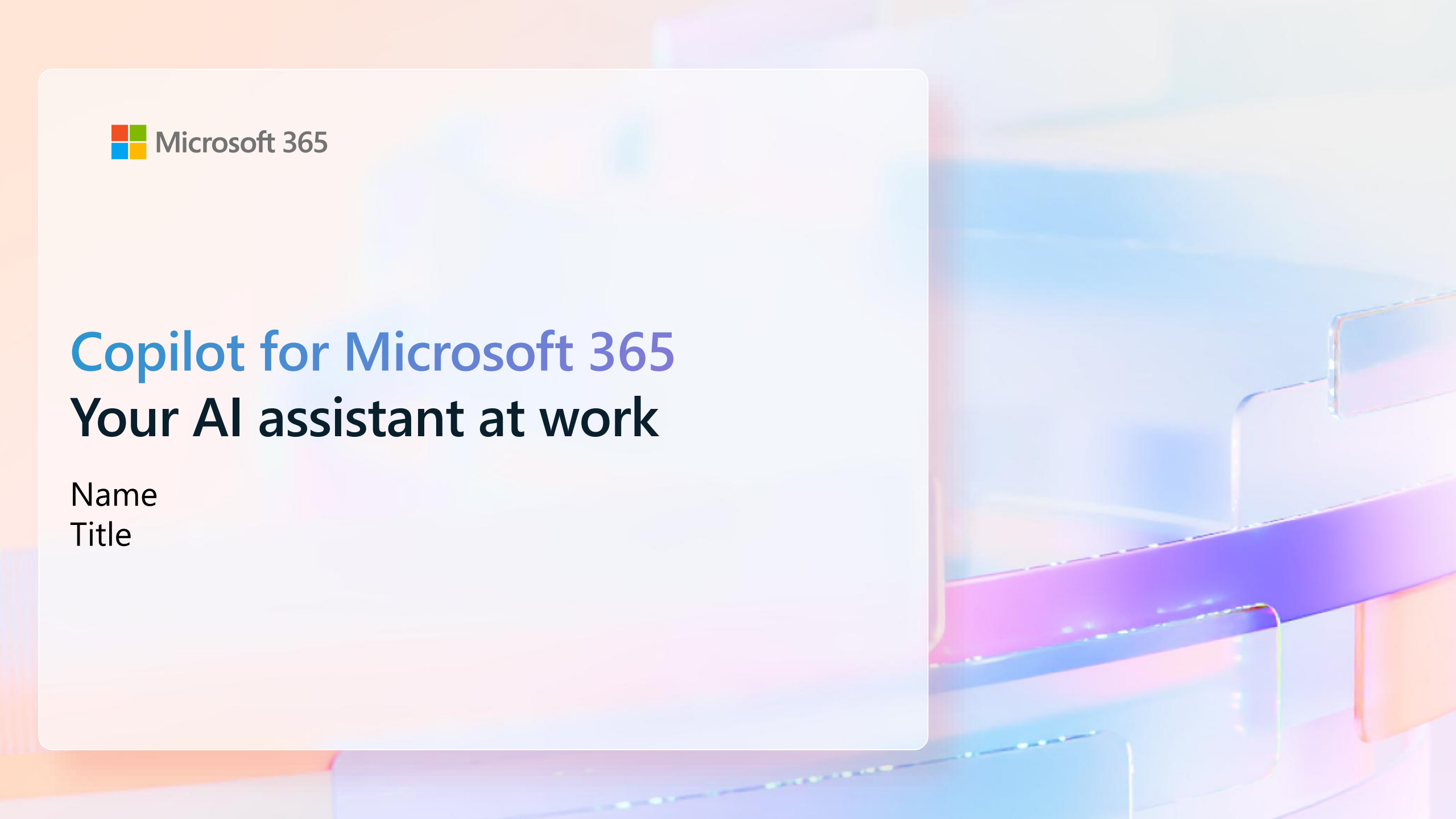
Microsoft 365

Copilot for Microsoft 365

Your AI assistant at work

Name
Title



The world is changing

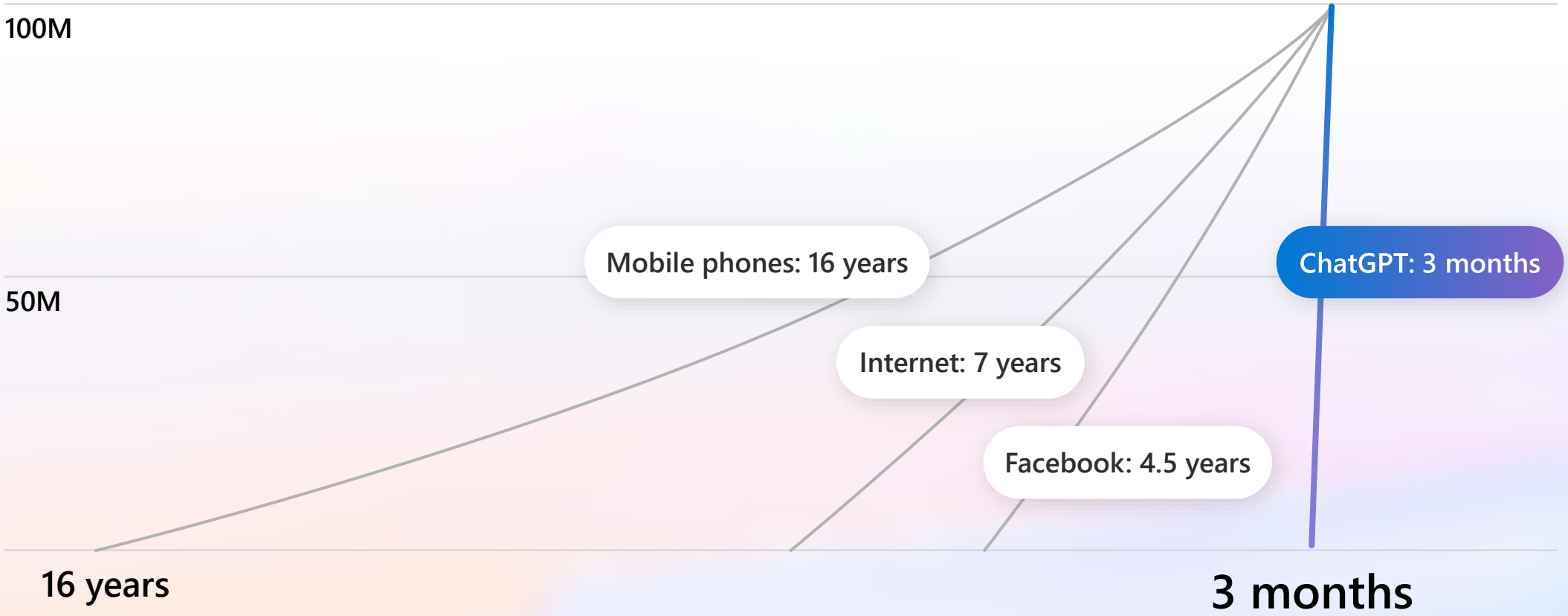
Industries are transforming rapidly

The drivers for economic growth are evolving

Technology is at an inflection point

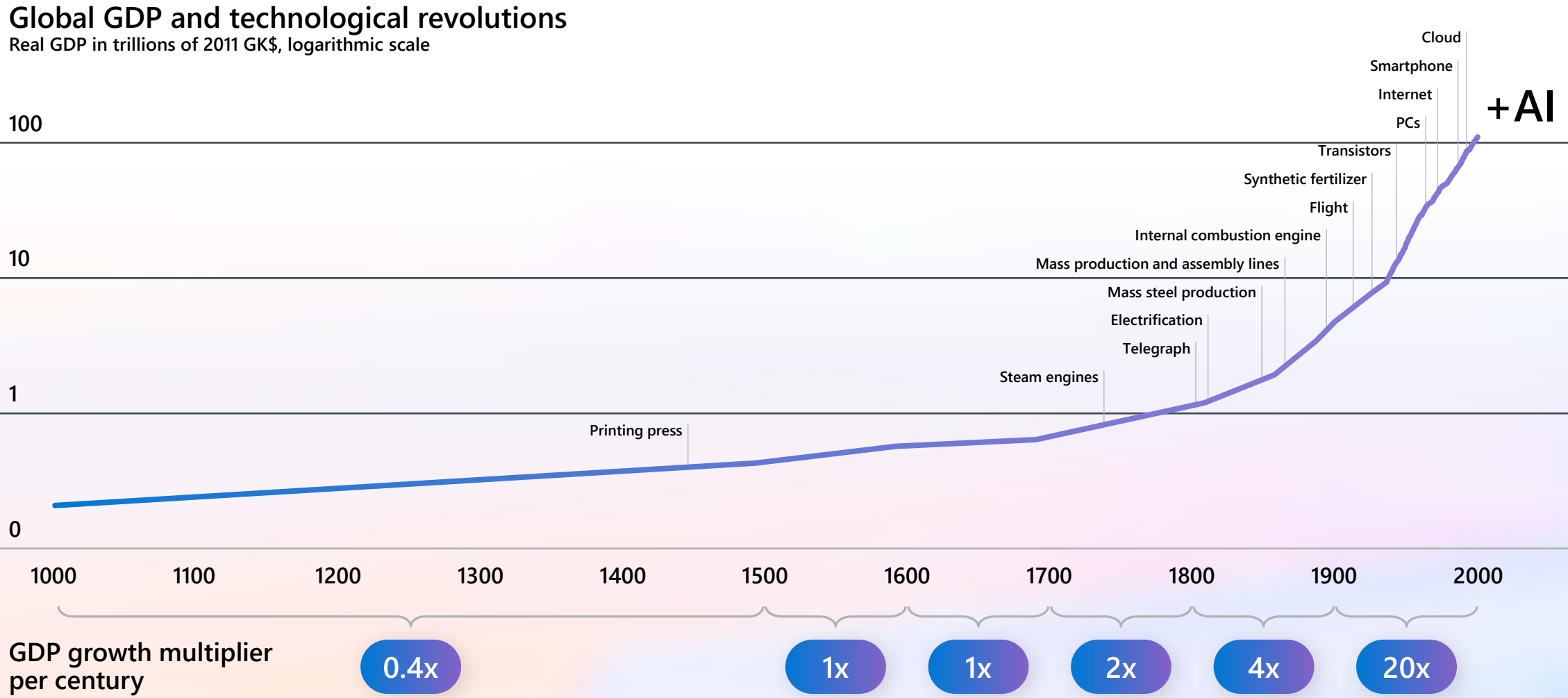
Generative AI technology is here

Time to reach 100M users



Source: Microsoft Research

And the impact is real



Source: Maddison Project, Ourworldindata

Early findings – Microsoft 365 Copilot

Internal Microsoft 365 Copilot users across Sales, IT, HR, Engineering, and Marketing

All Up Value

87% agree more productive[1]
79% focus on more important work
70% able to stay in the flow
69% focus on more satisfying work
79% spent less time on mundane tasks

Value by Workflow

81% allows to spend less time searching for information
73% makes meetings more efficient
79% allows me to spend less time processing email
94% makes all easier to get started on a first draft

Value by Role / Function

1 in 3 had >30 min time savings per day (MCAPS)
88% complete tasks faster (MCAPS)
63% simplify complex tasks (MCAPS)
58% reclaim time for more important work (managers)

How much is Copilot worth to users?

96% would be disappointed if they no longer had access to Copilot

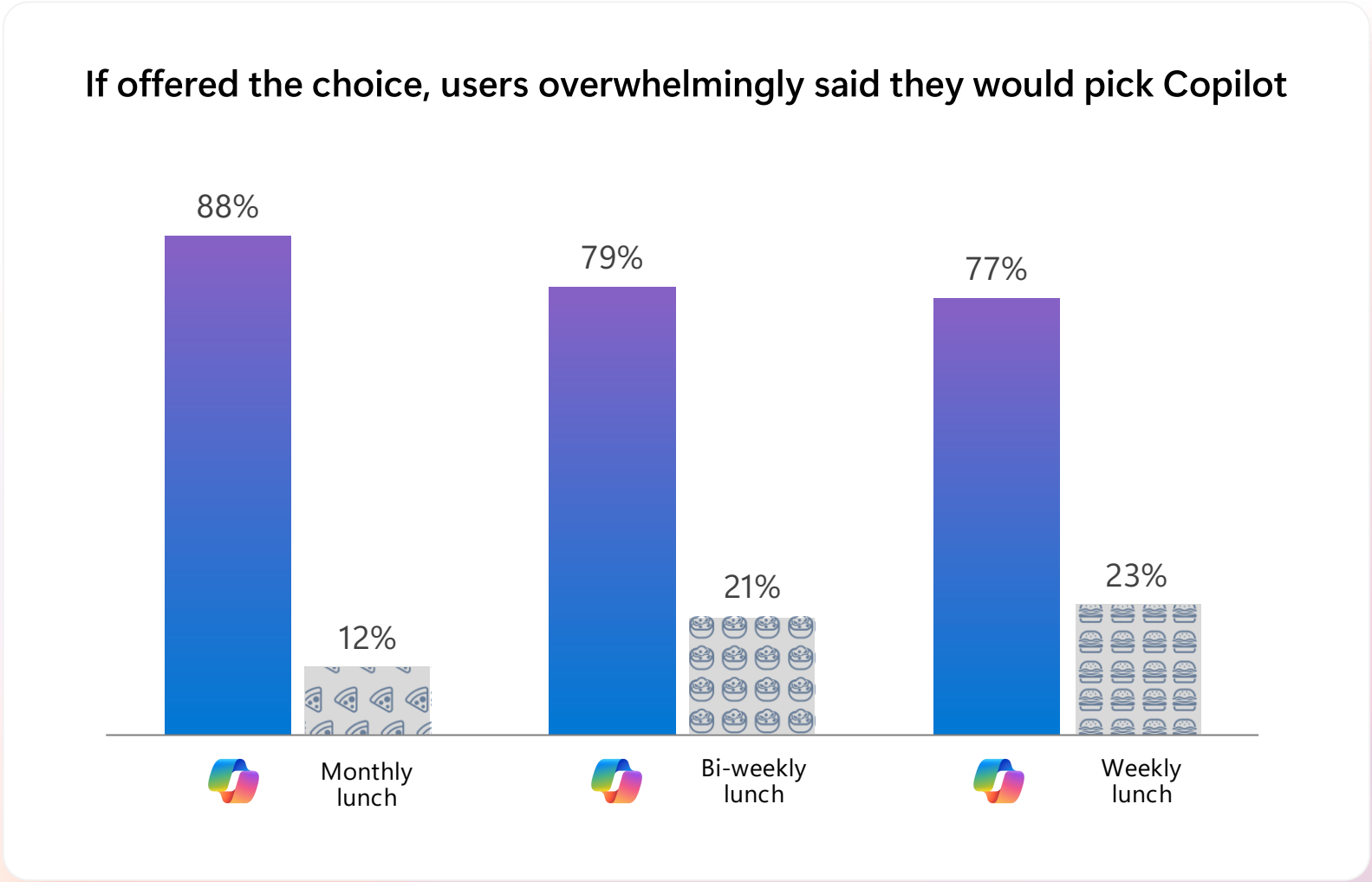
83% would not want to go back to working without Copilot

47% access to Copilot would influence my choice of employer

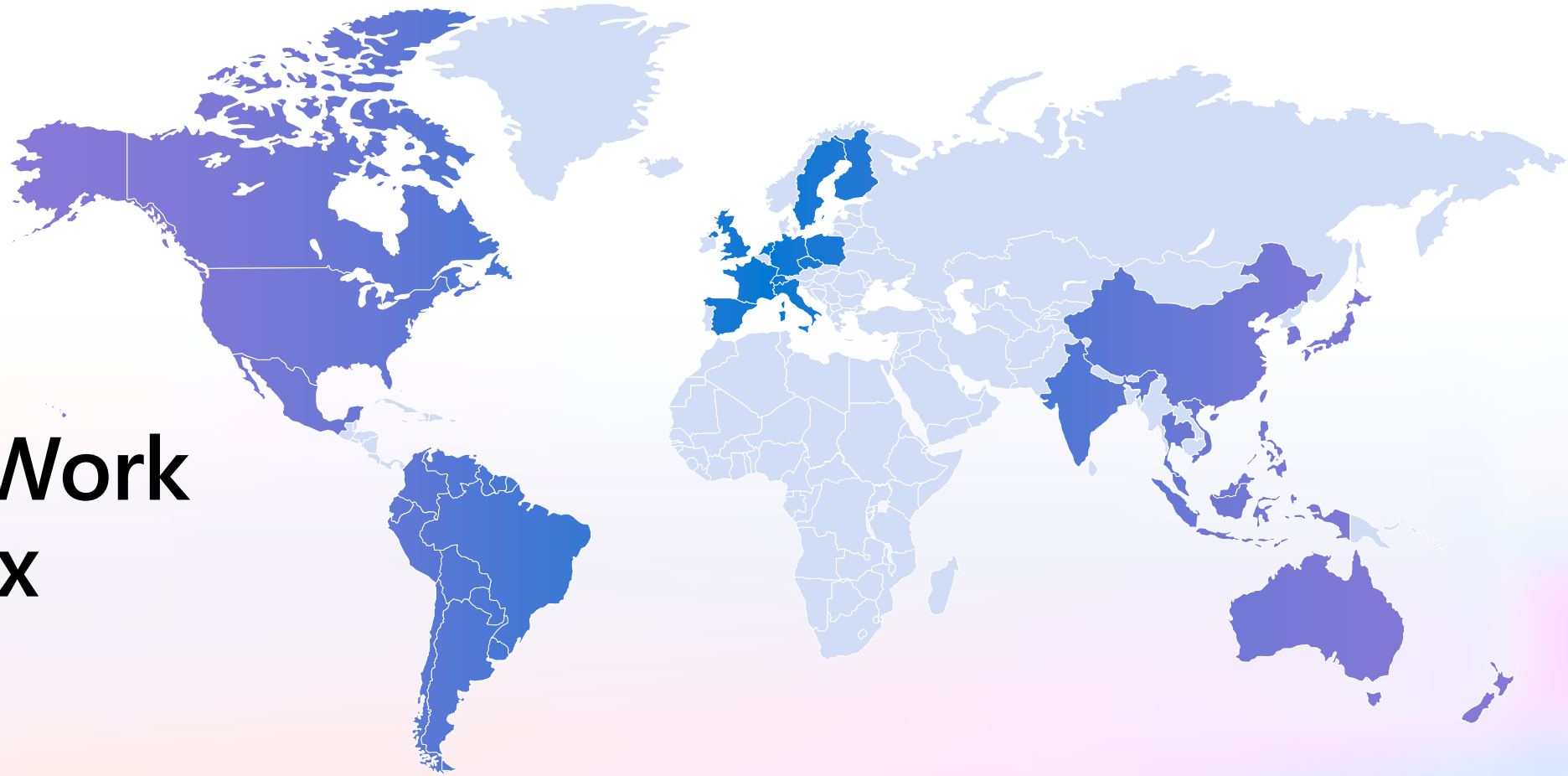
Microsoft Confidential – Internal Only

Source: PRELIMINARY findings from Survey of MS internal users of Microsoft 365 Copilot, n-size 155 Oct 9, 2023. 1) Respondents were asked, To what extent do you agree with the following statement: when using Copilot, I am more productive.

Is Copilot worth more than a free lunch?



Source: Survey of Copilot for Microsoft 365 Early Access Program users, October 2023.



Microsoft Work Trend Index

http://aka.ms/wti

31,000 people | **31** countries | Microsoft 365, LinkedIn, Glint People Science + academic research

Digital debt is costing us innovation

64%

of employees don’t have enough time or energy to do their job

57%

of employees' time is spent communicating

43%

of employees' time is spent creating

Source: 2023 Work Trend Index

87%

of organizations believe AI will give them a competitive edge

Source: MIT Sloan Management Review

Employees and leaders are ready to embrace AI

2x

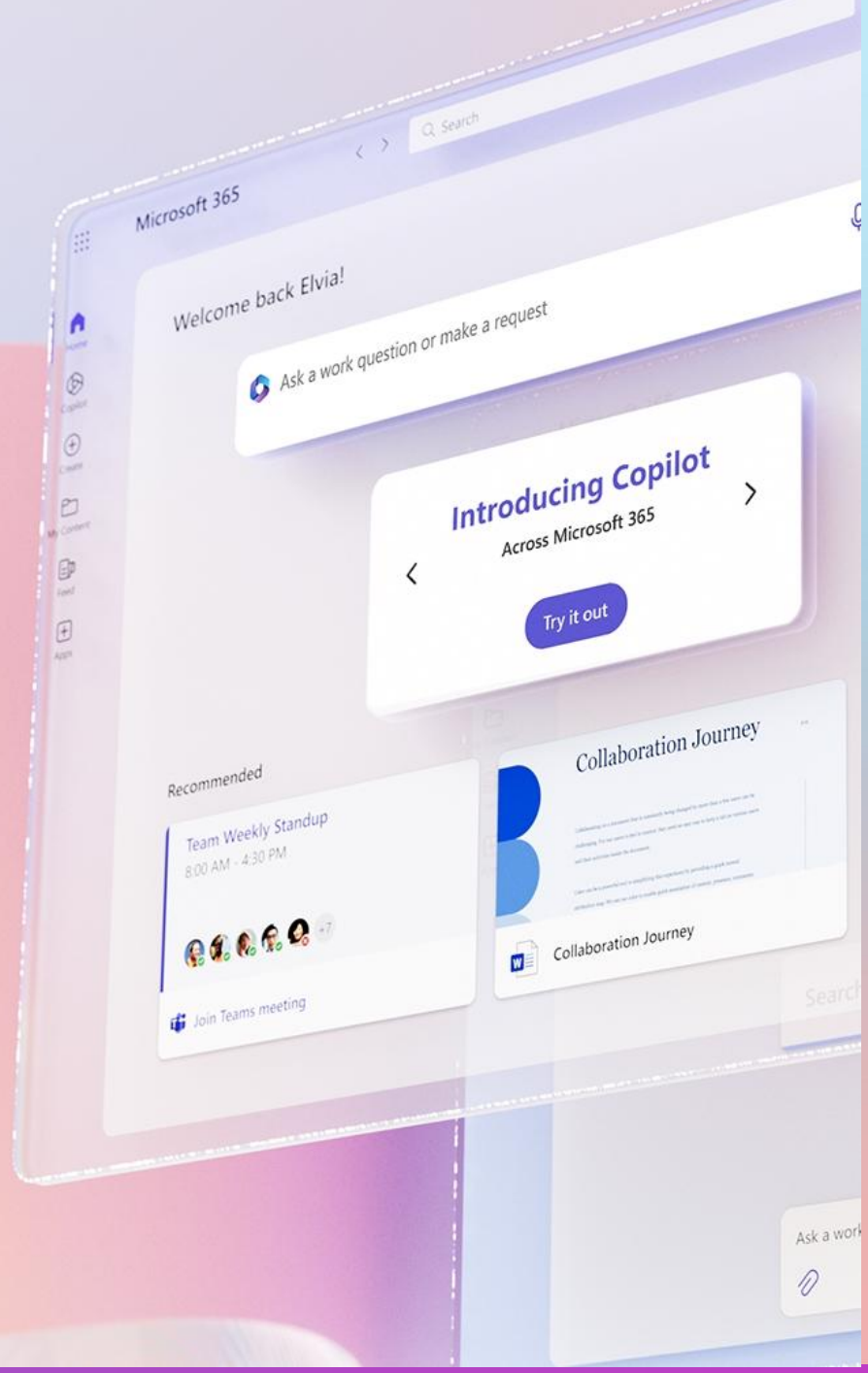
likelihood of a leader to say AI will provide value by boosting productivity versus cutting headcount

64%

of employees lack time and energy to do their job

70%

of employees willing to delegate work to AI



Source: 2023 Work Trends Index

Preparing for the era of AI

What are your organization's **goals** for using AI?

What are your organization's **pain points** that AI can address?

What are your organization's **current capabilities** in terms of AI?

Does your organization have a **data strategy** in place?

Does your organization have the necessary **infrastructure and resources** to support AI initiatives?

The AI-powered organization

01

Foundational productivity

02

Copilot for Microsoft 365

The AI-powered organization

01

Foundational productivity

02

Copilot for Microsoft 365

The AI-powered business

01

Foundational productivity

Get AI-ready checklist

Empower employees with secure, AI-powered tools

Introduce employees to secure generative AI with Microsoft Copilot with commercial data protection to prepare them for the future workplace.

Standardize onto Microsoft 365

Enrich your Copilot for Microsoft 365 experience by getting your data into the Microsoft 365 Cloud.

Organize sensitive business data

Protect internal data from accidental leakage. Ensure users have the right access to the right internal content.

The AI-powered organization

01

Foundational productivity

02

Copilot for Microsoft 365

Focus on what matters most

Running your business

Growing your customers

Building your brand

Scaling securely

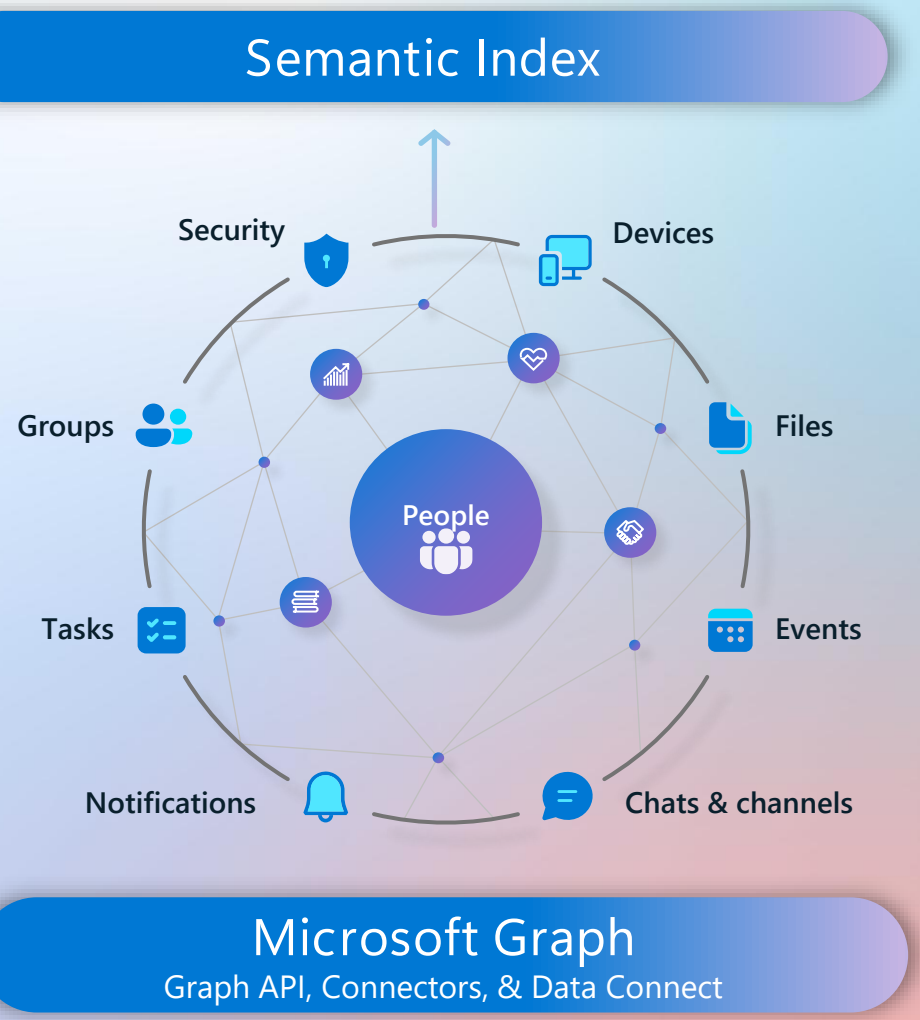
Copilot for Microsoft 365

Embedded across Microsoft 365 apps

Alexis Blackwell
ArcE Vol.10
Brooklyn, NY

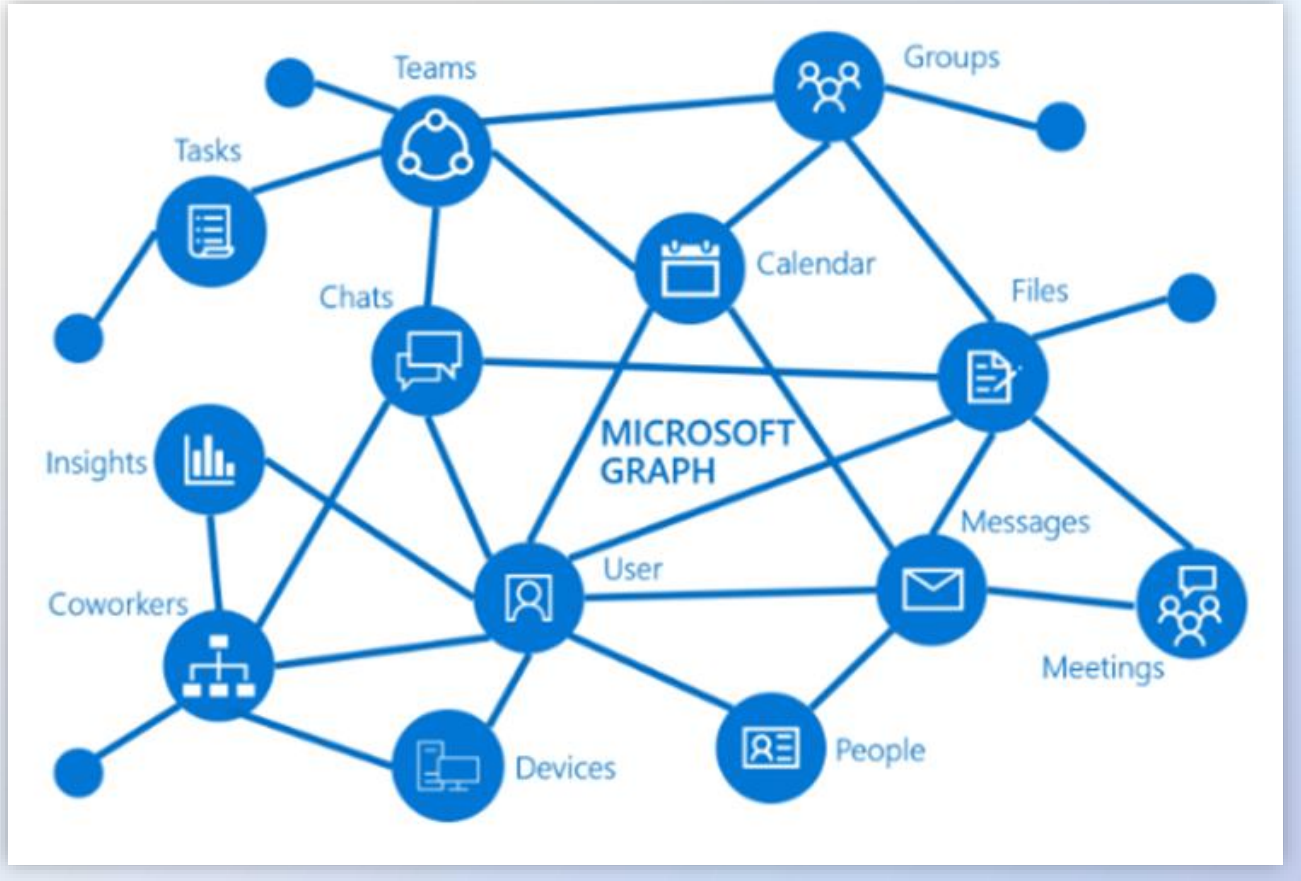
Copilot for Microsoft 365

Architected to access to your business content and context



The Microsoft Graph

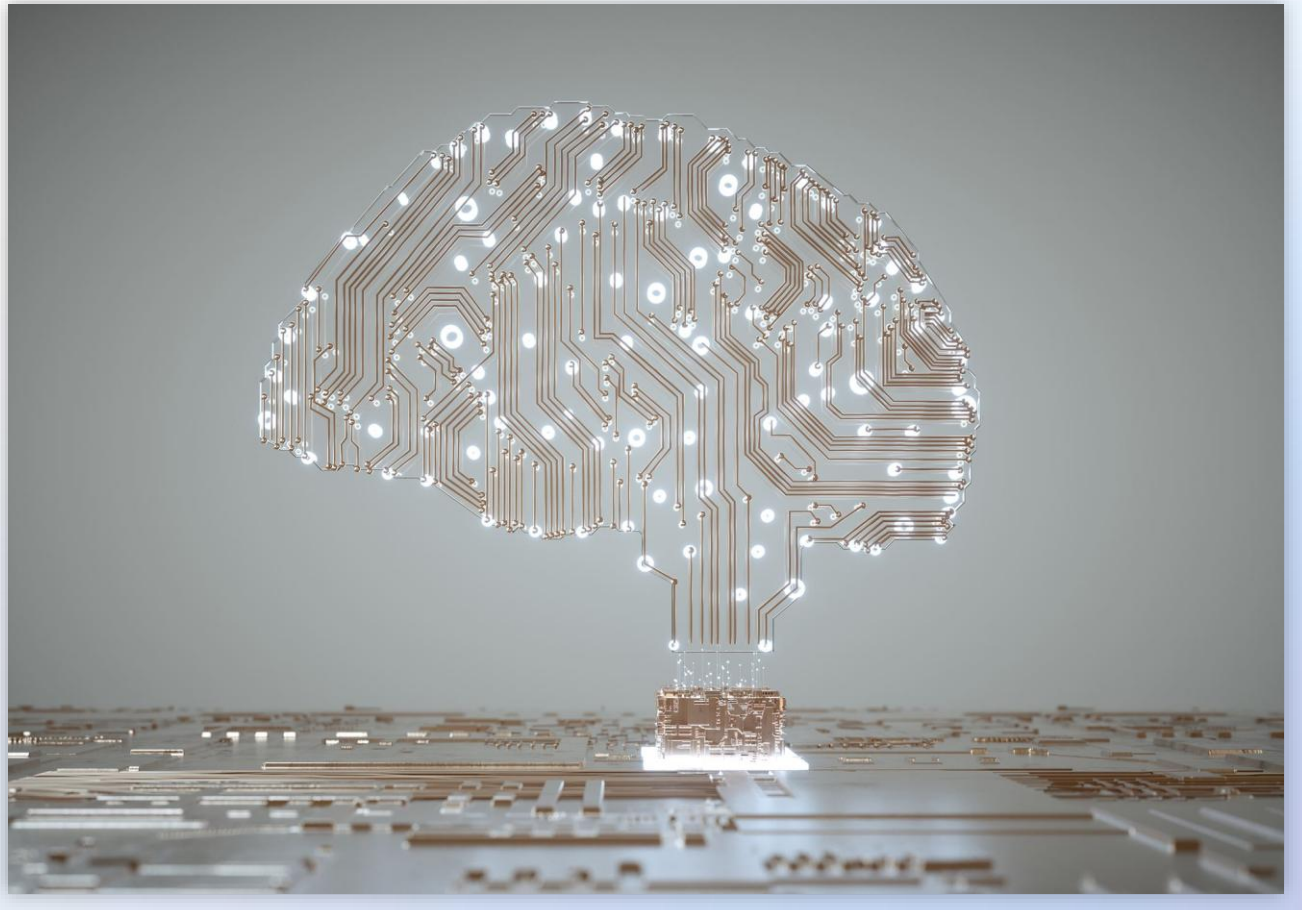
The Microsoft Graph is the **gateway to data and intelligence in Microsoft 365**. The Graph uses a unified programmability model to access data across Microsoft Cloud Services including Microsoft 365 core services, Enterprise Mobility + Security, Windows services, and Dynamics Business Central



- **Graph API** - single endpoint for real-time access to internal data
- **Graph Connectors** - delivers external data to the Microsoft graph (e.g. Salesforce, Jira, etc)
- **Graph Data Connect** – Secure and scalable bulk data access to the Azure AI platform to enable insights and analytics

Semantic Index

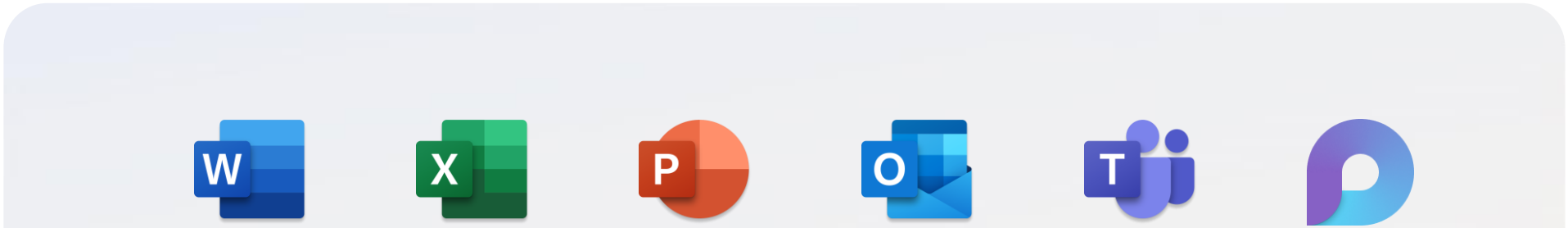
The semantic index **sits on top of the Microsoft Graph** to interpret user queries and to produce sophisticated, meaningful, and multilingual responses that help you to be more productive.



- Technology that powers the search functionality in Copilot for Microsoft 365
- Uses artificial intelligence and natural language processing to understand the meaning behind the words used in search queries, allowing for more accurate and efficient search results
- Able to recognize synonyms, related concepts, and other factors that can help refine search results, making it easier for users to find the information they need

Copilot for Microsoft 365

Included at $30 per user, per month



Generally Available

	For Individuals		For Organizations	
	Copilot	Copilot Pro	Copilot	Copilot for Microsoft 365
	Free	$20	Free	$30
Foundational Capabilities	●	●	●	●
Web Grounding	●	●	●	●
Commercial Data Protection	●	●	●	●
Priority Model Access		●		●
Copilot in Outlook, Word, Excel, PowerPoint, and OneNote		●		●
Copilot in Teams				●
Microsoft Graph Grounding				●
Enterprise-Grade Data Protection				●
Customization		Copilot GPT Builder		Copilot Studio

Commercial Data Protection applies when users are signed into their work account using their organization's Entra ID.

Microsoft Copilot

	Copilot	Copilot for Microsoft 365	Copilot for Sales	Copilot for Service
	Free	$30	$50	$50
Foundational Capabilities	●	●	●	●
Web grounding	●	●	●	●
Commercial Data Protection	●	●	●	●
Enterprise-Grade Data Protection		●	●	●
Graph Grounding		●	●	●
Microsoft 365 Apps		●	●	●
Copilot Studio		●	●	●
Role Specific capabilities			●	●

Introducing

Copilot Studio

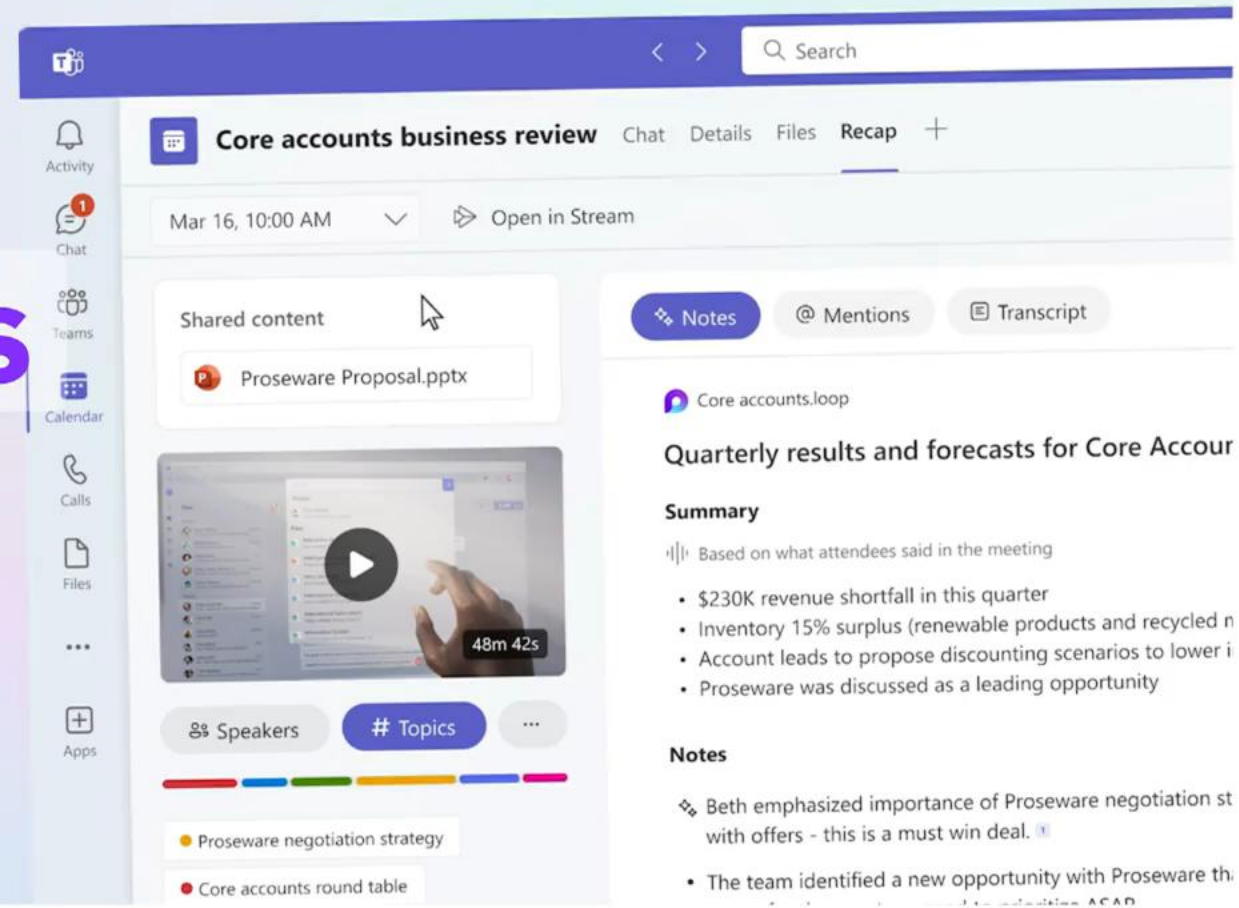
Connect to data

Create and orchestrate sophisticated logic

IT manageability & control

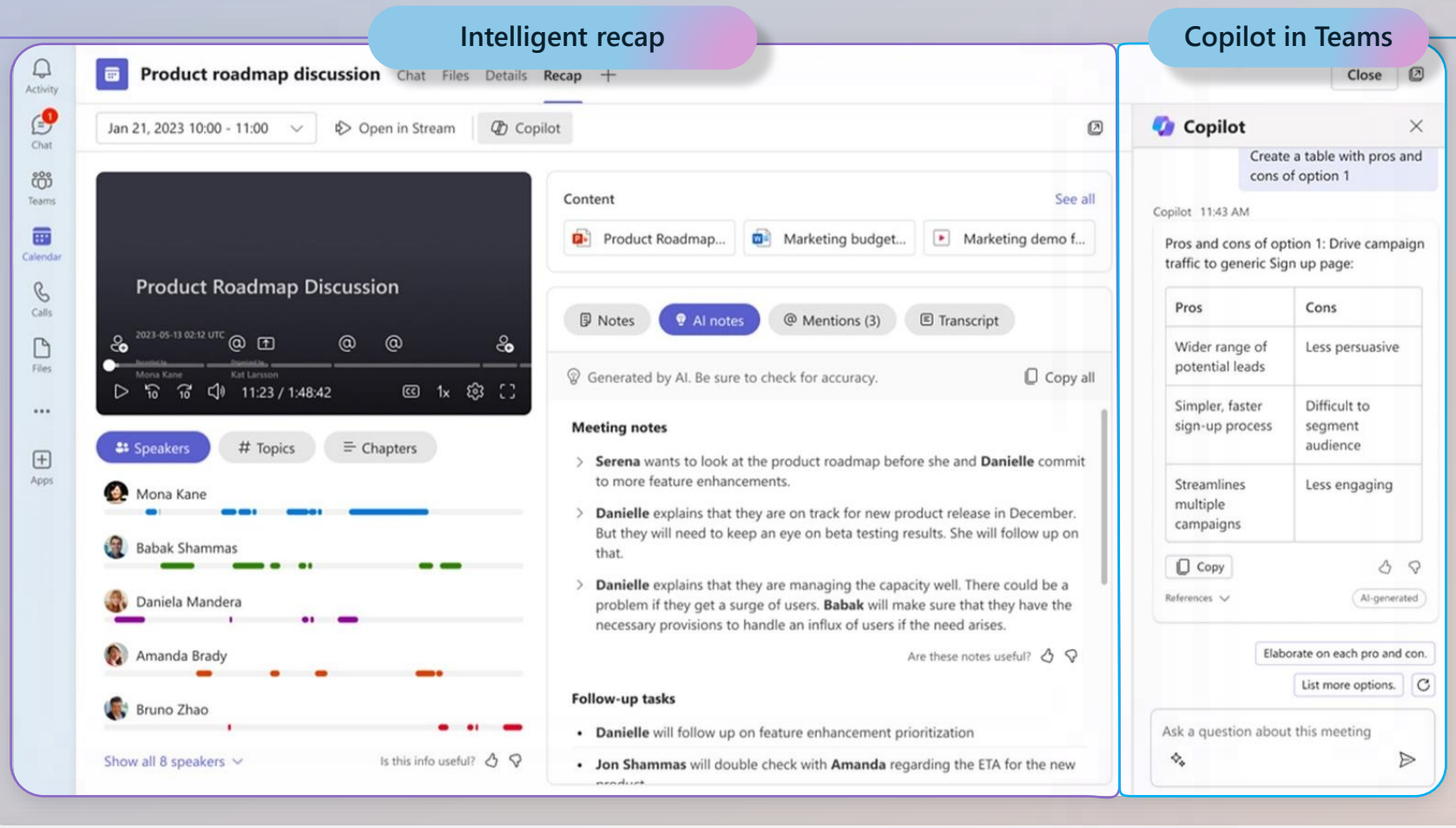
MICROSOFT 365

Copilot in Teams Meetings



Intelligent recap in Copilot

- Built-in and automated
- Standardized
- Video, speaker, and chapter markers
- Available after meeting only



- On-demand
- Based on unique prompts
- Conversational interaction, with citations
- Available real-time (during & after meeting)

Use built-in meeting summaries and ask any question about the meeting

*Intelligent recap is also available in Teams Premium

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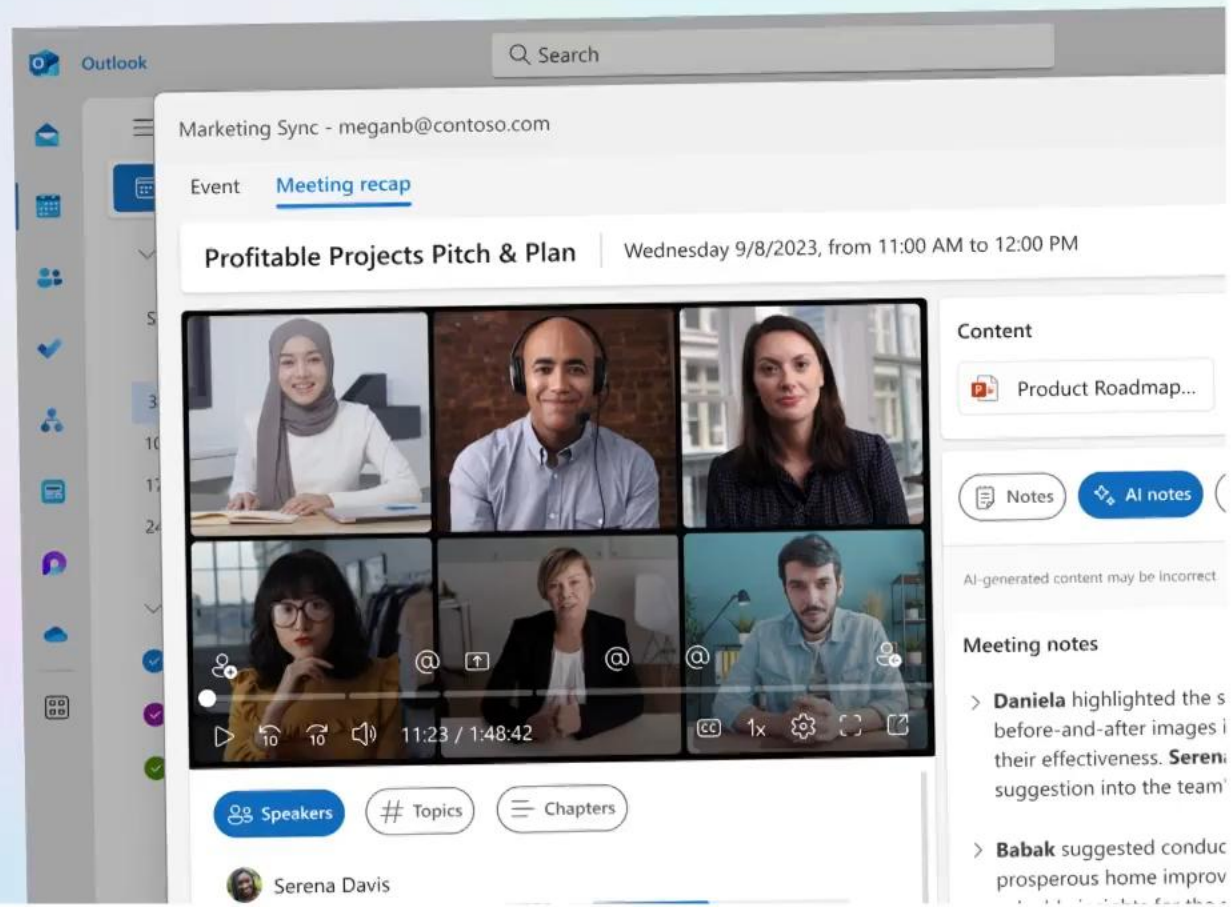
Copilot in Outlook



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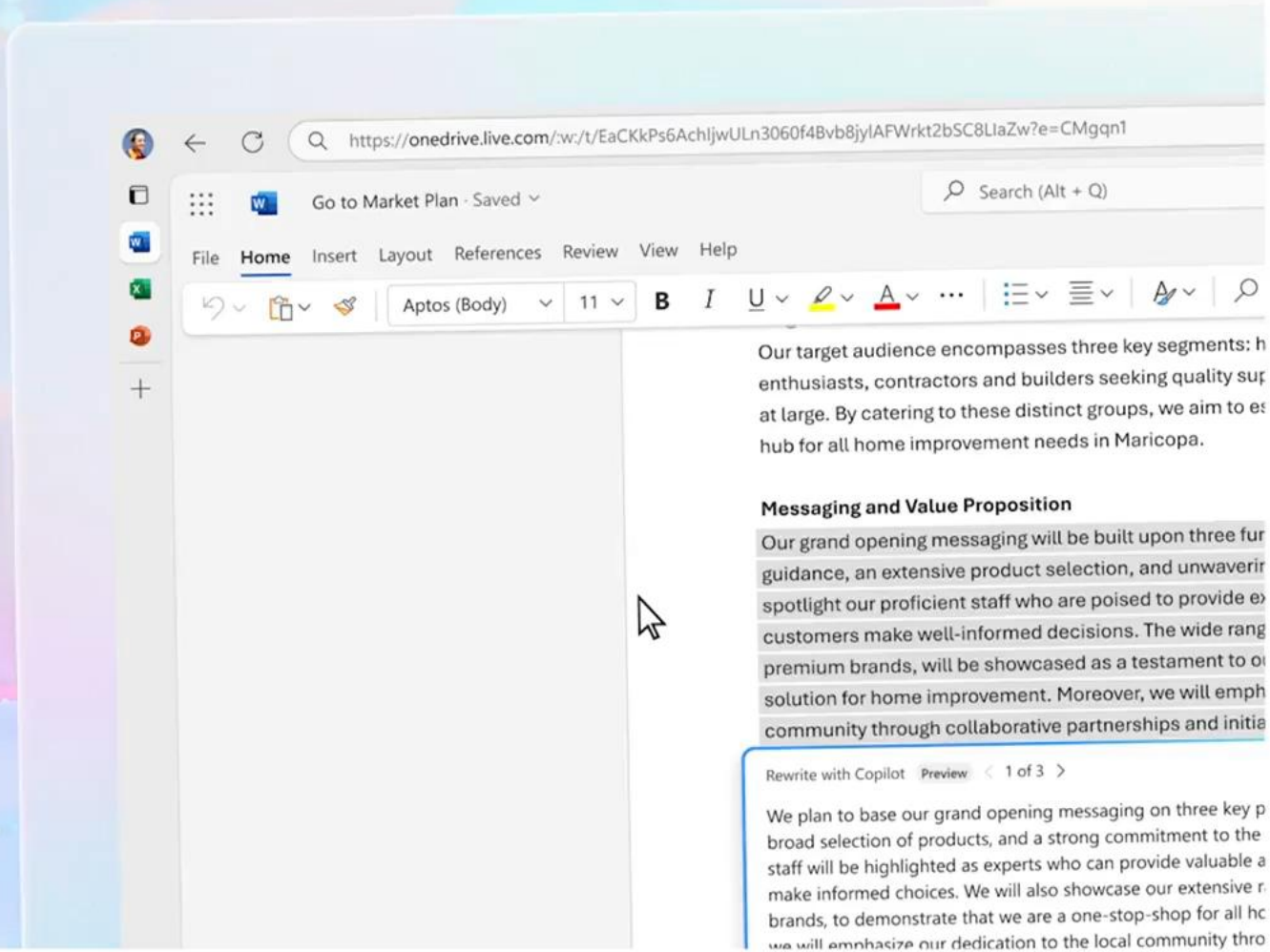
Copilot in Word



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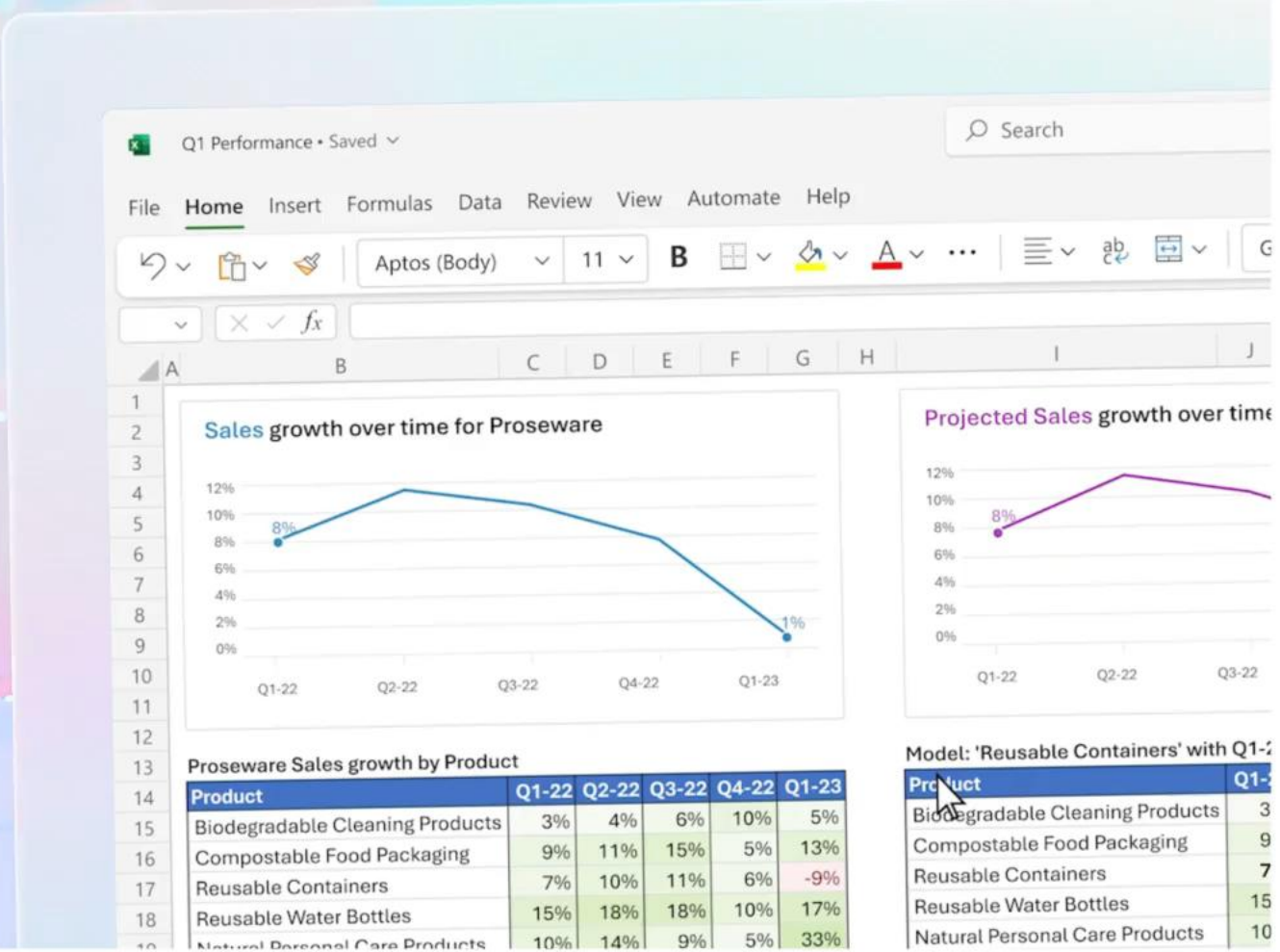
Copilot in Excel



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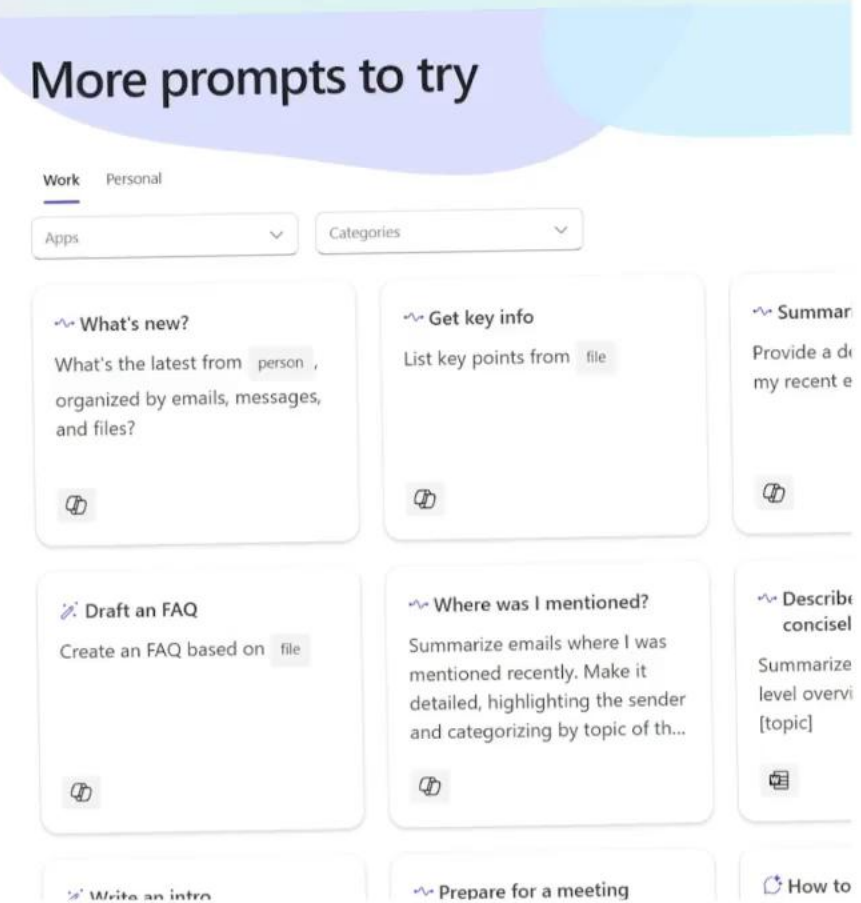
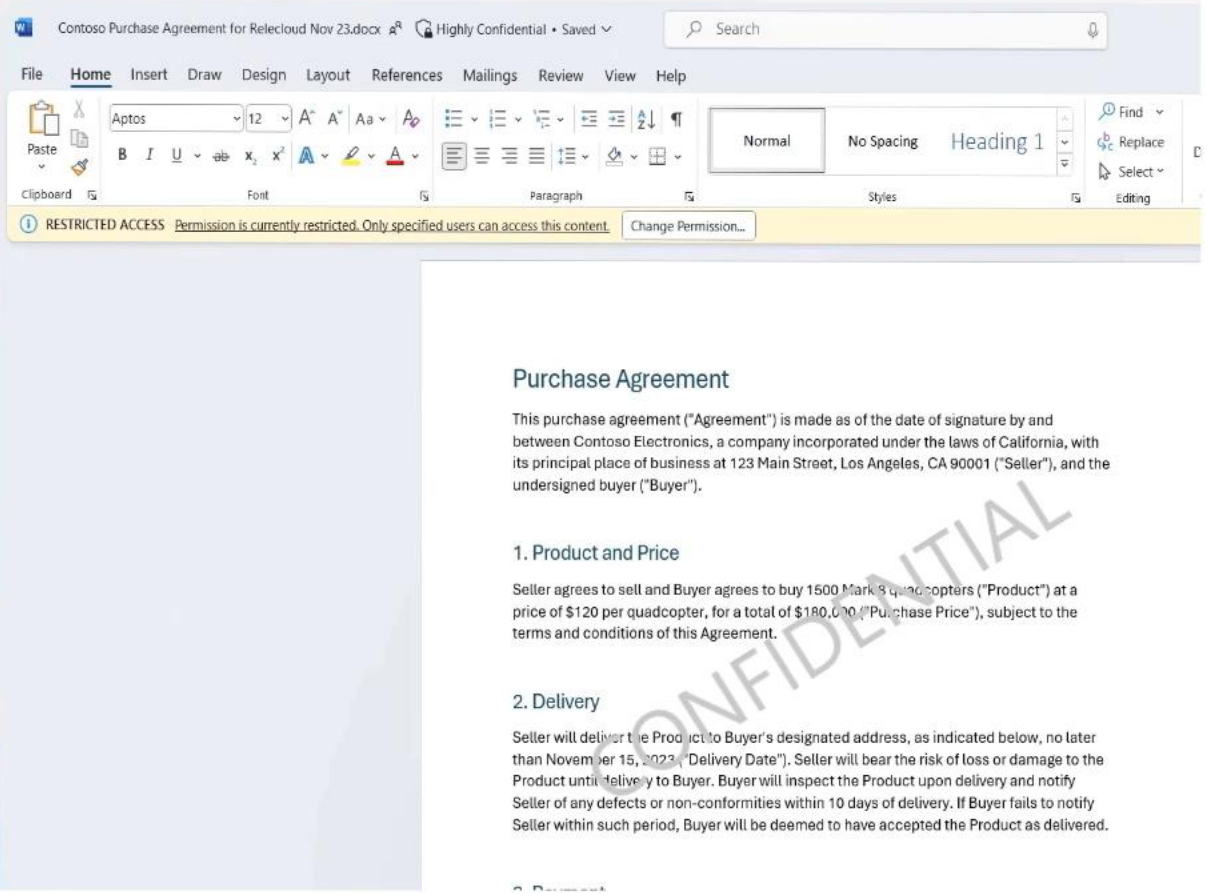
Copilot Lab



MICROSOFT 365

Copilot with Data security



Microsoft 365 Copilot Security and Privacy

Security and Compliance controls for Copilot for Microsoft 365

Essential security controls

Copilot + M365 Business Standard

Multi-factor Authentication with security defaults

Device-based access & security controls for M365 resources

Basic content and keyword search for Copilot generated data

Comprehensive security controls

Copilot + Microsoft 365 Business Premium

Everything in M365 Business Standard, plus:

Conditional Access policies based on identity, device, location, & network

Terms of use policies to accept before getting access

Restrict saving business data and files to approved applications only

Protect sensitive M365 data from exfiltration and improper use (files & emails only)

eDiscovery, litigation hold and retention policies

Note: Not all features/products shown.

Security and Compliance controls for Copilot for Microsoft 365

Baseline security

Copilot +
Office 365 E3

Multi-factor Authentication
with security defaults

Manual sensitivity labels
for Copilot generated content
(Office only)

Core security controls

Copilot +
Microsoft 365 E3

Conditional Access
policies based on identity, device, location, & network

Manual sensitivity labels
for **non-Microsoft** documents
(e.g., pdf)

Endpoint management
capabilities

Best in class security controls

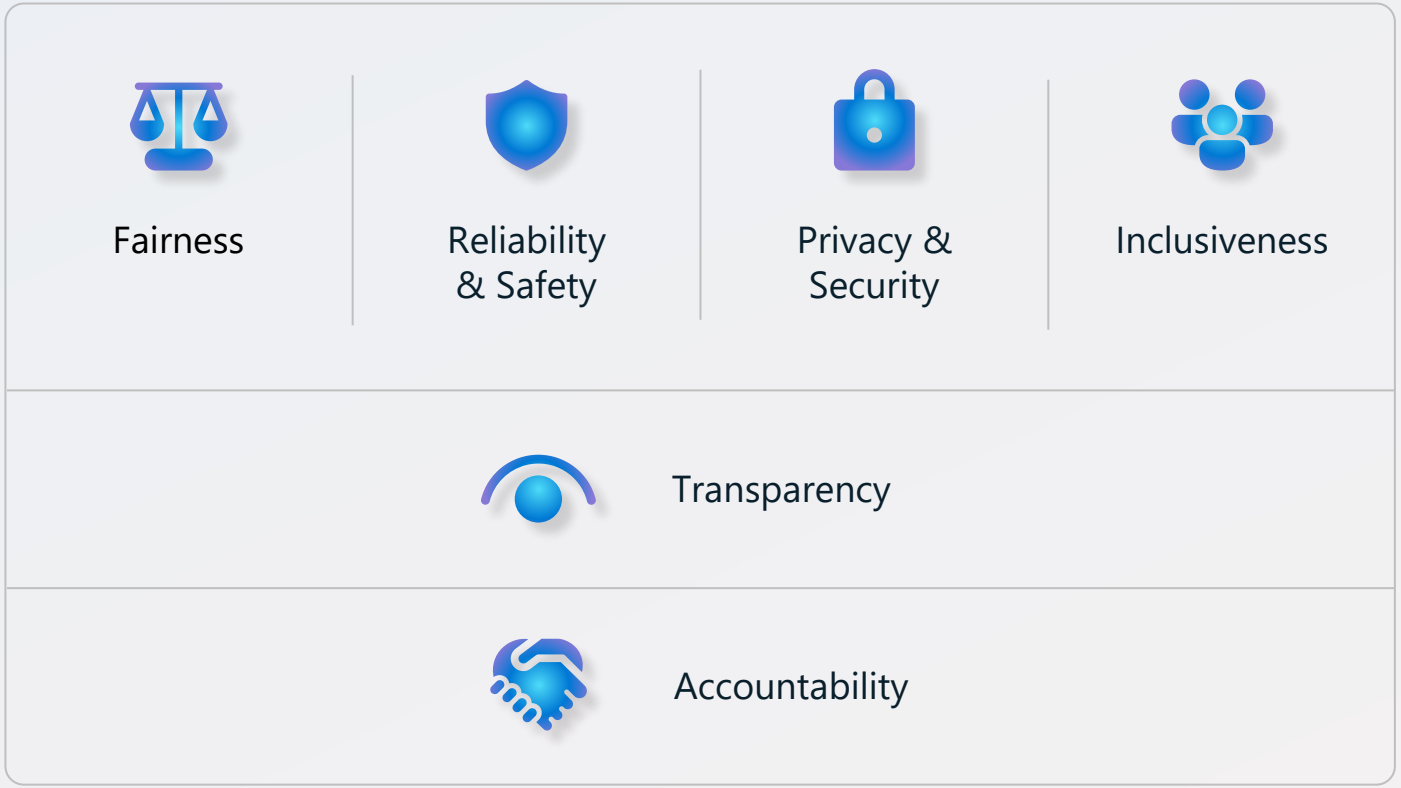
Copilot +
Microsoft 365 E5

User/session risk
and access control

Automatic sensitivity labels
for **non-Microsoft** documents
(e.g., pdf)

Discover and evaluate the risk of 400+ **AI apps** & implement **controls to for their use** at work

Microsoft's AI principles



Microsoft Cloud — AI you can trust

Your data is your data.

Your data is not used to train the OpenAI foundation models without permission.

Your data is protected by the most comprehensive enterprise compliance and security controls.

Early Access Program

Faster, Better, Easier

Floww

"I do believe that there isn't a single job position in the company that won't benefit in some way from Copilot being available to them."

- Alex Wood, Senior Cloud Engineer

"I no longer need to spend time consolidating meeting notes, Copilot does it for me. I'm saving at least 10 minutes of time with each meeting."

- Mahesh Patil, CTO of DLT Apps

90 POE | OpenOcean STUDIO

"I'm really impressed with how Copilot works in Outlook. I had it generate several emails for me, and it did a really great job. All I had to do was add my own details and they were ready to send."

- Paul Birkin, Chief Operating Officer

How can you get started?

- *Partner – add your own CTA here*
- Learn how AI is poised to create a whole new way of working
- Leverage Getting started content as well as Resources for Adoption
- Delve into security, privacy and compliance
- Get better acquainted with the art of prompting with Copilot Lab

Thank You!