



Microsoft 365 Copilot

Your AI assistant at work

CoPilot Partner Day

Get ready for Microsoft 365 Copilot

Copilot for Microsoft 365

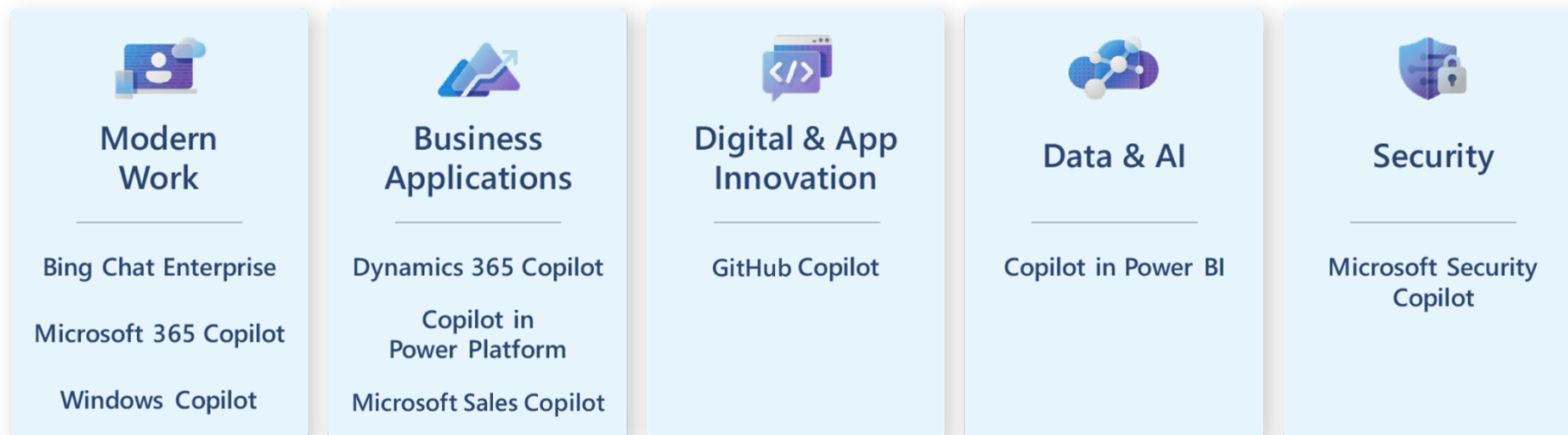
Hvad kan det, og hvordan viser jeg det til mine kunder?

Kasper Fløe

BDM Microsoft Modern Work

CoPilot er betegnelsen for Microsoft generative AI services

A copilot for every Microsoft Cloud experience



Licensing and Pricing

Availability and pricing:

- Available since January 16, 2024, for all customers in all sales channels (EA/MCA/CSP/WEB)
- MSRP Price 30 USD per seat per month (360 USD per seat per year)
- Only available as annual term with annual upfront payment
- Possible to align NCE renewal date to NCE base subscription (coterminosity)
- No minimum purchase requirements

Ready to order:

- Available to order in StreamOne and StreamOne Ion

Eligible Base Licenses are:

- Microsoft 365 Business Standard
- Microsoft 365 Business Premium
- Microsoft 365 E3
- Microsoft 365 E5
- Office 365 E3
- Office 365 E5

Education customers

- Office 365 A3/A5 Faculty
- Microsoft 365 A3/A5 Faculty

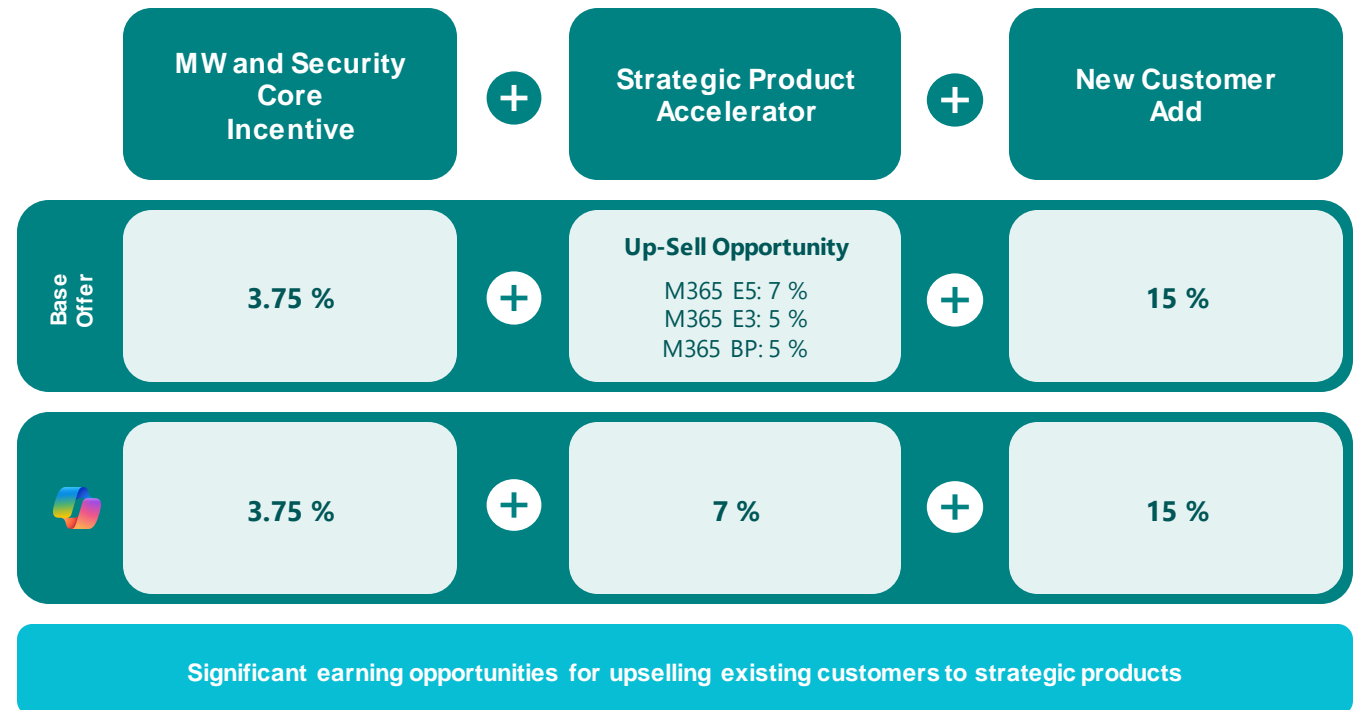
Partner Earning Opportunities

Front End Margin

- MSRP \$30 per user per month / \$360 per user per year
- Less margin than base license.
- See your purchase price in StreamOne or consult TD SYNEX

Incentives paid by Microsoft (for eligible partners)*

- 3.75% core incentive
- 7% strategic product accelerator
- 15% new customer add
- Significant up-sell and cross-sell opportunities

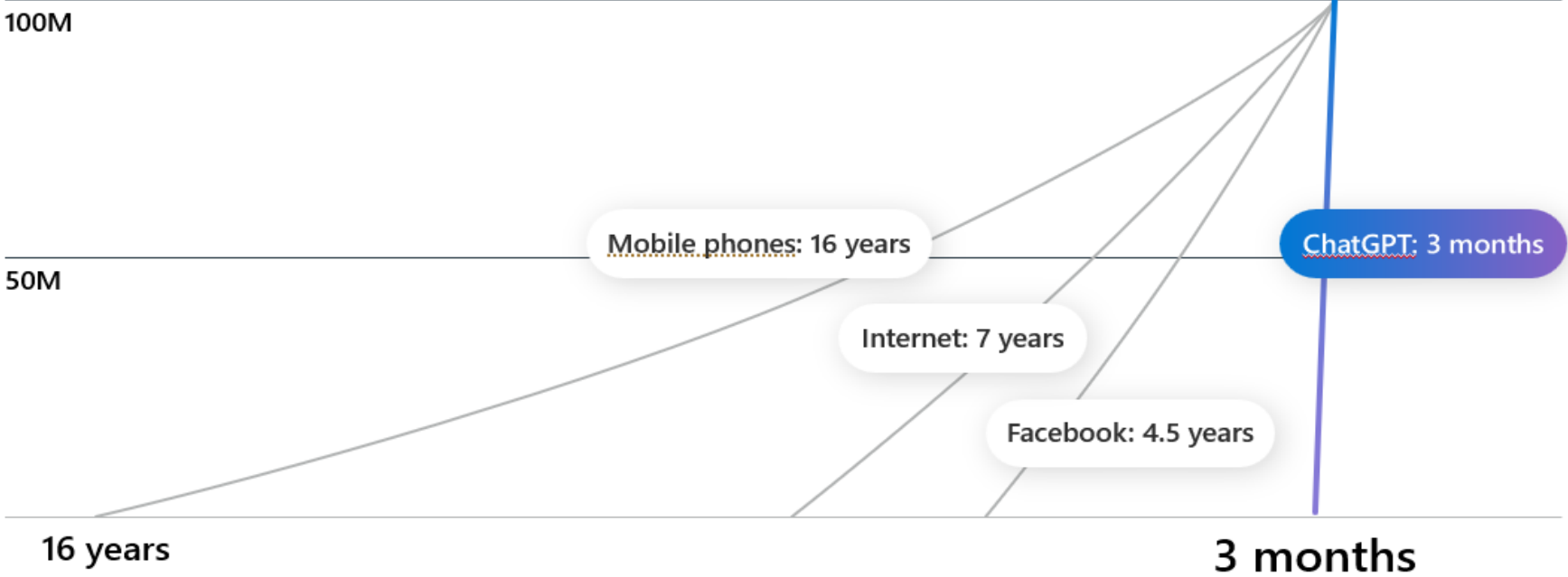


* Require eligible Microsoft Solution Partner Designation or active legacy Silver / Gold benefits package. Incentives may vary by region. Incentives in this slide is valid for Denmark, Finland, Norway and Sweden.

AI technology and impact

The AI technology is here

Time to reach 100M users



Getting the job done is taking a toll on innovation

64%

of people struggle with having the time and energy to do their job

62%

spend too much time searching for information during the workday

60%

of leaders say a lack of innovation or breakthrough ideas is a concern

	Copilot	Copilot with commercial data protection	Copilot for Microsoft 365
	Personal	Work	Work
GPT Large Language Model	✓	✓	✓
AI-Powered Web Search, Answers & Content Generation	✓	✓	✓
Commercial Data Protection		✓	✓
Microsoft 365 Enterprise Security, Compliance & Privacy			✓
Microsoft 365 Graph (content & context)			✓
Microsoft 365 Apps Integration			✓
Licensing			



Copilot for Microsoft 365

Natural Language



Large Language
Models

+



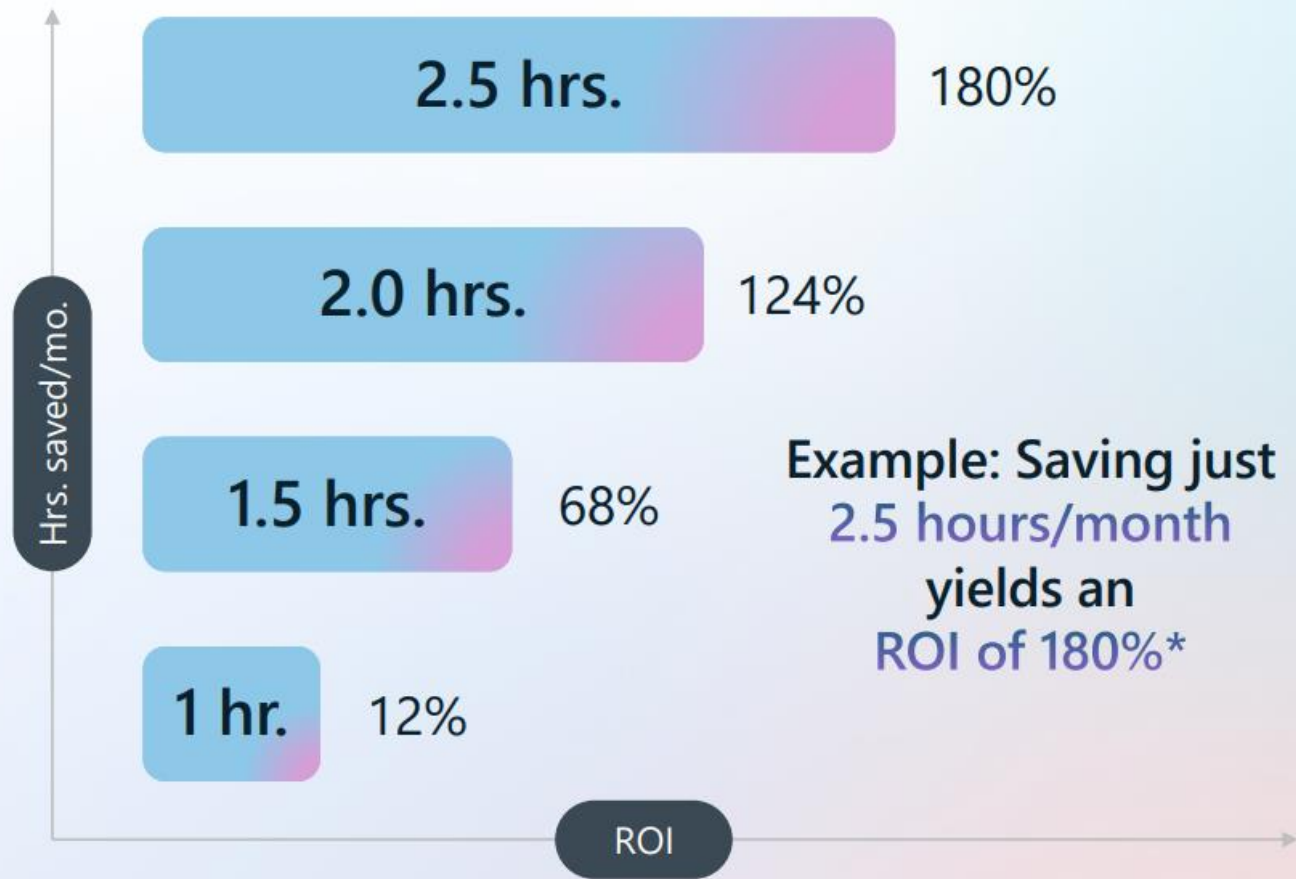
Microsoft Graph
- Your Data -

+



Microsoft 365
Apps

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



*At \$70,000 employee cost per year, 54 minutes per month = \$30 of employee's time
See appendix for detailed calculations

Impact by Workflow



Effective meetings

- Quickly catch up on meetings you missed
- Summarize a meeting and identify next steps
- Run a more effective meeting



Data analysis

- Get answers from across all your data
- Instantly uncover key insights
- Create powerful and professional visualizations



Content creation

- Jumpstart creativity, and write and edit like a pro
- Quickly catch up on the key points of a document or presentation
- Create documents, presentations, charts, and tables



Email processing

- Draft email replies instantly
- Personalize the tone and length even on the go
- Quickly summarize a long email thread



Microsoft 365 Copilot

Included at \$30 per user, per month



- Generate a good first draft faster
- Jump start the creative process



- Analyze data faster
- Help me turn data into insights



- Create visually appealing presentations faster
- Create content I couldn't have on my own
- Less intimidated creating visual content



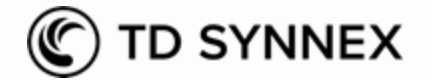
- Less time processing email
- Saves time drafting quick replies



- More efficient meetings
- Easier to catch up on what I missed
- Easier to take next action
- Attend fewer meetings

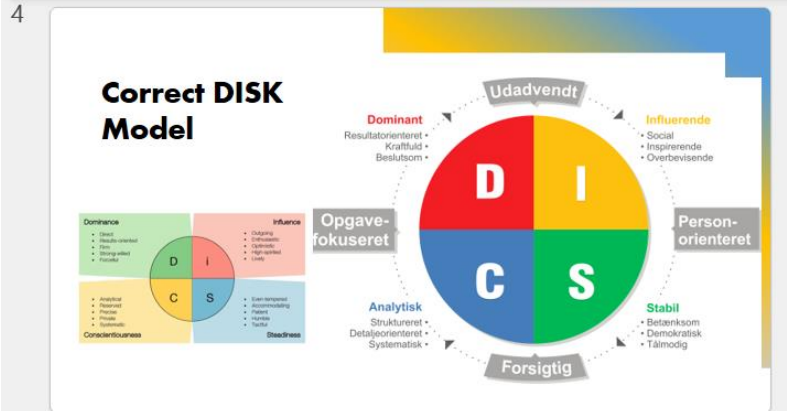


What Copilot is, what it isn't



TOPIC	WHAT MICROSOFT COPILOT IS	WHAT MICROSOFT COPILOT ISN'T
Integration	AI tool integrated into Microsoft 365 applications	Standalone application or software
Compatibility	It supports applications like Word, Excel, PowerPoint, Outlook, etc.	Not compatible with non-Microsoft applications
Capabilities	It helps with writing, editing, data analysis, and creating presentations and more...	Replacement of human judgment and creativity
Data Scope	Integration with tenant and user data through Microsoft Graph	Access to external databases or non-public data by default
Learning	It can learn and adapt responses based on the current session's context	Continuous learning or adaptation outside the current session
Model (LLM)	Customized, modified language model based on models from OpenAI	Copilot doesn't use the same models as publicly available ChatGPT
Security	Adheres to Microsoft's privacy and security principles	Complete protection against all cyber threats.
Productivity	Increases productivity and work efficiency	Automatic completion of all work tasks
Creativity	Provides suggestions and assists in content creation	Creation of fully original or artistic content

Capabilities; help, not replace human judgement



5

How to Use the DISC Model

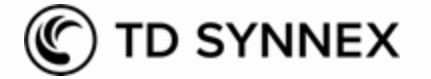
+ Understand yourself and others better
 Adapt your behavior and communication accordingly

6

Indflydelse (26 p.)	
<p>Generelle træk Din profil er nogle gange omstalt som personor typer. Din personlighed er oftest venlig, overbevisende, fuld af selvtillid og positiv. Du har en tendens til at være direkte og påvirket af mennesker og kan til tider være meget selvbevidst og præcis.</p> <p>Motivation Anerkendelse Frygt Admiring Ledelse</p>	<p>Kommunikation Du foretrækker kommunikationstil er verbal og du foretrækker at sælge dine ideer til andre med stor entusiasme.</p> <p>Behov Popularitet, social anerkendelse, demokratiske forhold, mennesker at arbejde med og mennesker at tale med, økonomiske belønninger og sociale aktiviteter uden for deres job.</p> <p>Karaktertræk under pres Irritabel, selvbevidst, overfølsom, struktureret, hængselagtig</p>
Dominans (-5 p.)	
Support (-6 p.)	
Kompetence (-15 p.)	
<p>Generelle træk Din personlighed er mere færdig og mere disciplineret end de fleste. Du er organiseret, grundig og præcis. Du har en tendens til at være meget detaljeorienteret og systematisk. Du har en tendens til at være meget detaljeorienteret og systematisk. Du har en tendens til at være meget detaljeorienteret og systematisk.</p> <p>Motivation Lykkelig & rationel</p>	<p>Kommunikation Du foretrækker kommunikationstil er at skrive.</p> <p>Behov Begrænset risiko, regler og procedurer, forskning, fakta, minimale forandringer og at være del af en gruppe.</p> <p>Karaktertræk under pres Irritabel, selvbevidst, overfølsom, struktureret, hængselagtig</p>



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Privacy in Copilot for Microsoft 365



Copilot inherits your Microsoft 365 policies and commitments



Copilot for Microsoft 365 doesn't train with customer content



Data in different geographies is stored and processed in compliance with GDPR and other Privacy relevant Laws

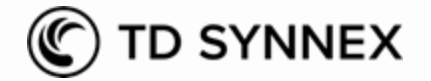


Microsoft commitments to its customers about the GDPR

[Full summary](#)

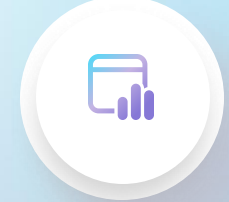
[Short summary](#)

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The customer journey with Copilot for Microsoft 365



Vision & Value

What is Copilot for M365 and the SMB use cases?

What are the organizational benefits and potential time savings?

Can customers get started with Copilot with commercial data protection?

Assess & Prepare

How can SMBs prepare for Copilot?

What data governance and security policies do they have in place?

How to adopt Copilot securely with Microsoft 365 premium SKUs?

Purchase, Deploy, & Expand

How can partners help customers completing the purchase and deployment of Copilot for M365?

How to help customers expand with organization-wide adoption?

Adopt & Usage

How can partners help customers get started with AI prompting and Copilot Labs?

What are the key use cases for customers?

What is their change management plan?

Extend

What are the services partners can offer to extend value of Copilot with plugins and connections

How to connect to Copilot Studio and other Copilots?

CCE Demo



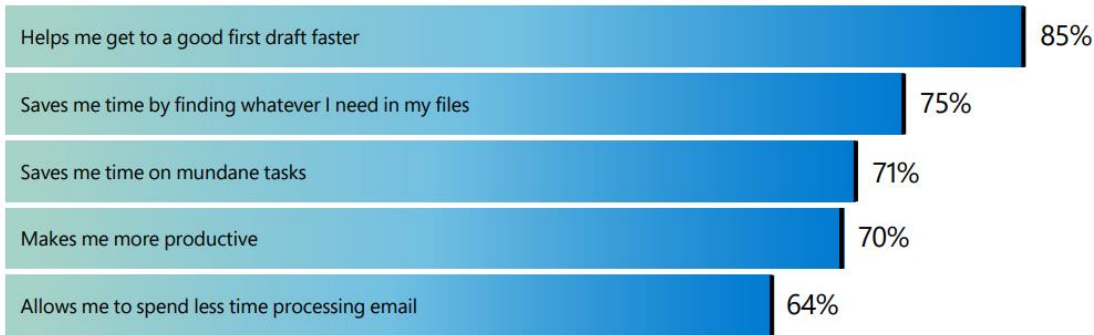
2023 Work Trend Index Special Report

Copilot makes people more productive and creative, and saves time

Here's how it breaks down, according to early users

Survey questions: Please indicate your level of agreement with the following statements. Using Copilot...; To what extent do you agree with the following statements about your experience using Copilot in Word/Outlook/Microsoft 365 Chat specifically? Using Copilot...

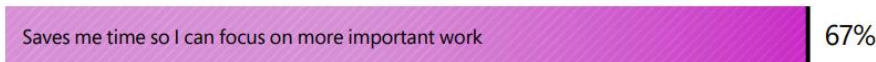
Productivity and speed



Quality and creativity

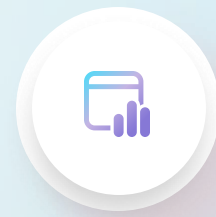
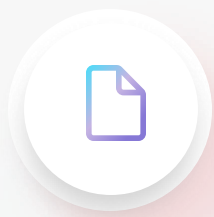


Focus time



Roadmap of capabilities

- ✓ **Microsoft Copilot Pinned chats:** With the new pinned chats feature, you can pin up to 15 chats for easy access later
Rollout Start: March 2024
- ✓ **Outlook:** Coaching & Draft by Copilot in classic Outlook for Windows
Rollout Start: March 2024
- ✓ **Planner Copilot:** Copilot in the Planner will help you generate new plans, set goals, track status, and react to changes
Rollout Start: March 2024
- ✓ **Outlook: Schedule from email with Copilot** helps you to start scheduling right from the email conversation. It saves you time and effort by generating a meeting invite that's ready for you to review and send.
Rollout Start: May 2024
- ✓ **OneDrive:** Copilot in OneDrive will allow you to ask questions and get information from files in your OneDrive without having to open the files. It will also summarize one or multiple files.
Rollout Start: May 2024
- ✓ **[Outlook: Follow a meeting in new Outlook for Windows and web](#):** Follow is a new meeting response (RSVP) option that goes beyond the traditional Accept, Tentative and Decline choices geared towards individuals with high meeting loads and conflicting meetings each day
Rollout Start: June 2024



Customer Journey

Vision & Value

Assess & Prepare

Pilot, Purchase, & Enable

Adopt & Usage

Extend



Partner Journey

Advisory

Copilot Readiness

Deployment

Adoption & Change Management

Extensibility & Ongoing Services



TD SYNnex Services

CoPilot Cloudlab
Exsperience
CSP Briefing

Assessment
Data governance
and security WS
P2P offering

Licensing
experts
ION LCM
Services

CCE Adoption
program
P2P offering

Center Of
Excellence
advisory