



# Introducing Copilot for Microsoft 365

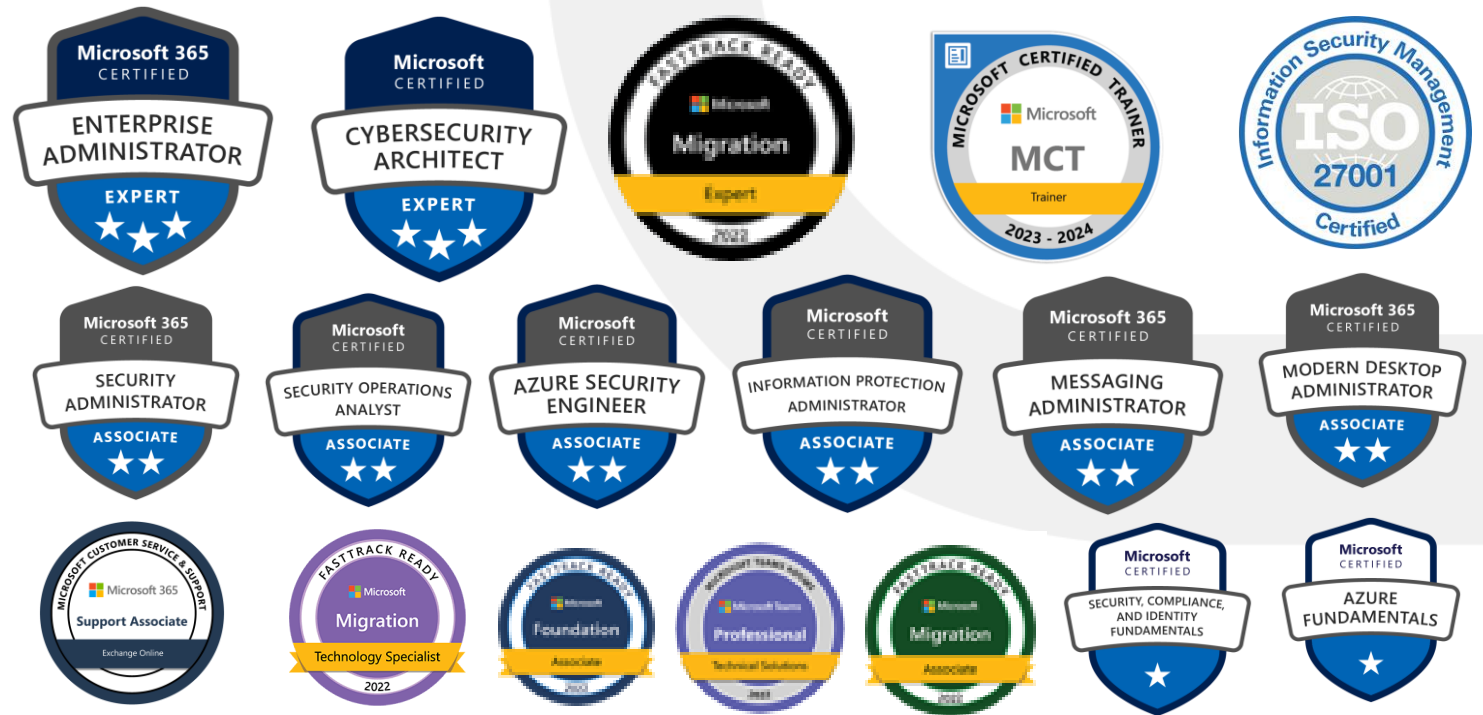
# About the Presenter



**Ahmed Saif Muntaseer**

Solutions Consultant | Security and AI

LinkedIn: <https://www.linkedin.com/in/ahmedsaifmuntaseer/>



- ✓ A seasoned Microsoft Security Solution Architect with over 8 years of expertise in Microsoft technologies. Currently I am leveraging my experience to deliver exceptional service as a Solutions Consultant (Modern Workplace, Security and AI) at One Singapore Based Microsoft FastTrack. In addition, I am a Microsoft certified Trainer and certified Microsoft Enterprise and security architect. Previously, I was working a Technical Lead at Microsoft CSS Shanghai team, providing premium technical support to Microsoft 365's global Premier customers.
- ✓ Hobbies: Playing Football, reading books and bicycling
- ✓ Favorite Team: Barcelona



# Copilot for Microsoft 365

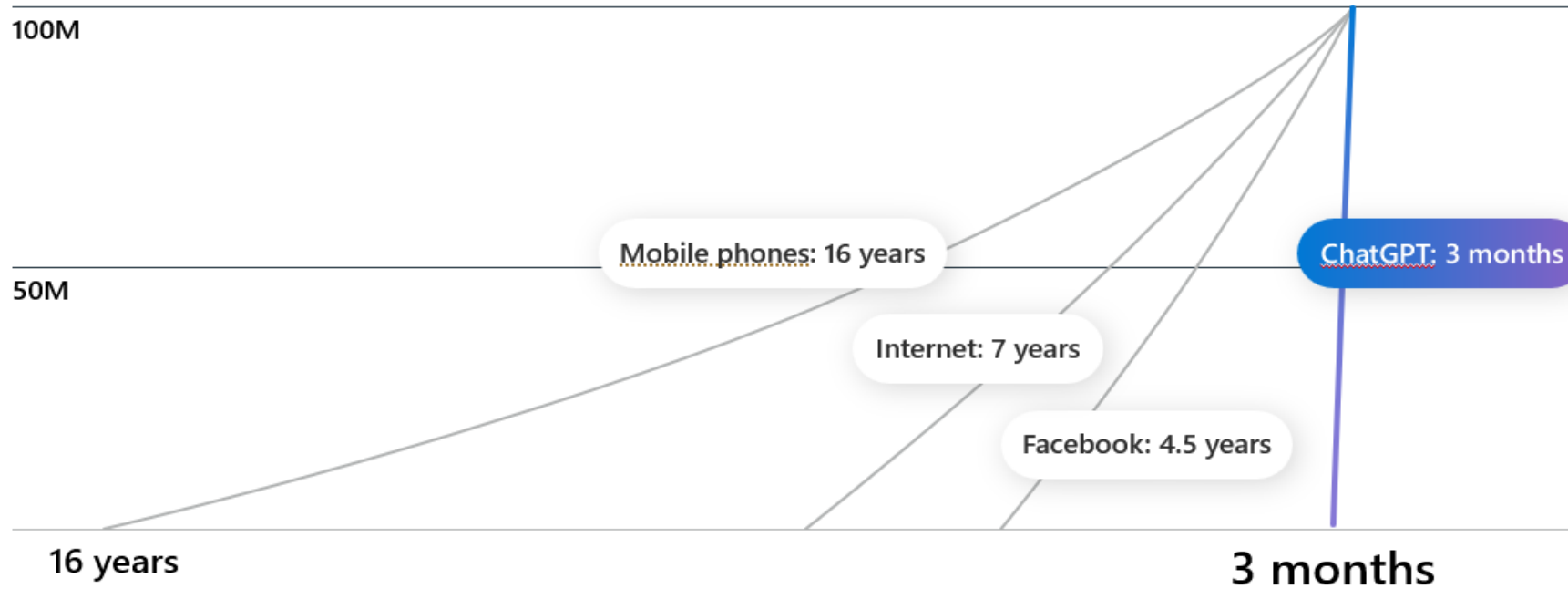
Achieving Readiness & Optimization

A 3D rendering of a warehouse conveyor belt system. The scene is viewed from a low angle, looking down the length of the conveyor. Several cardboard boxes are positioned on the belt, moving away from the viewer. The boxes are brown with white labels and some have 'FRAGILE' or recycling symbols. The floor is a dark blue-grey color, overlaid with a glowing red grid pattern. The lighting is soft and focused on the boxes, creating a sense of depth and perspective. The overall aesthetic is clean and modern, suggesting a high-tech or automated environment.

# The AI Opportunity

## The AI technology is here

Time to reach 100M users



# 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

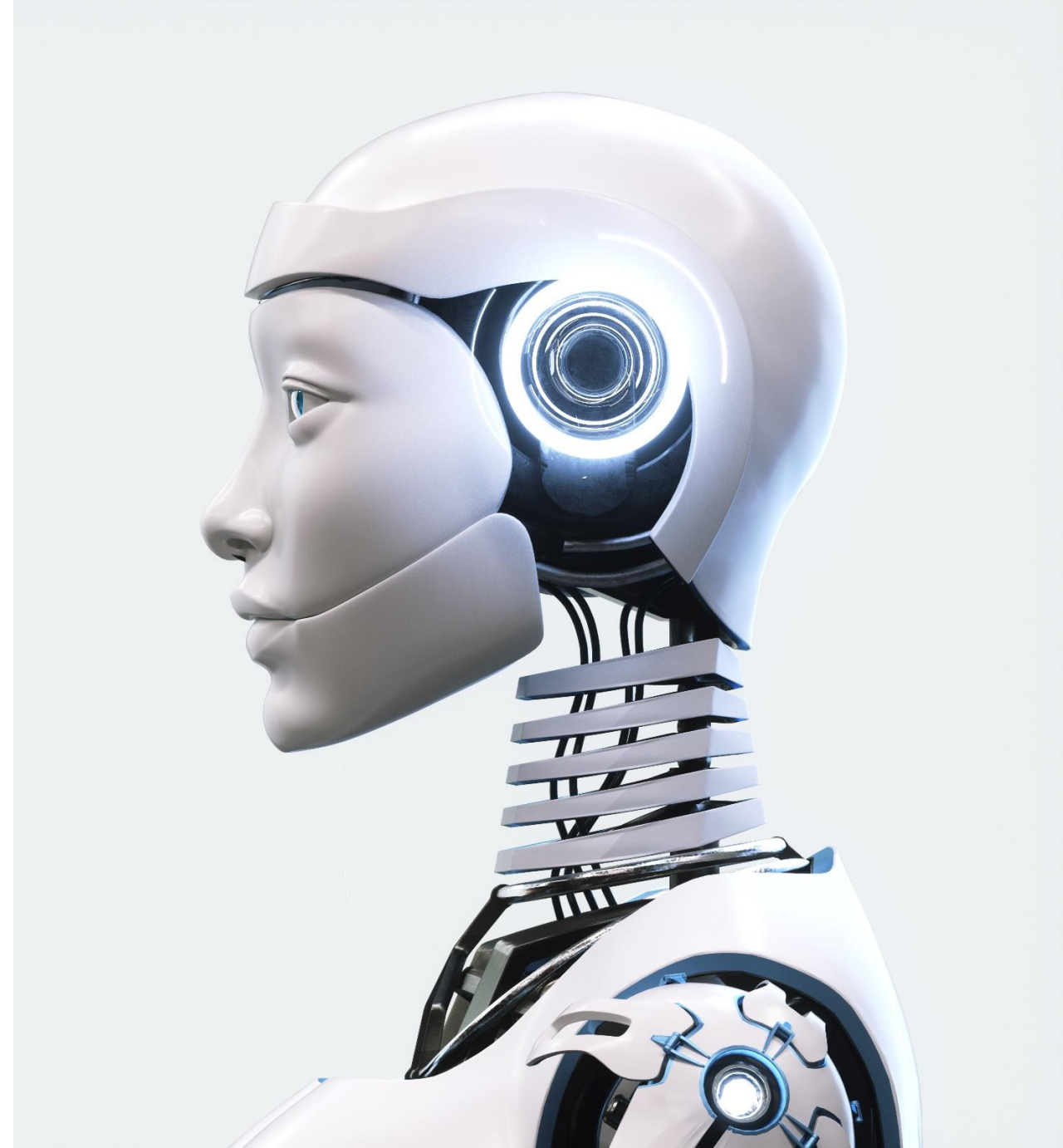
**43%**

of employees'  
time is spent  
creating

# 87%

of organizations  
believe AI will  
give them a  
competitive edge

Source: [MIT Sloan Management Review](#)





# Copilot for Microsoft 365 Product Overview





Alexis Blackwell

**Arce** Vol.10

Brooklyn, NY

# Copilot for Microsoft 365



**Your AI assistant at work**



# Copilot for Microsoft 365

Turn your words into the most **powerful productivity tool** on the planet

Natural Language



Large Language  
Models

+



Microsoft Graph  
- Your Data -

+



Microsoft 365  
Apps

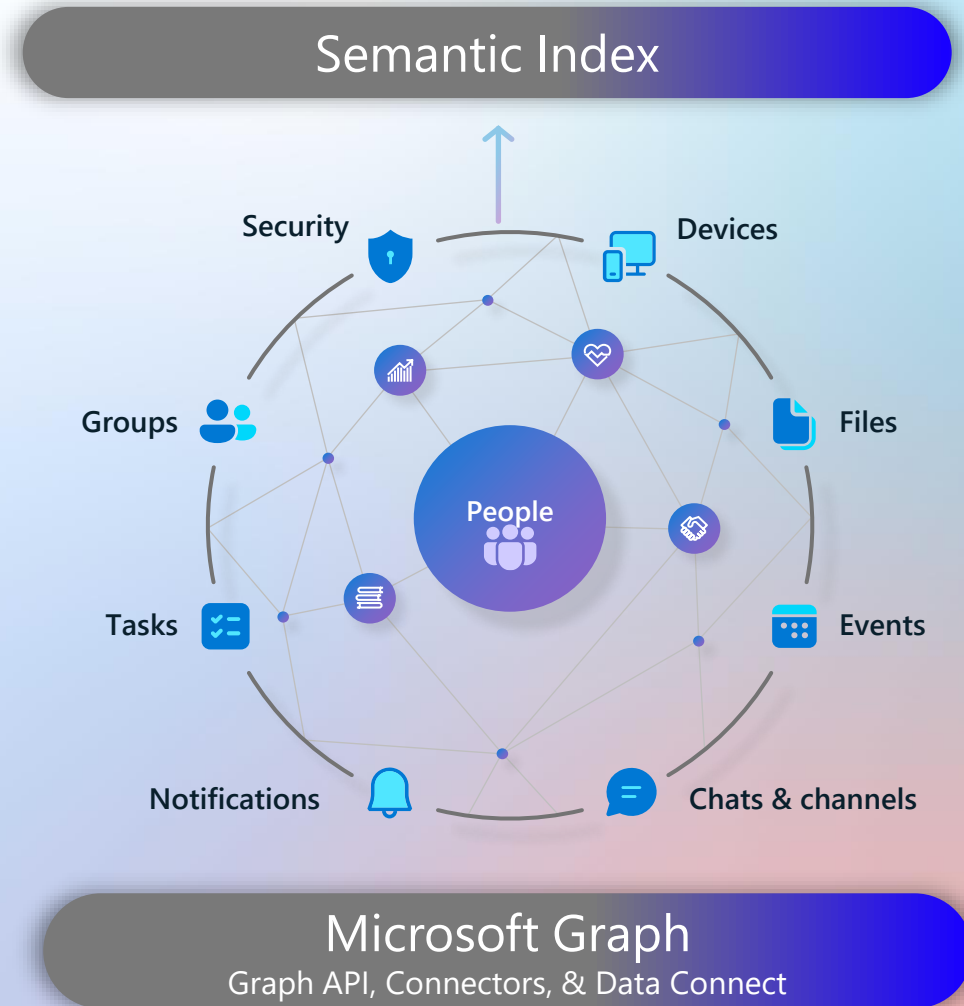
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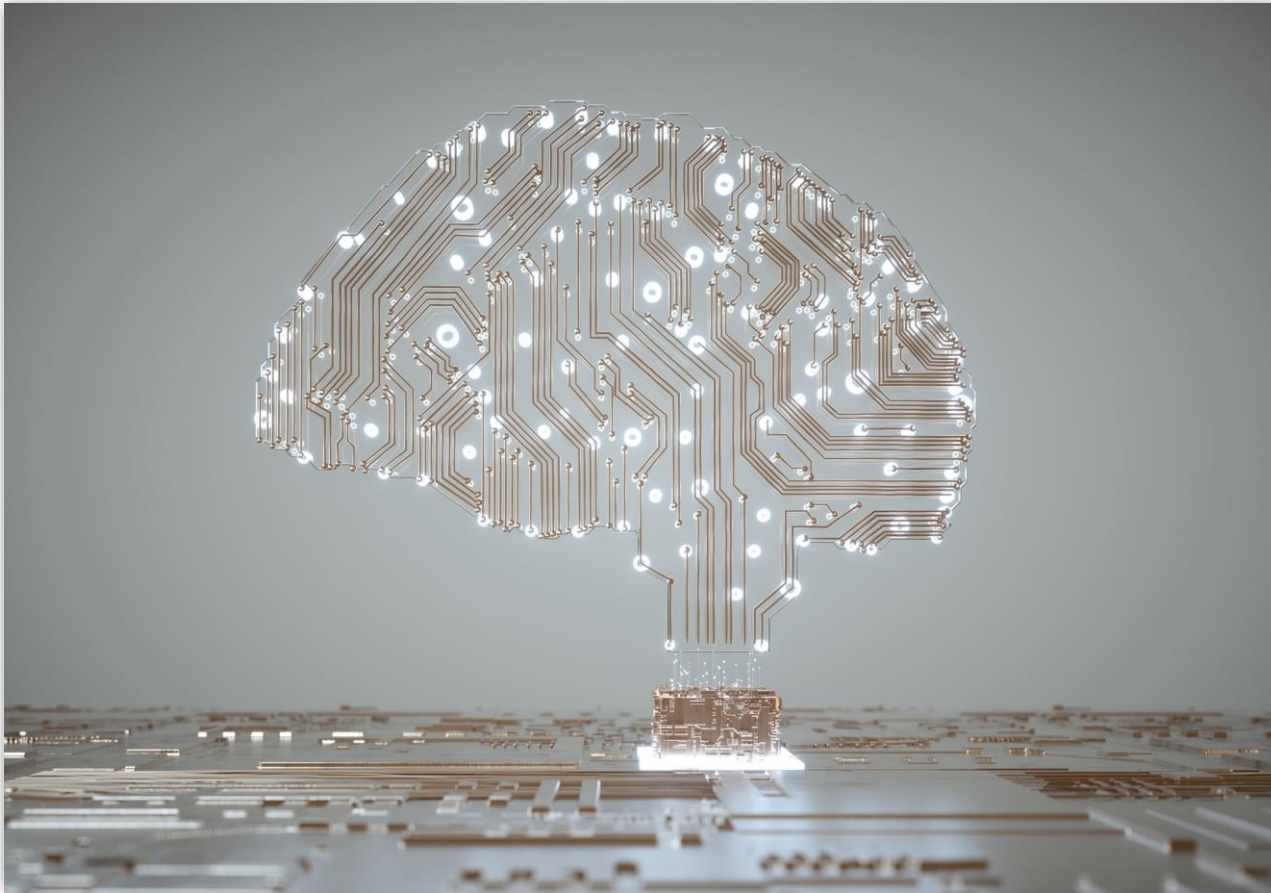
The  
Internet

# Copilot for Microsoft 365

Architected to access to your **business content** and **context**



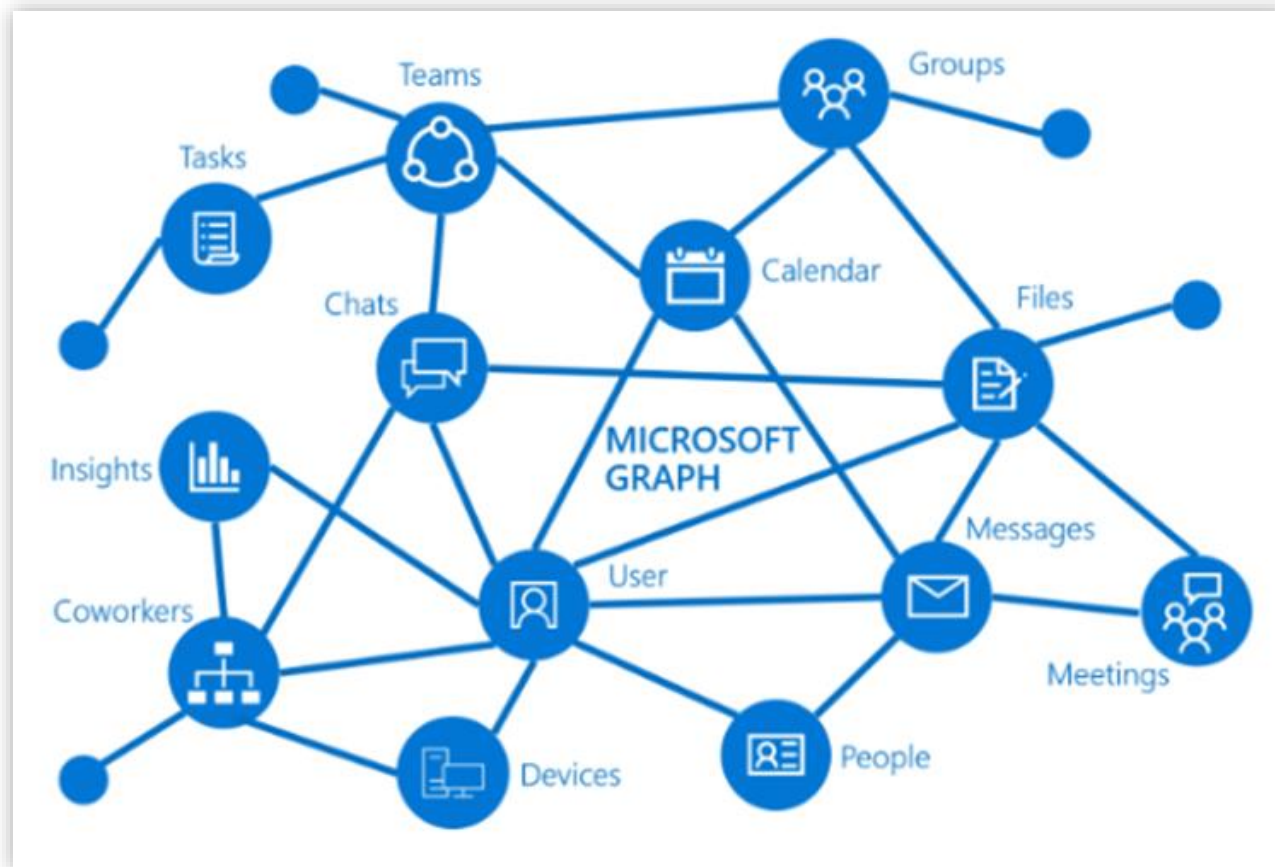
The semantic index **sits on top of the Microsoft Graph**



- 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
- recognize synonyms, related concepts, and other factors that can help refine search results, making it easier for users to find the information they need

# 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

# Copilot for Microsoft 365



## Supercharged Productivity

Unlock access to data and  
knowledge across your  
organization



## Amplified Creativity

Amplify human ingenuity  
and innovation with AI



## Trusted Security

Count on responsible,  
secure AI from a partner  
you can trust

# Copilot for Microsoft 365



## Supercharged Productivity

**Unlock access to data and knowledge  
across your organization**

Microsoft 365 Copilot turns your words into  
the most powerful productivity  
tool on the planet

Because Copilot is integrated into the apps  
you use every day, you will spend less time  
focused on the tools, and more time  
focused on what really matters – serving your  
customers and growing your business



## Amplified Creativity

Amplify human ingenuity  
and innovation with AI



## Trusted Security

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you can trust



# Copilot for Microsoft 365



## Supercharged Productivity

Take productivity to the next level by unlocking access to data and knowledge across your organization

Microsoft 365 Copilot turns your words into the most powerful productivity tool on the planet. Because Copilot is integrated into the apps you use every day, you will spend less time focused on the tools, and more time focused on what really matters – serving your customers and growing your business

### Lighten the load in Outlook

- Clear your inbox in minutes, not hours, by summarizing long messages and generate suggest action items and replies
- Create impactful communications by leveraging coaching tips to help you hit just the right note

### Stay caught up with Teams

- Easily track discussions and suggested action items in real time
- Produce conversation summaries with citations to keep you up to speed and organized

### Laser focus on what matters most

- Get up to speed and complete tasks in no time with integrated cross-application intelligence working across all your data
- Quickly pull together information from multiple sources

# Copilot for Microsoft 365



## Amplified Creativity

### Amplify human ingenuity and innovation with AI

Microsoft 365 Copilot is designed to help you get your creative juices flowing, so you never have to start from scratch again. Copilot will help you turn your ideas into the masterpieces you, while making it easier to collaborate with your team.

#### Be more creative in Word and PowerPoint

- Partner with Copilot in Word to write, edit, and summarize content
- Transform written content into compelling presentations with a single command
- Create custom graphics right in your document with Microsoft Designer

#### Think faster by analyzing trends and creating data visuals in Excel

- Enjoy all the rich capabilities of Excel at your fingertips
- Create powerful, professional visualizations
- Explore your data without modifying it

#### Make meetings more creative with Whiteboard

- Ask Copilot to turn ideas into designs and summarize whiteboard content
- Gather ideas on specific topics and run more creative and efficient meetings
- Create original images in Whiteboard with Microsoft Designer

# Copilot for Microsoft 365



## Trusted Security

Count on responsible, secure AI from a partner you can trust

Microsoft 365 Copilot is committed to advancing AI with an approach guided by ethical principles that put people first.

### Remain in control

- Individual users and admins are always in control as Copilot inherits your security, compliance, and privacy policies set up in Microsoft 365
- Copilot respects individual and group permission policies

### Stay grounded and protected

- Copilot is architected to protect data. Your data never leaves its secure partition, and it is never used for training purposes

### Access better answers more efficiently and securely

- Copilot delivers real-time access to both your content and context in the Microsoft Graph
- Get accurate, relevant answers anchored in your business content and working context
- Microsoft 365 Business Standard and Business Premium customers can leverage Copilot now to access the power of an AI-powered chat for work with commercial data protection



# Copilot for Microsoft 365

Built on Microsoft's **comprehensive** approach



Security

+



Compliance

+



Privacy

+



Responsible AI

# Microsoft's AI principles



Fairness



Reliability  
& Safety



Privacy &  
Security



Inclusiveness



Transparency



Accountability

## 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.



# Copilot for Microsoft 365 Value Proposition

# Our Approach

## Copilot business value



All Up  
Value



Value by  
Workflow



Value by Role/  
Function

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



## Inputs

Annual Cost of Employee	\$70,000
Monthly Cost of Employee	\$5,833
Weekly Cost of Employee	\$1,346
Hourly Cost of Employee	\$33.65
Monthly Cost of Copilot	\$30

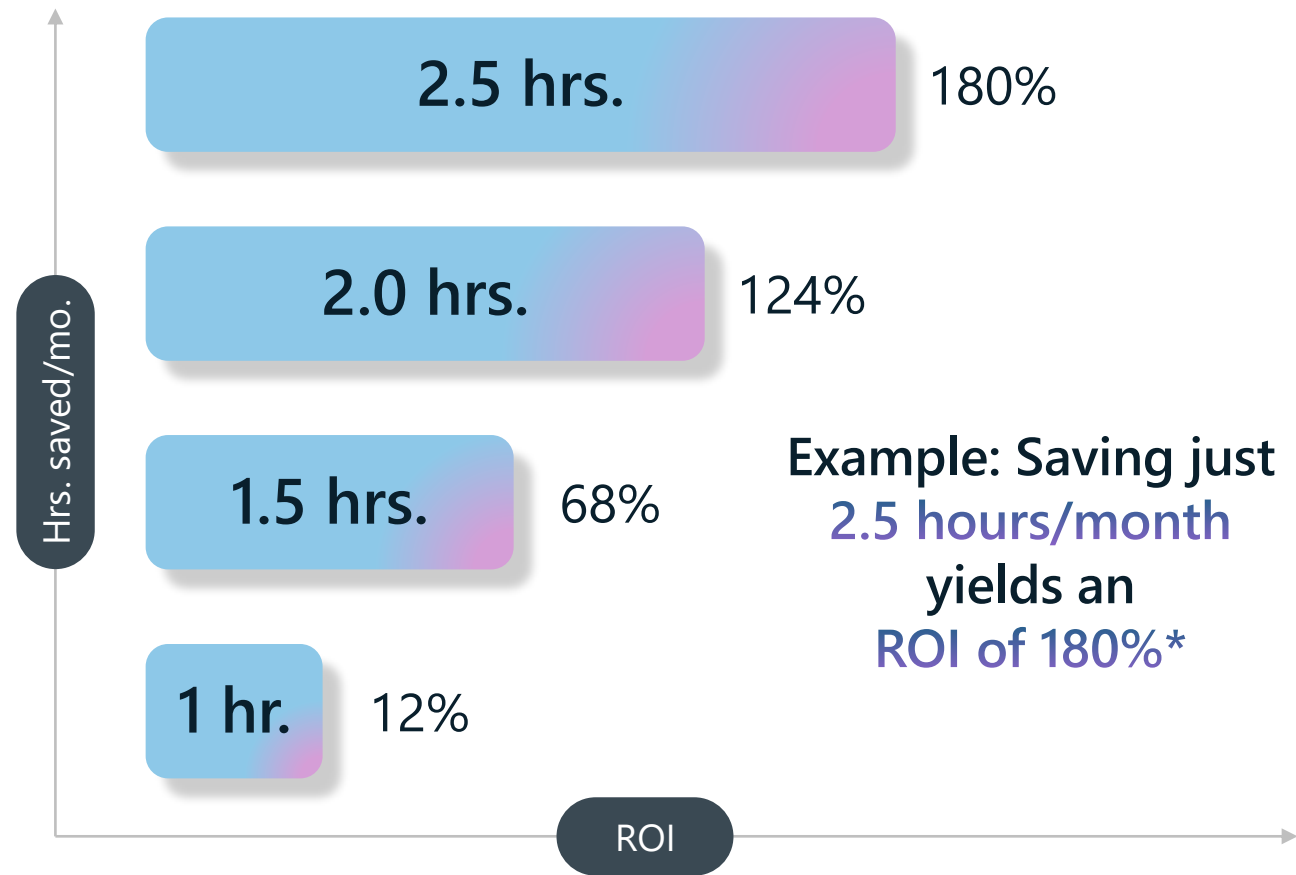


## ROI Calculations

Time-Saved	ROI	Calculation
1 hour	12%	$(\$33.65 - \$30)/\$30$
1.5 hours	68%	$[(\$33.65 * 1.5) - \$30]/\$30$
2 hours	124%	$[(\$33.65 * 2) - \$30]/\$30$
2.5 hours	180%	$[(\$33.65 * 2.5) - \$30]/\$30$



# 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

# Impact by Function



## HR

- Communicate policies and draft job descriptions
- Create stunning training materials
- Easily respond to job applicants' or employees' emails



## Marketing

- Identify relevant market trends and segments
- Create the first draft for a project
- Summarize campaign results with powerful visuals



## Sales

- Have better sales conversations and close more deals
- Create sales presentations and proposals
- Analyze sales data from previous quarters



## IT

- Create a project plan for a product roll-out
- Stay up to date on various project calls and chats
- Identify patterns in data and solve issues faster



## Finance

- Simplify financial reporting and planning
- Identify performance improvements
- Report metrics using professional charts

# Time savings are just the beginning

Copilot for Microsoft 365 can help you...



Increase employee  
satisfaction & wellbeing



Improve the quality  
of work



Reduce  
digital debt



**Expanding  
Copilot for  
Microsoft 365  
to organizations  
of all sizes**

# Licensing purchase criteria

Channel	All channels (EA, CSP, Direct)
Pre-reqs	Business Standard, Business Premium, Office 365 A3/A5** and E3/E5 Microsoft 365 A3/A5** and E3/E5
Order size	No minimum license purchase size requirements.  A customer cannot purchase more licenses of the Copilot add-on than the collective sum of their prerequisite SKUs.

*\*available as a per user per year license | Annual Commitment | Annual Bill |*

*\*\*Customers with Academic SKUs are not currently eligible to purchase Copilot for Microsoft 365 through CSP. They are only available through Enrollment for Education Solutions (EES). We plan to gradually extend access and more details will be shared in the coming months.*

# Copilot Feature Comparison

 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.



Copilot demo



**Thank you.**

A 3D architectural rendering of a modern office building. The building features a prominent purple and blue facade with curved, layered structures. The scene is set against a bright, hazy sky with a soft gradient from light blue to white. The overall aesthetic is clean and futuristic.