



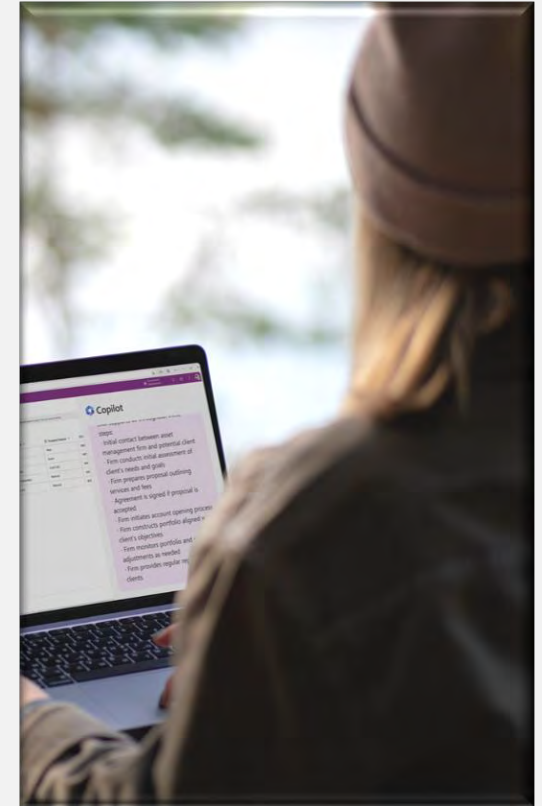
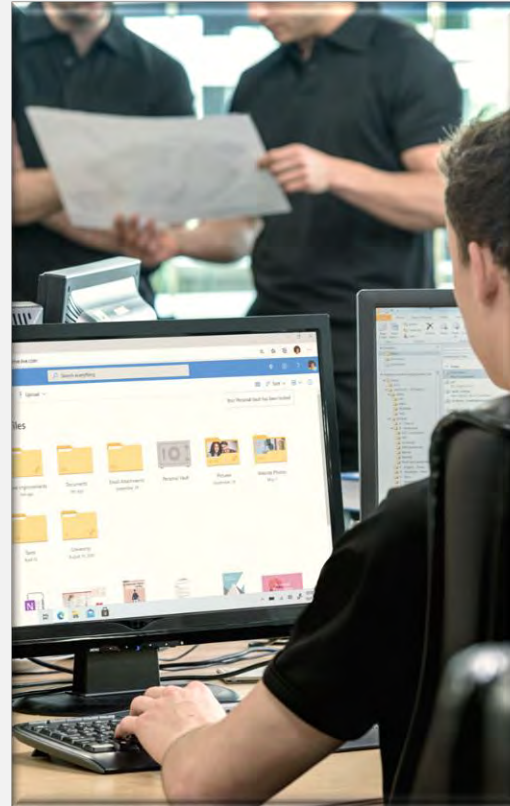
Microsoft Copilot

Vision overview

Mike Ehrenberg



Business applications are being reimagined at their core



A unified suite of leading CRM and ERP applications

Business data & processes



Low-code



#1 low-code platform for app development, automation & BI



Productivity & collaboration



AI Copilot in every product

Seamless integration with Microsoft 365

Microsoft Graph

Dataverse

3rd-party data

Run on Azure OpenAI Service, AI app dev, and enterprise cloud infrastructure



Built-in security, compliance, privacy and Responsible AI approach



Identity, security, management, and compliance

Microsoft Copilot for Business Users

Microsoft Copilot for Service



Microsoft Copilot for Sales



Microsoft Copilot for Finance



Microsoft Copilot Studio



Copilot for Microsoft 365



Retrieval Augmented Generation (RAG)

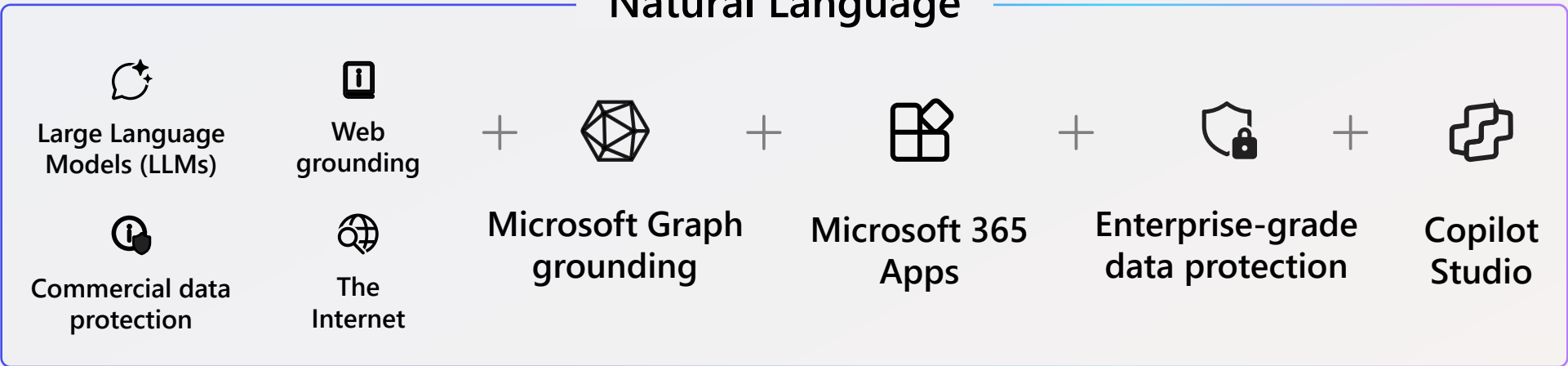
A technique for enhancing the accuracy and reliability of generative AI models by grounding them with facts retrieved from only authoritative data sources.



Microsoft Copilot for Microsoft 365

Your everyday AI **companion** assistant at work

Natural Language





Microsoft Copilot for Finance

Your everyday AI assistant for finance professionals

Natural Language



Large Language Models (LLMs)



Web grounding



Microsoft Graph grounding



Enterprise-grade data protection



ERP and Financial Systems

Microsoft Dynamics 365 Finance
Finance-specific actions, insight, and recommendations



Commercial data protection



The Internet



Microsoft 365 Apps



Copilot Studio

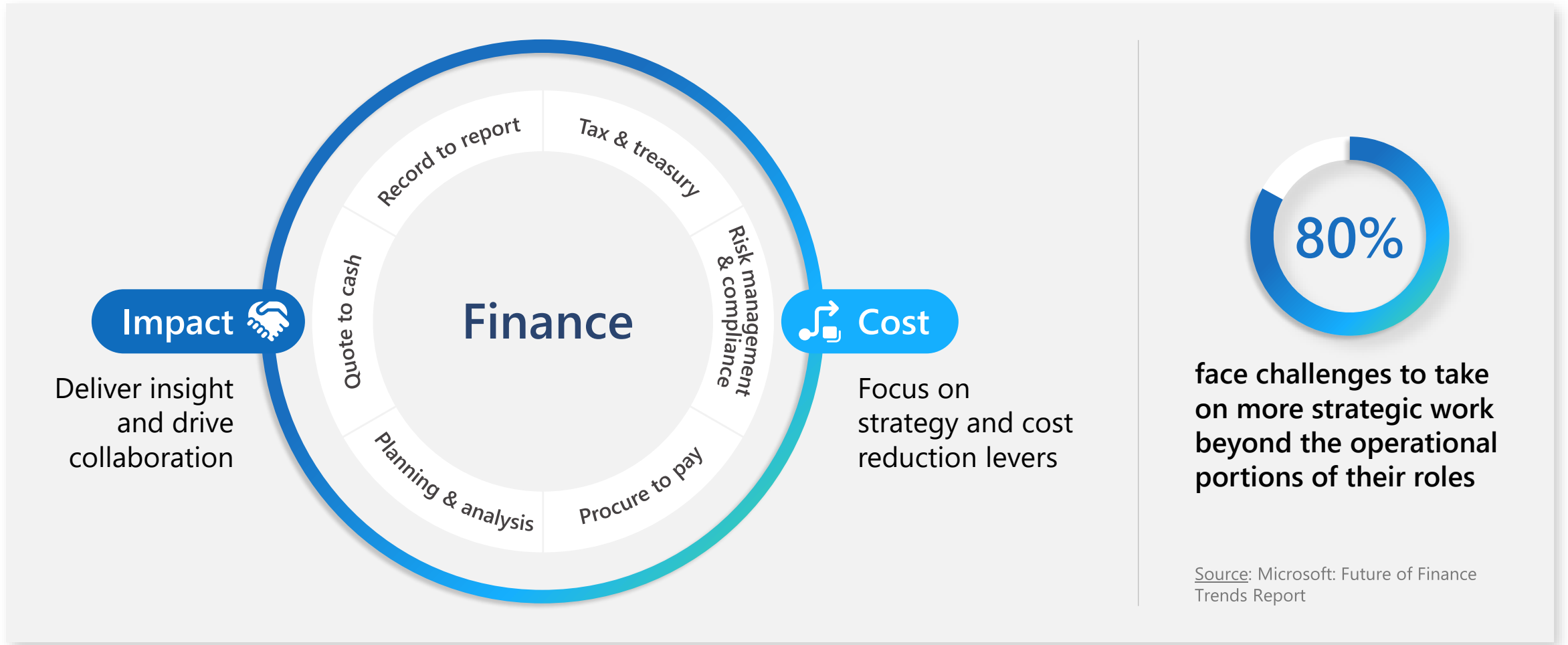


Microsoft Copilot for Finance

Wayne Wilson



The role of Finance is complex and evolving



Microsoft Copilot for Finance

Accelerate business impact and reduce cost with a copilot in the flow of work.

Copilot for Finance is experienced in Microsoft 365 and connects to your financial systems

Northwind Traders
Cash flow forecast

Row Label	Actual	Forecast	Actual	Forecast	Actual	Forecast	Actual	Forecast
10 Total	\$ 10,940,642	\$ 10,600,026	\$ 35,214,249	\$ 28,167,057				
11 Cash sales	\$ 7,498,420	\$ 6,228,310	\$ 2,300,352	\$ 2,297,541				
12 Incoming customer payments	\$ 4,002,950	\$ 3,342,797	\$ 6,843,719	\$ 6,297,541				
13 Interest other income	\$ 8,102,267	\$ 2,287,059	\$ 7,811,933	\$ 5,043,853				
14 Loan proceeds	\$ 4,742,563	\$ 7,511,302	\$ 2,698,274	\$ 2,044,802				
15 Other receipts	\$ 8,137,609	\$ 5,812,370	\$ 7,834,842	\$ 2,044,802				
16 Returns and allowances	\$ 4,441,198	\$ 5,068,188	\$ 7,726,339	\$ 2,511,073				
17 Total	\$ 21,853,294	\$ 26,998,174	\$ 22,499,150	\$ 21,144,531				

Analyze variances
Create summary report

Selected criteria and variances

Criteria

- February forecast varies from actuals more than 10%

Variances

- 2 pairs of variances have been identified that match this criteria.
- E9 | F9**: The variance of \$755,705, representing an approximately 12% decrease. 1 2 **Washington state sales was \$505,685 resulting in the biggest impact to actuals and driving difference to forecast. The second biggest contributor was Oregon.**
- E12 | F12**: In February 2024, the actual loan proceeds reached \$2,044,802, marking a variance of nearly 25% from the initially forecasted amount of \$1,635,842 for the same period. 1 2 The difference is due to the changes in "Lease and rent breakdown.xlsx."

AI-generated content may be incorrect

Edit summary Regenerate Add criteria

Accelerate impact

Deliver new insight and reduce the time it takes to compile and analyze data

Outlook

Email from: Kristin Watson
2/23/2024, 9:55 AM

Save email

Finance insights

- Jane Cooper is the primary contact for the customer Fabrikam (US).
- Fabrikam specializes in crafting immersive and premium tea experiences, highlighting ethically sourced leaves and a diverse range of delicate flavors.

Copy

AI-generated content may be incorrect

Customer

- 358 overdue invoices. See details
- Fabrikam (US) Supply chain

Contact

Saved in SAP (1)

- Jane Cooper Fabrikam (US) Account manager

Note

New note

Reduce cost

Drive efficiency by applying AI to optimize manual, labor-intensive processes

Microsoft



“Based on pilot usage, the data reconciliation capabilities in Microsoft Copilot for Finance saves an average of 20 minutes/account, or a 22% costs savings in average handling time. It’s a huge timesaver for an organization as complex as Microsoft.”

— Anita Mehra, Corporate Vice President, Global Treasury & Financial Services

Customer:

- Microsoft

Industry:

- Software

Country:

- United States

Products and services:

- Microsoft Copilot for Finance

Situation:

At Microsoft, there are teams spending, on average, 1-2 hours per week reconciling data, across hundreds of accounts in a month.

Solution:

A group from the Treasury and Financial Planning and Analysis teams at Microsoft piloted Copilot for Finance to automate and simplify the data reconciliation process and improve productivity.

Impact:

- Reconciliation helps reduce manual plotting of invoices and saves an average of 20 mins/account
- 1-2 hours spent reconciling data is now done in 10 minutes

The Dynamics 365 logo, a stylized purple heart shape composed of four overlapping diamond shapes.

Dynamics 365 Customer Service

Mike Ehrenberg



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User can't access a shared site - Saved
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CAS-01003-M055Y8 Case Number | 8/24/2023 3:36 PM Created On | Harry Potter Owner

Summary Details Related

Customer*
Contoso Coffee

Subject

Information

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Search timeline

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 View more

Modified on: 8/25/2023 10:22 AM
 Note modified by Ivan Lewis
 Email from the customer
 Response Received: Ivan. Thank you for your help. The link was to a document that...
 View more

Modified on: 8/25/2023 10:15 AM
 Email from: Ivan Lewis Active
 Permissions Issues - Help
 Diana. Sorry to hear you are having issues with access. The good news is that there ar...
 View more

Modified on: 8/25/2023 10:10 AM
 Note modified by Ivan Lewis
 Mail received from customer
 Email from the customer:
 Hi Microsoft support,
 I have users who were in meetings and when they shared some documents with those on the call, some where able to access it but others weren't.
 Can you please help us troubleshoot?
 Thank you,
 Diana Haines
 Global Admin, Contoso.Com
 Modified On: 8/25/2023 10:10 AM

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Summary Details Related

<https://aka.ms/PillarCheckUserAccess> will take you directly to the diagnostic you need to run. All you need is the user email you want to check and the OneDrive URL the document is being shared from.

You should get a form that looks something like this...

Need help?

Cannot share externally from SharePoint or OneDrive

Use Ctrl+Enter to submit query. 949 characters remaining

[Get help](#)

Run diagnostics

We understand you are having issues sharing with External users

Please provide some information below so we can attempt to diagnose the problem.

* Select one of the following

* SharePoint Online root URL

https://companyname.sharepoint.com

* SharePoint Online site URL

https://companyname.sharepoint.com/sites/teamsite

* Guest User Email Address

user1@contoso.com

[Run tests](#)

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Summary | Details | Related

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Search timeline

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 Summarizing case...

Timeline
 Search timeline
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Copy Refresh AI generated

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The customer was unable to access a shared report link even though permissions were applied. The link was shared after a Teams meeting via email from the user's OneDrive for Business. Some users were able to access it, but others were not. The issue was limited to users outside the organization, indicating a policy or configuration at the tenant level was blocking external users or specific domains from accessing the OneDrive or SharePoint sites. The Microsoft support agent provided a diagnostic link to identify the issue, which revealed that Guest Access capability was disabled. The agent showed the steps to enable it and suggested implementing measures to restrict what can be shared rather than switching it off for everyone. The agent also provided links to self-help diagnostics for SharePoint Online, OneDrive, Exchange Online, Outlook, and Teams administrators. **The customer asked how to restrict Guest Access to specific domains for internal and confidential sites.**

Copy AI generated

Timeline

Search timeline

Enter a note...

HP Modified on: 1:07 PM
 Email from: Harry Potter Active
 RE: Few more questions
 From: Diane Plank <diane@contoso.com> Sent: 04 September 2023 18:07 To: Ivan Le...
 View more

IL Modified on: 8/25/2023 10:39 AM
 Email from: Ivan Lewis Active
 Hooray!
 Diana, I am so glad this helped you and the issue is resolved. To answer your questio...
 View more

Copilot (preview)
 Get AI-powered help with solving customer issues.

Ask a question Write an email

Hi Harry, what do you need?
 Describe it and get an answer generated by AI.

- The more specific you are, the better responses you'll get from Copilot.
- Or, use AI to identify the most recent customer problem and get a response.
- AI-generated content can have mistakes. Make sure it's accurate and appropriate. [Read preview terms](#)

Describe what you need

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Normal • Active • 12:42 PM
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CAS-01048-Q8P2L2

User can't access a shared site - Saved
 Case · Case for Multisession experience ▾
 CAS-01003-M055Y8 Case Number | --- Origin | 8/24/2023 3:36 PM Created On | **Harry Potter** Owner

Summary Details Related ▾

In Progress

Tenant ID
48545b09-da1a-49d8-902d-7d71f166fb27

Description
Customer attempted to share a report link with their customer, and they are not able to access the link even though the permissions were applied.

Online, OneDrive, Exchange Online, Outlook, and Teams administrators. The customer asked how to restrict Guest Access to specific domains for internal and confidential sites.

[Copy](#) [Refresh](#) AI generated [Like](#) [Dislike](#)

Timeline [Icons]

Search timeline

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 View more
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 Email from: **Helpdesk Contoso** Active
 Fixed!
 Ivan, Thank you so much for that link! The diagnostic worked and identified that we ...
 View more
- IL** Modified on: 8/25/2023 10:32 AM
 Email from: **Ivan Lewis** Active
 A little more information

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User can't access a shared site RE: Few more questions X

Send Save Save & Close Refresh Check Access Collaborate Attach File Share

RE: Few more questions - Saved Normal Priority --- Due Draft Status Reason Harry Potter Owner

Email Related

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Subject: RE: Few more questions

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- Empathize with feedback
- Provide product/service details
- Resolve the customer's problem
- Describe what you want

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RE: Few more questions - Saved Normal Priority Draft Status Reason Harry Potter Owner

Email Enhanced Email

Email Related

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Review suggested response

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[Redacted AI Suggestion]

Drafting email...

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RE: Few more questions - Saved

Email - Enhanced Email

Normal Priority --- Due Draft Status Reason Harry Potter Owner

Email Related

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Email · Enhanced Email

Normal Priority --- Due Draft Status Reason Harry Potter Owner

Email Related

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 Email • Enhanced Email

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Type an email: ...
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Review suggested response

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User can't access a shared site | RE: Few more questio... X

Send | Save | Save & Close | Refresh | Check Access | Collaborate | Attach File | Share

RE: Few more questions - Saved

Email • Enhanced Email

Normal | Draft | Harry Potter (Owner)

Email Related

From: **Harry Potter (Offline)**

To: **Diane Plank**

Subject: **RE: Few more questions**

Font | Size | Bold | Italic | Underline | Text color | Background color | Bulleted list | Numbered list | Indent | Outdent | Link | Unlink | Undo | Redo | Help | Settings

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RE: Few more questions - Unsaved
Normal Priority --- Due Draft Status Reason Harry Potter Owner

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RE: Few more questions - Unsaved

Email · Enhanced Email

Normal Priority --- Due Draft Status Reason Harry Potter Owner

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I have another question. We have some sites that are internal and confidential. We've enabled Guest Access, but we still want to restrict it to specific domains. How would I go about setting this up?

Copilot (preview)

Get AI-powered help with solving customer issues.

Ask a question Write an email

Review suggested response

This suggestion is AI generated. Make sure it's accurate and appropriate before using it. [Read preview terms](#)

Dear Diane Plank,

Thank you for reaching out to us. I have gone through your email and I understand that you are having trouble restricting access to specific domains on your internal and confidential sites, even though you have enabled Guest Access.

Our information suggests that you can limit external sharing by domain in the SharePoint admin center under Policies > Sharing. This setting allows you to specify a list of allowed or blocked domains for sharing. When allowed domains are specified, then sharing invitations can only be sent to those domains. When denied domains are specified, then sharing invitations cannot be sent to those domains.

I hope this information helps you resolve your issue. If you have any further questions or concerns, please do not hesitate to reach out to us.

Best regards,
Harry Potter

Copy

Start over

Copilot delivers material wins for Microsoft Support



In one business, Copilot **increased number of cases and chats** managed by support agents by **9%-12%**

KEY TAKEAWAY

Serve more customers with the help of Copilot



Several businesses observed Copilot to **decrease AHT** for agents handling chat cases by **12% - 16%**

KEY TAKEAWAY

Serve customers faster with the help of Copilot



Across all groups, Copilot **decreased the need for expert help** to resolve a case by **13%**

KEY TAKEAWAY

Jr. agents become Super agents with the help of Copilot

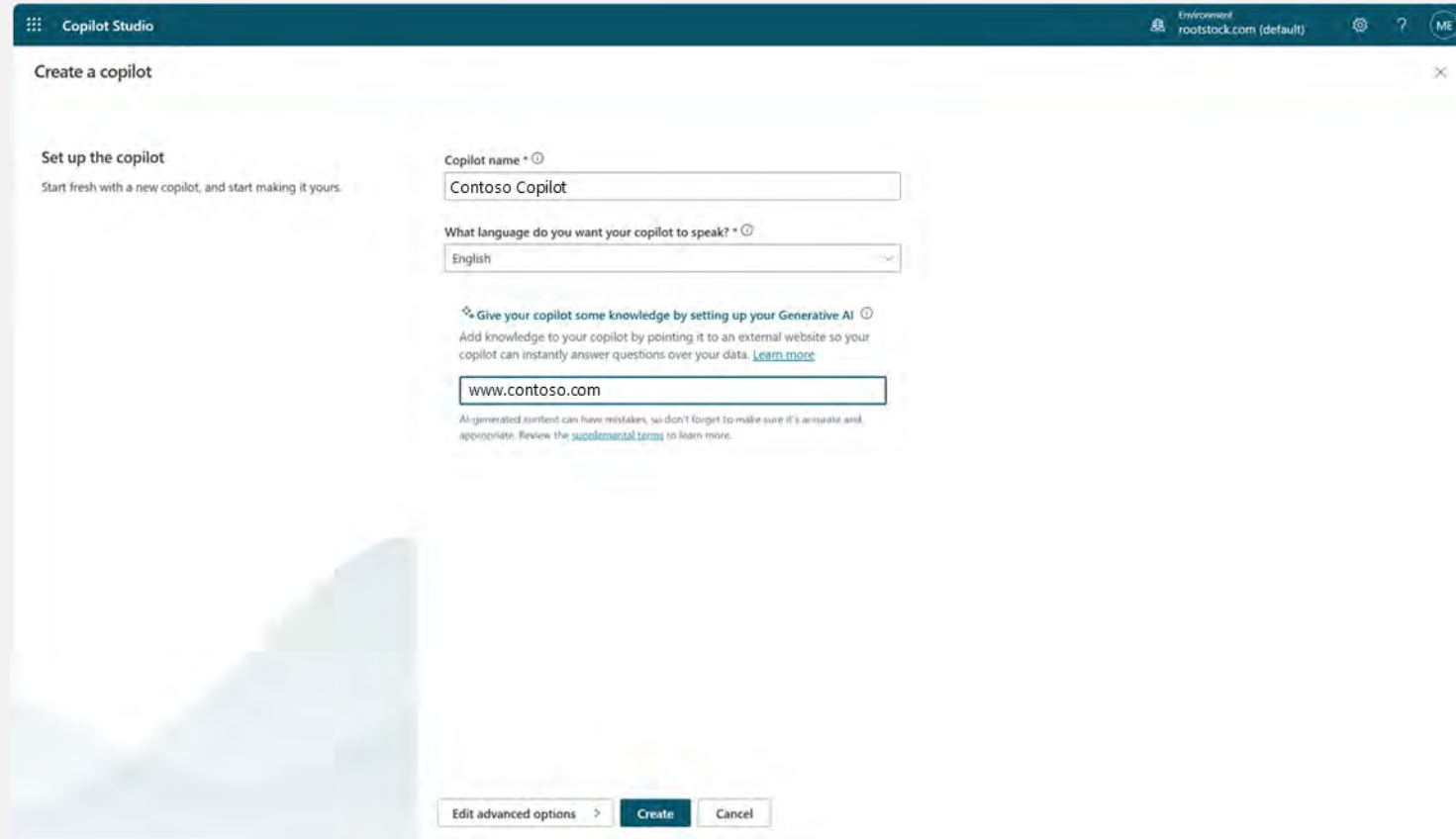


Microsoft Copilot Studio

Mike Ehrenberg



Explore GenAI with Microsoft Copilot Studio



The screenshot shows the 'Create a copilot' interface in Microsoft Copilot Studio. The page title is 'Create a copilot'. Under the heading 'Set up the copilot', there is a sub-heading 'Start fresh with a new copilot, and start making it yours.' The form includes the following fields and options:

- Copilot name ***: A text input field containing 'Contoso Copilot'.
- What language do you want your copilot to speak? ***: A dropdown menu set to 'English'.
- Give your copilot some knowledge by setting up your Generative AI**: A section with a sub-heading 'Add knowledge to your copilot by pointing it to an external website so your copilot can instantly answer questions over your data. [Learn more](#)'.
- Website URL**: A text input field containing 'www.contoso.com'.

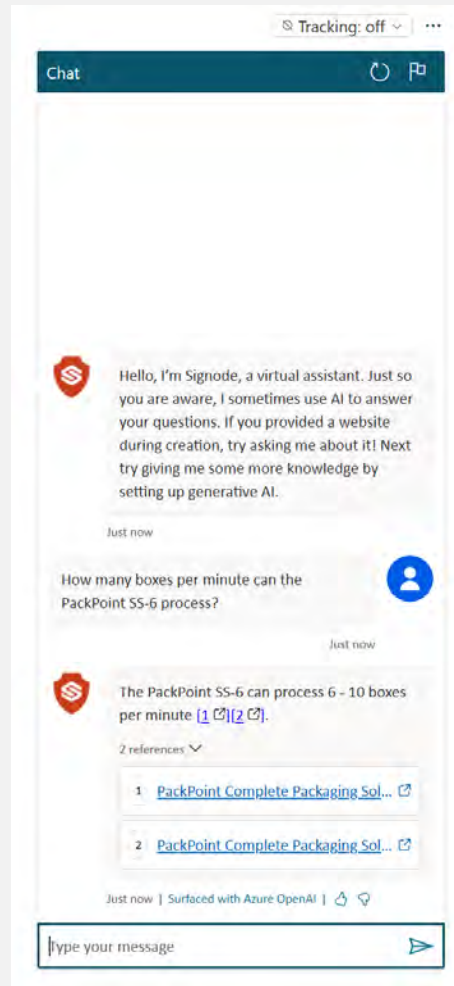
At the bottom of the form, there are three buttons: 'Edit advanced options >', 'Create', and 'Cancel'. A small disclaimer at the bottom of the website field reads: 'AI-generated content can have mistakes, so don't forget to make sure it's accurate and appropriate. Review the [supplemental terms](#) to learn more.'

Trial at

<https://www.microsoft.com/en-us/copilot/microsoft-copilot-studio>

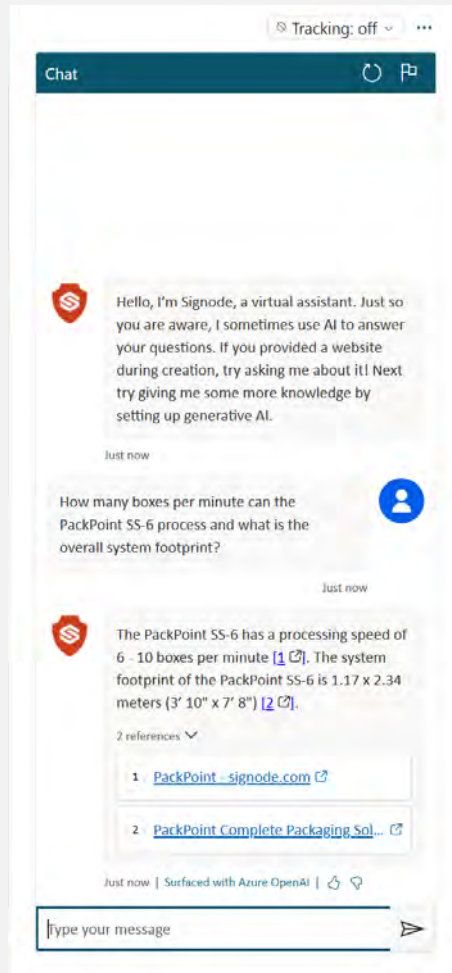
Just point at your web site, and you have a useful bot.

Explore GenAI with Microsoft Copilot Studio



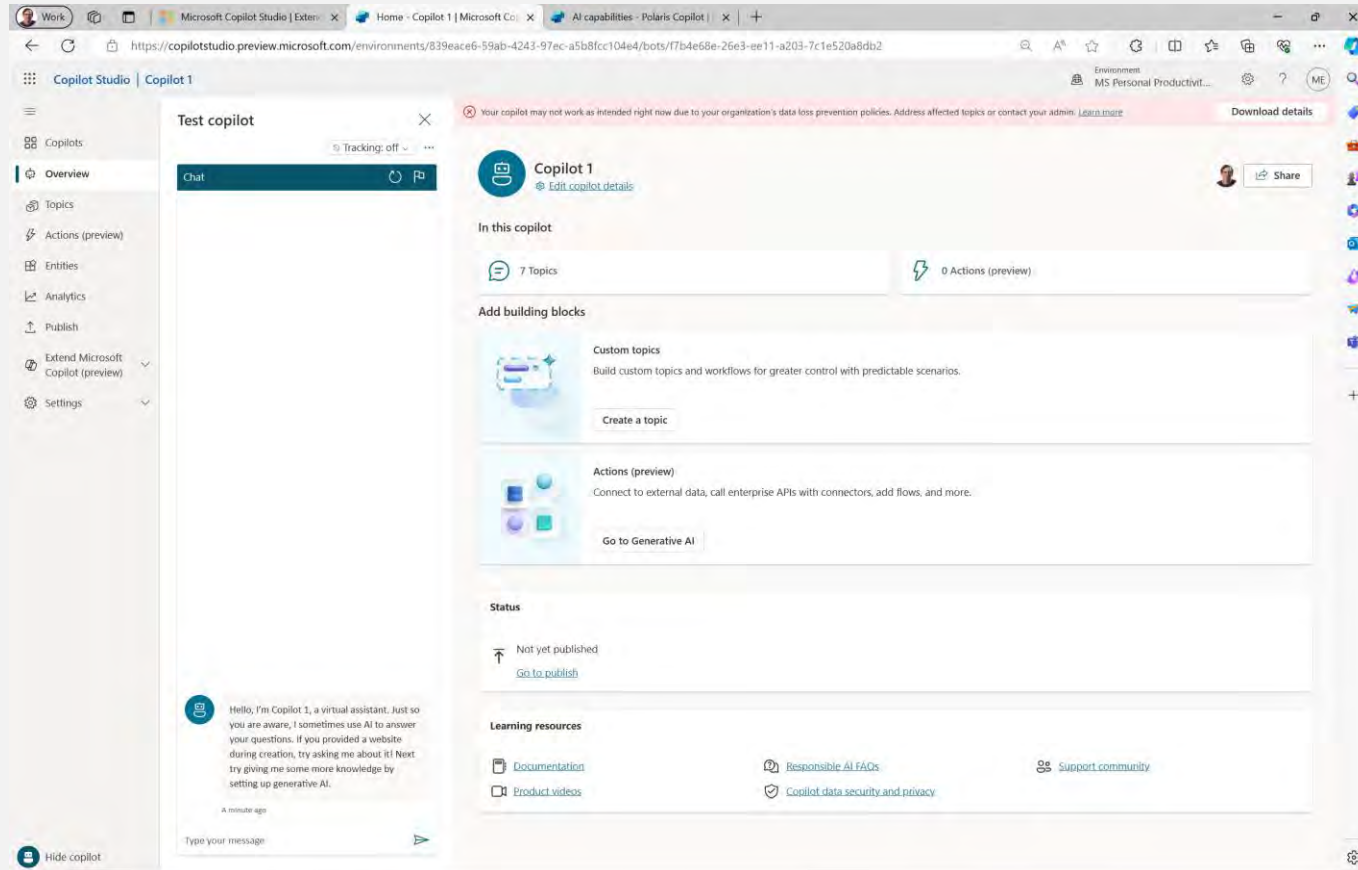
Copilot Studio
immediately provides a
useful Bot able to answer
questions from the web
site content and show
citations.

Explore GenAI with Microsoft Copilot Studio



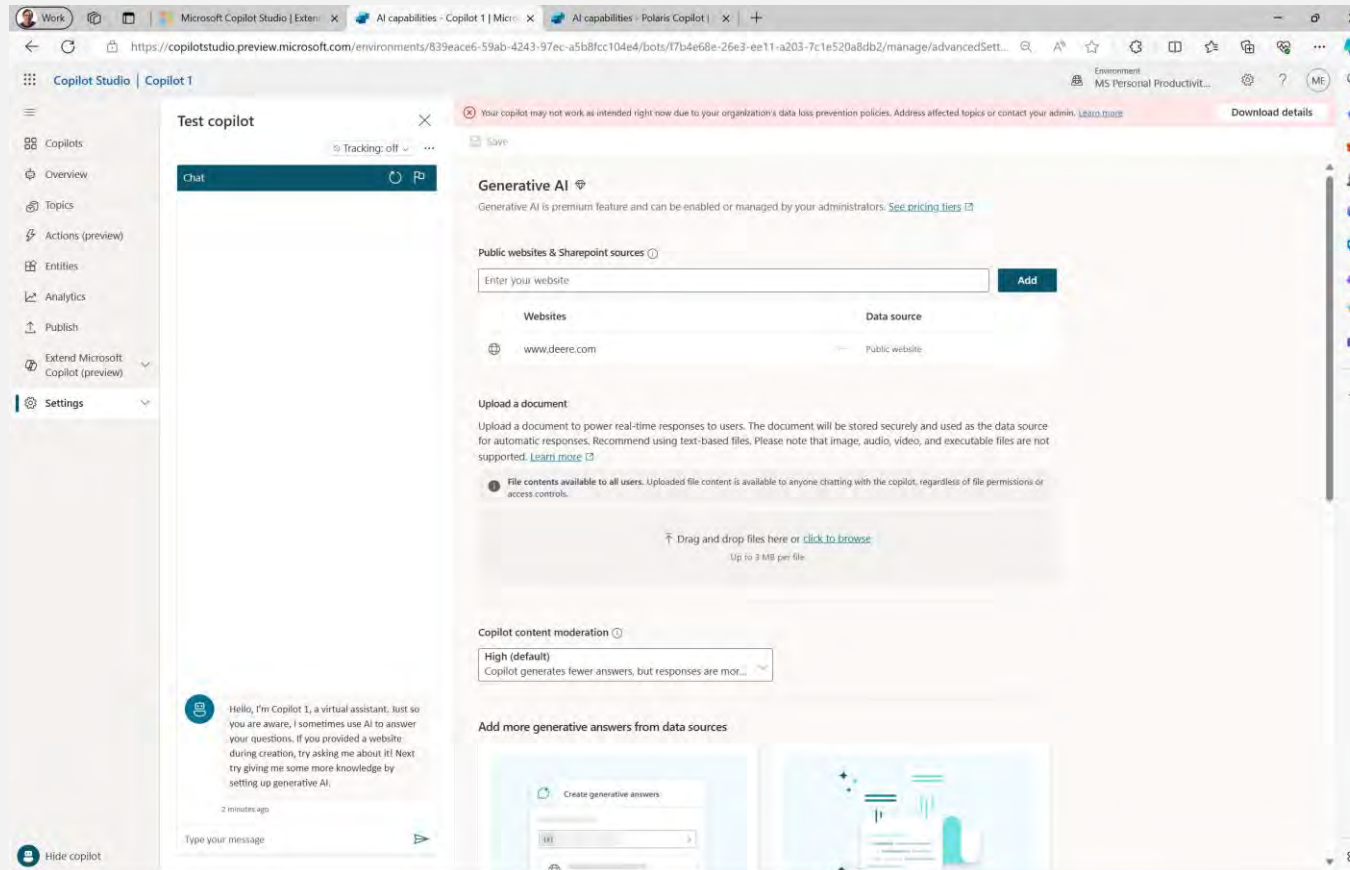
Copilot Studio can even handle compound questions, providing multi-part answers.

Explore GenAI with Microsoft Copilot Studio



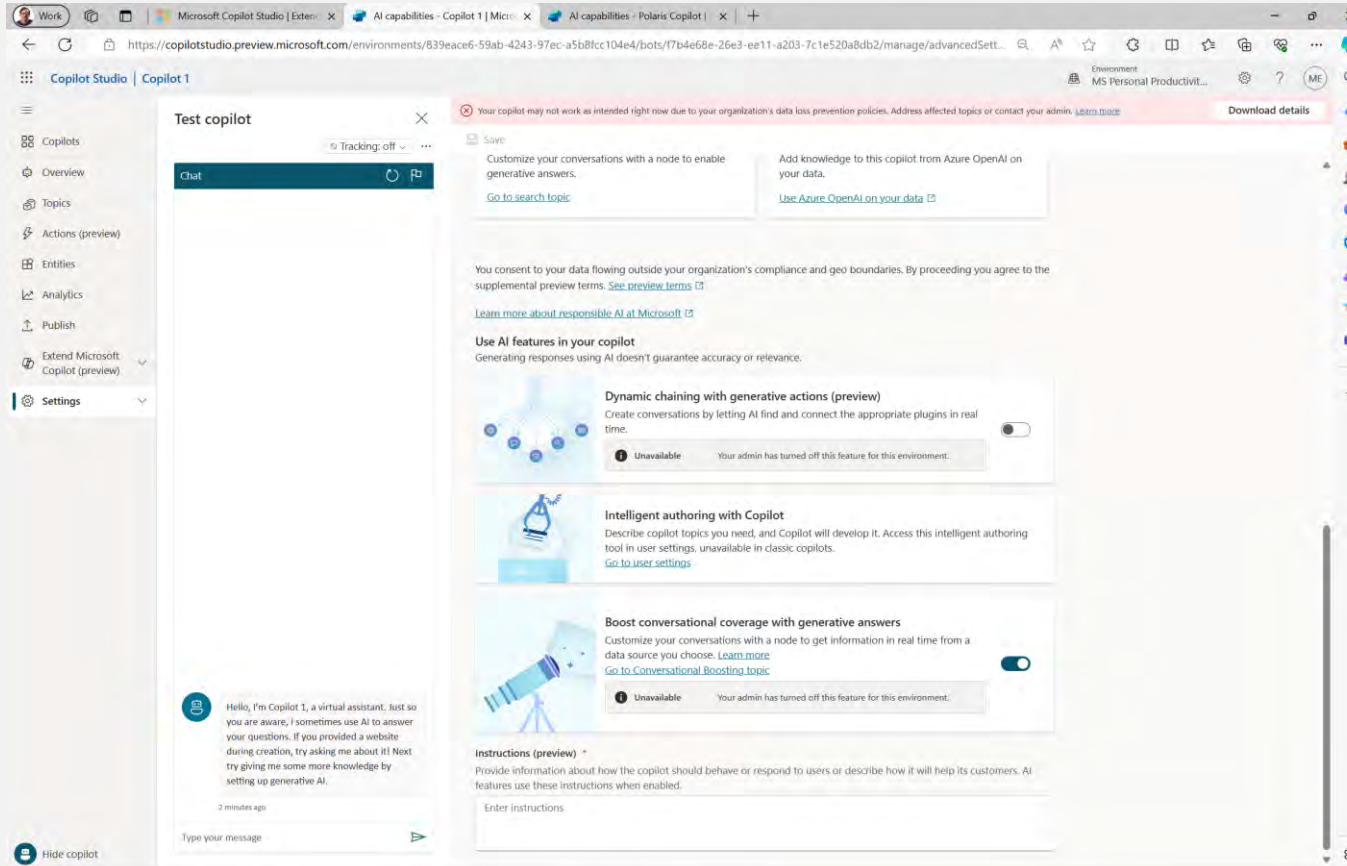
You can still script specific high-value chat topics (Custom topics) or register additional documents or actions with Copilot (Actions).

Explore GenAI with Microsoft Copilot Studio



Easily give Copilot access to more unstructured data such as authoritative web sites, SharePoint repositories or individual files, or even structured data (e.g. Dataverse).

Explore GenAI with Microsoft Copilot Studio



Access advanced settings to shape Copilot behavior and orchestrate actions.

Explore GenAI with Microsoft Copilot Studio



what last minute cruise options do you have next week to the bahamas, and what's the weather like there at the moment?

Generative AI powers more natural user interaction.

Explore GenAI with Microsoft Copilot Studio



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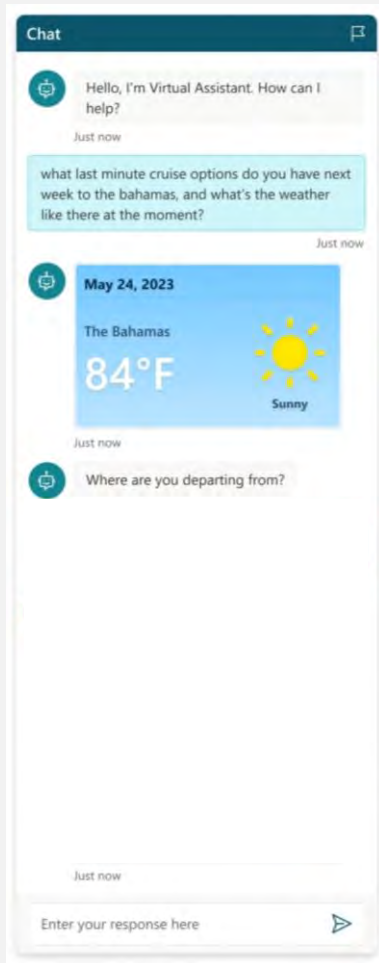
Explore GenAI with Microsoft Copilot Studio



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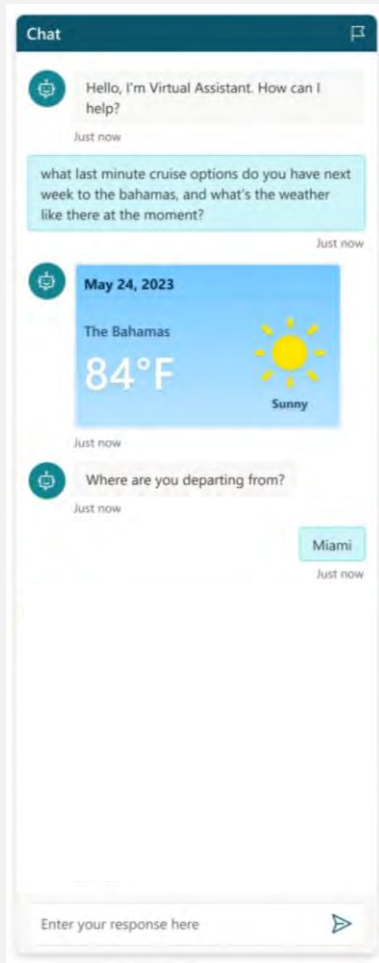
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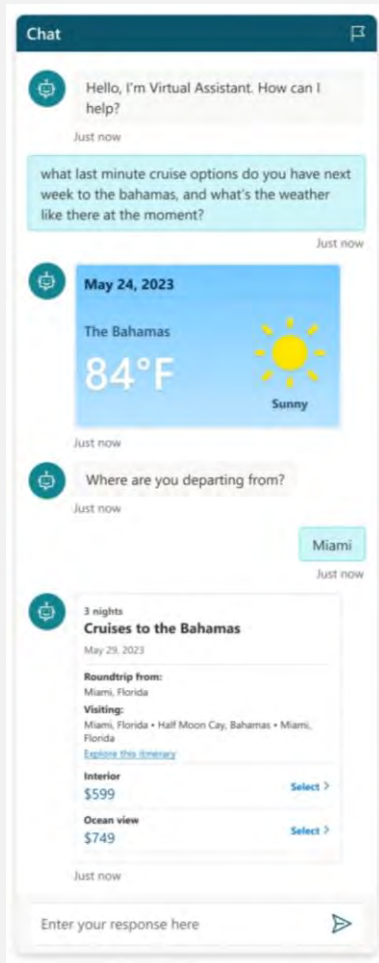
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