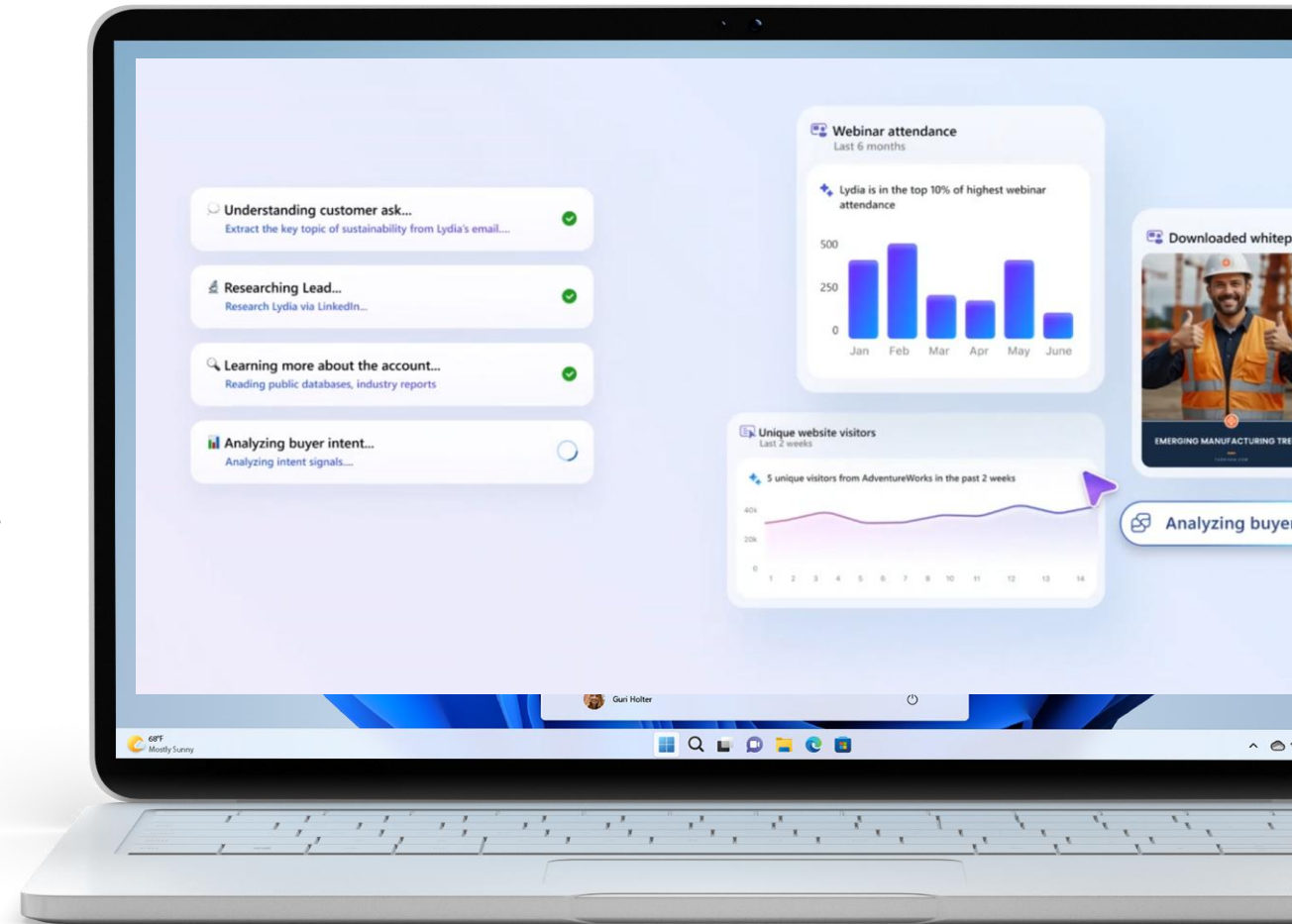


# Sales Agent

## Sales Agent helps sales teams and sellers by:

- Autonomously researching and prioritizing leads - all the way to closing the deal
- Transforming untapped leads into opportunities to scale outreach
- Drafting proactive, personalized initial outreach and follow-up emails based on research insights and automatically responding to customers

Public Preview: May



Microsoft Dragon Copilot provides the healthcare industry's first unified voice AI assistant that enables clinicians to streamline clinical documentation, surface information and automate tasks

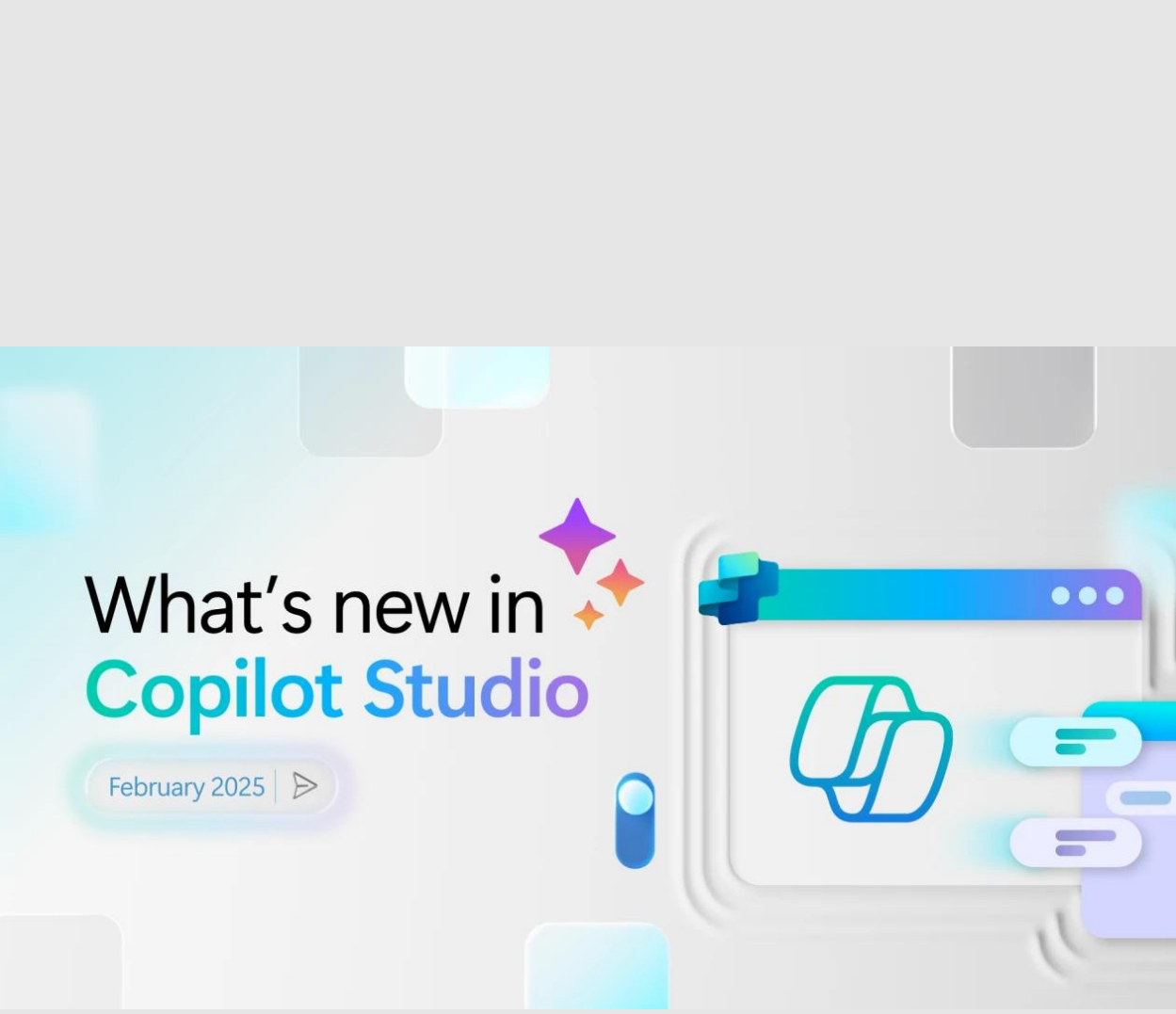
March 3, 2025 | Microsoft Source



*By combining and extending the proven capabilities of Dragon Medical One (DMO) and DAX Copilot (DAX), Dragon Copilot promotes clinician well-being, increases efficiency, improves patient experiences and drives financial impact*



**Microsoft Dragon  
Copilot**

A graphic for a Copilot Studio announcement. It features a light blue and white background with abstract shapes. On the left, the text 'What's new in Copilot Studio' is displayed in a mix of black, blue, and purple. Below it, a small button says 'February 2025' with a play icon. To the right, there's a stylized illustration of a computer monitor showing a document icon, with a blue cursor arrow pointing at it. Above the monitor are three colorful stars (purple, orange, and yellow).

# What's new in Copilot Studio

February 2025 | ▶

**Microsoft Graph connectors** in Copilot Studio and Copilot Chat out to public preview.

Stack Overflow

Salesforce Knowledge

GitHub

**Component Collection** to import, manage, and export core agent components—including topics, knowledge, actions, and entities—across various environments.

**Microsoft 365 agent builder** agents on scoped publicly available websites, and leverage these websites as knowledge. Rather than letting agents perform a full web search, makers can constrain their agents' external knowledge sources to specific websites for the most relevant answers. This capability already existed in custom agents built from Copilot Studio.

Addition of **twelve new languages** to the conversational agent creation experience in Copilot Studio and the Microsoft 365 agent builder. The new supported languages include Chinese (traditional), Czech, Finnish, Hindi, Indonesian, Korean, Norwegian Bokmål, Polish, Russian, **Swedish**, Thai, and Turkish.

# Copilot - Tiered Engagement Model H2 FY25

Effective January 1, 2025

## Goals:

- Accelerate & scale building capability across more partners with guidance, resources and community
- Align incentives, marketing resources and co-sell with top performing partners
- Align to MCAIPP – Unlock incentives based on performance

## Prioritized

*Customer wins +  
Specialization  
attainment*

### Eligibility Criteria

- **Meet future Copilot Specialization**
  - +750 MAU [CPOR](#) claims from at least 5 new customer adds TTM
  - 3 customer references *(to meet future Copilot Specialization requirements)*
- **Readiness**
  - 5+ trained resources per area through ESI Bootcamps: DW-100, DW-101, DW-102, DW-103, AND DW-104
  - Meet APL / Certification requirements: MS-102 4 total certified individuals, APL-4002 & APL-7008 2 total certified individuals each *(to meet future Copilot Specialization requirements)*
- **Practice**
  - Validated practice including AI Advisory, Extensibility AND Adoption & Change Management

### Investments

- **Designation as key partner with Microsoft sellers**
- Invite to participation in co-sell showcase days with sellers
- MDF where available

## Ready

*Unlocked by partners  
with established  
practice/offer*

- **Vetted Copilot Practice**
  - [Completed Copilot offer consultation with PSA team](#) (Vetted Copilot capability validated with CSA/PTS/PSA)
  - 2+ trained resources per area through ESI Bootcamps: [DW-100] AND [DW-101 OR DW-102]
  - [Meet required Seats and MAU on internal usage of Copilot for Microsoft 365](#)

- **Access to Copilot Accelerate**
- Customer engagement - Partner solution architect guidance
- FastTrack support/enablement
- Partner Marketing as a Service support

## Community

*Enlist qualified  
partners for practice  
development –*

- +1 Modern Work or Business Applications Solutions Specialization
- Invited eligible advisory/service partner

- **Build with support** – Guidance & consultation for Copilot practice dev
- Readiness – ESI Copilot bootcamps
- Community: monthly office hours, Teams channel, personalized newsletters
- Partner Marketing: Digital Marketing Center (DMC), Campaign in a Box (CiaB)
- Adoption and practice development resources
- Access to technical and pre-sales readiness, bootcamps

# Copilot Agent Accelerator

## Objective:

**To rapidly co-develop customer-ready Copilot Agent demos and GTM plan, leveraging the latest product & GTM guidance**

### Gets

- Accelerated demo & GTM development
- Technical SMEs in Agent development
- Latest product & GTM guidance
- Security & compliance guidance

### Gives

- Ongoing & defined customer use cases & pipeline
- 5 weeks of rapid co-development
- Technical, GTM and sales resources
- Commitment to deliver customer-ready materials

#### Define Vision

Week 1

- Identify customer(s) and transformation scope.
- Define outcome through joint discussion with partner's sales, engineering, and marketing teams.

#### Design Solution

Week 2

- Co-design to-be Agent solution.
- Develop customer scenarios and align GTM and sales strategies.

#### Build Demo

Week 3-4

- Technical Build (hands-on agent dev).
- GTM Strategy (co-sell positioning).

#### Deploy & Sell

Week 5

- Finalize demos / solutions.
- Publish GTM materials.
- Initiate co-sell customer conversation.
- Develop case studies and success stories.

[Microsoft Build with Program: Copilot for M365](#)

# Kommande event och utbildningar



# Partnerdagen 27/3

[https://www.lyyti.fi/reg/Microsoft\\_Convendum](https://www.lyyti.fi/reg/Microsoft_Convendum)



## Tillsammans skapar vi framtiden

### Microsoft Partner Day 27/3

- 15:30-16:00 Arrival and coffee
- 16:00-16:05 Introduktion
- 16:05-16:15 Top of Mind
- 16:15-16:45 Keynote
- 16:45-17:00 AI labbet (AI Förfordningar och Etik)
- 17:00-17:10 BA Update
- 17:10-17:20 MW Update
- 17:20-17:30 Azure Update
- 17:30-17:40 ISV update
- 17:40-17:50 Wrap Up (promote AI partner day)
- 18:00-21:00 Middag och mingel

# On demand: Level Up CSP renew and upsell bootcamps

45% of CSP seat renewals coming up January – March: Get ready to drive a successful renewal cycle

## Sales Bootcamp

- » Sell M365 Premium SKUs inc. new security features
- » Attach M365 Copilot and agents
- » Leverage programs and promos to succeed

On demand:  
[aka.ms/SalesBootcampRenewandUpsell](https://aka.ms/SalesBootcampRenewandUpsell)

## Technical Bootcamp

- » Configure key security and compliance policies
- » Prepare for M365 Copilot implementation
- » Manage devices and a multitude of customers at scale

On demand:  
Day 1: [aka.ms/Day1TechRenewandUpsell](https://aka.ms/Day1TechRenewandUpsell)  
Day 2: [aka.ms/Day2TechRenewandUpsell](https://aka.ms/Day2TechRenewandUpsell)



## EMEA Modern Work & Security Partner Community Call - March

When: Thursday 13 March 2025,  
11:30 am – 12:40 pm (GMT+01:00)  
Where: Online

Join the conversation: **EMEA GTM Modern Work & Security Update**. This digital event is crafted for Partner Sellers, Alliance Managers, Practice Leads, Pre-Sales professionals, Sales Managers, and Marketing Managers.

Get all the latest insights on key announcements:  
MW&SEC GTM Priorities & Go-To-Market partner program, incentives and enablement updates

[Microsoft Events - EMEA Modern Work & Security Partner Community Call - March](#)



## **ON DEMAND! Reimagine your Copilot CSP GTM with Microsoft 365 Copilot Chat**

The **CSP** GTM team showcased the latest features of Microsoft 365 Copilot and Microsoft 365 Copilot Chat. Partners can now watch the event on demand to learn how these innovations can enhance their offerings and benefit customers at any stage of their AI journey.

[Download the partner-ready event deck](#)  
[Watch the event recording on demand](#)



# CloudAscent: Expanding Your Modern Work Customers"

March 18th at 8:00 AM PST.

This session, the second in a series hosted by Microsoft, is designed to empower our partners to fully leverage the incredible potential in their CloudAscent downloads.

During this session, you'll:

**Deep Dive into Cohort Creation:** Discover how Microsoft segments customers into cohorts.

**Understand Targeting Recommendations:** Master the cohorts and learn how to leverage them with CloudAscent propensity data.

**Campaign Support:** Explore the assets Microsoft provides to support your campaigns.

**Interactive Q&A:** Engage with our experts in an interactive Q&A session.

**Who Should Attend:** Sales Leaders, Sellers, Pre-Sales, Marketing, and Alliance Managers.

Don't miss this opportunity to enhance your insights into your customer base, drive marketing and sales opportunities, and unlock the full potential of your CloudAscent data.

**Space is limited**, so be sure to reserve your spot today!  
**[Click to register for the event >](#)**



## Secure and govern Microsoft 365 Copilot with Microsoft Purview

March 11, 2025 | 9:00 AM - 12:00 PM | APAC (IST), EMEA (GMT) & AMER (PDT)

[Go to registration →](#)  
[Secure and govern Microsoft 365 Copilot with Microsoft Purview](#)

# Partner Skilling Hub

<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.

### Upcoming Events



**Certification weeks for MAICPP: Security & GitHub | January 27-31,...**

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



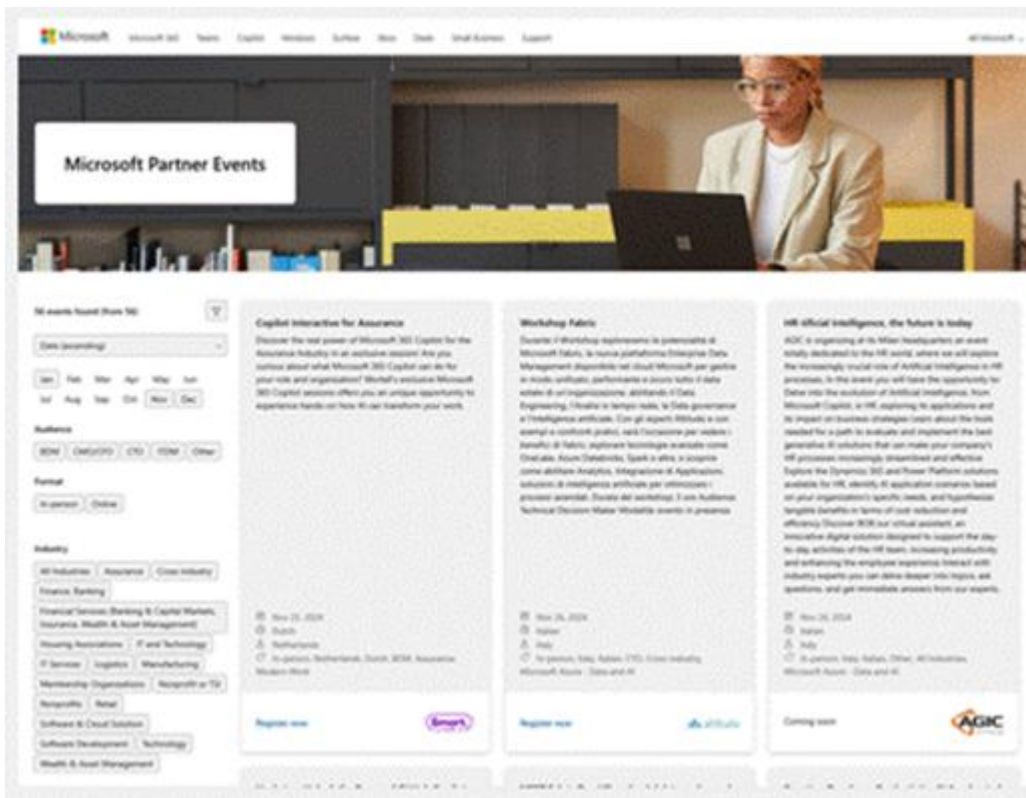
# Microsoft Events Sweden

Here you will find all Microsoft events relevant to the Swedish market - virtual as well as in-person.

Customer facing event  
calendar Sweden

- [Microsoft Events Sweden](#)

# GTM GPS Partner events page



Always up to date here:

[aka.ms/PartnerGTMEvents](https://aka.ms/PartnerGTMEvents)

Partners can submit their event here:

[aka.ms/submitpartnerevent](https://aka.ms/submitpartnerevent)

- Updated every Monday

# Q&A

