



Kumppanijohdon M365 Copilot Roundtable

Wave 2

HANDOUT

Microsoft Talo 9.12.2024



Kumppanijohdon M365 Copilot Roundtable agenda

12:30 Tervetuloa ja Microsoft 365 Copilot -terveiset Ignitesta

Vesa-Matti Paananen, teknologiajohtaja, Microsoft

Kalle Saarikannas, Copilot GTM-johtaja, Microsoft

13:00 Copilot markkinakatsaus Suomessa

Tuomas Norrbacka, ratkaisumyynnin johtaja, Microsoft

13:20 Asiakas-case: Gasum

Tero Kurkinen, Solution Lead, Finance

13:40 Kumppani-case: Digital Neighborhood/Sulava

Aki Antman, President, Digital Neighborhood

14:00 Kahvitauko ja verkottumista

14:20 Kumppani-case: Meltlake

Timo Hyväoja, CEO, Meltlake

14:40 Asiakas-case: Vaisala

Matti Lehmuskero, product line manager

15:00 Roundtable-keskustelu: Miten jalkauttaa tehokkaasti Copilot omassa ja asiakkaan organisaatiossa?

Ohjattu keskustelu, johon osallistuvat päivän puhujat ja sekä koko yleisö

15:50 Wrap-up: Mitä opimme? Kolme tärkeintä asiaa

Vesa-Matti Paananen, Microsoft

16:00 Tilaisuus päättyy



Copilot



Adoption

Extensibility

ROI

Conversational updates for Copilot in Excel

Language Expansion for Copilot in Excel

New ways to input prompts with Copilot in Excel

Save your file to OneDrive or SharePoint to use Copilot in Excel

Visualizations

Dashboard

Use Copilot to add formula columns to an Excel table

Use Copilot to generate insights about your data

Use Copilot in Excel to highlight, filter, and sort data in Excel tables

Copilot App

Copilot for Microsoft 365: Bing web experience

Visual updates to the Loop Copilot Block

Loop Copilot can now produce richer results

Rewrite existing content with Loop Copilot

Copilot for Microsoft 365 app in Teams Chat list

Intelligent Recap now available for Copilot users

Microsoft 365 Chat in Teams

Microsoft Teams: Intelligent Meeting Recap on Teams Mobile (Premium)

The Microsoft 365 Chat in Teams is now replaced with the Copilot app

Copilot in Microsoft Teams Channels: Summaries and Q&A

1:1 Group Calls with Copilot

Meetings Copilot

Copilot in Microsoft Teams Chat:

Copilot in Microsoft Teams

Provide in-app Microsoft 365 Chat Experience

Microsoft Viva: Viva Goals – Copilot

Share Word documents with AI Summary

Classic Outlook for Windows: Coach by Copilot

Draft with Copilot

iOS: Conversational Summarization

300+

product updates

Classic Outlook for Windows: Summarize by Copilot

Outlook Android & iOS: Email Coach with Copilot

Android: Conversation summarization

Tier 1 language support in Excel

Outlook iOS: Draft with Copilot

Copilot can create a PowerPoint presentation from a prompt

Copilot can add an image to your slide in your PowerPoint presentation

Copilot can organize the flow of your PowerPoint presentation

Use your organization's template with Copilot in PowerPoint

Copilot can answer questions about a PowerPoint presentation

Copilot can help you edit your PowerPoint presentation

Copilot Readiness report in Microsoft 365 Admin Center

Draft with Copilot

Rewrite with Copilot

Rewrite (Chat)

Create (Chat)

Comprehend (Chat)

Summarize (On-canvas + Chat): Windows

Rich artifacts in Pages

Pane (GPT-chat and commanding)

Categorize – Idea Organizer

Suggest – Text Idea Generator

Summarize: All Platforms

Copilot with Commercial Data Protection in Windows Copilot

Copilot Dashboard in Viva Insights (free/basic version)

Copilot with Commercial Data Protection in Bing Apps

Copilot for Consumers

Enable Actions in Microsoft 365 Chat Message Extensions

Microsoft 365 Chat Discoverability and User Education

Teams screen understanding

BizChat: Grounding via Context IQ

Improvements to data insights

Microsoft 365 Chat: Extend to third-party Graph connectors

Microsoft 365 Chat:

Microsoft 365 Chat: Access to Web

Microsoft 365 Chat: Teams chatbot client

Eliminate Copilot

Microsoft Copilot (Microsoft 365):

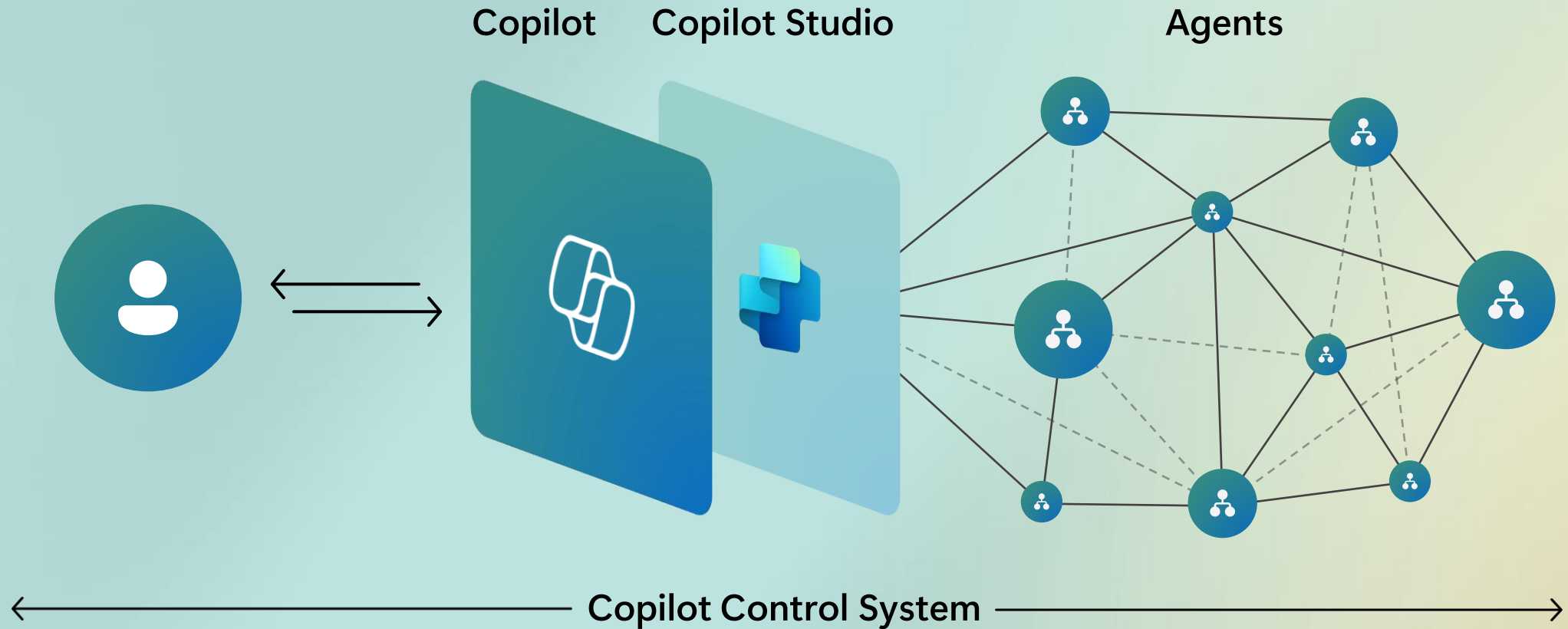
Licensing support: Copilot Pro for

DLM retention and deletion of M365

eDiscovery and content search of

Teams Copilot org message in

Copilot is the UI for AI

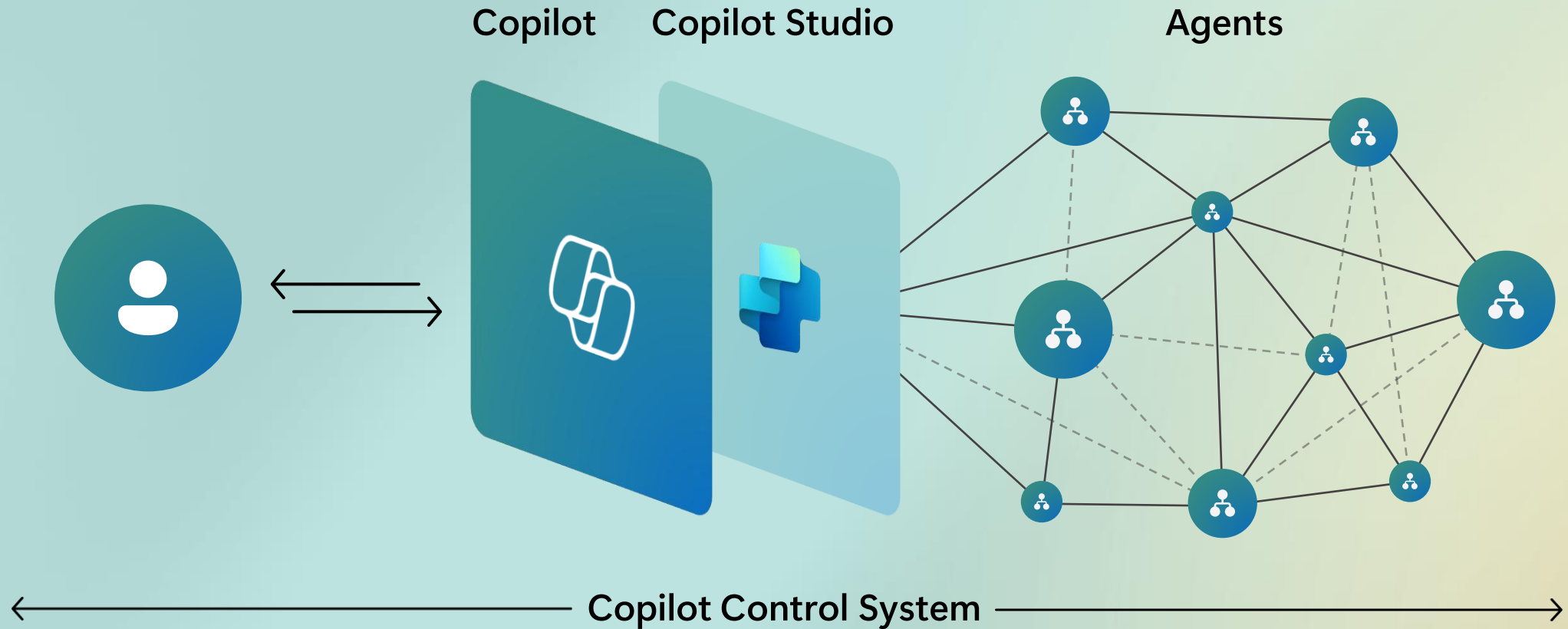




Microsoft 365 Copilot - terveiset Ignitesta

Kalle Saarikannas, Copilot GTM-johtaja, Microsoft

Copilot is the UI for AI





GPT-4o

2x

faster responses

3x

response satisfaction



Copilot in
Teams



Copilot in
Word



Copilot in
PowerPoint



Copilot in
Outlook



Copilot in
Excel

Announcing



Copilot in Teams

Screen understanding

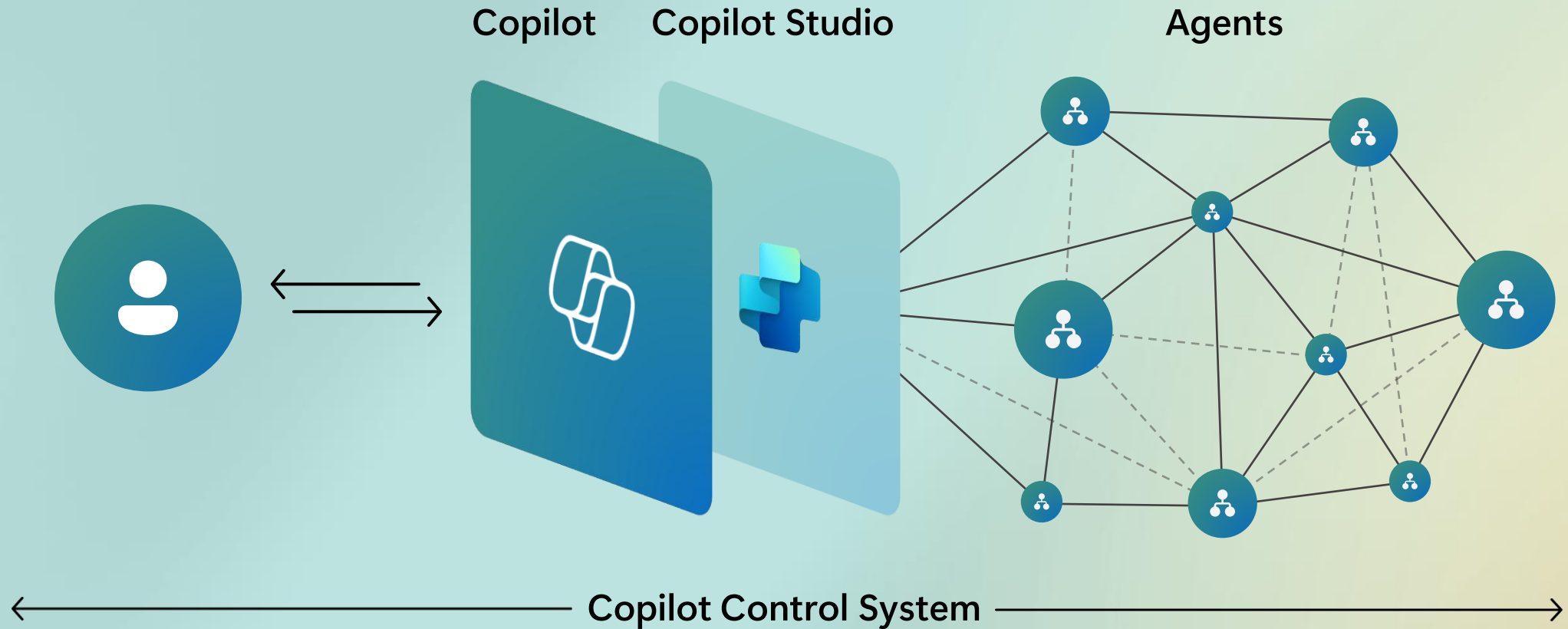
Announcing

Copilot Actions

Regain focus time and simplify your workday

aka.ms/CopilotActions

Copilot is the UI for AI



Two Key Concepts



Copilot

**Every employee will
have a Copilot**

Your personal AI assistant for work

Grounded in work content like email,
meetings and documents

The UI for AI



Agents

**Every business process
will have an agent**

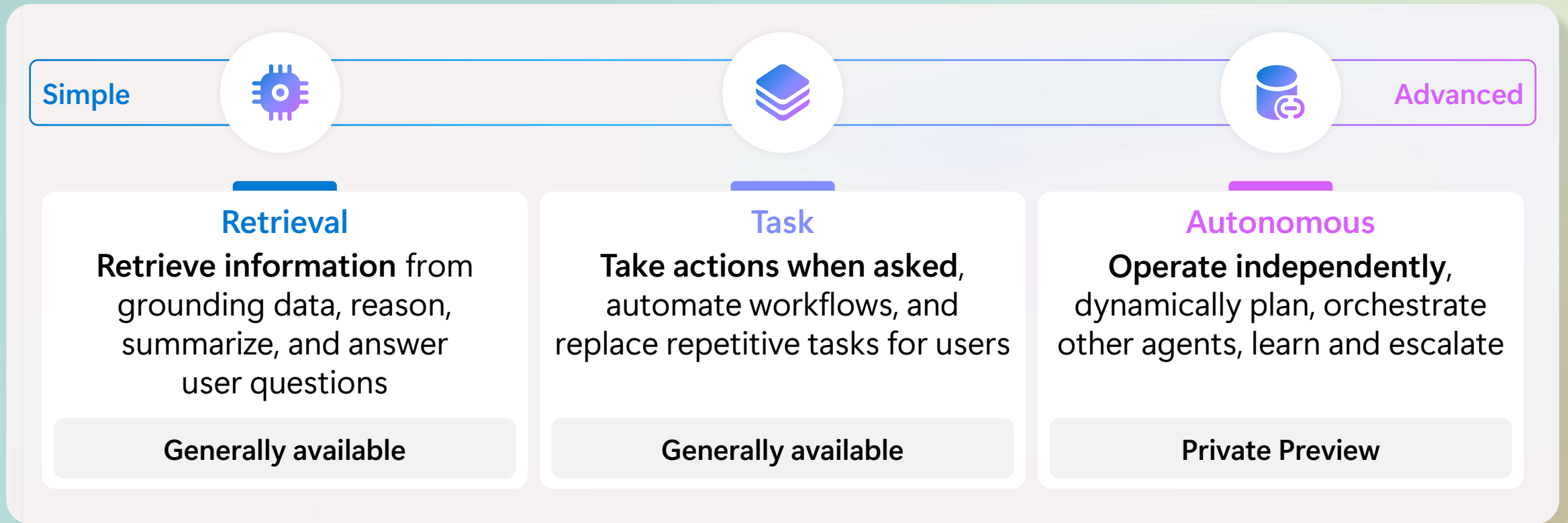
AI-powered system with actions,
triggers and knowledge

Works on behalf of employees,
teams and functions

Connected to Copilot or autonomous

What are Copilot agents?

Agents expand Copilot's knowledge and skills or can operate autonomously to complete tasks or automate processes



Copilot agents vary in level of complexity and capabilities depending on your need

Two Key Concepts



Agents

Every business process will have an agent

AI-powered system with actions, triggers and knowledge

Works on behalf of employees, teams and functions

Connected to Copilot or autonomous

Agents customers build themselves
Custom agents for business processes

Agents built by 3rd Party ISVs
Adobe, Service Now, SAP and many more

Agents built by Microsoft for Microsoft 365
Employee Self-Serve, SharePoint Agents, Facilitator, etc.

Agents built by Microsoft for other services
Dynamics 365 Autonomous Agents

Announcing new

Agents built by Microsoft for Microsoft 365



Facilitator
agent



Project Manager
agent



Employee
Self-Service agent



SharePoint
agents

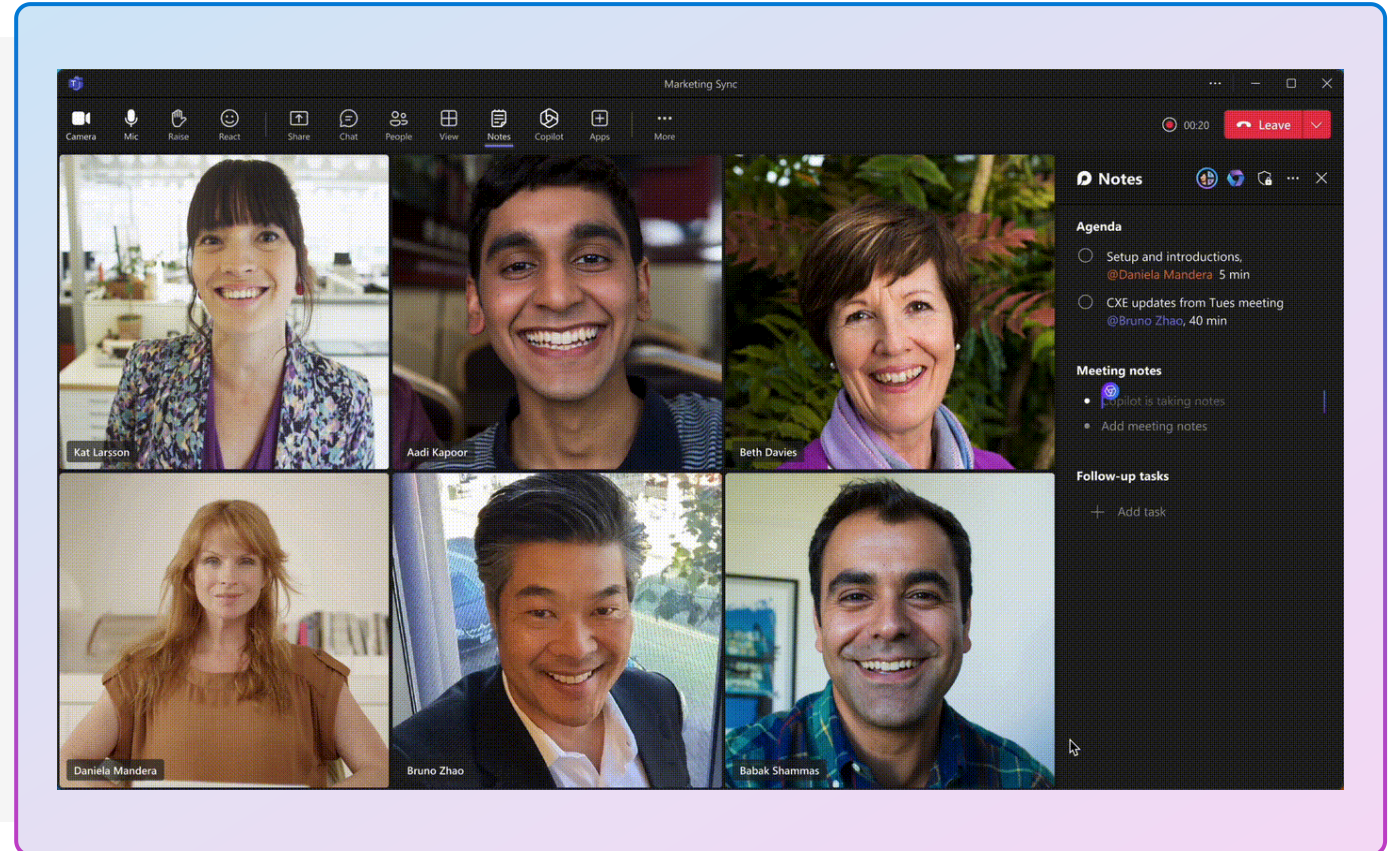


Interpreter
agent

aka.ms/AgentsinM365

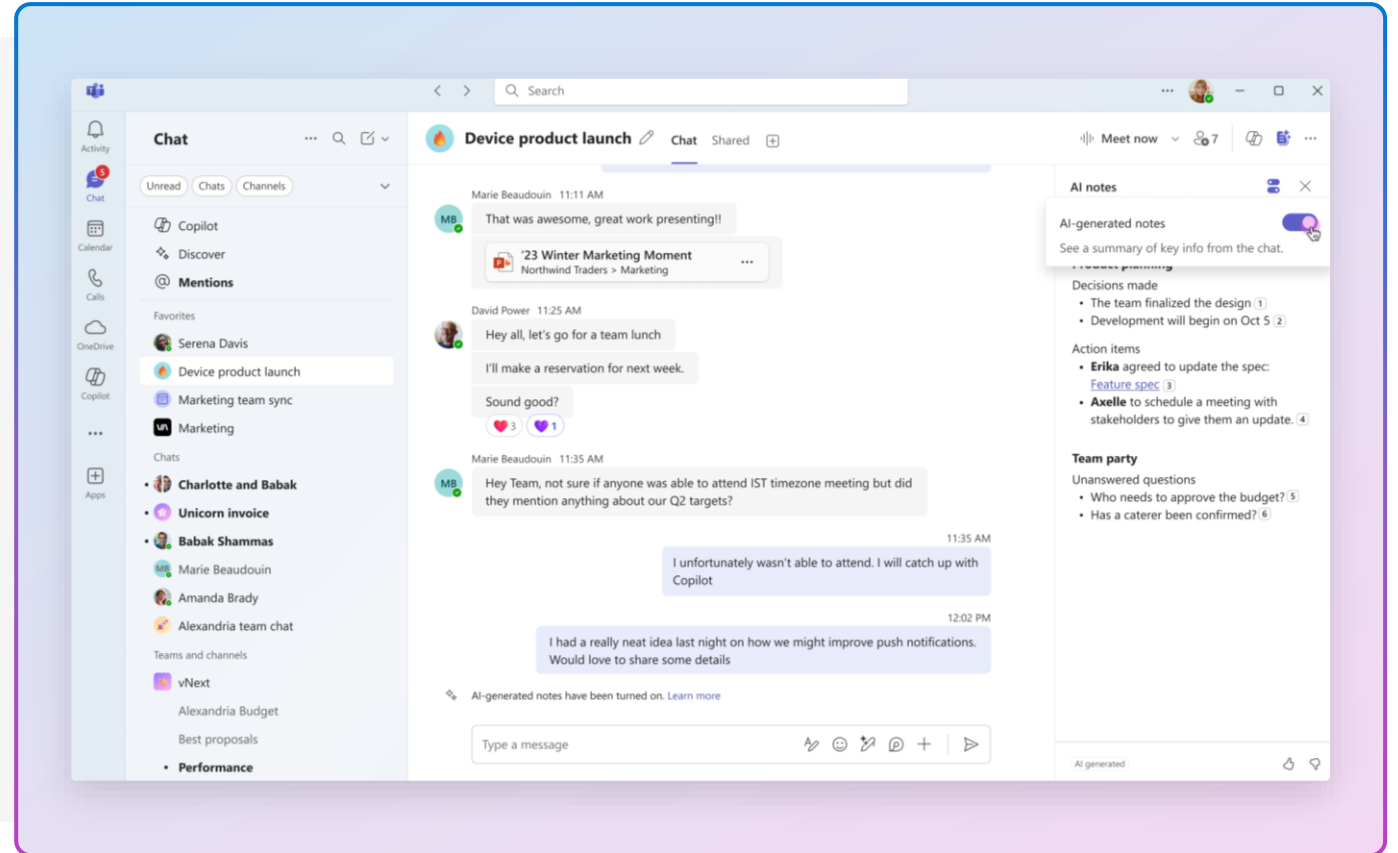
Real-time notetaking with co-authoring

Starts taking real-time notes during Teams meetings, allowing everyone to co-author and collaborate seamlessly



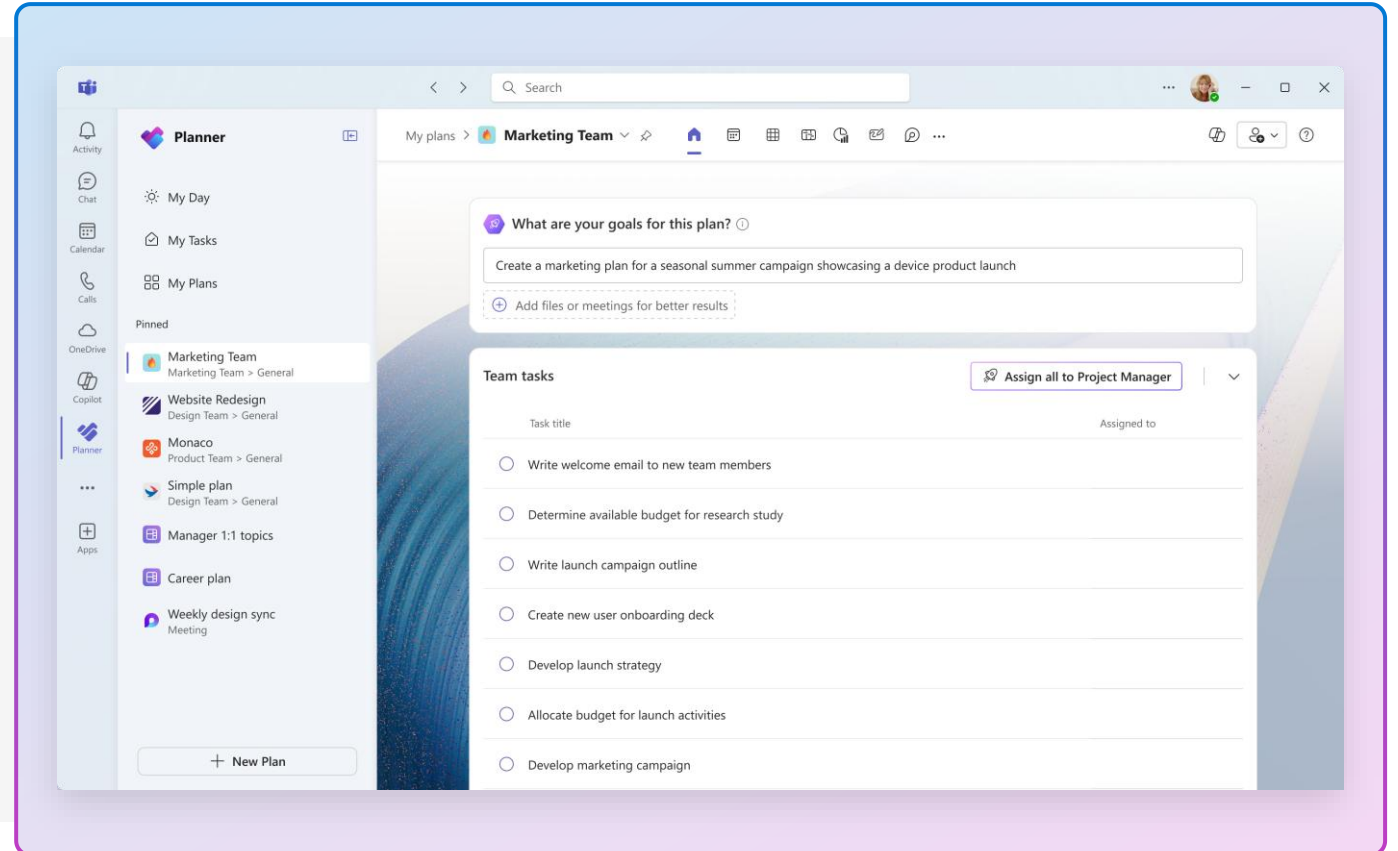
Up-to-date summary of important insights

Generates an up-to-date summary of important information in Teams chats, including key decisions, action items, and open questions to resolve



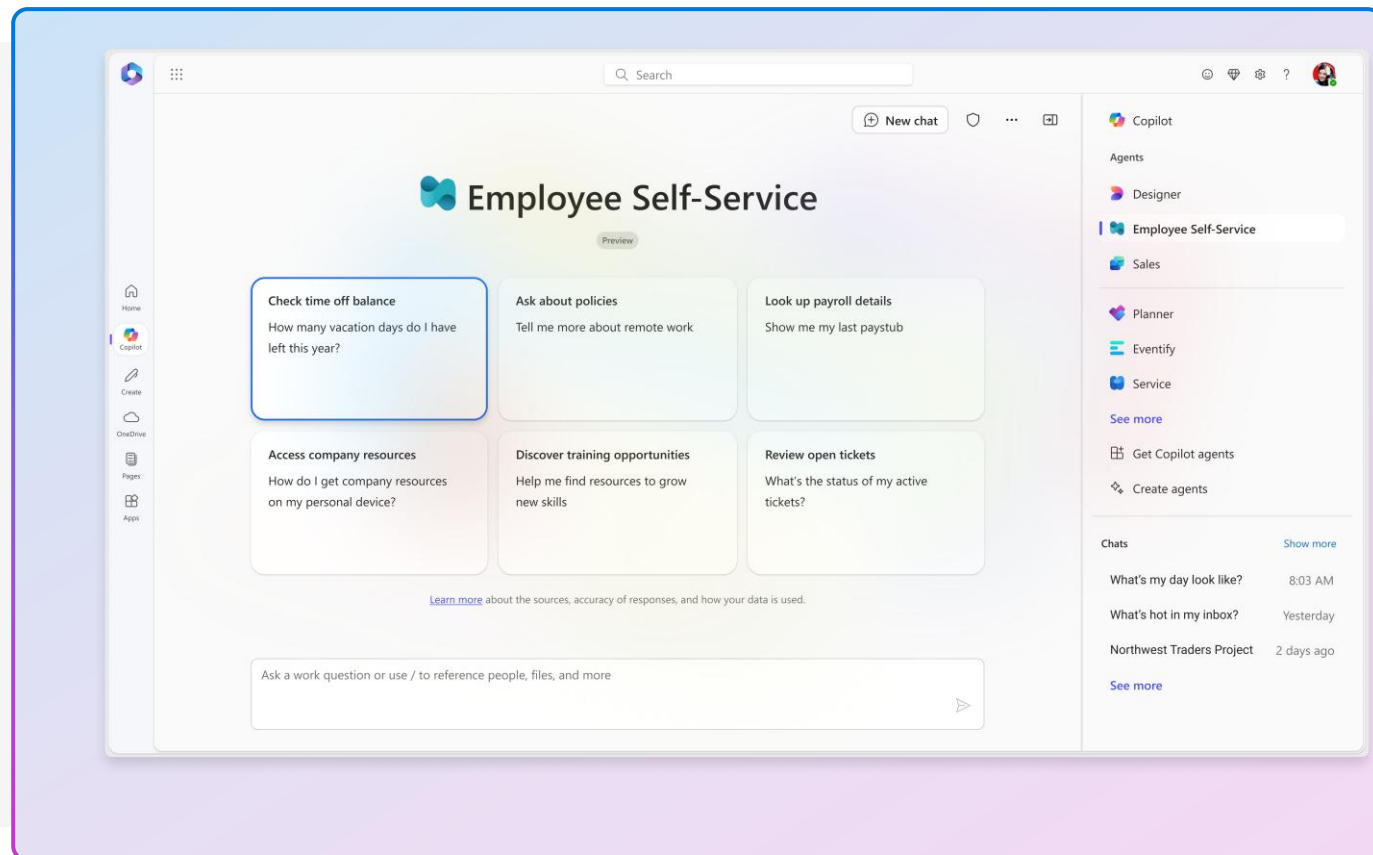
Automating project and task management

Easily create new plans by inputting goals and generate tasks; and assign tasks to the agent to complete with progress tracking



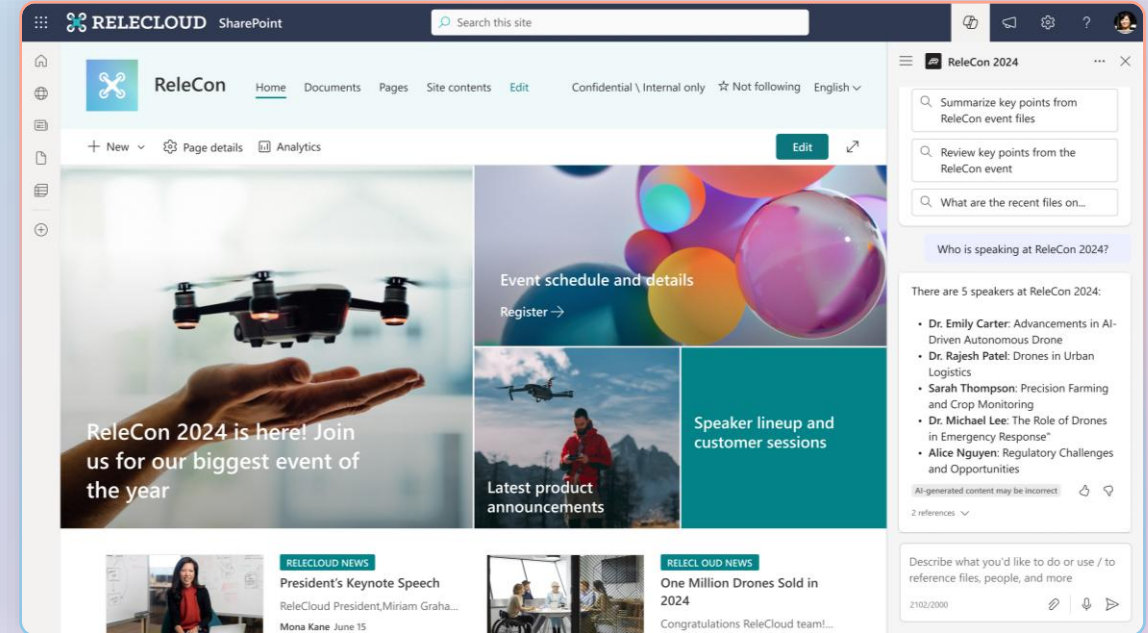
Self-service tools for HR and IT tasks

Self-service tools for non-sensitive HR and IT-related questions that help employees access real-time information.



Agents in SharePoint for specific business needs

Generates an up-to-date summary of important information hosted on Sharepoint sites, including key insights and comparing documents.



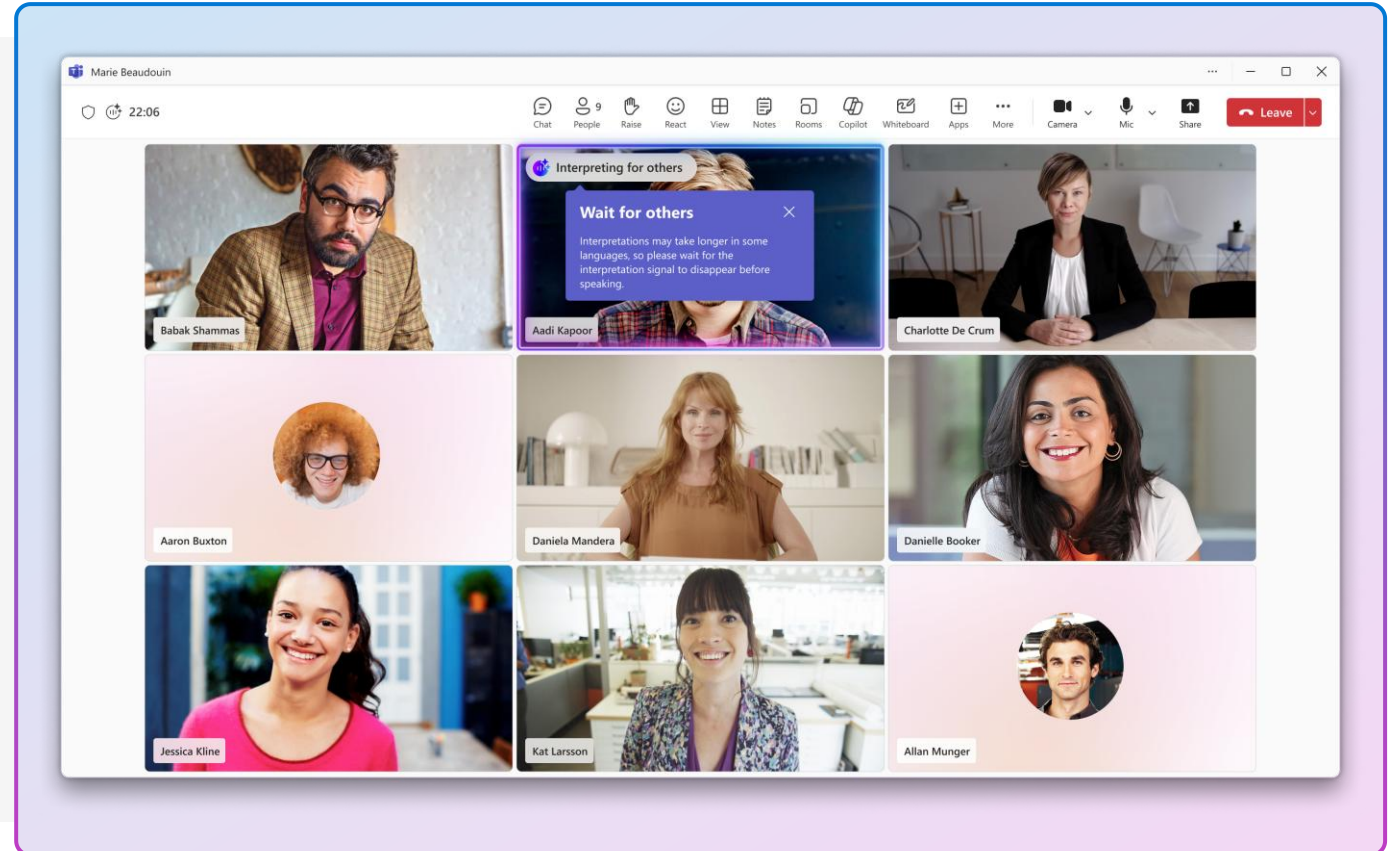
The screenshot shows a SharePoint site for 'ReleCon 2024'. The main content area features a large image of a hand holding a drone, with text that reads 'ReleCon 2024 is here! Join us for our biggest event of the year'. To the right, there are sections for 'Event schedule and details' with a 'Register ->' link, 'Latest product announcements', and 'Speaker lineup and customer sessions'. Below these are two news items: 'President's Keynote Speech' by Mona Kane and 'One Million Drones Sold in 2024'. On the right side, there is a search bar and a list of search results, including 'Summarize key points from ReleCon event files', 'Review key points from the ReleCon event', and 'What are the recent files on...'. Below the search results, there is a section titled 'Who is speaking at ReleCon 2024?' with a list of 5 speakers: Dr. Emily Carter, Dr. Rajesh Patel, Sarah Thompson, Dr. Michael Lee, and Alice Nguyen. At the bottom right, there is a text input field with the prompt 'Describe what you'd like to do or use / to reference files, people, and more' and a date '21/02/2020'.

Scoped to your SharePoint site

Interpreter

Real-time audio translation

Enables real-time speech-to-speech interpretation in Teams meetings so each participant can speak and listen in the language of their choice



Demo of these agents in YouTube:

<https://www.youtube.com/watch?v=EVEcjH90YXo>



Copilot Studio

Autonomous agents



Sales
Qualification



Supplier
Communications



Account
Reconciliation



Time and
Expense

Demo in YouTube:

[Unlock Autonomous Agent Capabilities with Copilot Studio](#)

Reimagining Business Processes



Microsoft 365
Copilot



Copilot
Studio

Manufacturing



Retail



Financial
Services



Health



Where do I start?



Microsoft 365
Copilot



Copilot
Studio

Sales



Marketing



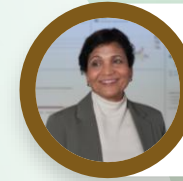
Customer
Service



Legal



HR



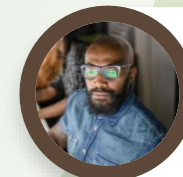
Finance



IT



Industry





**A Copilot for
every employee**



**An agent for every
business process**



Copilot markkinakatsaus Suomessa

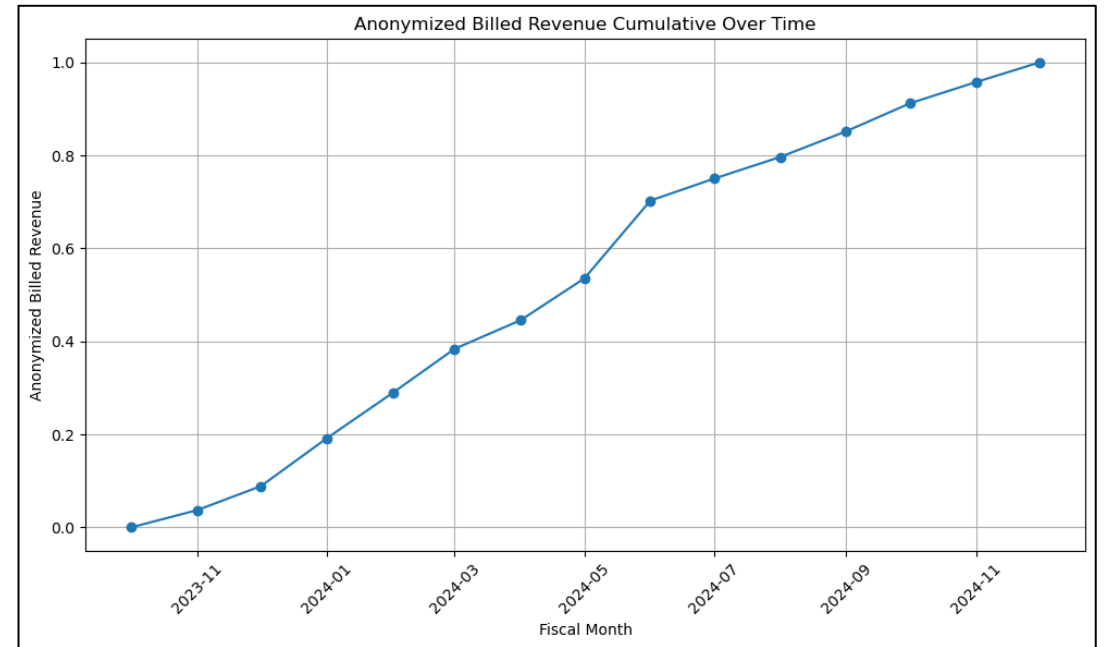
Tuomas Norrbacka, ratkaisumyynnin johtaja, Microsoft



Key market findings

- Copilot growth continues – **thank you** all for making it happen!
- Market is not yet shared – room for everyone
- Customers has tough financial times
 - where to invest?
 - where to get investments back?
 - Do we need to reduce staff?

Let's accelerate together!





Where do we focus?

Support in adoption

- How to build your Copilot adoption ensemble
- Adoption lessons learned & Copilot Adoption and Change Management Workbook by Microsoft
- User scenario examples
- User Scenario planning
- Success measurement method examples. Set the KPI's
- Leadership alignment

Focus on adoption & change management activities with the customers who has started or is already on their Copilot journey

Understanding the Value

- Role/function-based value
- How much time end users can save by utilizing Copilot
- In what that time can be used for?
- Deepening to role-based Copilots
- Agentic story

Value prop and clear role/function-based use cases
Customers understands the time savings

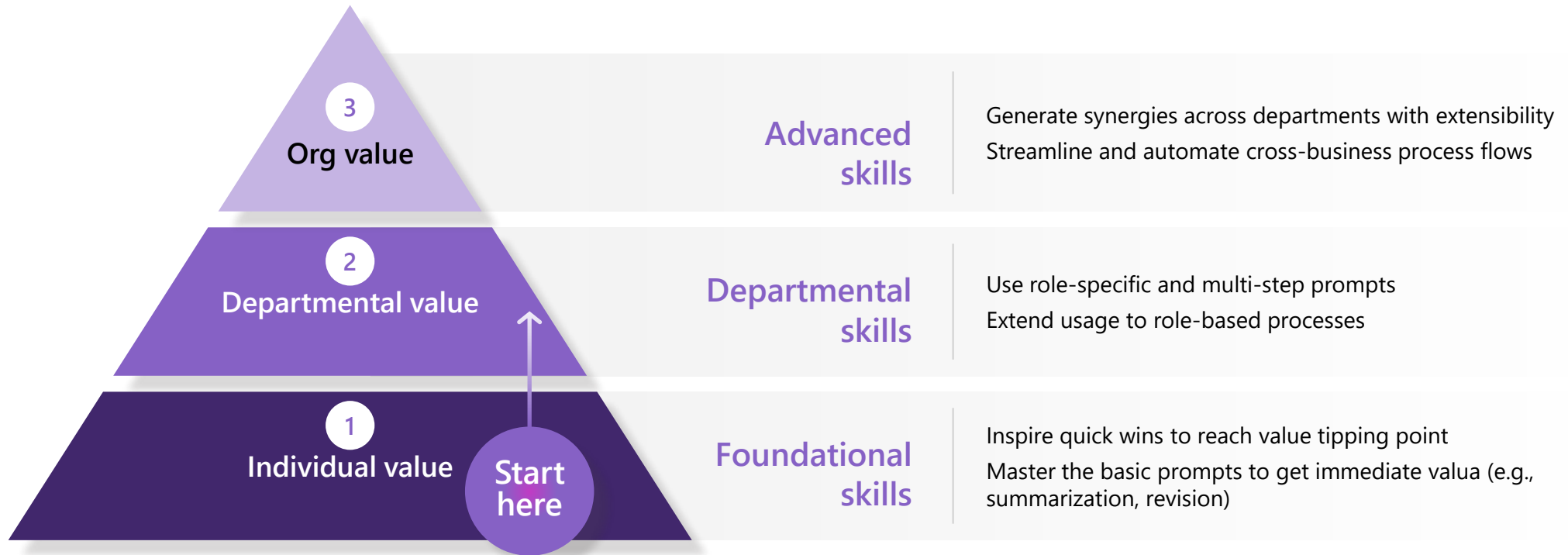
Expansions

- Aim to support bold expansions with our customers
- The more users the more value
- Agents as part of innovation

Aim to expand with current customers
Understanding customer's use cases and value
Agent story

Get immediate value from M365 Copilot

Lay the foundation for continuous learning and an intelligent progression of AI skills



1 Start with top 10 generic skills from **Copilot Lab** that deliver immediate success (e.g., summarize a meeting, email thread).

2 Use the **Copilot Scenario Library** to train users on new departmental use cases and process improvement to impact departmental KPIs.

3 Extend to line of business systems to streamline and automate for organizational level impacts on revenue and costs.

Prioritize peer-to-peer learning through community engagement and knowledge sharing.



Challenge to everyone – Let's land strategic AI discussions at leadership level

Let's make Finland grow again!



Thank you!



Asiakas-case: Gasum

Tero Kurkinen, Solution Lead, Finance, Gasum



Kumppani-case: Digital Neighborhood/Sulava

Aki Antman, President, Digital Neighborhood

Kumppani-case: Meltlake

Timo Hyväoja, CEO, Meltlake

Asiakas-case: Vaisala

Matti Lehmuskero, product line manager, Vaisala

Koko porukan yhteinen Roundtable-keskustelu:

*Miten jalkauttaa
tehokkaasti Copilot
omassa ja asiakkaan
organisaatiossa?*





Wrap-up: Mitä opimme? Kolme tärkeintä asiaa

Microsoft 365 Copilot



Copilotin tekemä tiivistelmä Roundtable-keskustelusta

Kolme tärkeintä asiaa, joiden avulla voimme edistää Copilotin käyttöönottoa organisaatiossa, ovat käydyn keskustelun perusteella:

1.Käyttäjien koulutus ja sitoutuminen: On tärkeää, että loppukäyttäjät saavat riittävästi koulutusta ja sitoutuvat käyttämään Copilotia. Tämä voidaan saavuttaa esimerkiksi sitouttamalla pilottikäyttäjät käyttämään vähintään kaksi tuntia viikossa Copilotin parissa.

2.Tietoturvan ja tietosuojan selkeyttäminen: Monilla käyttäjillä on huolia tietoturvasta ja tietosuojasta. On tärkeää selkeyttää, miten Copilot suojaa tietoja ja varmistaa, että käyttäjät ymmärtävät, että heidän tietonsa ovat turvassa.

3.Käyttötapausten ja hyötyjen viestintä: On tärkeää viestiä selkeästi, mitä hyötyjä Copilot tuo organisaatiolle ja miten se voi helpottaa työntekoa. Tämä sisältää konkreettisten esimerkkien ja käyttötapausten jakamisen, jotta käyttäjät näkevät Copilotin arvon omassa työssään.



**KIITOS KAIKILLE
OSALLISTUMISESTA!**

