



Modern Work, Copilot & Security

Community Call – May FY25





Peter Rhodin – Partner Solution Architect

Åsa Magnusson – Partner Solutions Sales Manager

Oscar Kjellberg – Partner Solution Architect

Malin Dandenell – Partner Development Manager

Agenda

- Nyheter CSP
- Security
 - Microsoft EU announcements
- Modern Work / Copilot
 - Copilot Wave 2 Spring release
- Kommande event och utbildningar

Modern Work, Copilot & Security

Partner Community Calls

- **Första fredagen varje månad**
- Nästa tillfälle 13 Juni 2025:
[Modern Work & Security Partner Community Call – June – 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](#)



Modern Work & Security CSP Update May 2025

CSP: Deepening our investment in our partners



Nicole Dezen

Chief Partner Officer and Corporate Vice President, Global Partner Solutions

May 01, 2025 · 5 min read ·

[Go-to-market resources](#)



The Microsoft mission is clear: empower every person and every organization on the planet to achieve more. Our partners enable us to deliver this mission in every customer segment, industry, and region.

At [Microsoft Ignite 2024](#), we put a spotlight on the \$661 billion total addressable market (TAM) opportunity for small and medium enterprise customer segments in FY25 and beyond.* Cloud Solution Provider (CSP) partners are the trusted advisors who serve these customers and enable them to accelerate their AI transformation with the value-added services and solutions that create real business impact. CSP is our hero motion that enables those partners to drive this transformation.

Today, I'm pleased to announce additional updates designed to help CSP partners drive more renewals and upgrades, retain customers, upsell, and scale their businesses. At the same time, we will deepen our investment in the partners who are delivering transformational impact with customers, aligned to our strategic imperatives.

Today's announcements are a continuation of our investments in CSP offers, capabilities, and enablement for FY25, through which we:

- Aligned incentives to our five strategic priorities: Copilot on every device across every role; AI design wins with every customer; securing the cyber foundation of every customer; migrations, migrations, migrations; and Microsoft 365 core execution.
- Dedicated 70% of our total partner incentives to partners that serve the small and medium enterprise customer segments.
- Launched new capabilities that help partners access, review, and respond to jointly planned leads shared by small and medium enterprise customer sellers and track progress and performance between Partner Center and MSX.
- Introduced a series of new promotions, including our [new-to-Microsoft 365 E5](#) offer to help CSP partners win new customers.

Introducing three-year subscription terms in CSP

To expand deal-making capabilities and offer a more consistent experience across purchasing channels, including those transitioning from expiring Enterprise Agreements (EAs), [we're launching three-year subscription terms](#) for Microsoft 365 E3 and E5, **with or without Teams**, as well as Teams Enterprise licenses in CSP on June 1, 2025. They will be available for purchase with three-year upfront or triennial/annual billing options only.

The new three-year SKUs for E3 and E5 without Teams and Teams Enterprise standalone SKUs will be generally available on the CSP price list on June 1, 2025. These SKUs will appear on the May 1, 2025, CSP price list preview in the Partner Center [pricing workspace](#).** The new three-year SKUs for E3 and E5 with Teams will only be available on the end of sale (EOS) price list in Partner Center on June 1, 2025. There is no price list preview for the EOS price list.

At either midterm or renewal, you'll be able to change E3 and E5 subscription terms for customers who have EOS SKUs of Microsoft 365 and Office 365 Enterprise suites with Teams to these new three-year EOS terms.

In addition, effective July 1, 2025, a **three-year subscription for Microsoft 365 E5 Security and E5 Compliance mini suites** will also be available.

And to help you transition customers from on-premises solutions or upgrade them from Office 365, we're **launching new 10% discount promotions for new-to-E3 or new-to-E5 customers on the CSP three-year subscription terms**. The E3 and E5 promotion will be available on June 9, 2025, while the E5 mini suite promotion will be available on July 1, 2025.

We're also extending the Microsoft 365 Copilot Getting Started discount promotion through June 30, 2025.

Related blogs

Renewals: A strategic lever for partners to drive customer engagement

David Smith · 7 min

What's new for partners: April 2025 edition

Andrew Smith · 13 min

Power more business transformations with Linux on Microsoft Azure

Ann Choi · 4 min

Introducing Microsoft Sales Titan in private preview

Justin Slade · 3 min

Share article



Link to blogpost and announcement May 1st,2025

[CSP: Deepening our investment in our partners](#)

Link to Partner Readiness material in announcement:

[CSP: Deepening our investment in our partners](#)

Link to available CSP Promos (check monthly)

[Global Promo Readiness Guide](#)

Link to Microsoft Solution Plays and CSP Upsell material

[Microsoft Security Partners](#)

The latest updates for CSP partners

Updates are designed to help partners capture the small and medium enterprise customers opportunity by driving more upgrades and renewals—all while ensuring our partner ecosystem remains highly skilled and compliant with market leading capabilities.



Introducing

three-year terms for Microsoft 365 E3, E5, and Teams Enterprise and E5 mini bundles with promos



Streamlining

customer transitions from EA, upgrades with AI automation, and NPSA reporting



Enabling

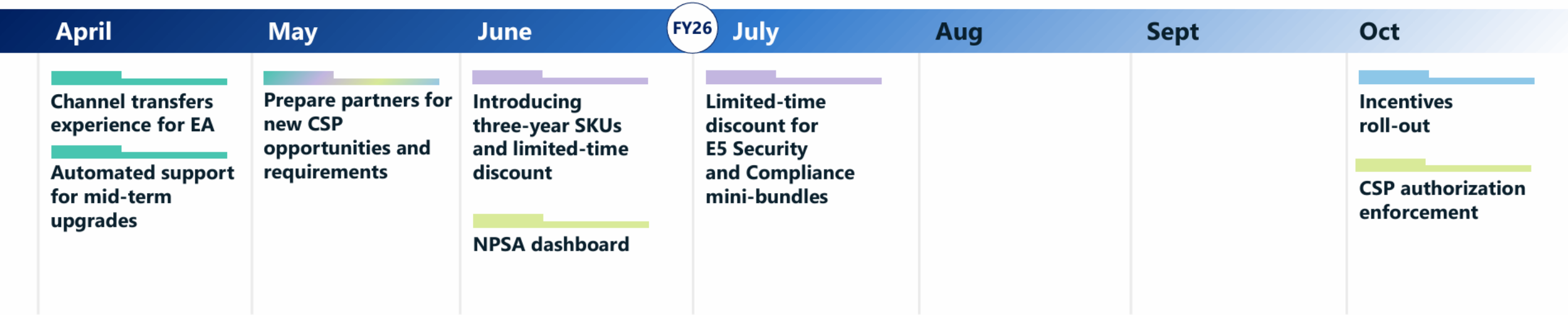
a thriving and profitable CSP ecosystem



Aligning

CSP incentive eligibility to market dynamics

Timeline of 2025 changes





Introducing three-year SKUs in CSP

Generally available on June 1, 2025, three-year subscription terms for Microsoft 365 and Teams Enterprise expand deal-making capabilities for CSP partners to tap into market growth opportunities and drive their value-added services.

With three-year SKUs partners can

**Establish
stronger
relationships**

**Increase revenue
opportunity**

Accelerate upsell

Improve ROI

**Win in the
market**



Build stronger customer relationships with price predictability

June 1, 2025: Microsoft 365 three-year SKUs

- Microsoft 365 E3 (with and without Teams)
- Microsoft 365 E5 (with and without Teams)
- Microsoft Teams Enterprise standalone

July 1, 2025: Microsoft 365 E5 mini suites three-year SKUs

- Microsoft 365 E5 Security mini suite
- Microsoft 365 E5 Compliance mini suite

- Same price and margin as annual term offer
- Three-year upfront or triennial/annual billing options only
- Minimum purchase requirement of 100 seats (enforced at SKU level)



To-partner promotions for the new three-year SKUs

Partners can help customers protect data and manage risks with advanced security features through these promotions.

10%_{off}

LIVE JUNE 9

Microsoft 365 E3 and E5 promotions

- Offers: E3 and E5 with and without Teams
- Three-year term
- Upfront and annual billing options
- For new-to-offer customers only
- Min 100 seats | max 2,400 seats
- Available to all markets
- June 9, 2025 – December 31, 2025

LIVE JULY 1

Microsoft E5 mini suite promotions

- Offers: E5 Security and E5 Compliance
- Three-year term
- Upfront and annual billing options
- For new-to-offer customers only
- Min 100 seats | max 1M seats
- Available to all markets
- July 1, 2025 – December 31, 2025

Check updated Global Promo Readiness Guide starting June 2: <https://aka.ms/PromoReadinessGuide>



Partner Center optimizations for greater business clarity

Guided by partner feedback, we've automated more of the CSP experience in Partner Center—so partners can focus on building strong customer relationships.

Seamless EA to CSP transitions

EA customers can keep their Teams entitlements when renewing into CSP with a new channel transfers experience in Partner Center.

Mid-term upgrades, powered by AI

Support resolution times have been reduced to one day or less using AI assistant support.

New: Net Paid Seat Adds (NPSA) reporting

Partners can gain insight into the state of their Microsoft 365 cloud customers—and take action as needed.

Eligibility thresholds

New CSP authorization requirements, effective October 2025.



Requirements

		FY25*	FY26
Partner authorization	 Direct bill partner	• Signed Microsoft Partner Agreement (MPA) for indirect reseller • Twelve months or more as a transacting reseller • Minimum trailing 12 months (TTM) revenue requirement \$300,000 at PGA • Minimum assessment score • Active support plan (Advanced Support for Partners, Premier Support for Partners) • Signed MPA for direct bill partner	• Minimum TTM revenue requirement \$1 million at PGA • Pass annual assessment • Annual confirmation of active support plan (Advanced Support for Partners, Premier Support for Partners) • At least one Solutions Partner designation attainment • Passing security score
	 Distributor (formerly indirect provider)	• Internal GPS nomination and approval • Complete business verification and vetting • Minimum assessment score • Signed MPA for distributor	• Pass annual assessment • Minimum TTM revenue requirement \$30 million per authorized region • Active support plan (Advanced Support for Partners, Premier Support for Partners) • Passing security score
	 Indirect reseller	• Complete business verification and vetting • Signed MPA for indirect reseller • Minimum TTM revenue requirement \$1,000 at PLA	• Minimum TTM revenue requirement \$1,000 at PLA • Passing security score

*FY25 requirements will carry over on top of new FY26 requirements.

**Rewarding
partner excellence**



Close-up of FY26 incentives eligibility changes

New incentive requirements, effective October 2025.

Requirements

		FY25	FY26
Partner Authorization	 Direct bill partner	- CSP authorization - Business Applications or Modern Work incentives: <u>any</u> Solutions Partner designation or gold/silver competency - Azure incentives: Azure Solutions Partner designation or gold/silver competency	- CSP authorization - Solutions Partner designation specific to the solution area* incentive and \$1 million trailing TTM revenue at the Partner Global Account (PGA) ID level
	 Distributor (formerly indirect provider)	CSP authorization	CSP authorization
	 Indirect reseller	- CSP authorization Business Applications or Modern Work incentives: any Solutions Partner designation or gold/silver competency Azure incentives: one of the three Solutions Partner designations for Azure or gold/silver competency \$25,000 trailing 12 months (TTM) revenue (<i>Required only to earn Business Applications, Modern Work, and Security incentives. No revenue requirement for Azure.</i>)	- CSP authorization - Solutions Partner designation or a minimum of 25 partner incentive capability score points, specific to the solution area* incentive and \$25,000 TTM revenue at the Partner Location, required to earn for all SAs.

Incentive requirements

*Solution area for incentives eligibility defined as:

- Modern Work incentives: Solutions Partner designation for Modern Work or Security
- Business Applications incentives: Solutions Partner designation for Business Applications
- Azure incentives: Solutions Partner designation for Data & AI (Azure), Digital & App Innovation (Azure), or Infrastructure (Azure)

Current CSP Promos



Copilot for Microsoft 365

15% off

annual commit
on Copilot for
Microsoft 365 (CSP)

10 – 2499 seats
Until June 30th 2025



Microsoft 365 E5

15% off

annual commit for new
to offer customers for
M365 E5 (CSP)

10 – 2400 seats
New to ME5 offer
Until June 30th 2025



Microsoft 365 E3

15% off

annual commit for new
to offer customers for
M365 E3 (CSP)

10 – 2400 seats
New to ME3 offer
Until June 30th 2025



E5 Compliance Attach to Copilot

50% off

on M365 E5 Compliance
for every Copilot seat
(All sales channels)

50 percent off each seat of E5
Compliance for each seat of
M365 Copilot sold
Until February 1st 2026



CSP is our hero motion.

These updates are just the beginning.

We'll continue **deepening our investments** in the partners who are **delivering transformational impact**. Learn more:

[Resources available May 1: aka.ms/ cloudsolutionprovider](https://aka.ms/cloudsolutionprovider)

[Partner webinar: aka.ms/AccelerateCSPGrowth](https://aka.ms/AccelerateCSPGrowth)

Thank you!

Hur är status på
cybersäkerhetsfronten?



Harrods lyxvaruhus i Knightsbridge i centrala London. Foto: Alastair Grant / AP

Varuhuset Harrods har blivit utsatt för en cyberattack, skriver [Sky News](#).

Under torsdagseftermiddagen kunde kunder inte betala för sina varor.

"Vi har nyligen upplevt ett försök att få obehörig åtkomst till några av våra system", skrev varuhuset i en kommentar till den brittiska tv-kanalen.

För att säkra systemen bestämde de sig för att begränsa internetåtkomsten i butikerna.

Attacken är en i raden av flera riktade mot stora brittiska återförsäljare. Tidigare i veckan drabbades Marks & Spencer, M&S, hundratals anställda att stanna hemma från jobbet efter en liknande incident.

Cyberattack mot Bank-id



Agnès Ericson, Nora Fernstedt

Uppdaterad 2025-04-24 00.18 | Publicerad 2025-04-23 20.37

Del

Bank-id utsattes för en kraftig överbelastningsattack på onsdagskvällen.
– Det är alltså en utomstående part som ligger bakom, säger Charlotta Pataky, pressansvarig på Bank-id.

Först efter midnatt fungerade tjänsten som vanligt.



Driftstörning 2025-04-23

För närvarande pågår en driftstörning som påverkar BankID. Arbete pågår för att lösa problemet.

Hackergruppen Anonymous uppger att de har genomfört en massiv cyberattack mot Ryssland.

Foto: X

Anonymous uppgav på X att de genomfört en omfattande cyberattack mot Ryssland.

"Till försvar för Ukraina har Anonymous släppt tio terabyte läckt data om alla företag som är verksamma i Ryssland, alla Kreml-tillgångar i väst, proryska tjänstemän, Donald Trump och mer", skriver hackergruppen.



Anonymous

@YourAnonCentral · Följ



In defense of Ukraine Anonymous has released 10TB of leaked data on all businesses operating in Russia, all Kremlin assets in the West, pro-Russian officials, Donald Trump, and more. 🇺🇦 [#OpRussia](#)



richabits Leak of Russian IP Cameras
leaked Data of Accor
leaked Data of Ahmad Tea site
leaked Data of ai.gov.ru
leaked Data of Aleksandar Vucic's Twitter account
leaked Data of Alexandr Dubinsky's Twitter account
leaked Data of Alexandr Dugin Telegram channel
leaked Data of Alexey Kazakov's Telegram channel
leaked Data of Amnesty International
leaked Data of Anatoliy Dremov Telegram channel
leaked Data of Anatoly Sharov's official site
leaked Data of Andrey Malahov's propaganda TV show site
leaked Data of Anton Krasovskiy
leaked Data of atol.ru
leaked Data of Auchan
leaked data of ar337.ru
leaked Data of Chery
leaked Data of China government site
leaked Data of Citilink
leaked Data of consultant.ru
leaked Data of Danilei company
leaked Data of Danone
leaked Data of dellin.ru
leaked Data of deti.gov.ru and deti-v-nuki
leaked Data of Dilmah Tea site
leaked Data of Dmitry Peskov
leaked Data of Dns-shop.ru
leaked Data of Dominos pizza
leaked Data of Donald Trump



JOBBS OCH PRODUKTIVITET
ARBETAR SÄKERT

Cyberattacken mot Kalix kommun



7 MIN.

”Ingenting gick att använda. Det gick inte ens att skriva ut papper från skrivarna. Vår hemtjänstpersonal hade inte tillgång till journaler, ingen kom undan”

Mitt i natten den 16:e december drabbades Kalix kommun av en cyberattack.

Äldreomsorgen var de förs i sitt journalsystem. När tel nröblemet såg de att hela

Säkerhet och beredskap

Rysk it-attack mot Kalmar kommun

Publicerad: 6 februari 2024, 10:02



ersystem stängdes ned tidigt på morgonen efter indikationer på en it-attack. Arkivbild, son/TT

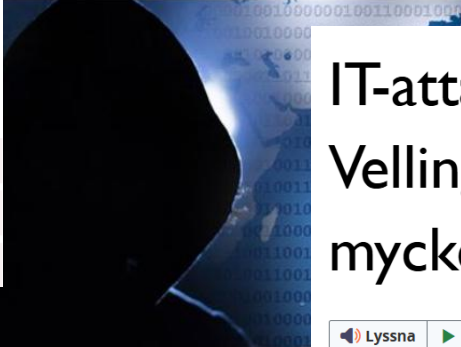
Kalmar kommun har ansett sig vara väl rustad mot it-attacker – men tidigt på tisdagsmorgonen hände det. Alla indikationer hittills tyder på att det

Personuppgiftsincidenten i Kumla berör även Hallsbergs kommun

På grund av cyberangreppet mot Kumla kommun har en personuppgiftsincident inträffat som även berör Hallsbergs kommun. Vi vet ännu inte vilken typ av personuppgifter angräparn kan ha fått åtkomst till i och med cyberangreppet. Detta vet vi inte förrän en analys av data gjorts. Nedan finns en lista med vanliga frågor och svar. Den kommer att kompletteras löpande.

- Vad gör kommunen just nu?
- Vilka uppgifter är det som har läckt?
- Hur kan jag skydda mina personuppgifter?

mmuner särskilt utsatta tackar”



Sveriges minsta kommun Bjurholm, utsattes nyligen för en cyber it-systemen slogs ut.

De flesta kommuner, regioner och organisationer uts dagligen för cyberattacker. Däremot finns det en utsa resurser man har till arbetet, menar Johan Thulin,

Vad letar du efter?

Näringsliv och arbete

Barn och utbildning

Bygga, bo och miljö

Ko

Startsida | Kommun och politik | Civil beredskap | Din krisberedskap | Bjuvs kommun

- Kommun och politik
- E-tjänster och blanketter
- Kommunens organisation
- Kallelser och protokoll
- Civil beredskap
- Kommunens krisberedskap
- Civilt försvar
- Broschüren "Om krisen eller kriget

Med anledning av IT-attacken i Bjuvs kommun

Bjuvs kommun utsattes för en IT-attack i januari 2024. Som vi tidigare berättat om har en hackergrupp hotat med läcka information som man säger sig ha kommit över då. Man hotar med att publicera den informationen offentligt. Vi vet i nuläget inte vad för typ av information de kan ha kommit åt.

Det kan vara information som redan är offentlig, men vi kan inte utesluta att det även kan finnas information som inte ska vara offentlig, till exempel personuppgifter, så som personnummer.

Kalmar kommun

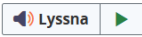
Startsida / Nyhetsarkiv / Effekter av IT-angreppet 6 februari

Effekter av IT-angreppet 6 februari

TRANSLATE

KONTAKTA KOMMUNEN

IT-attacken som drabbat Vellinge kommun får mycket stora följder



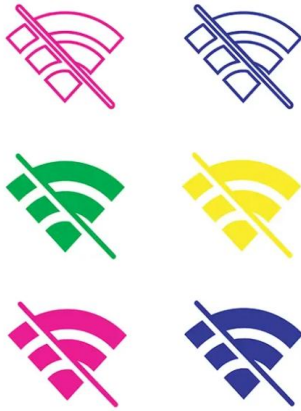
Information från 24/1 kl. 15.30. Fredagen den 19e januari utsattes företaget TietoEvrys datacenter för en omfattande IT-attack. Vellinge kommun som är kund hos TietoEvry har drabbats hårt. Vellinge kommun var inte målet för attacken. Omfattningen av skadorna har inte varit helt utrett av TietoEvry förrän nu. En lång rad system är krypterade och låsta efter attacke betraktar detta som förlorad inform.

Av säkerhetsskäl kan inte de exakta förlusterna lis och det kommer att ta lång tid att få en helt funkt



skterna av IT-angreppet, men mycket Här kan du följa uppdateringar kring om medborgare.

Cyberattack slog ut kommunens internet under ett och halvt dygn



Bjurholms kommun är den senaste i raden av små kommuner som blivit utsatta för en cyberattack. Det rör sig om ett ransomware-angrepp som bland annat inneburit att kommunens invånare inte kunde nå internet på ett och halvt dygn.

Ny rapport: Sverige har den största ökningen av cyberattacker i Europa – upp med 165 procent



Antalet attacker per vecka mot företagsnätverk globalt har ökat med 75 procent under det tredje kvartalet 2024 jämfört med samma kvartal 2023. Foto: towfiqu barbhuiya/unsplash

Informationsmaterial från [Försvarsdepartementet](#)

En ny era av cybersäkerhet - Nationell strategi för cybersäkerhet 2025-2029

Publicerad 20 mars 2025



Regeringen har beslutat om Sveriges nya nationella strategi för cybersäkerhet (Skr. 2024/25:121). Regeringens vision är ett motståndskraftigt Sverige med en hög nivå av cybersäkerhet, där samhällsviktig verksamhet kan upprätthållas även vid cybersäkerhetsincidenter. Strategin består av tre pelare som anger inriktning för Sveriges cybersäkerhetsarbete.

Ladda ner:

- > [En ny era av cybersäkerhet - Nationell strategi för cybersäkerhet 2025-2029 \(pdf 16 MB\)](#)
- > [Bilaga 1 Handlingsplan \(pdf 504 kB\)](#)
- > [Bilaga 2 Organisationer med roller och ansvar \(pdf 143 kB\)](#)
- > [Översikt utmaningar och mål \(pdf 99 kB\)](#)

Genvägar

- > [Skr. 2024/25:121 Nationell strategi för cybersäkerhet 2025-2029](#)
- > [Pressmeddelande: Carl-Oskar Bohlin presenterade en ny nationell strategi för cybersäkerhet](#) ▶
- > [Cybersäkerhet](#)

Krypto i strategin

I En ny era av cybersäkerhet – Nationell strategi för cybersäkerhet 2025-2029, finns ett krypto att lösa. Hitta lösningen till kryptot nedan.

- > [Lösning till kryptot i Cybersäkerhetsstrategin](#)

En ny era av cybersäkerhet
Nationell strategi för cybersäkerhet 2025-2029
Den 20 mars 2025
Minister för samhälls- och cybersäkerhet
Sveriges regering



20 Mars 2025
Ny nationell strategi för cybersäkerhet

"Cybersäkerhet är en horisontell fråga för hela det civila försvaret och utgör därmed en viktig del i Sveriges totalförsvär"

Carl-Oscar Bohlin - Minister för civilt försvar

[Carl-Oskar Bohlin presenterade en ny nationell strategi för cybersäkerhet - Regeringen.se](#)

[Nationell strategi för cybersäkerhet - FHS Play - Försvarshögskolan](#)

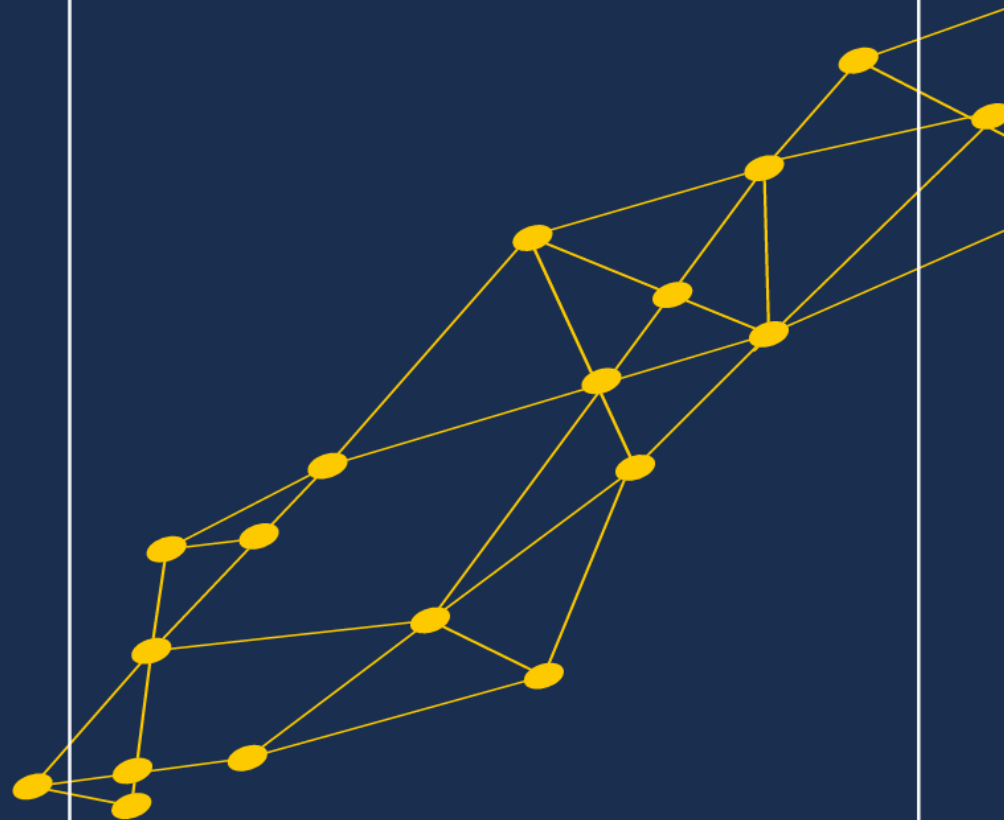
Nationell strategi för Cybersäkerhet – i korthet

- Ersätter förra strategin från 2017
- Sätter riktningen för svensk cybersäkerhet mellan 2025 och 2029
- Omfattar både nationella behov samt EU:s NIS 2 direktiv
- Består av 3 grundpelare
 - A: Systematiskt och effektivt cybersäkerhetsarbete
 - B: Stärka nationell kompetens inom Cybersäkerhet
 - C: Förmåga att förhindra och hantera cybersäkerhetsincidenter

Årlig handlingsplan

Bilaga 1: Handlingsplan

Nationell strategi för cybersäkerhet 2025–2029



Särskilt regeringsuppdrag med fokus på kommunerna

- Regeringen har givit MSB i uppdrag att kartlägga kommunernas tekniska cybersäkerhetsförmåga.
- MSB ska redovisa uppdraget, föreslå prioriteringar och investeringar för att öka cybersäkerheten i kommunerna i sin årsredovisning för 2025-2026 samt slutredovisa via årsredovisningen 2027.

Microsoft announces new European digital commitments

Apr 30, 2025 | [Brad Smith - Vice Chair & President](#)



[Microsoft announces new European digital commitments - Microsoft On the Issues](#)



Geopolitical Volatility, Nation State Attacks & AI Economics

Under Trump 2.0, Europe's dependence on US clouds back under the spotlight

Technologist Bert Hubert tells *The Reg* Microsoft Outlook is a huge source of geopolitical risk

Thomas Claburn

Wed 26 Feb 2025 · 14:00 UTC

INTERVIEW Europeans are starting to worry that US companies' dominance of the cloud represents untenable risk.



EN

Economy and Finance

Economy and Finance > Publications > Artificial Intelligence: Economic Impact, Opportunities, Challenges, Implications for Policy

SCIENTIFIC PAPER

Artificial Intelligence: Economic Impact, Opportunities, Challenges, Implications for Policy

Home » News » Port of Rotterdam Targeted in Cyberattack

Port of Rotterdam Targeted in Cyberattack

A DDoS attack is a malicious cyberattack that aims to disrupt the normal functioning of a website, network, or online service by overwhelming it with a flood of illegitimate traffic.



nieuwsuur

Zondag 9 februari, 18:08

Van supermarkt tot de politie, AI wordt volop ingezet op de werkvloer

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Ukraine blames Russia for mega cyber 'critically in infrastructure

Reuters

World Business Markets Sustainability More

Dutch parliament calls for end to dependence on US software companies

By Toby Sterling

March 19, 2025 5:32 PM GMT+1 · Updated 2 days ago



SIDN's move to AWS called into question by Minister of Economic Affairs and Climate Policy

ens, Minister of Economic Affairs, is surprised

nouncement

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News Radio Programs & Podcasts Partners

Tech & Innovation · 06:00

Dutch data in American hands: 'This was the last straw'

Author: Eric van den Berg

More and more Dutch government services are moving to American cloud servers. Groenlinks-PvdA wants to put a stop to this process. Today, the House of Representatives will vote on the issue.

CNN World Africa Americas Asia More

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Photo illustration by Leah Abucayan / CNN / Social media / Getty

Russian disinformation network with ties to notorious 'troll factory' is taking aim at the US election, analysis finds

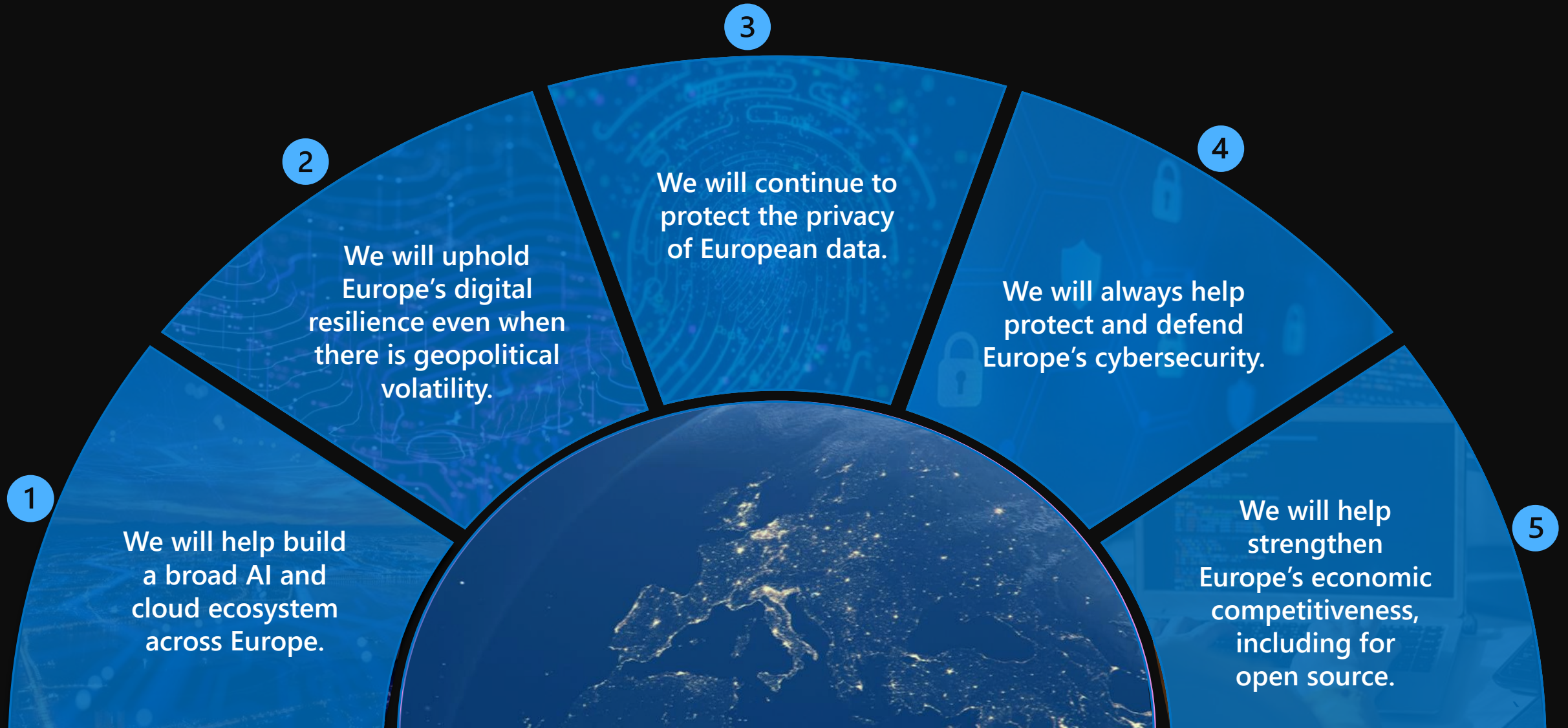


'This Could Get Much Uglier': The Fatal Flaw in Trump's Trade War

BY VICTORIA GUIDA

Microsoft's European Digital Commitments

Microsoft's Brad Smith on digital resilience during geopolitical volatility, Brussel, April 30th, 2025



1

Vi kommer att hjälpa till att bygga upp ett brett ekosystem för AI och moln i Europa

- **Expansion of Datacenter Capacity:** Microsoft planerar att öka den europeiska datacenterkapaciteten med 40 % under de kommande två åren och utöka verksamheten i 16 länder.
- **Public Cloud Datacenters:** Introduktion av Microsoft Cloud for Sovereignty för att hjälpa myndigheter att köra på Azure med större kontroll över dataplats, kryptering och administrativ åtkomst.
- **Sovereign Cloud Datacenters:** Partnerskap i Frankrike (med Capgemini och Orange) och Tyskland (med SAP och Arvato Systems) för att skapa suveräna molnplattformar.
- **Support for European Cloud Providers:** Samarbete med europeiska molnleverantörer för att erbjuda Microsoft-applikationer och tjänster på deras lokala infrastruktur.
- **Respect for European Laws:** Åtagande att följa europeiska lagar och förordningar, inklusive konkurrenslagstiftning och Digital Markets Act.

2

Vi kommer att
upprätthålla EU:s
digitala kraft
även när det
råder geopolitisk
volatilitet

- **European Cloud for Europe:** Europeisk datacenterdrift som övervakas av en europeisk styrelse.
- **Digital Resilience Commitment:** Juridiskt åtagande att bestrida alla eventuella myndighetsbeslut om att avbryta eller upphöra med molnverksamhet i Europa.
- **Business Continuity Partnerships:** Beredskapsarrangemang med europeiska partners för operativ kontinuitet och säker kodlagring i Schweiz.

3

Vi kommer att fortsätta att skydda den europeiska dataintegriteten

- **EU Data Boundary Project:** Europeiska kunder kan lagra och bearbeta sina data inom EU- och EFTA-regionerna.
- **Additional Security and Encryption Options:** Konfidentiella beräkningserbjudanden, funktioner för säker databas och kundkontrollerade krypteringsnycklar.
- **Strong Legal Track Record:** Åtagande att bestrida obehörig åtkomst till europeiska data och kompensera kunder om data lämnas ut i strid med EU-lagstiftningen.

4

Vi kommer alltid
att bidra till att
skydda och
försvara EU:s
cybersäkerhet

- **Support for Ukraine:** Evakuering av Ukrainas kritiska data- och tekniktjänster till europeiska datacenter.
- **Uninterrupted Cybersecurity Protection:** Kontinuerligt stöd till Nato, Ukraina och andra europeiska regeringar mot cyberattacker.
- **New Cybersecurity Measures:** Utnämning av en ny biträdande CISO för Europa och efterlevnad av nya cybersäkerhetsregler.

5

Vi kommer att bidra till att stärka Europas ekonomiska konkurrenskraft, även när det gäller öppen källkod

- **AI Access Principles:** Säkerställa öppen åtkomst till AI och molnplattformar för utveckling av öppen källkod.
- **Open Access Across Europe:** Vård för över 1 800 AI-modeller, inklusive modeller med öppen källkod, och eliminerar avgifter för dataöverföring till andra molnleverantörer.
- **Foundation for European Competitiveness:** Support for European startups and organizations to innovate and compete in the AI economy.

[Blog post: Microsoft announces new European digital commitments - Microsoft On the Issues](#)

The Microsoft Azure sovereign landscape

Microsoft offers optionality for it's customers – workload placement

Microsoft Public Cloud	Microsoft Cloud for Sovereignty	Microsoft Sovereign Cloud	Microsoft Azure Hybrid
Industry leading sovereignty controls in the public cloud (e.g. EU data boundary, EU based support)	Sovereignty controls in the public cloud by customer-controlled encryption on all layers	Highest sovereignty standards following BSI Cloud Platform Requirements (CPR))	Additional self-hosted option for specific sovereignty needs
• New services launch here first. • Most scalable and cost efficient. • "Go local region" fulfills residency requirements.	• Same benefits as public cloud. • Virtual Enclave • Addresses "Confidentiality" concerns • Prepackaged sovereignty configurations (e.g. NIS2) • Additional Transparency • Subset of services (evolving).	• Similar benefits as public cloud • Dedicated DC's • Dedicated Hardware • National Entity • Delos / Blue • Subset of services	• Most critical apps and data • Specific low latency requirements • Dedicated hardware • Customer Responsibility • Subset of services
Global	Global	National	Local
everyone	regulated industries	on request	Today connected Disconnected Later



Sovereignty
Scale, innovation & resilience



Operational Resilience

Where you should start and Microsoft can help

1

Conduct an organizational
Digital Sovereignty Risk Analysis based
on **likelihood** and
impact

2

Identify **critical**
assets, applications
and data and map
dependencies

3

Understand the
technological and
architectural
options

4

Design **balancing**
the **acceptable level**
of risk and
acceptable
reduction in
benefits

5

Prepare and test
Business Continuity
plans and **Exit**
strategy

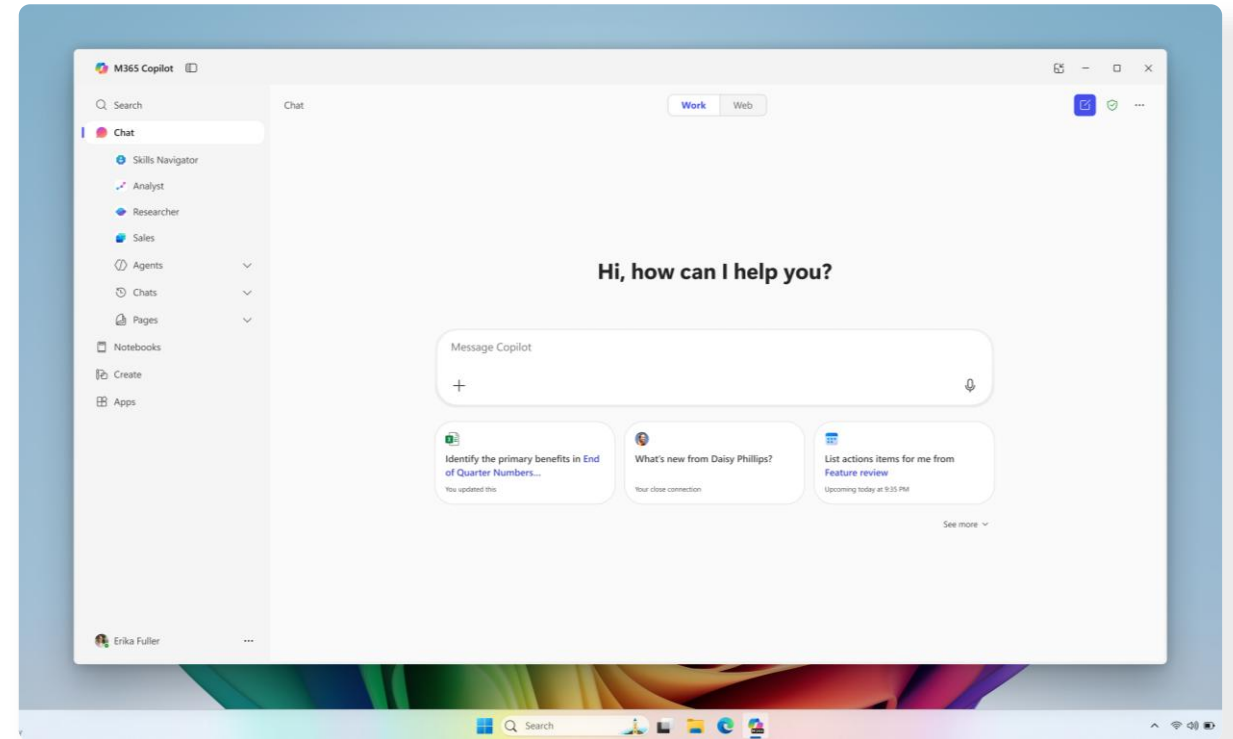
M365 Copilot

Copilot Wave 2 Spring release



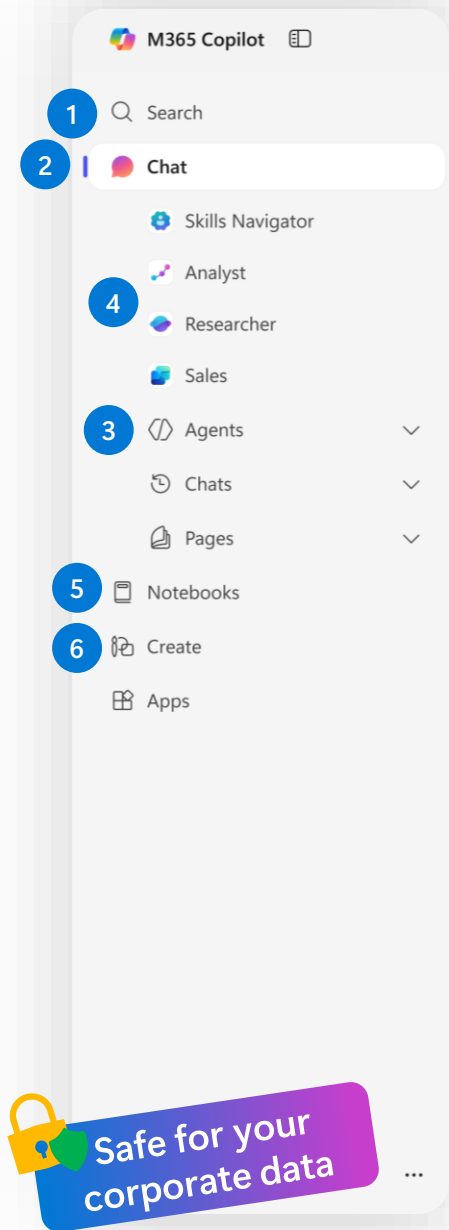
Updated Microsoft 365 Copilot App

- **The Microsoft 365 Copilot app** is designed for the new way of working by bringing generative AI to the forefront, ensuring you stay productive without the need to switch context.
- It features a **simplified AI chat** that brings together all your work content to provide a rich database of insights.
- This is **complemented by various modules** that tackle unique aspects of day-to-day work, such as Search, Notebooks, Create, and easy access to agents for specific tasks.



AVAILABILITY: General Availability May 2025

Simplified design and new AI capabilities



1 AI Search

AI Search for 1P and 3P content. Bringing together AI + Search to find disparate information across your organization

2 Chat DEFAULT APP EXPERIENCE

Use chat to get answers, stay updated, create content, and avoid missing key details—all powered by advanced AI models and designed for safe use with corporate data.

3 Agents

Agents that automate tasks, and get work done on your behalf, curated in-app and in the Agent Store

4 Reasoning Work Agents

Analyst and Researcher built on deep research models, tailored for work tasks like virtual employees

5 Notebooks

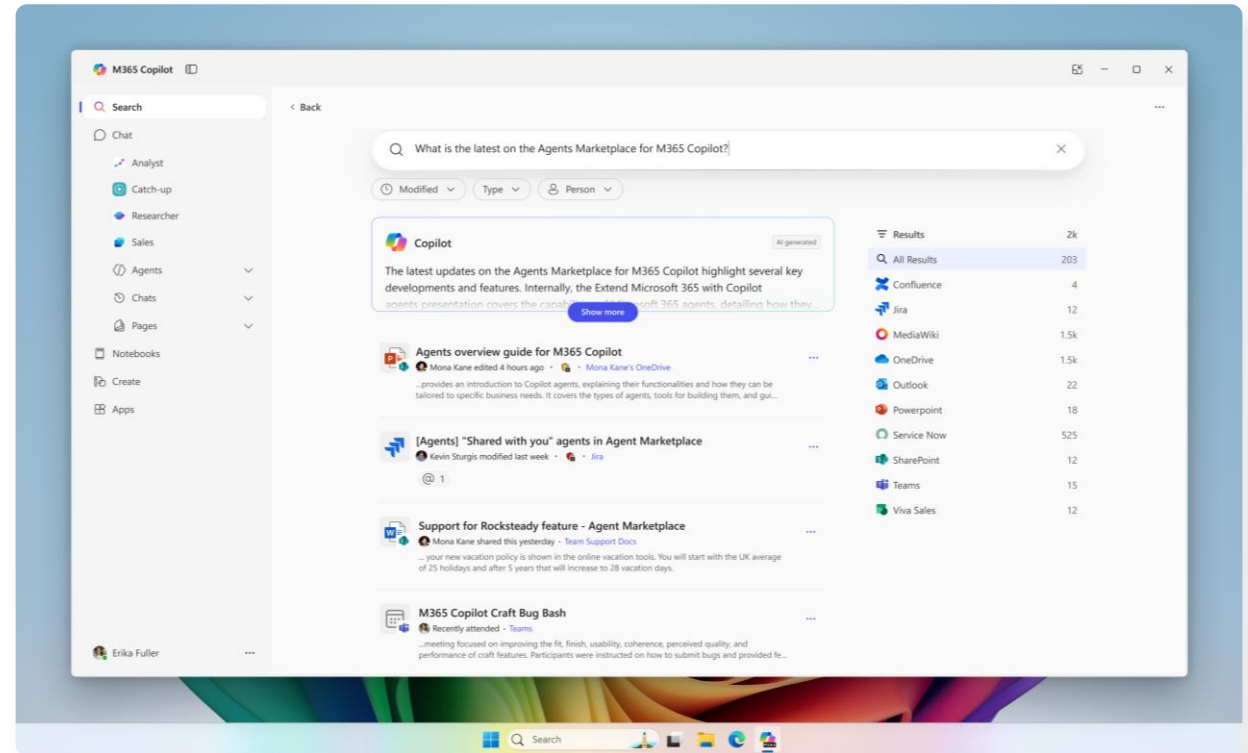
Collate Chats, Pages, AI artifacts, and other files into a Notebook, where Copilot grounds future interactions on its content, answers questions, and helps create new material.

6 Create

Easily create images, posters, banners, videos, surveys and more by simply describing your idea and then refine your creations with AI.

Copilot Search

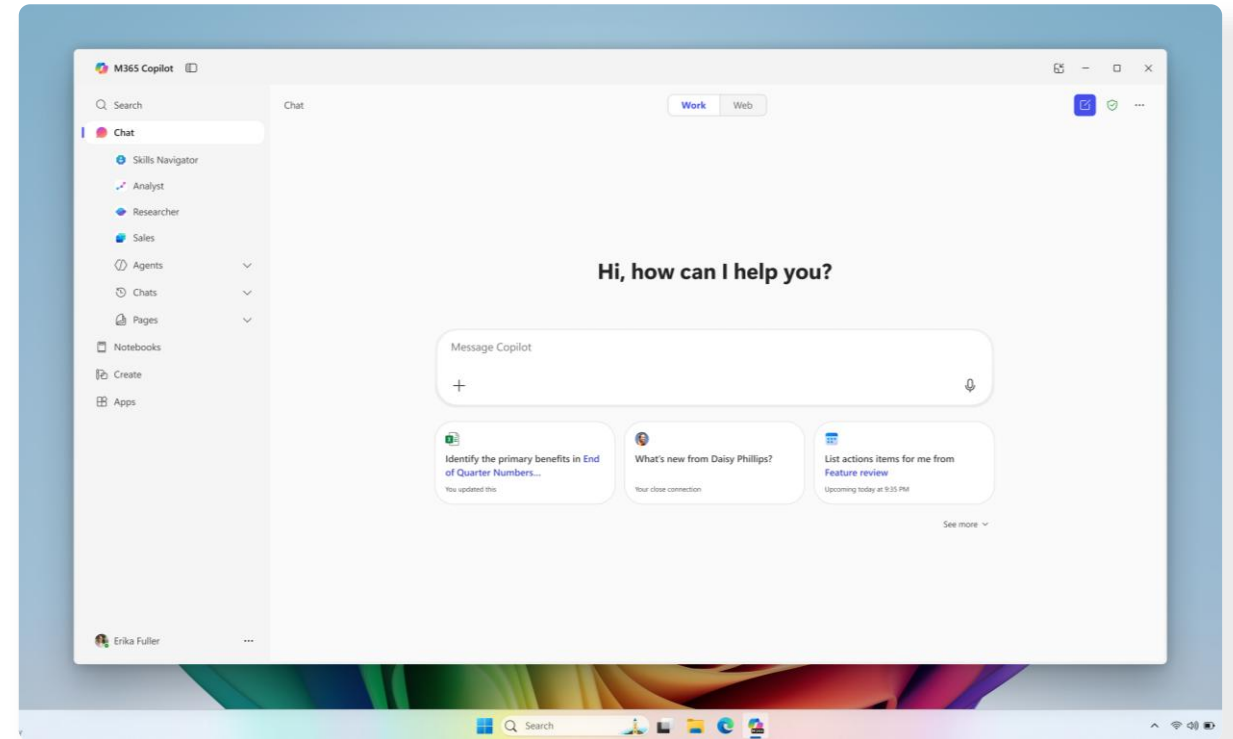
- **Microsoft 365 Copilot Search** is an AI-powered search experience designed for the workplace. It **integrates search and chat** to provide precise and relevant results based on natural language queries.
- Using the Microsoft Graph, Microsoft 365 Copilot Search **delivers contextually relevant information and insights** across your information in Microsoft 365 and external applications, all in one place.



AVAILABILITY: Private Preview

Copilot Chat enhancements

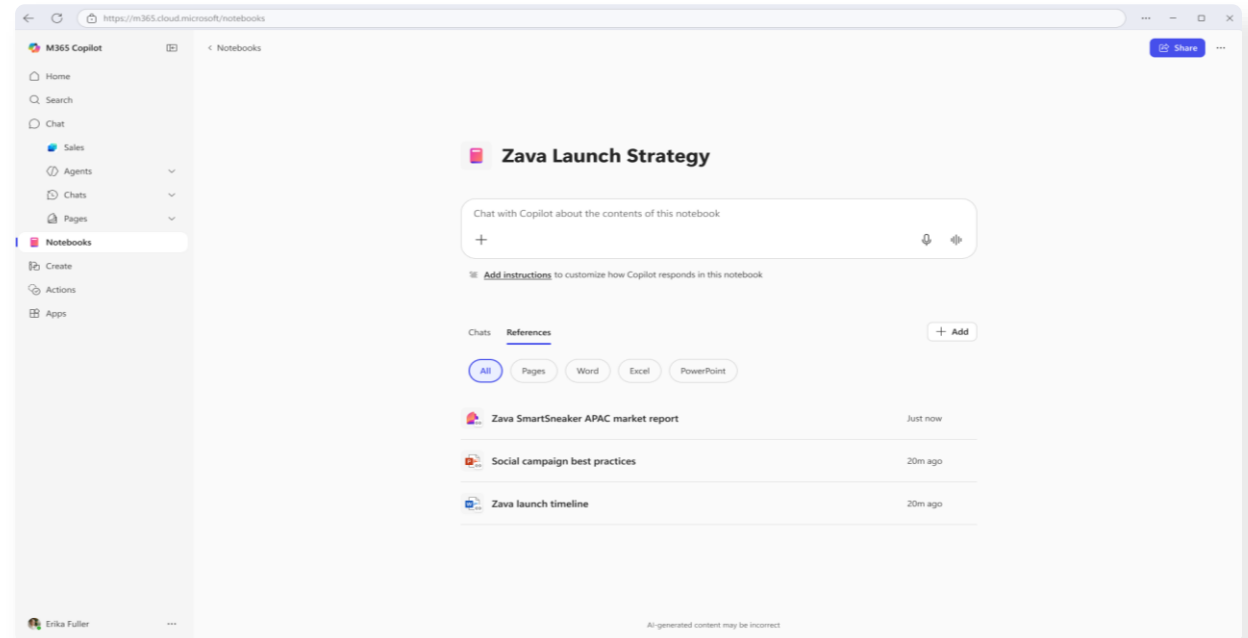
- **Copilot Chat** is designed to provide a streamlined UI, helping you accomplish your tasks faster without the need to jump from app to app.
- It offers a **personalized experience**, allowing you to find, create, and collaborate on relevant information from data available to you, including chat history, content, and agents.
- With bi-directional and contextual understanding with Copilot Pages, Copilot helps you organize and iterate on responses and ideas efficiently, enabling you to **create comprehensive and well-structured content across multiple pages**.



AVAILABILITY: General Availability May 2025

Copilot Notebooks

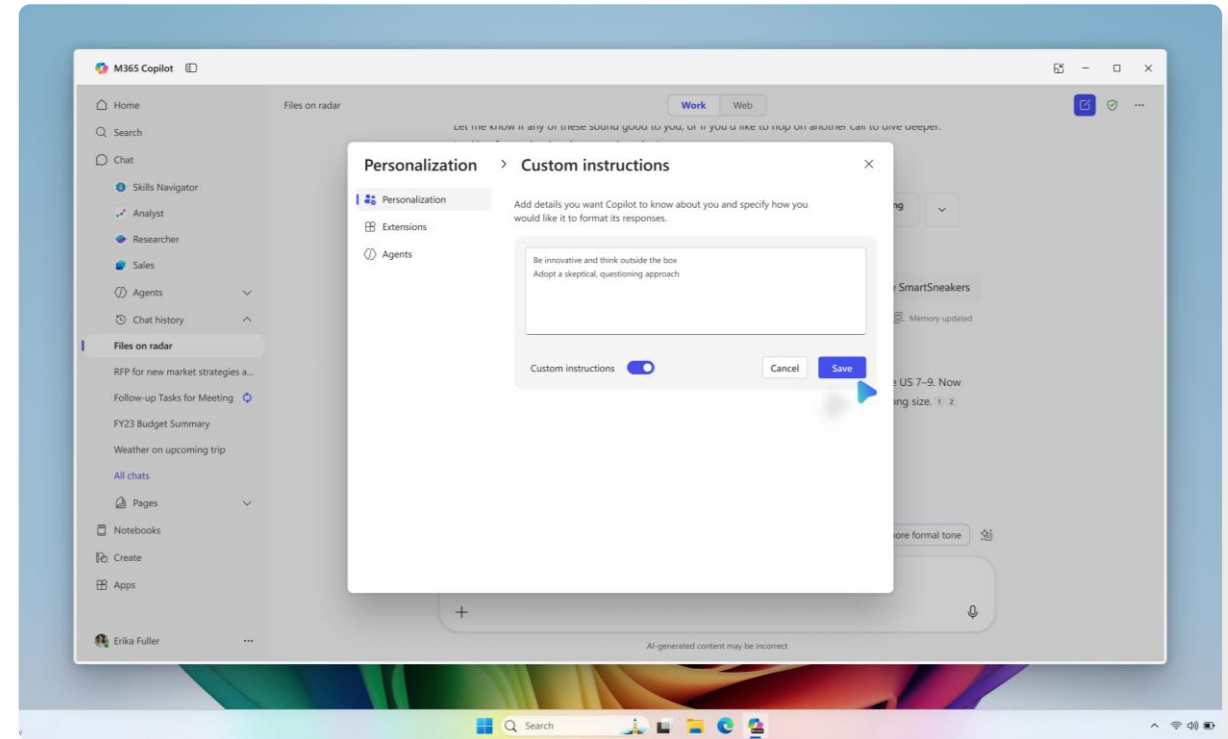
- **Copilot Notebooks** are AI-powered notebooks focused on the content that matters most to your task at hand. Notebooks bring together your relevant resources including Copilot Chats, files, pages, meeting notes, links, and more, in one place.
- When you start a Notebook, intelligent suggestions (surfaced from your work data) recommend content relevant to your notebook's topic.
- You can also personalize Copilot's responses to receive prompts back based on your preferences and **get insights and create new content based on the information in your notebook.**



AVAILABILITY: General Availability May 2025

Copilot memory and personalization

- **Copilot memory** delivers a more personalized experience by training Copilot based on your previous Copilot chats, work profiles, custom instructions, meta-data, and more enabling Copilot to **better know you and your needs**. Users may shift to “temporary chat” to prevent highly sensitive information from being stored in Copilot memory.
- **IT admins can turn on and off Copilot memory** for all users in the tenant.
- **Copilot personalization** uses information from Copilot memory to create tailored interactions for the user. For example, users can tell Copilot about their email writing style including tone, length of response, and typical greetings or sign-offs, which **can help make AI-generated drafts sound more like the user**.



AVAILABILITY: General Availability May 2025

M365 Copilot

Search

Chat

Sales

Agents

Chats

Pages

Notebooks

Create

Apps

Word

Work

Web



How can I help?

Message Copilot

- Identify the primary benefits in End of Quarter...

You updated this
- What's new from Daisy Phillips?

Your close connection
- List action items for me from BCX Feature review

You're attending today at 9:35 PM

See more

×

Extensions

Agents

Copilot uses insights from your conversations and custom instructions to enhance the quality of its responses.

11

 Provide Copilot with specific details and guidance to improve the quality of its responses.

3

 Copilot will use details recalled from your conversations and information from your work profile to provide more relevant responses.

- M365 Copilot 
- 🔍 Search
- Chat
- Sales
- Agents
- Chats
- Pages
- Notebooks
- Create
- Apps
- Word

Work Web



Personalization > Custom instructions



- Personalization
- Extensions
- Agents

Add details you want Copilot to know about you and specify how you would like it to format its responses.

Feel free to include details about your interests, preferences, goals, or any specific context that could help Copilot deliver the best possible assistance and personalized insights.

Custom instructions ☒

Cancel

Save

- M365 Copilot 
- Search
- Chat
- Sales
- Agents
- Chats
- Pages
- Notebooks
- Create
- Apps
- Word

Work Web



Personalization > Copilot memory

- Personalization
- Extensions
- Agents

Copilot responses will become more personalized as you chat, using inferences from your conversation and details from your work profile.

Copilot memory Work profile

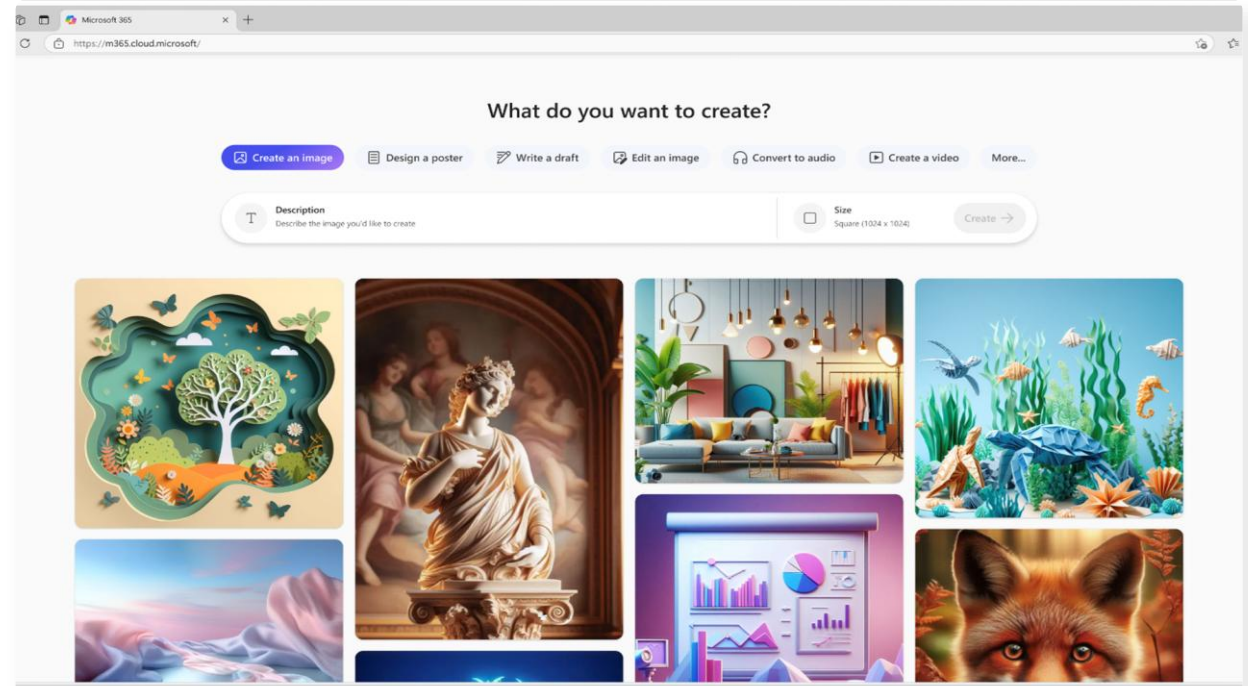
You manage Entresto and Cosentyx drugs	A few min ago	
Is interested in traveling to Bhutan for April vacations with friends	2 hours ago	
Son, Sebastian, likes to ride bikes.	Today	
Prefers assistance with writing blog posts to be concise and less emotive.	Today	
Is interested in traveling to Bhutan	Yesterday	
Son, Sebastian, likes to ride bikes.	Yesterday	
Has a 2 year old dog named Cricket.	Last week	
You manage Entresto and Cosentyx drugs	Last week	

Copilot memory ☒

Delete all memories

Create

- The **Create** experience in the Microsoft 365 Copilot app makes it **easy to produce high-quality content with AI**.
- Create helps you generate and edit a wide variety of content including **visual artifacts** (images, infographics, and banners), **videos** (scripting, stock or PPT visuals, audio, and voiceover), **text artifacts** (documents, FAQs, and newsletters), and **surveys** (including polls, quizzes).
- Powerful LLMs, such as **GPT 4o for images**, along with guidance from **artifact suggestions** and **prompt templates**, enables anyone to efficiently produce incredible content.
- Create is tailored to your work through **brand kits** and data grounded from the **Microsoft Graph** and files uploaded by you.



AVAILABILITY: General Availability May 2025

Discover everything you can create:



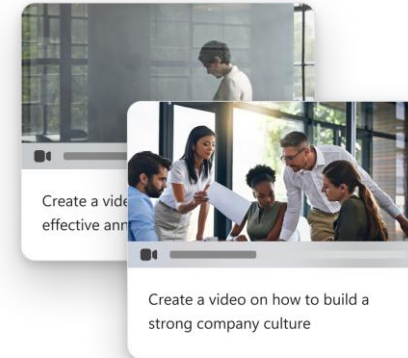
Create and edit images



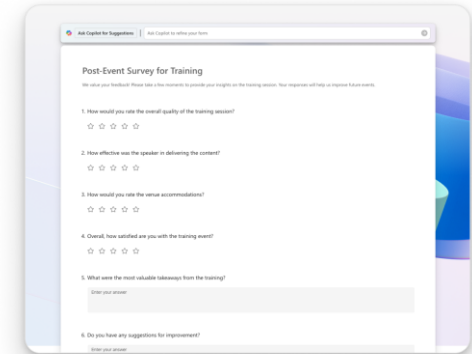
Design posters and banners



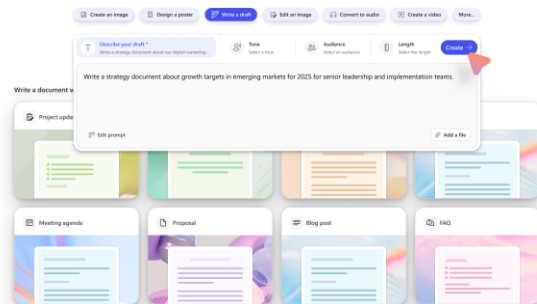
Turn data into infographics



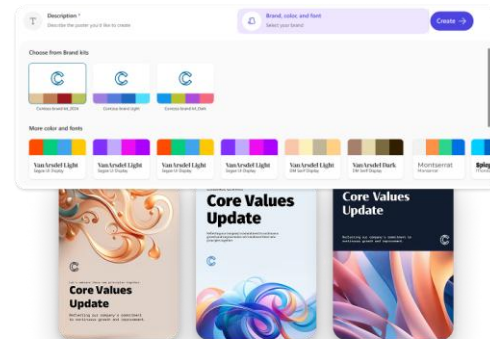
Make videos from presentations



Create surveys and polls



Draft text effortlessly



Apply company brand



Thousands of templates

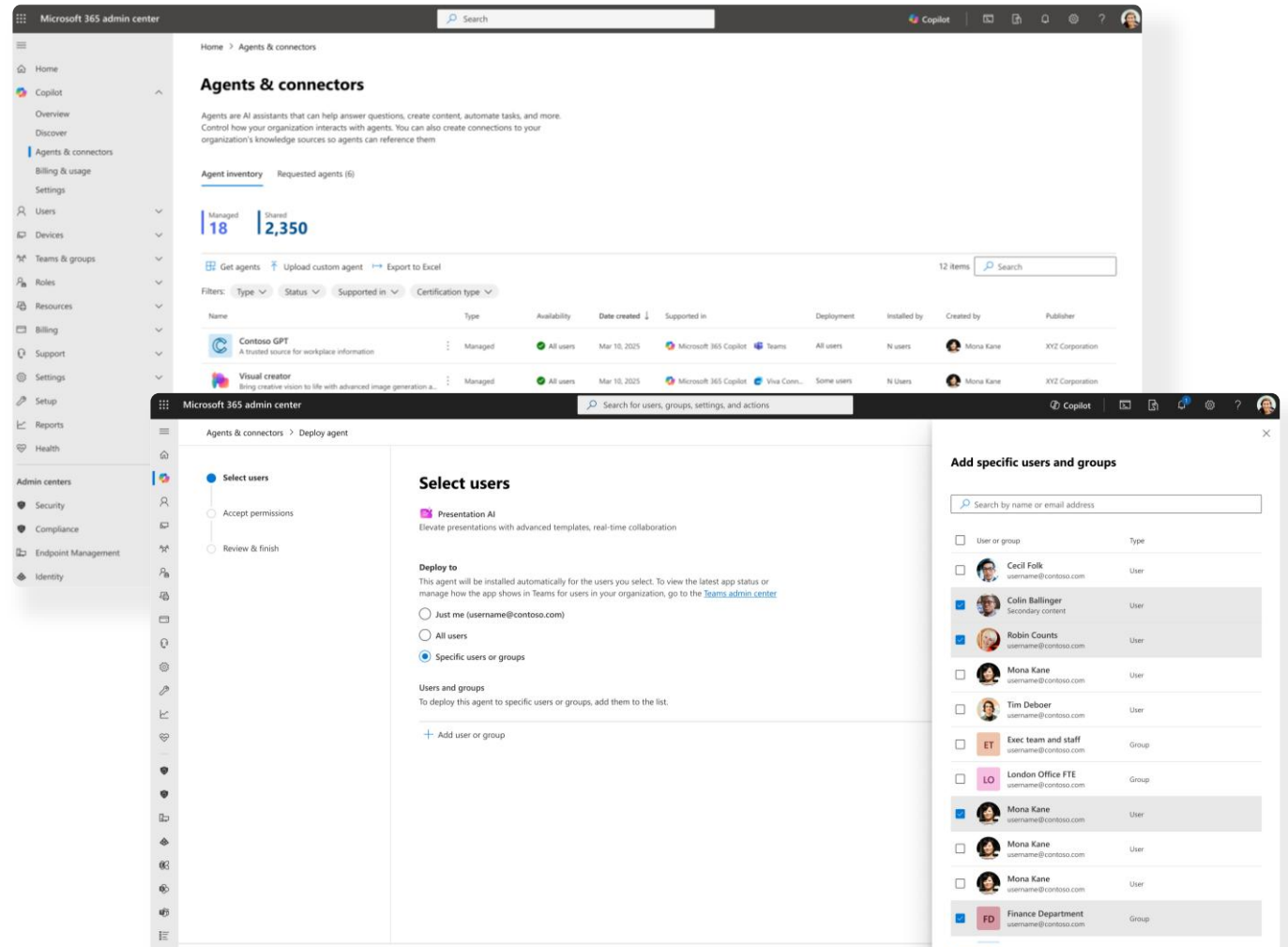


Create with camera / voice on mobile

Microsoft 365 Admin Center

Agent management

- The **Microsoft 365 Admin Center** offers tools to manage agent deployment, allowing IT admins to enable, disable, or block agents for specific users or groups.
- Agent management offers a unified management interface with robust controls and flexible deployment options to effectively oversee and govern agent usage in Microsoft 365 Copilot Chat.

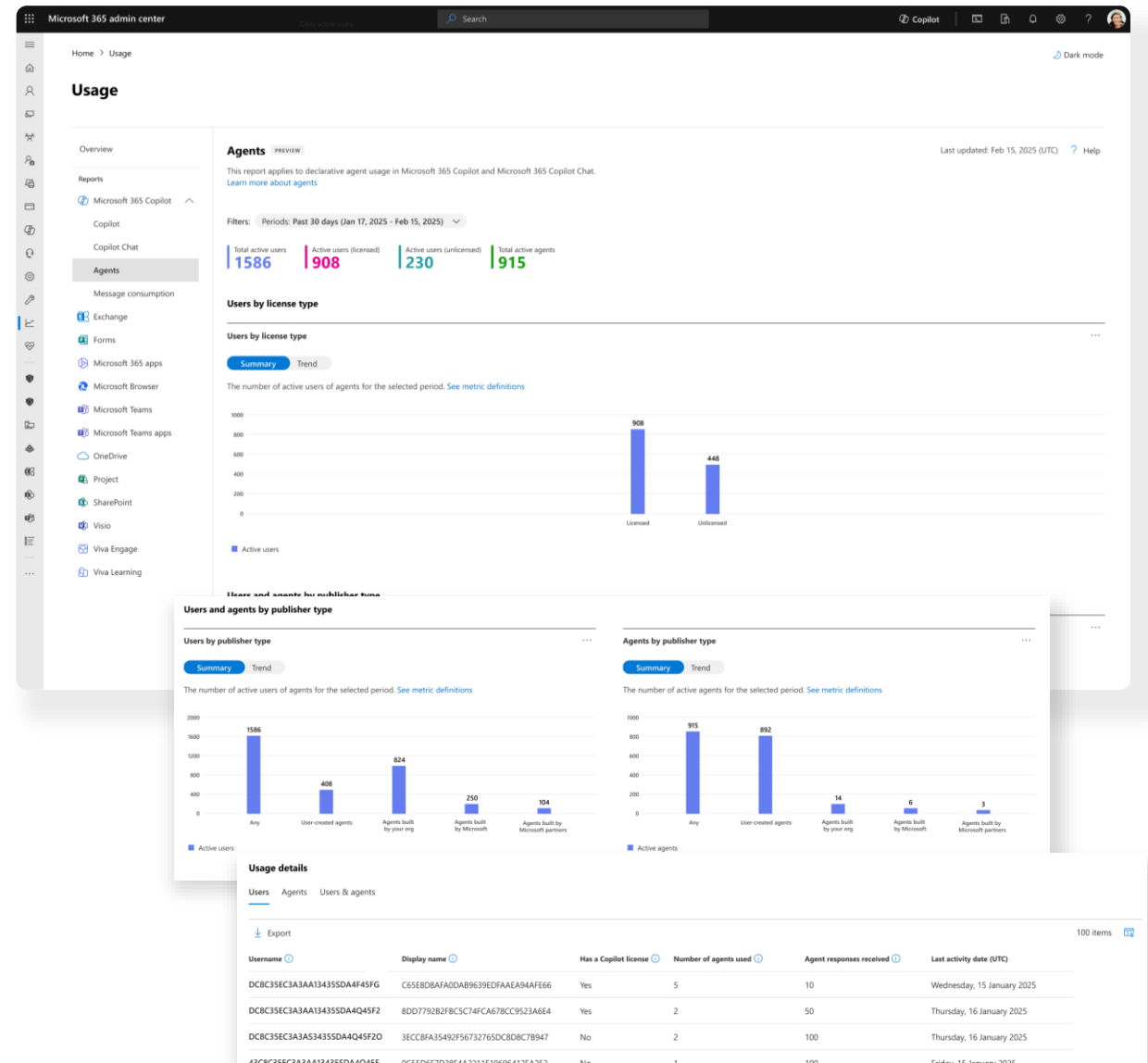


AVAILABILITY: General availability Q2-Q3 CY2025

Agent usage report

- **The Microsoft 365 admin center** provides comprehensive reporting capabilities that allow IT admins to monitor agent usage across their organization.
- Admins can track metrics such as total active users across M365 Copilot licensed and unlicensed users, active agents, and line-level user and agent details.
- The and management in their organization. Agent usage report in the Microsoft 365 admin center empowers AI admins to make informed decisions about agent adoption

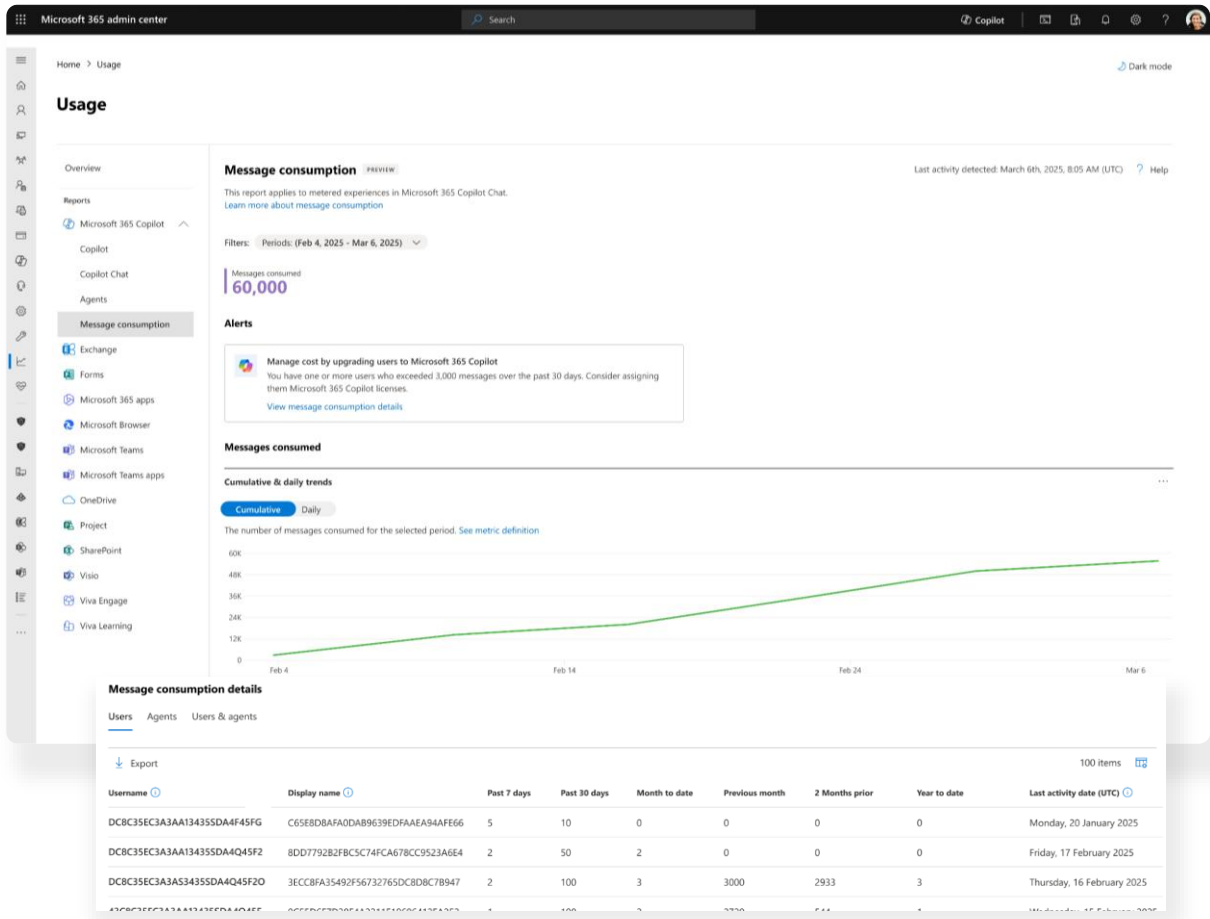
AVAILABILITY: General availability Q2-Q3 CY2025



Microsoft 365 Admin Center

Message consumption

- **The Microsoft 365 admin center** provides visibility into metered experiences in Microsoft 365 Copilot Chat
- To inform agent management and resource allocation decisions, IT admins can review cumulative and daily consumption as well as user, agent, and per-user, per-agent consumption details.
- The Message consumption report enables AI admins to understand agent message consumption in near real-time to ensure efficient usage of resources.



AVAILABILITY: General availability Q2-Q3 CY2025

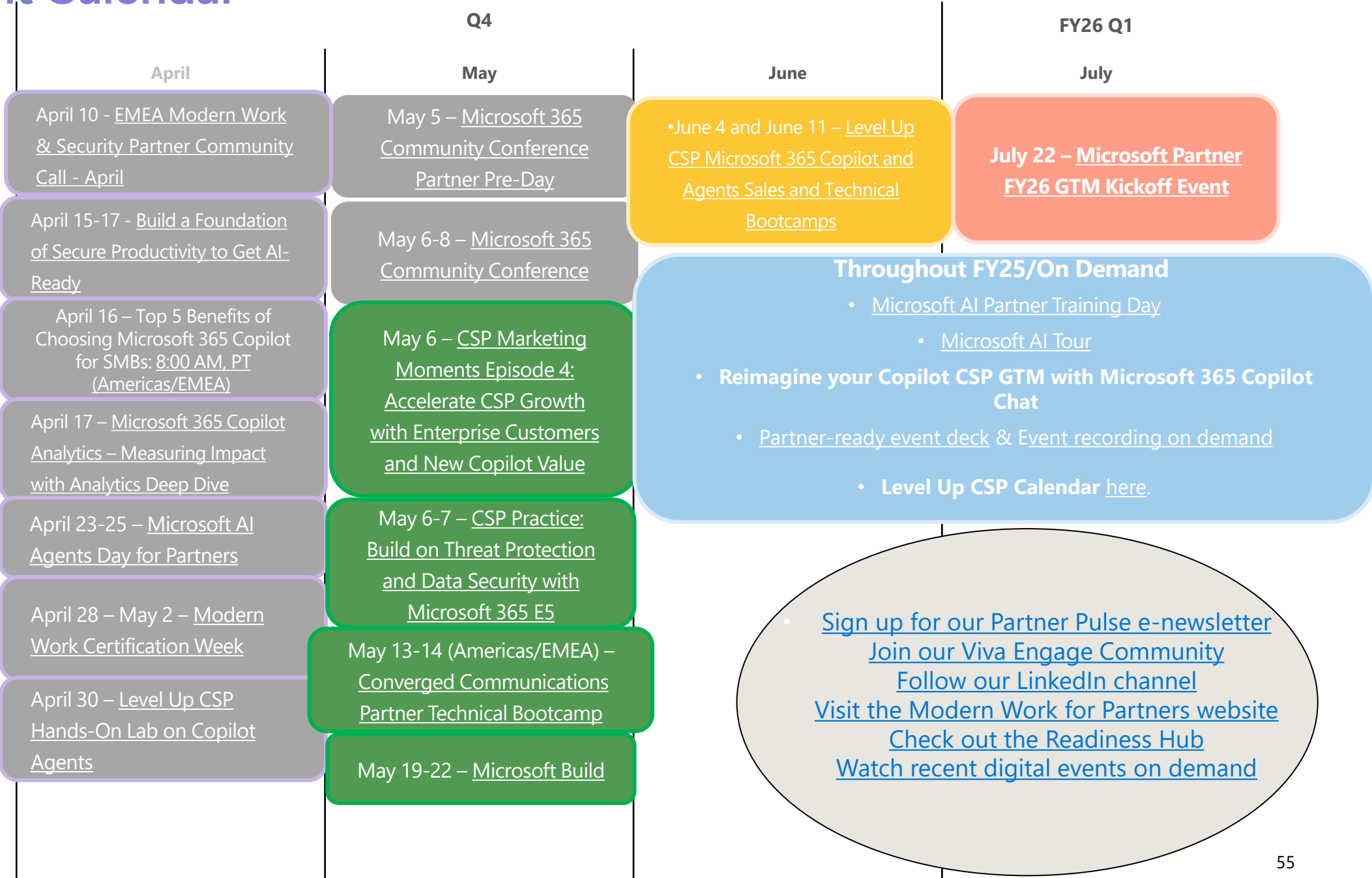
Kommande event och utbildningar



Partner Event Calendar

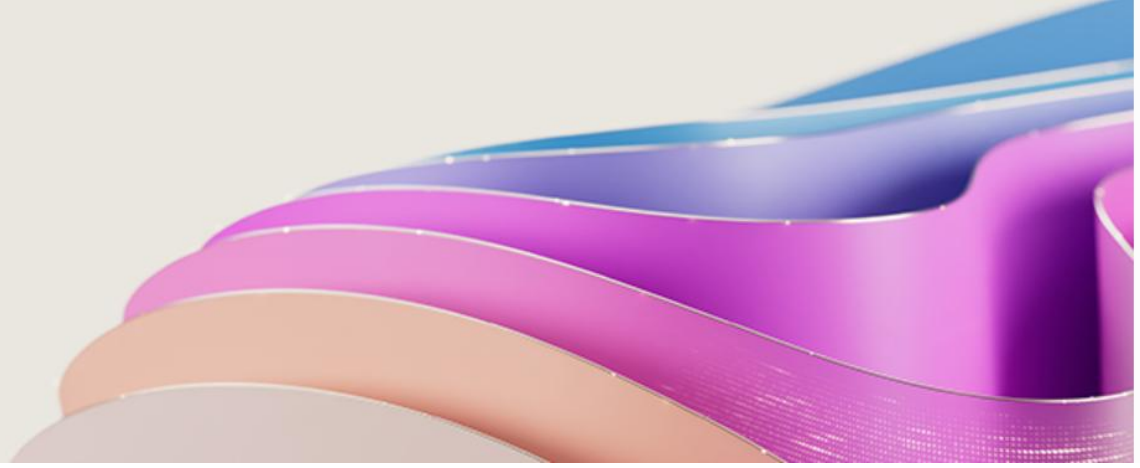
FY25

Modern Work & Security Partner Events



Microsoft Partner FY26 GTM Kickoff Event

July 22, 2025



We're thrilled to announce our Microsoft Partner FY26 GTM Kickoff Event! **Join us on July 22, 2025**, for this free digital event to learn about the go-to-market (GTM) priorities and initiatives planned for FY26 across Microsoft Business Applications and Modern Work. At this year's event, you'll be able to choose sessions across System Integrator GTM and Cloud Solution Provider (CSP) Partner-Led GTM for Business Applications and Modern Work – and select **closed captions from 32 languages**. System Integrator GTM sessions will help you understand how to accelerate opportunities with Enterprise and Corporate customers, while CSP Partner-Led GTM sessions will explore opportunities to grow your practice in that channel.

[Register today to reserve your spot](#) – and to **get details ahead of the event** about the sessions and topics that will be covered. Unable to attend the live event? Registering will help ensure you **get notified automatically when session content is available on demand**.

The future is yours @Build

In Seattle and online
May 19-22, 2025

Calling all developers, creators, and AI innovators! Join us **online or in Seattle**, May 19-22. Topics at this year's event will include AI, Copilot and agents, data and analytics, developer tools and .NET, security, and more. Attendees can participate online from anywhere on the globe (at no charge!) and will have access to livestreamed keynotes and sessions, along with on-demand content. If you are attending in person, you can take part in breakout sessions, interactive labs, demos, meetings with Microsoft experts and partners, community-led activities, and more! Note that seats are limited, and the early-bird rate ends April 9.

[Choose your experience and save your spot by registering now](#)

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

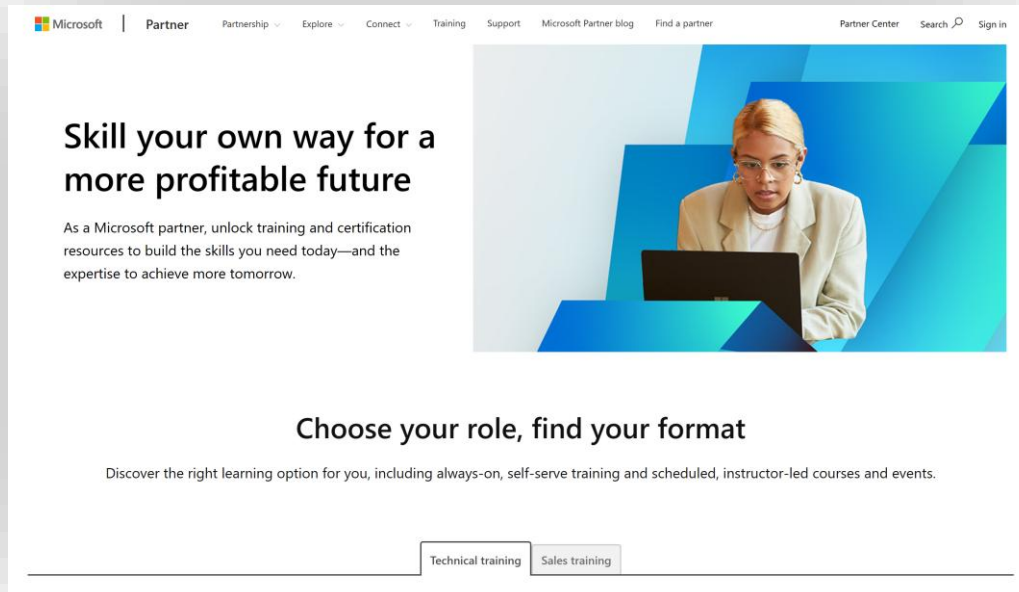
Technical Bootcamp

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

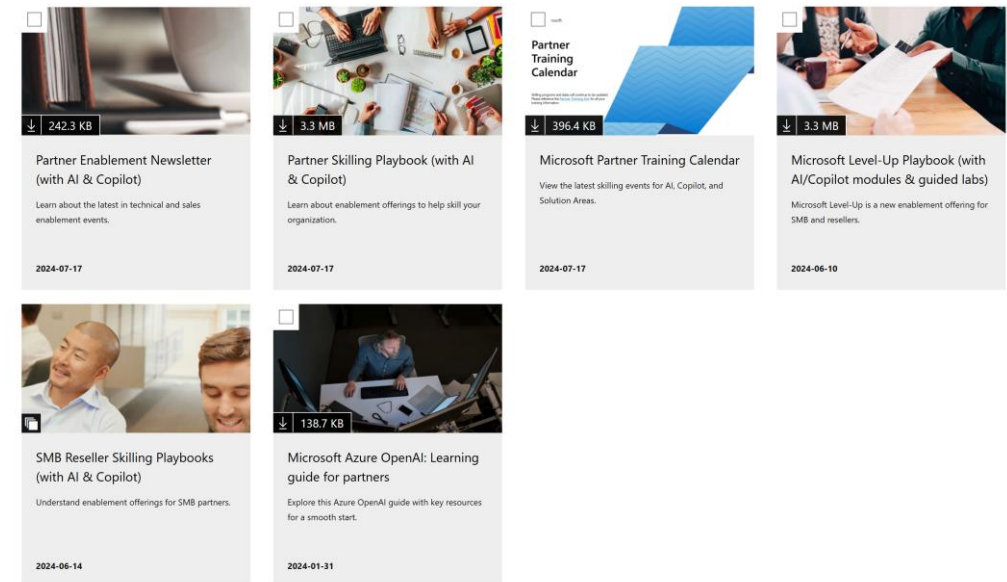
On demand:
Day 1: aka.ms/Day1TechRenewandUpsell
Day 2: aka.ms/Day2TechRenewandUpsell

FY25 EMEA Big Bets: 4. Awareness & Skilling Consumption

Partner Training Gallery



Partner playbooks, newsletters, and guides FY25 Solution Areas Playbook



ASK YOUR PARTNERS TO SUBSCRIBE: aka.ms/PartnerSkillingNewsletter



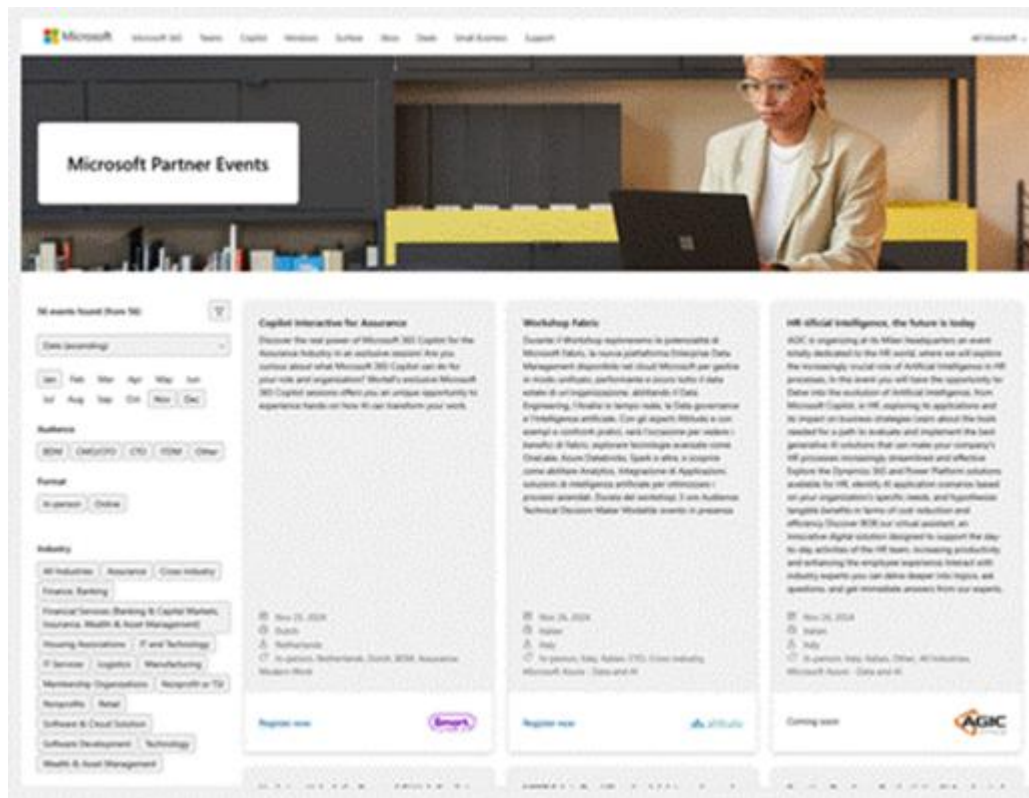
Microsoft Events Sweden

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

Partners can submit their event here:

aka.ms/submitpartnerevent

- Updated every Monday

Q&A

