



# Microsoft SMB Hänt Extra Oktober 2025

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*Skapa en bild av oktober i Stockholm, gärna med inslag av Halloween eller pumpor*



**Åsa Magnusson**  
AI Workforce



**Peter Nicks**  
AI Business Process

## Agenda

- AI Workforce
  - Hur får vi ut värdet av vår Copilot-licens?
  - Copilot Chat
  - Agent Mode & Office Agent
- AI Business Process
- Skilling & Enablement

# Priorities Aligned to Solution Areas



## AI Business Solutions



Copilots on every  
device across every  
role



M365 core execution



## Cloud & AI Platforms



Differentiated AI  
design solutions with  
every customer



Migrations,  
migrations,  
migrations



## Security



Securing the cyber  
foundation  
of every customer

# Commercial Solution Areas



Modern work



Business  
applications



Data & AI



Digital & app  
innovation



Azure  
Infrastructure



Security

# Commercial Solution Areas



Modern work



Business applications



Data & AI



Digital & app innovation



Azure Infrastructure



Security

New

# AI Business Solutions



Modern work →  
*AI Workforce*

+



Business  
applications →  
*AI Business Process*

# Priorities Aligned to Solution Areas



## AI Business Solutions



Copilots on every  
device across every  
role



M365 core execution



## Cloud & AI Platforms



Differentiated AI  
design solutions with  
every customer



Migrations,  
migrations,  
migrations



## Security



Securing the cyber  
foundation  
of every customer

# Vad kan man få ut av sin M365 Copilot-licens?





# Microsoft 365 Copilot

Your UI for AI

\$30

## Copilot Chat

Secure web-grounded AI chat & agents

AI-powered Create (standard access<sup>1</sup>, limited functionality)

Reason over open files in Microsoft 365 apps<sup>2</sup>

Pay as you go custom agents grounded in your data

GPT-5 Standard access<sup>1</sup>



## Chat

Work-grounded

AI-powered Search

AI-powered Notebooks

AI-powered Create (priority access<sup>1</sup>, full functionality)

GPT-5 Priority access<sup>1</sup>

## Copilot in Microsoft 365 apps

Advanced skills and in-app editing

## Comprehensive agent access

Pre-built Microsoft agents

Analyst & Researcher advanced reasoning agents

Custom agents grounded in your data<sup>3</sup>





## Advanced Mgmt. & Analytics

1. Learn about standard and priority access [here](#). 2. Available in Word, Excel, PowerPoint, Outlook, and OneNote. 3. Applies to assistive agents built by you on the Microsoft 365 Copilot agent platform deployed on Microsoft 365 surfaces



## Standalone SKU/Pricing

## Free

-   
Your everyday AI companion
-   
Unlock productivity and transform every function across the organization
-   
Safeguard your business
-   
Build and extend your AI capabilities

Microsoft Copilot Pro

Microsoft 365 Copilot (Standalone)

Microsoft Copilot for Service (includes Copilot for Microsoft 365)

Microsoft Copilot for Finance (includes Copilot for Microsoft 365)

Microsoft Copilot for Sales (includes Copilot for Microsoft 365)

Microsoft Copilot for Security

GitHub Copilot

Microsoft Copilot Studio (Standalone)

Microsoft Copilot

Microsoft 365 Copilot Chat

Included with select existing SKUs\*

Copilot in Dynamics 365 Customer Service

Copilot in Dynamics 365 Field Service

Copilot in Dynamics 365 Business Central

Copilot in Dynamics 365 Finance

Copilot in Dynamics 365 Supply Chain Management

Copilot in Dynamics 365 Sales

Copilot in Dynamics 365 Customer Insights

Copilot in Microsoft Viva

Copilot in Microsoft Fabric

Microsoft Copilot for Azure

Microsoft Copilot Studio

Copilot in Power Apps

Copilot in Power Automate

Copilot in Power Pages

Copilot in Power BI



# Microsoft 365 Copilot

Natural Language



Large Language  
Models

+



Microsoft Graph  
- Your Data -

+



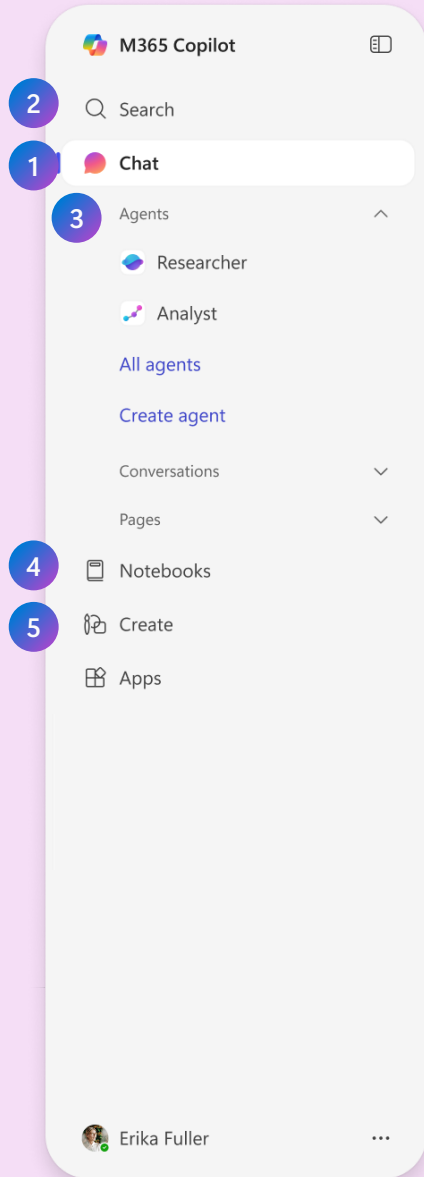
The  
Internet

+



Microsoft 365  
Apps

# 5 in 1 AI capabilities with M365 Copilot



1

## Chat

Secure AI chat powered by the latest models available and grounded in web and work data.

2

## Search

AI-powered search spans all your work data and provides fast and relevant results.

3

## Agents

A broad ecosystem of pre-built agents available in the Agent Store and build your own agents in Copilot Studio.

4

## Notebooks

Copilot is grounded in your project's diverse content types to provide targeted responses and engaging audio overviews.

5

## Create

AI-generated images, posters, banners, videos, and more that are aligned to your organization's brand identity.

## 1 Chat

Secure AI chat powered by the latest models available and grounded in web and work data.

M365 Copilot

Search

Chat

Agents

Researcher

Analyst

Sales

M365 Copilot Field FAQ A...

PartnerGTM Copilot Mode...

Agent Instruction Optimizer

Licensing Navigator

Flashcard creator

Det är dags för fredagsmys

All agents

Create agent

Conversations

Pages

Notebooks

Create

Apps

Alice Boström

WorkWeb

Try GPT-5

Hi Alice, try asking me to recap a meeting

Message Copilot

+

Provide a convincing counterargument to email

What's the latest from Peter Rhodin , organized by emails,...  
Är en nära medarbetare

Recap FY26 PBP, T&T, and Red Carpet Office Hours  
Senaste möte

See more

## Search

AI-powered search  
spans all your work data  
and provides fast  
and relevant results.

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Chat

Agents

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Sales

M365 Copilot Field FAQ A...

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Agent Instruction Optimizer

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Flashcard creator

Det är dags för fredagsmys

All agents

Create agent

Conversations

Pages

Notebooks

Create

Apps

Alice Boström

Try the new Copilot Search

Search for a file, person, or content from your organisation

RecentSharedFavourites

Type

AI\_Anvndningsfall\_Idgenerering

Alice Boström's Files • 4h

List action items

+3

Anpassning av AI-frågor för Copilot Hackathon

Copilot Chat (Work) • 5h

PowerPoint-version utan fråga 4 skapad

Copilot Chat (Work) • 5h

Idégenerering och Bedömning

Alice Boström's Files • 5h

What's changed?

+3

FY26 Copilot + Power Accelerate FAQ

July 1st Copilot & Agents for Work • Yesterday

Create a FAQ

+1

EP. 1 Part B

XFPro • Yesterday

Epilogue and resources

XFPro • Yesterday

EP. 1 Part C

XFPro • Yesterday

EP. 3 Part B

XFPro • Yesterday

EP. 2 Part B

XFPro • Yesterday

Go to top



3

# Agents

A broad ecosystem of pre-built agents available in the Agent Store and build your own agents in Copilot Studio.

## Agent Store

Find agents with the expertise to help you complete complex tasks

🔍 Search agents

### Your agents

Researcher

Analyst

Sales

M365 Copilot Field FA...

PartnerGTM Copilot M...

Agent Instruction Opti...

Licensing Navigator

Flashcard creator

[See more](#) ▾

### Built by Microsoft



**Researcher**  
With Researcher, now every employee has access to expertis...



**Analyst**  
Perform complex data analysis over files in a variety of formats.



**Prompt Coach**  
Write and improve your prompts



**Writing Coach**  
Take your writing to the next level with Writing Coach



**Idea Coach**  
Plan and navigate the brainstorming process



**Career Coach**  
Elevate your career with Career Coach



## Researcher

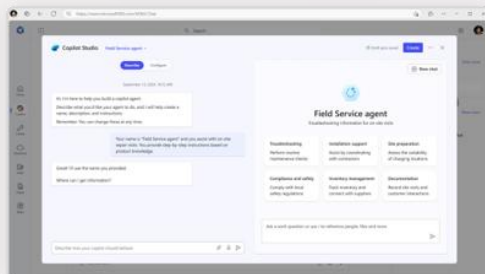
- Helps you tackle **complex, multi-step research** at work—delivering insights with greater quality and accuracy than previously possible.
- Combines OpenAI's **deep research model** with Microsoft 365 Copilot's advanced orchestration and deep search capabilities.
- Use Researcher to:
  - Build a detailed go-to-market strategy based on the context of all your work data and broader competitive data from the web
  - Identify whitespace opportunities for a new product based on emerging trends and internal data
  - Create a comprehensive quarterly report for a client review detailing work to date along with the latest market analysis.

The screenshot displays the M365 Copilot interface. On the left is a sidebar with a search bar and a list of agents: Researcher, Analyst, Sales, M365 Copilot Field FAQ..., PartnerGTM Copilot Mo..., Agent Instruction Optimi..., and Licensing Navigator. Below these are 'Flashcard creator' and 'Det är dags för fredags...'. Further down are links for 'All agents' and 'Create agent'. The 'Conversations' section shows a list of topics, with 'I want to create a report wit...' selected. At the bottom of the sidebar is the user profile 'Alice Boström'. The main chat area on the right shows a message from the user: 'I want to create a report with guidelines for organisations wanting to adopt M365 Copilot and agents.' The Researcher agent responds: 'To make sure I understand your request for a report with guidelines for organisations adopting M365 Copilot and agents, could you clarify a few points:' followed by a bulleted list of questions. Below the list is a prompt: 'If you'd like me to proceed and use my best judgement, just let me know!'. At the bottom of the chat area are two buttons: 'Focus on best practices and change management' and 'Tailor for large enterprises'. A large text input field with a plus icon and a microphone icon is at the very bottom. A small disclaimer at the bottom right reads: 'AI-generated content may be incorrect'.



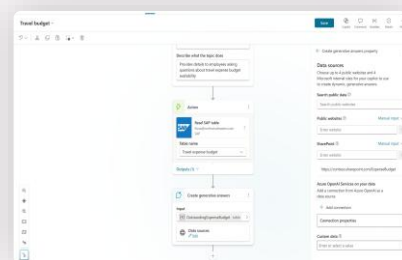
## Pro code

## For End Users



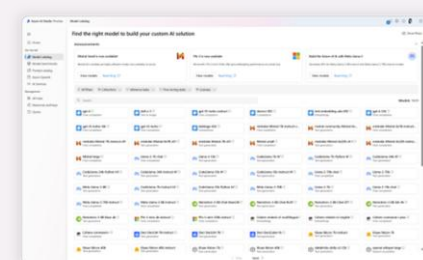
# Copilot Studio Lite

## For Makers

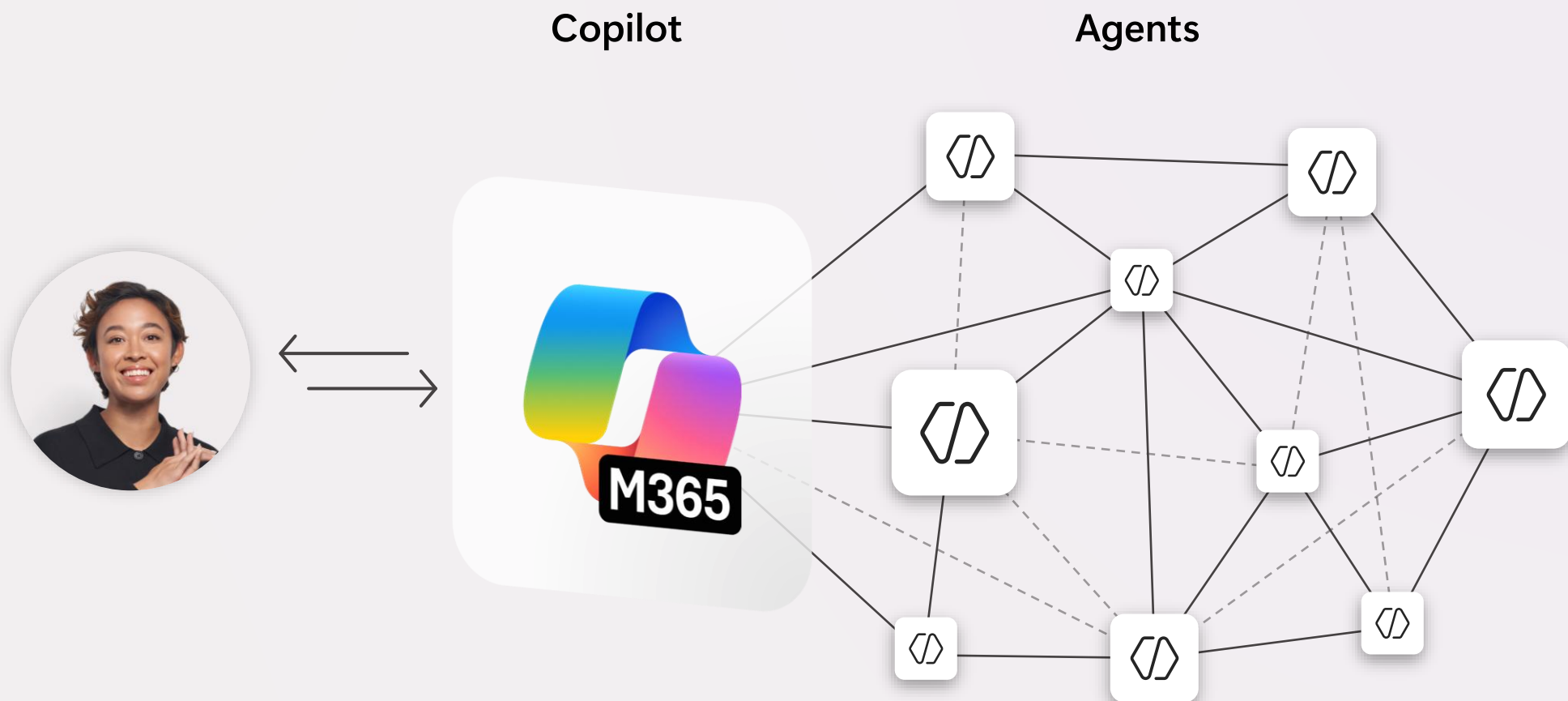


# Copilot Studio Full

## For Developers



# Copilot Studio + Azure AI



**Copilot Control System**

4

## Notebooks

Copilot is grounded in your project's diverse content types to provide targeted responses and engaging audio overviews.

M365 Copilot

Search

Chat

Agents

Conversations

Pages

**Notebooks**

Create

Apps

Your notebooks

All Favourites

New notebook

Wave 2

Copilot & Agents

Tips

Gather your content

Bring together your files and content more in a notebook.

Alice Boström

New notebook

Notebook name

Future of work

Add references

All Files Sites

agents

Copilot & Agents at Work Partner Session\_July 1, 2025

Opened by you September 1st

Microsoft Agents Vision Deck

Alice Boström sent August 19th

Agents SWE

Opened by you May 15th

Copilot & Agents at Work Partner Session\_July 1, 2025

Opened by you July

March Agents Demos - Videos

Opened by you April 1st

Selected references:

ExecDeck\_2025W...

Microsoft Agents...

Create

Cancel

4

## Notebooks

Copilot is grounded in your project's diverse content types to provide targeted responses and engaging audio overviews.

M365 Copilot

Search

Chat

Agents

Conversations


Pages

**Notebooks**

Create

Apps

< Your notebooks

**Future of work**

Playing...

[Add Copilot instructions](#) Tell Copilot how to respond in this notebook.

Ask Copilot about your references or another topic for this notebook.

+

Researcher


→


ReferencesChats

+ Add reference

AllPowerPoint

+ New page

 ExecDeck\_2025WorkTrendIndexAnnualReport

 Microsoft Agents Vision Deck

Alice Boström

...

Audio overview

Future of work

Pause

1x1515...

AI-generated content may be incorrect

Customise

×



5

## Create

AI-generated images, posters, banners, videos, and more that are aligned to your organization's brand identity.

M365 Copilot

Search

Chat

Agents

Conversations

Pages

Notebooks

Create

Apps

What do you want to create?

Create an image

Design a poster

Create a video

Create a form

Design a banner

Edit an image

More...

Describe your image

A macro view of a digital cityscape with minimal transparent lines in a lumin...

Size

Wide

Create →

Explore images

My images










All

Celebrations

Connections

Teamwork

More



Alice Boström



# Microsoft 365 Copilot

Natural Language



Large Language  
Models

+



Microsoft Graph  
- Your Data -

+



The  
Internet

+



Microsoft 365  
Apps



## Copilot in Word



### What this Copilot does best:

- Create a first draft, enhance, or rewrite documents.
- Summarize or ask questions about documents.
- Adjust the tone and writing style of documents.
- Integrate other resources into documents.

## Copilot Graph-grounded chat



Using the "Work" tab

### What this Copilot does best:

- Search for files and conversations from your own data and organizational data.
- Catch up on emails, communications, and updates to documents from the Microsoft Graph.

## Copilot in Outlook



### What this Copilot does best:

- Summarize long threads or multiple email threads.
- Turn an email thread into a meeting invite with a context-aware agenda and title.
- Get coaching on the tone and delivery of your emails.
- Draft or rewrite an email with various tones, lengths, and contexts.

## Copilot in Loop



### What this Copilot does best:

- Get suggestions when brainstorming or planning in a Loop workspace based on the information on the page.
- Refine and personalize Copilot outputs that your peers have put in a document.

## Copilot in PowerPoint



### What this Copilot does best:

- Convert existing documents into a presentation.
- Create a draft set of slides and speaker notes for a presentation.
- Make bulk edits throughout a presentation, edit fonts, insert images, and add navigation.

## Copilot in Excel



### What this Copilot does best:

- Gain deeper insights with pivot tables created by Copilot.
- Highlight patterns and insights inside a table.
- Get recommendations for formulas for complex data processing.

## Copilot in Whiteboard



### What this Copilot does best:

- Spark creativity with brainstorming ideas and suggestions.
- Summarize complex concepts into easy-to-share Loop components.
- Organize notes on a Whiteboard.

## Copilot in OneNote



### What this Copilot does best:

- Transform notes into summaries and to-do lists.
- Rewrite a note into a more well-formed thought to share with others.
- Turn a list into a more detailed plan.

## Copilot in Teams



### What this Copilot does best:

- Take notes and track action items during recorded or transcribed meetings.
- Organize discussion points.
- Catch up on missed meetings.
- Ask questions about meetings to gain additional context, insights, or check how your message is being received.

## Copilot in Forms



### What this Copilot does best:

- Generate draft questions based on your need to simplify the creation of surveys.



## Narrative Builder

- Build your presentation together with Copilot

The screenshot displays the Microsoft PowerPoint application window. The title bar at the top indicates the file is "Presentation3 - PowerPoint" and is in "General" mode. The ribbon is set to the "Home" tab, which includes sections for Clipboard, Slides, Font, Paragraph, Drawing, Editing, Dictate, Sensitivity, Add-ins, and Designer. The main slide area shows a blank slide with a red border. A green cursor is positioned over the "New Slide with Copilot" button in the Slides section of the ribbon. The slide content area contains a large dashed box with the text "Click to add title" and a smaller dashed box below it with the text "Click to add subtitle". The bottom status bar shows "Slide 1 of 1", "Swedish (Sweden)", and "Accessibility: Good to go".



Schedule with Copilot

- Schedule a meeting based on an email thread

Outlook

Search

HomeViewHelp

New

IgnoreBlock

DeleteArchive

Report

ReplyReply allForwardMeetingSchedule with Copilot

ChatShare to Teams

SweepMoveRules

Quick steps

Read / UnreadCategorizeFlagPinSnoozePolicyPrintDiscover groupsUndo

Copilot

Favorites

InboxSent ItemsDeleted Items12

alicebostrm@microsoft.com

Inbox

AI-skilling

FoundezLeadersTalar - grundkursCopilot

FY24 PDMFY24>FY25FY25

KontraktResa

DraftsSent Items

Deleted Items12Junk EmailArchiveNotesConversation HistoryCopilot demoOutbox

Partners FY24RSS-feedsSearch Folders

In-Place Archive - Alice Boströ...Shared with meGo to Groups

Copilot demo

2024

Åsa MagnussonContoso Copilot pilot

Åsa MagnussonUppföljningsmöte - @Alice Boström... 2024-05-07

Contoso Copilot pilotGeneral

Summary by Copilot

Åsa Magnusson

To: Martina Steen; Paula Ramirez Lofstrom; Rikard Funk; Adam Palm; +2 others

Tue 2024-05-07 15:38

Flag for follow up. Completed on 2024-09-09.

Hej alla,

Vad roligt att Contoso ska rulla ut Copilot för sina anställda nu - superkul! Jag pratade med David, CIO, som bekräftade att vi kommer att lägga 50 licenser under de första 3 månaderna för pilotgruppen. Därefter kör vi ordningen: säljteamet, marknad, HR, finans och sist IT. Vad tror ni om det?

Budget för deras post-sales aktiviteter med slutanvändarträning är inte satt, men jag har föreslagit ett gäng bra partners som @Rikard Funk och @Henrik Särnstedt är ansvariga för, som kan stötta i den resan.

Slutliga antalet licenser efter full utrullning landar på 584 st (enligt nuvarande beräkning) vilket ger oss en slutlig deal på \$210 240 - snyggt jobbat till hela teamet!

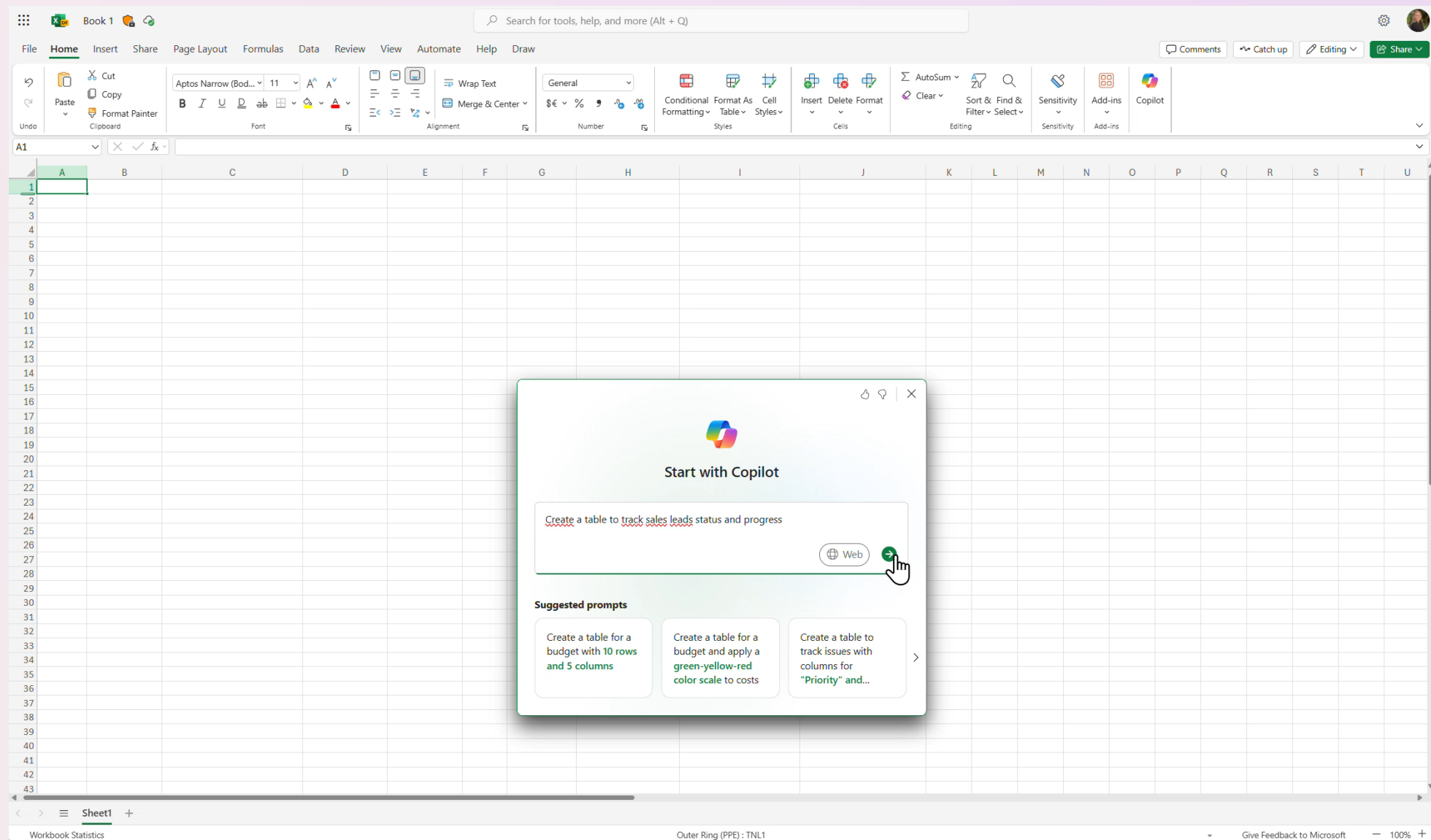
CTA:

- Uppföljningsmöte - @Alice Boström vill du se till att prata med David på Contoso om en passande tid för detta?

- Budget för adoption - vi bör ta fram några förslag med olika partners för att kunna erbjuda kunden konkreta offerter på detta. @Rikard Funk och @Henrik Särnstedt vill ni bolla med era partners och se vad vi kan knäpa ihop där?

- Intern uppföljning - jag bokar in oss för att prata igenom detaljerna inom kort, blocker kommer.

Vänliga hälsningar / Best regards,  
Åsa Magnusson  
Channel Sales Manager  
asamagnusson@microsoft.com  
Microsoft | Rosenbergsgränd 25, 111 53 Stockholm



- Not sure where to begin?  
Just tell Copilot what you want to create, and it will suggest and refine a template with headers, formulas and visuals to get you off to a great start



- AI Summary
- Custom summary
- Audio recap
- Chat with the meeting

Copilot Coffee Chats

19 September 2025 09:30 - 10:00

Audio recap

Share

Watch in browser

Copilot

Overview - Agent Knowledge Check

Knowledge - Agent Knowledge Check

Microsoft Power Automate | AI Hub

copilotstudio.microsoft.com/environments/Default-ded5712b-178e-4d82-b1ff-101ce1131dc7/bots/d4fe42e1-c68f-1011-b4cb-000d3a36b4d6/knowl...

Incognito

Workflows - nbs

Second Brain - Art...

All bookmarks

Home | Hostinger

Power Platform Weekl...

Social

LX & gallery

Self Publishing Titans

Titans Pro Web

All bookmarks

Copilot Studio

Environment: Contoso (default)

?

MF

Home

Create

Agents

Home

Tools

...

Agent Knowledge Check

Overview

Knowledge

Tools

Agents

Topics

Activity

+2

Published 9/16/2025

Publish

Test

...

← User Manuals

Save

Name \*

User Manuals

12/100

Description \*

Provides setup instructions, safety guidelines, and day-to-day usage details for Product A. Ideal for questions about installation, features, and what's included in the box.

179/2500

Instructions (preview)

Use these manuals to answer customer questions about Product A's setup, contents, and operation. If the customer specifies a version, use that manual directly. If no version is specified, use Version 2.0 as the default and make this clear in your answer (e.g., "According to the latest User Manual v2.0..."). Refer to Version 1.0 only if explicitly requested, or if the customer asks about historical differences. For new features and update, use the "Product A Release Notes.docx"

479/500

Ready

Official source

Test your agent

...

...

...

The box of Product A includes the following items:

• Product A Smart Hub

• Power Adapter

• Quick Start Guide

• USB-C Charging Cable

• User Manual

These items are provided to help you set up and use your device efficiently.

2 references

1 Product A User Manual 2.docx

2 Product A User Manual 2.docx

2 minutes ago

Ask a question or describe what you need

8/2000

Make sure AI-generated content is accurate and appropriate before using. See items

Mario Fontana

Madeleine Hoffsten

Magda Teruel

Mario Fontana

Alice Boström

Speakers

Topics

Chapters

Mario Fontana

Magda Teruel

Alice Boström

Madeleine Hoffsten

S1 Speaker 1

Is this info useful?

...

...

...

Content

No files were shared.

Notes

AI summary

Custom summary

Mentions

Transcript

AI-generated content may be incorrect

Customize

New

Meeting notes

> Introduction of File Groups in Copilot Studio: Mario introduced the new file groups feature in Copilot Studio, explaining its significance for organizing knowledge sources and improving agent performance, with Magda, Alice, and Madeleine actively engaging in questions about its use cases and limitations.

> Document Preparation and Transformation for Agent Knowledge: Mario described methods for preparing complex documents for use in Copilot Studio, including the use of the Markdown utility and Azure AI Document Intelligence, and discussed automation options with Magda for large-scale document ingestion.

> Advanced Knowledge Management and Agent Configuration: Mario showcased advanced agent configuration options in Copilot Studio, including the use of custom prompts, AI Builder integration, and topic-specific flows, with Alice and Magda inquiring about practical implementation details.

Are these notes useful?

...

...

Follow-up tasks

• Demo Materials Sharing: Share the demos or parts of the demos presented during the meeting with interested participants who request them offline. (Mario)

Are these tasks useful?

...

...



W AutoSave Guidelines for Organisations A 2 Confidential • Saved Search

File Home Insert Draw Design Layout References Mailings Review View Developer Help

Clipboard Font Paragraph Styles Editing Comments Share

Find Replace Select Dictate Sensitivity Add-ins Editor Copilot

to as the “4 Ps”: Project, Purpose, Particulars, People)<sup>1 2</sup>. This clarity ensures everyone knows *why* Copilot is being adopted and how it aligns with business objectives. It's crucial to have executive sponsorship – senior leaders should actively champion Copilot's value and encourage its use. Proactive support from leadership and other key roles (IT, legal, business unit heads) accelerates adoption<sup>3 4</sup>. In practice, Microsoft's adoption research finds that **defining a vision and obtaining executive support are top factors for successful product adoption**<sup>5</sup>. Leaders can set the tone by communicating enthusiasm for Copilot, allocating resources, and modelling its use in their own work.

**2. Build a Cross-Functional Copilot Team:** Treat the Copilot rollout as a program requiring input from IT, security, change management, and business units. Ensure technical prerequisites are met (e.g. licensing, updated M365 apps, tenant settings) and conduct a compatibility check of existing systems<sup>6</sup>. Involve your security/compliance team early to address data protection, privacy, and risk considerations – this prevents roadblocks later and builds trust that Copilot usage will

<sup>1</sup><https://microsoft.sharepoint.com/teams/MS-PROSCI/Shared%20Documents/Global%202021/Practitioner/Adatum-Adoption-of-Copilot-for-M365-Case-Study-%28full%29.pdf?web=1>

<sup>2</sup><https://microsoft.sharepoint.com/teams/MS-PROSCI/Shared%20Documents/Global%202021/Practitioner/Adatum-Adoption-of-Copilot-for-M365-Case-Study-%28full%29.pdf?web=1>

<sup>3</sup>[https://microsoft.sharepoint.com/teams/InnovationMicrosoftSpain/\\_layouts/15/Doc.aspx?sourcedoc=%7BE63A2E1A-F759-4747-8F14-](https://microsoft.sharepoint.com/teams/InnovationMicrosoftSpain/_layouts/15/Doc.aspx?sourcedoc=%7BE63A2E1A-F759-4747-8F14-)

Page 1 of 20 5803 words English (United States) Text Predictions: On Accessibility: Investigate



- Copilot document snapshot
- Generate and adjust content
- Analyze content



# Starting October 10

September 10 • 2 min read

## Moving sales, service, and finance to the Frontier with Microsoft 365 Copilot

By [Bryan Goode](#), Corporate Vice President, Business Applications and Agents Marketing




[Moving sales, service, and finance to the Frontier with Microsoft 365 Copilot | Microsoft 365 Blog](#)




## Standalone SKU/Pricing

## Free

  
Your everyday  
AI companion

  
Unlock productivity  
and transform every  
function across the  
organization

  
Safeguard your  
business

  
Build and extend  
your AI capabilities

Microsoft Copilot Pro

Microsoft 365 Copilot  
*(Standalone)*

Microsoft Copilot for Service  
*(includes Copilot for Microsoft 365)*

Microsoft Copilot for Finance  
*(includes Copilot for Microsoft 365)*

Microsoft Copilot for Sales  
*(includes Copilot for Microsoft 365)*

Microsoft Copilot for Security

GitHub Copilot

Microsoft Copilot Studio (Standalone)

Microsoft Copilot

Microsoft 365 Copilot Chat

Included with select existing SKUs\*

Copilot in Dynamics 365 Customer Service

Copilot in Dynamics 365 Field Service

Copilot in Dynamics 365 Business Central

Copilot in Dynamics 365 Finance

Copilot in Dynamics 365 Supply Chain Management

Copilot in Dynamics 365 Sales

Copilot in Dynamics 365 Customer Insights

Copilot in Microsoft Viva

Copilot in Microsoft Fabric

Microsoft Copilot for Azure

Microsoft Copilot Studio

Copilot in Power Apps

Copilot in Power Automate

Copilot in Power Pages

Copilot in Power BI



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Your UI for AI

\$30

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GPT-5 Standard access<sup>1</sup>



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Advanced skills and in-app editing

## Comprehensive agent access

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Natural Language



Large Language  
Models

+



Microsoft Graph  
- Your Data -

+



The  
Internet

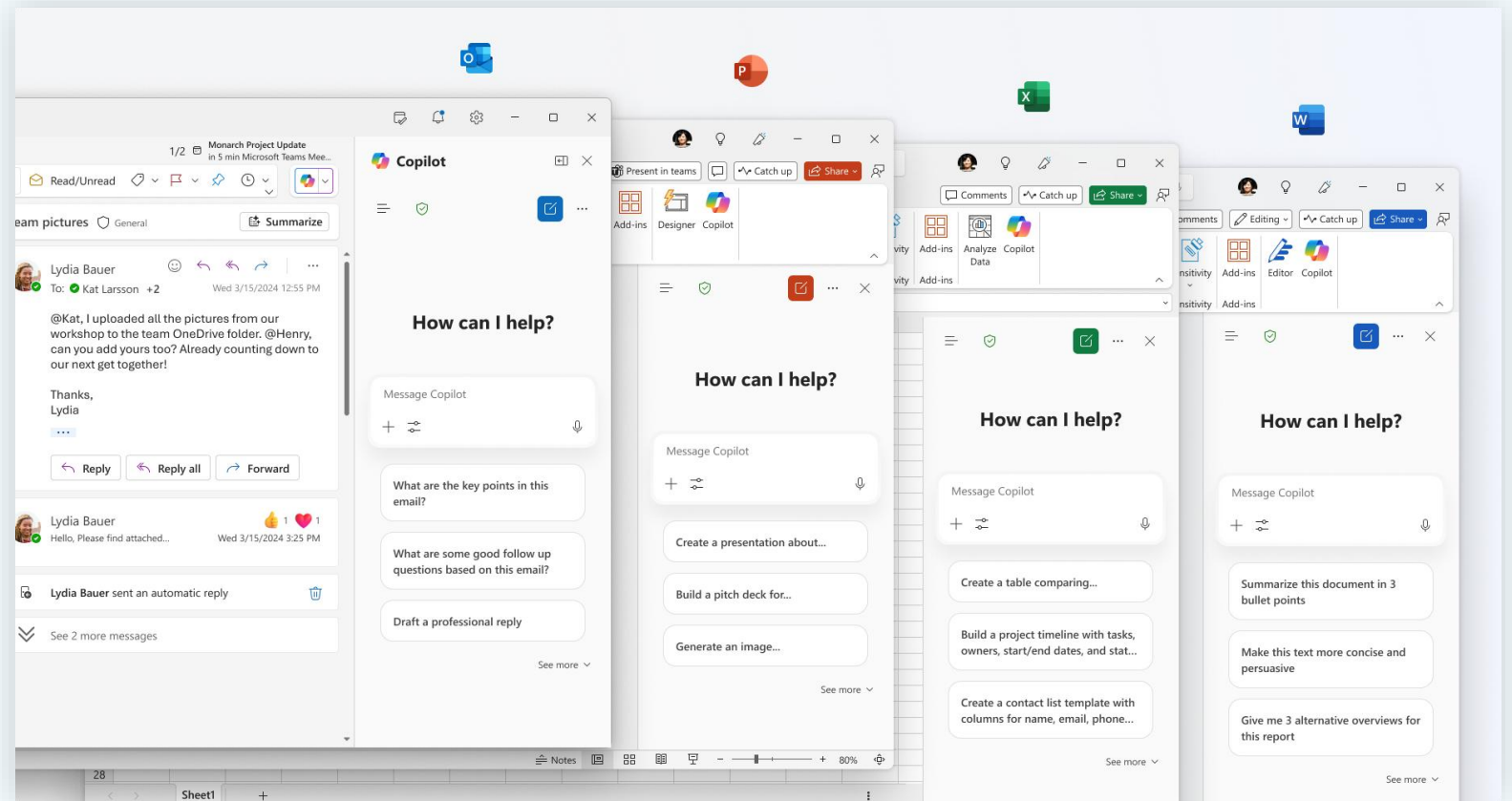
+



Microsoft 365  
Apps

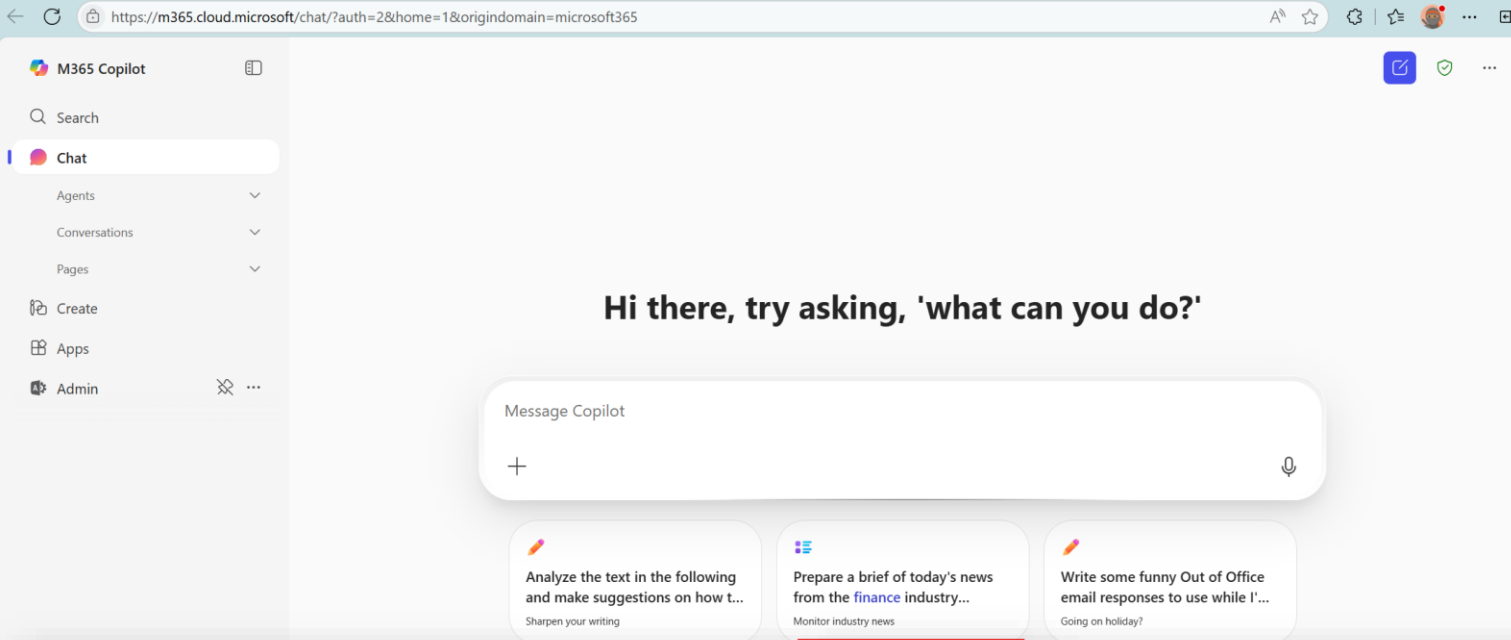
# Copilot Chat in Microsoft 365 apps

Microsoft 365 users can use Copilot Chat with web data directly in the Microsoft 365 apps and reason over open files, uploaded files, and files added using "/"\*.

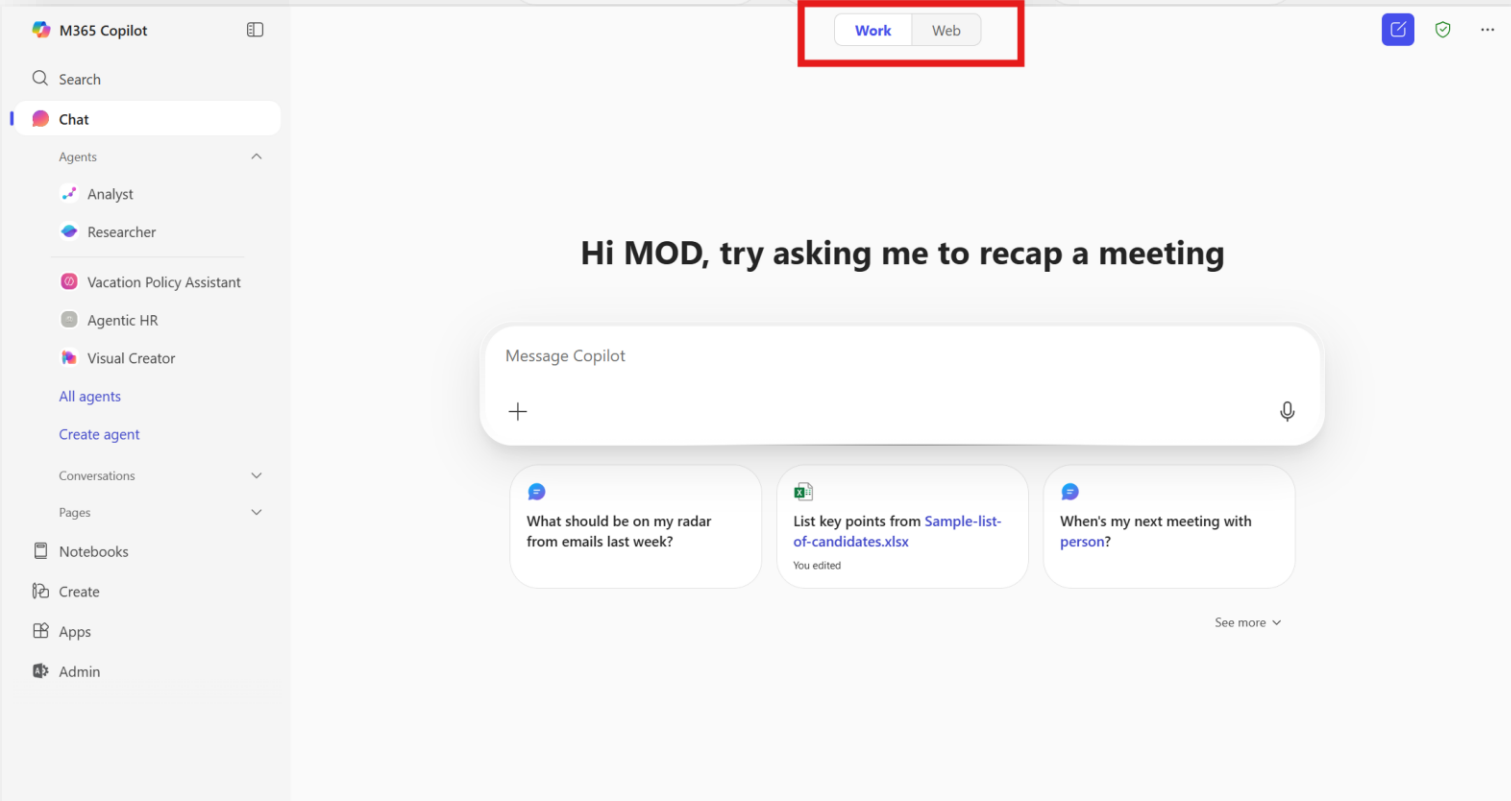


\*For users without a Microsoft 365 Copilot license: Copilot in Outlook can reason over individual open emails, email threads, or attachments only, it cannot reason over your full inbox or calendar. Users will have standard access to file upload and "/" search based on service capacity. Accessible enterprise content via "/" search only includes files, and does not include chats, meetings, or emails.

UI/UX is subject to change



Copilot Chat experience WITHOUT M365 Copilot license



Copilot Chat experience WITH M365 Copilot license

# Nyheter i Microsoft 365 Copilot: Agent Mode & Office Agent



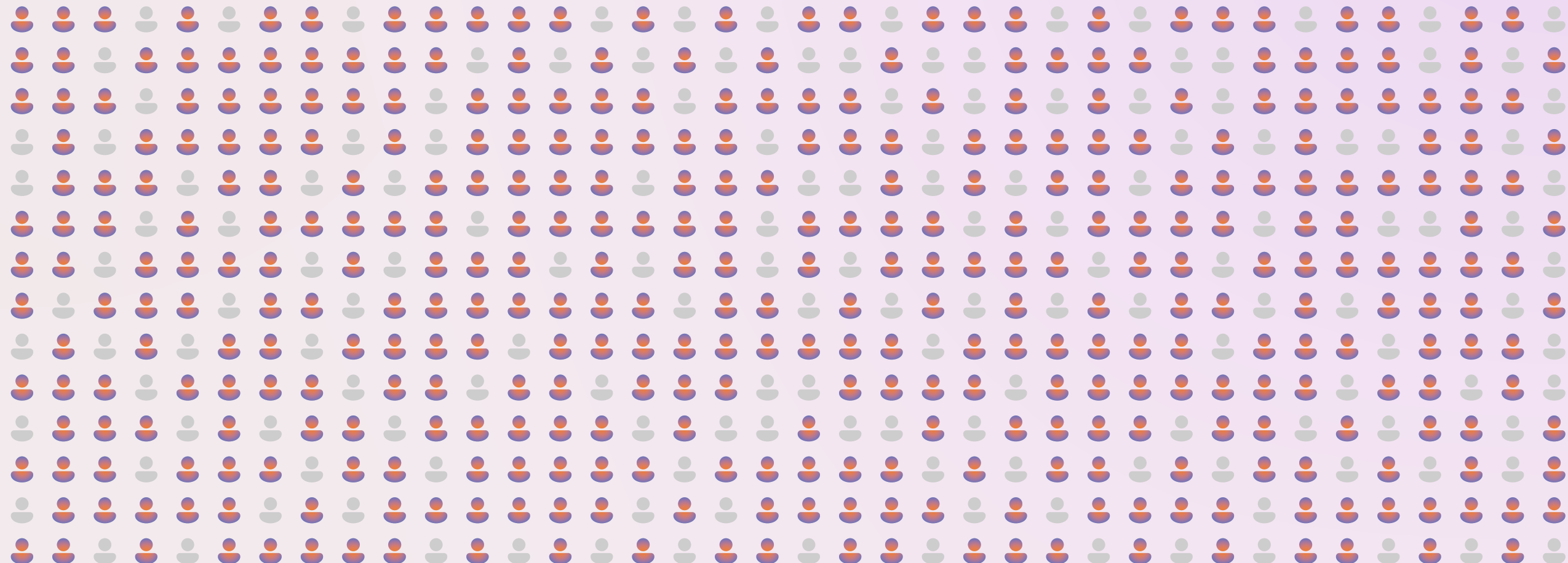
- Nya funktioner som tar Copilot från “prompt → svar” till agentbaserat arbete.
- **Agent Mode**: styrbar flerstegs-agent i Word & Excel.
- **Office Agent**: multi-agent i Copilot-chat för färdiga PPT/Word-artefakter.

[Läs mer →](#)





# Scaling AI Transformation

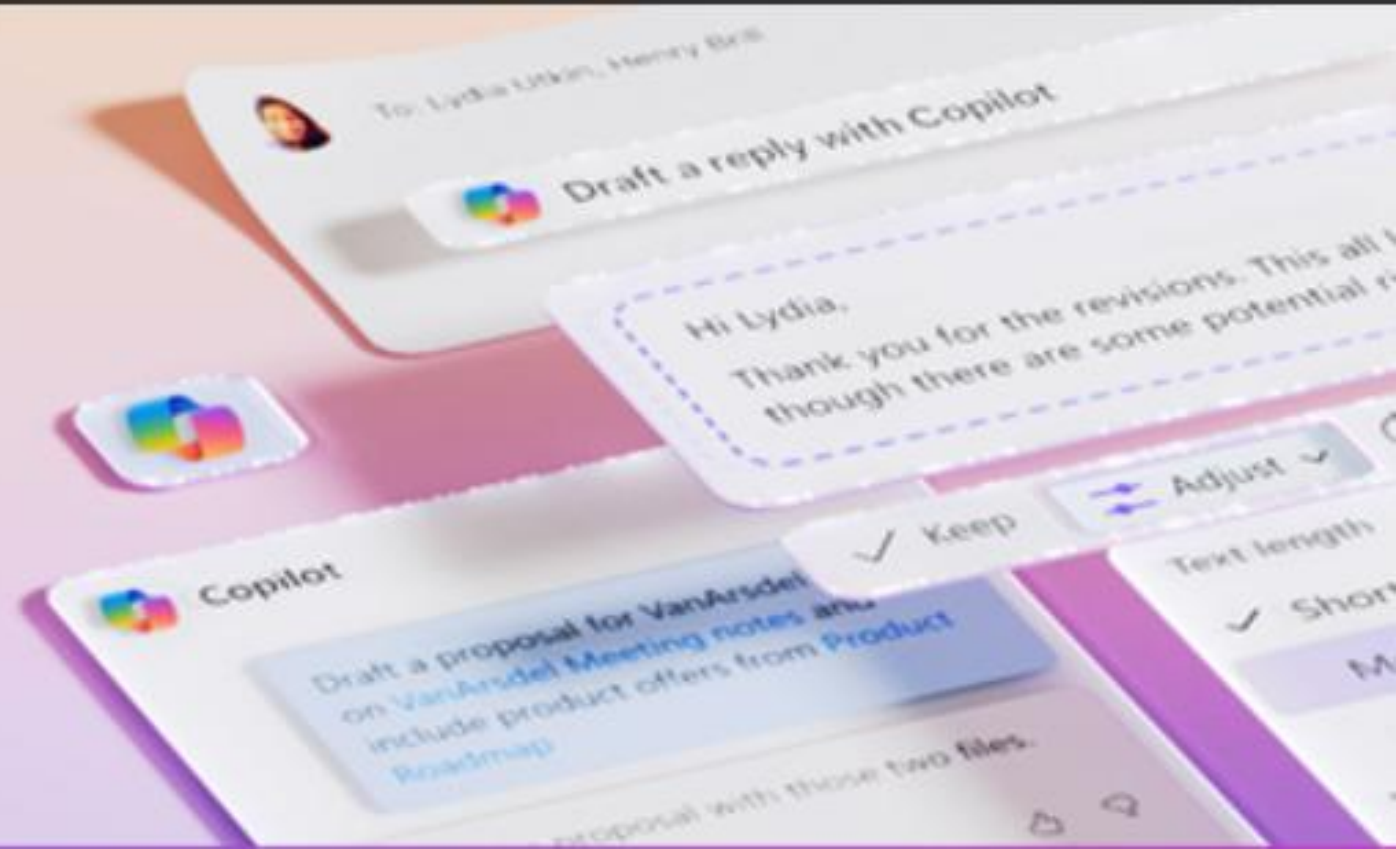


Copilot Chat



M365 Copilot

Help customers  
start their AI  
journey today.



## M365 Copilot Getting Started Promotion

This limited-time offer provides 15% off the purchase of 10 to 2,400 licenses of Microsoft 365 Copilot for new Copilot customers purchasing via CSP.

## M365 Copilot Scale-Up Offer







A targeted set of new and existing SME&C CSP Copilot customers can receive **20% off Microsoft 365 Copilot** with a minimum purchase of **100+ licenses**. This offer is designed to support organizations that are ready to **scale AI adoption** across their business.

[Aka.ms/promoreadinessguide](https://aka.ms/promoreadinessguide)


Tack!




# FY26 Priorities | SMB Business Apps

SMB Key Heroes	Priorities	Key Metrics
<div> Business Central</div>	<div> <b>Land</b> New Customers – Big Bet on BC Utilize AI and platform competitive edge</div>	Cloud Revenue growth
<div> Sales</div>	<div> <b>Expand</b> – Next best workload &amp; AI</div>	D365 and AI
<div> Low code</div>	<div> <b>Migrate</b> – Secure and migrate the base to the cloud</div>	Frequency & yield

# AI Business Process Partner Presales Activities

FY25 Pre-Sales Activities			FY26 Pre-Sales Activities		
Stage 1: Listen and Consult	Stage 2: Inspire and Design	Stage 3: Empower and Achieve	Stage 1: Listen and Consult	Stage 2: Inspire and Design	Stage 3: Empower and Achieve
	CRM Vision & Value ERP Vision & Value	CRM Tailored Demo ERP Tailored Demo		CRM Envisioning ERP Envisioning (Business Central eligible)	
	Business Central Needs Assessment	Business Central Migration Assessment		 Business Central Immersion Briefing	
	Low Code Needs Assessment Low Code Vision & Value Low Code Governance Strategy Copilot Studio Vision & Value			Copilot + Power Envisioning & PoC	
FY25 Post-Sales Activities			FY26 Post-Sales Activities		
Business Central Deployment Accelerator D365 Performance Optimization D365 Vision & Value Optimization D365 Solution Optimization			Copilot + Power Deployment Accelerator		

Motions	#		
Scale Business Central Customer Acquisition	1	Immersion Briefings 2000 USD 10 customers 90 min Briefing	<u>MCI Business Central Immersion</u>
	2	CloudAscent – Identifiera potentiella kunder	<u>CloudAscent &amp; CiABs</u>
	3	-Stäng affärer innan prishöjningen	<u>October - <del>increase</del> increase</u> November 1st
Migration Momentum Acceleration	4	Erbjud migrerering till dina sista on-prem kunder. Kampanj slut vid nyår. 40% rabatt	<u>BTTC2</u> –
		 -Ny kampanj lik BTTC2 men med 30% rabatt från 1a januari	BTTC3
Large Deals 50 000 USD/year	5	CRM & ERP Envisioning workshops	Funds- 7,5% max 6000 USD
	6	Business Central Concierge Desk – teknisk presales stöd	min 50 000 USD deal size

# Nästa steg

---

Nya kunder

Immersion Briefings (x antal per halvår)

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Migreringar

Nyttja Bridge to the cloud före nyår. 40% rabatt

---

Cross Sell / mer till befintlig kund –Cloud Accent

---

Stora ERP och CRM- kunder nyttja "Envisioning Workshops"

---

Sälj innan prishöjningen i oktober

# Upcoming partner skilling

- [WW Certification Weeks](#)
- [Level Up Courses \(sales & technical\)](#)
- [Cloud & AI Platforms Skilling](#)
- [Security Skilling](#)
- [AI Business Solutions Skilling](#)

Sign up to the Partner Skilling Newsletter [HERE](#)

# Ignite possibilities

Get the edge you need to drive impact in the era of AI. Join us to bolster your knowledge, build connections, and explore emerging technologies.

**San Francisco, Moscone Center**

November 18–21, 2025 (optional pre-day November 17)

**Online**

November 18–20, 2025

[Register now >](#)

[Check out the passes >](#)



[Your home for Microsoft Ignite](#)



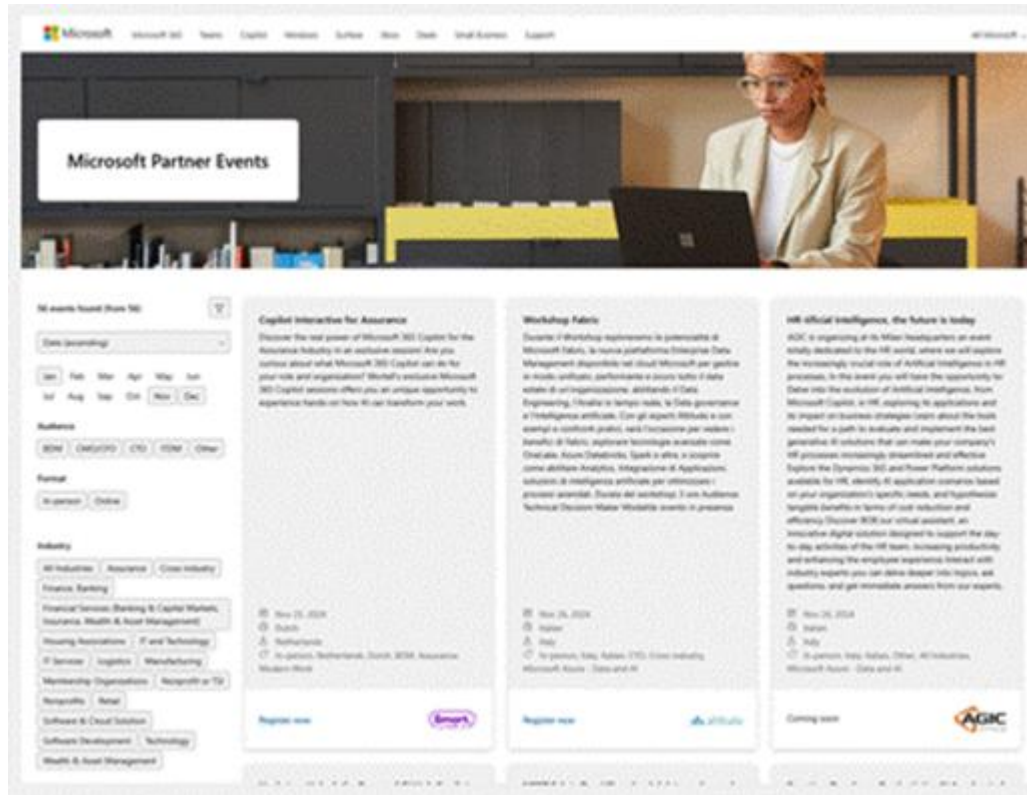
# Microsoft Events Sweden

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