



Enabling a whole new way to work

Build a foundation of secure productivity to get AI-ready

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The pace of work is outpacing our ability to keep up

AI-powered tools represent an enormous opportunity

64%

of people have struggled with finding time and energy to get their work done

3x

Amount by which time spent in Microsoft Teams meetings and calls has increased per week since February 2020

70%

Share of people who would delegate as much as possible to AI to lessen their workloads

2x

Likelihood of a leader to say AI will provide value by boosting productivity vs. cutting headcount

Drive Productivity and Collaboration

Get everyone connected and working together



Empower employees with best-in-class productivity apps



Introduce the power of AI to employees safely



43% of remote workers do not feel included in meetings¹

68% of people say they don't have enough uninterrupted focus time during the workday²

70% of workers said they would delegate as much work as possible to AI to lessen their workloads²

¹ [Great Expectations: Making Hybrid Work Ban Colombia](#), Microsoft Work Trend Index, Mar 2022

² [Work Trend Index Annual Report: Will AI Fix Work?](#), Microsoft Work Trend Index, May 2023

Drive Productivity and Collaboration

Get everyone connected and working together

- 1 **Connect and empower everyone** wherever, whenever they are
- 2 **Designed for all types of workers** from information workers to the frontline
- 3 **Chat, meet, collaborate, brainstorm** in one place without context switching
- 4 **Help ensure participants can be seen, heard, and participate** from anywhere

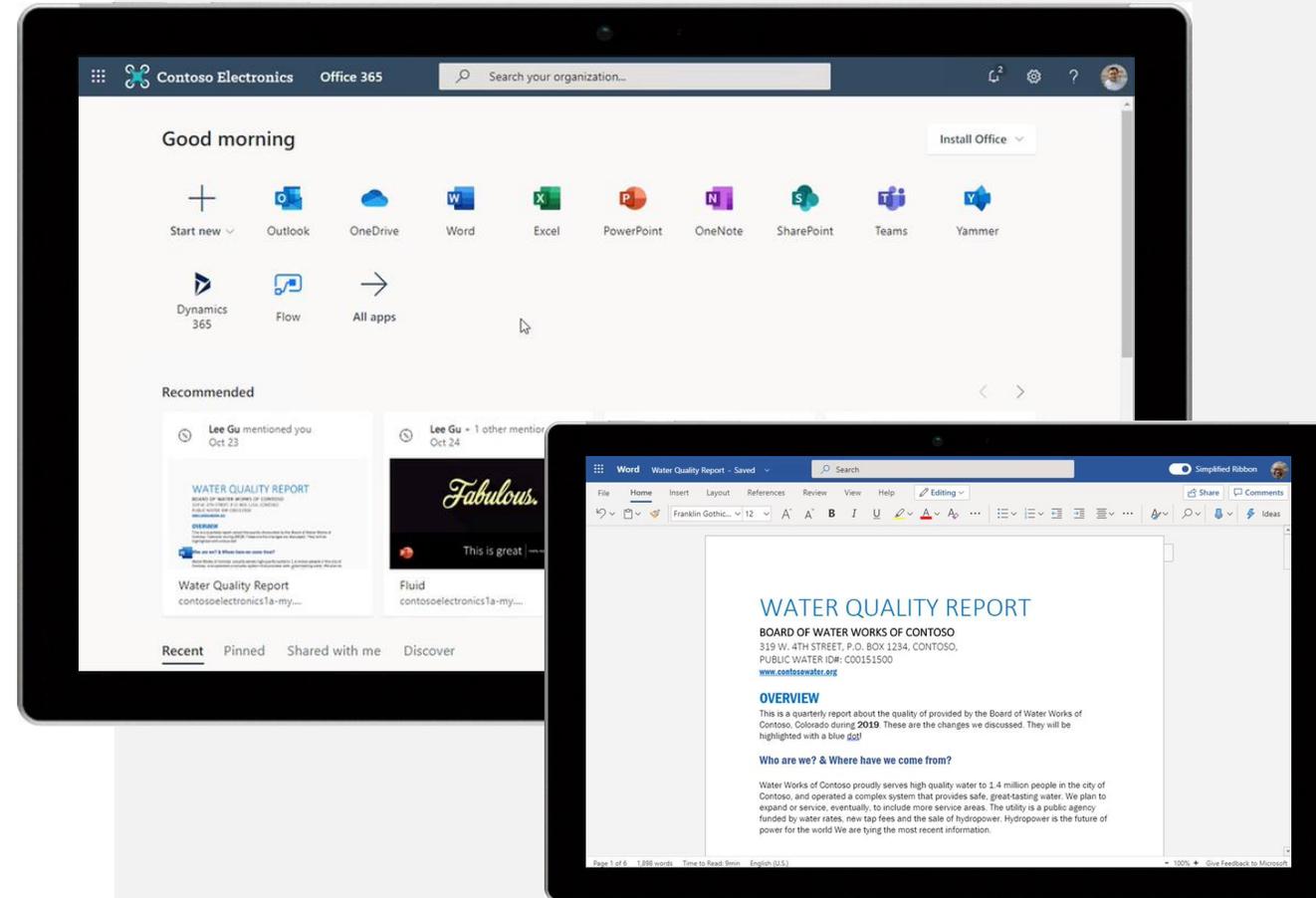


Microsoft Teams

Drive Productivity and Collaboration

Empower Employees with best-in-class productivity apps

- 1 **Attend fewer meetings with** automatic meeting summaries, transcripts, and video
- 2 **Rewire creative workflows** with always up-to-date Loop components
- 3 **Get real-time translation** of a meeting into 40 languages with Live Captions
- 4 **Streamline business workflows** in the flow of work with collab apps



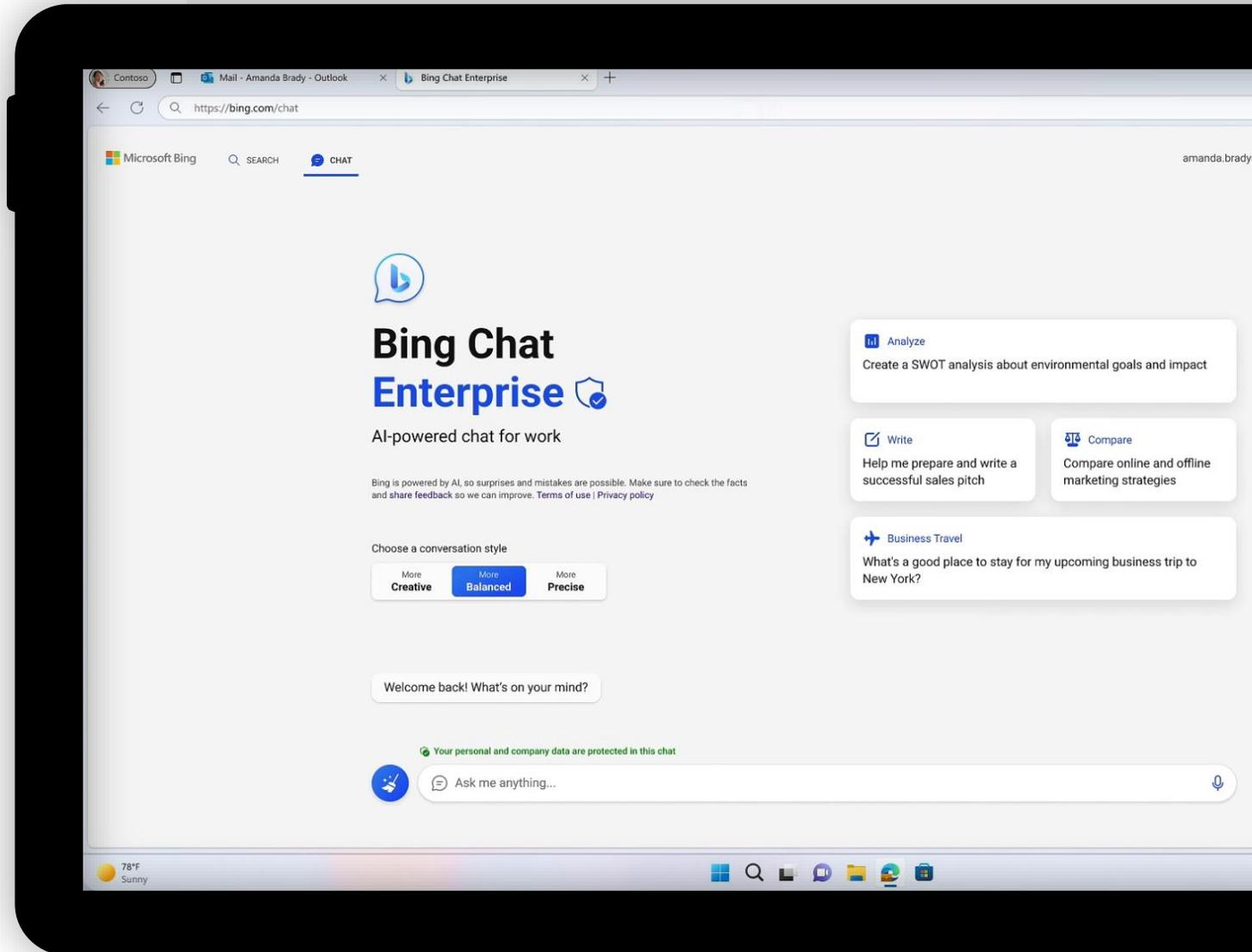
Teams, Word, Excel, PowerPoint, Outlook, Loop

Drive Productivity and Collaboration

Introduce the power of AI to employees safely

- 1 **Try AI-powered chat** at no additional cost with commercial data protection
- 2 **Search the web using chat.** Get up-to-date answers (no knowledge cutoff) and see data sources.
- 3 **Summarize PDFs** in Microsoft Edge by using chat in the sidebar
- 4 **Try generating emails,** social media content, or even write code faster

Bing Chat Enterprise (in preview)



A whole new way to work

Imagine the future of work with Microsoft 365 Copilot



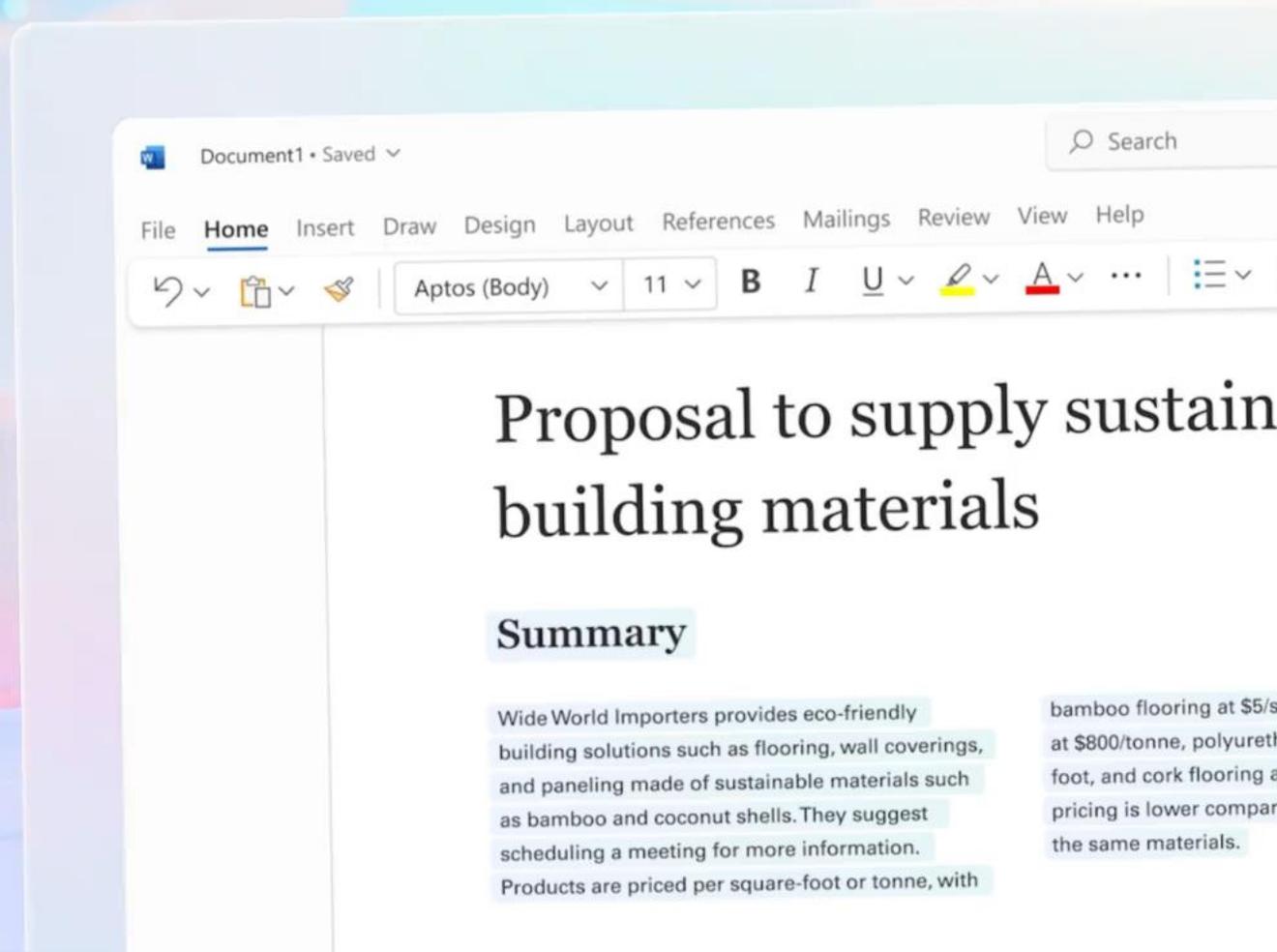


Microsoft 365 Copilot

Business Chat

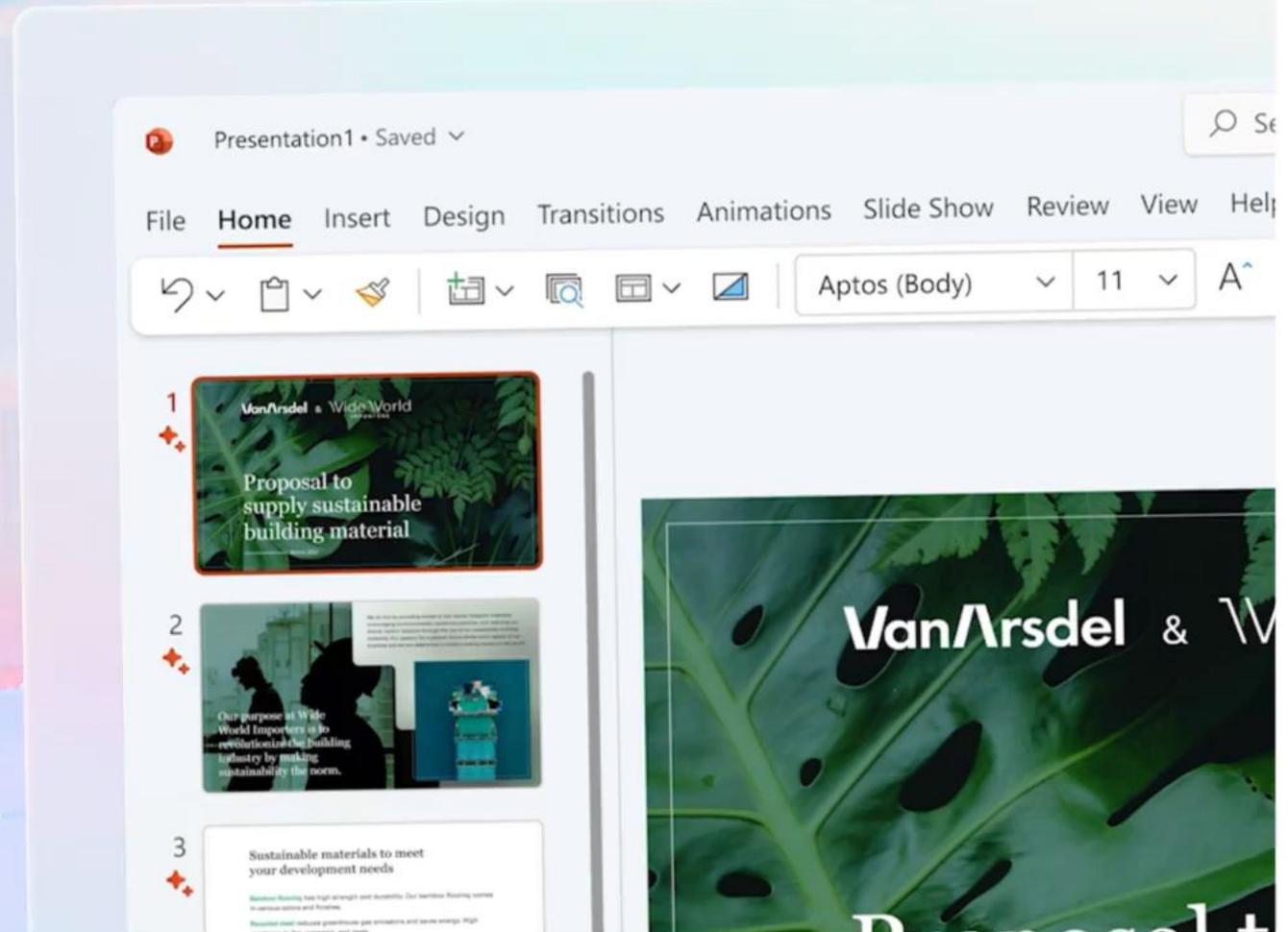
MICROSOFT 365

Copilot in Word



MICROSOFT 365

Copilot in PowerPoint



MICROSOFT 365

Copilot in Excel

The screenshot displays the Microsoft Excel interface with a Copilot-generated dashboard. The dashboard includes two line charts and two tables. The first chart, 'Sales growth over time for Proseware', shows a decline from 8% in Q1-22 to 1% in Q1-23. The second chart, 'Projected Sales growth over time', shows a peak in Q2-22. The third table, 'Proseware Sales growth by Product', lists growth rates for various product categories. The fourth table, 'Model: 'Reusable Containers' with Q1-23', shows a significant drop for Reusable Containers.

Q1 Performance • Saved

File Home Insert Formulas Data Review View Automate Help

Aptos (Body) 11 B

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19

Sales growth over time for Proseware

Quarter	Growth
Q1-22	8%
Q2-22	12%
Q3-22	11%
Q4-22	8%
Q1-23	1%

Projected Sales growth over time

Quarter	Growth
Q1-22	8%
Q2-22	12%
Q3-22	11%

Proseware Sales growth by Product

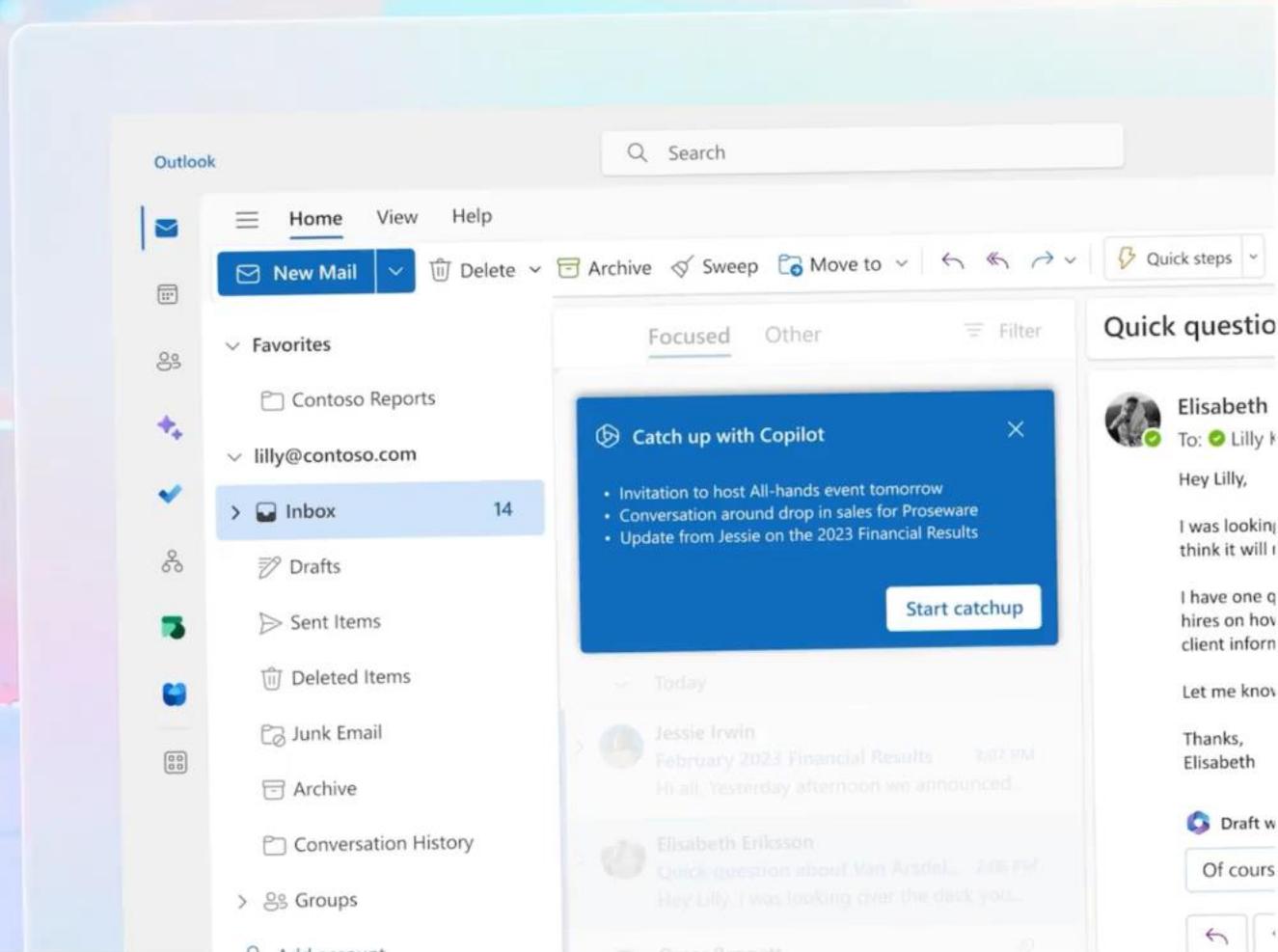
Product	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23
Biodegradable Cleaning Products	3%	4%	6%	10%	5%
Compostable Food Packaging	9%	11%	15%	5%	13%
Reusable Containers	7%	10%	11%	6%	-9%
Reusable Water Bottles	15%	18%	18%	10%	17%
Natural Personal Care Products	10%	14%	9%	5%	33%

Model: 'Reusable Containers' with Q1-23

Product	Q1-23
Biodegradable Cleaning Products	3
Compostable Food Packaging	9
Reusable Containers	7
Reusable Water Bottles	15
Natural Personal Care Products	10

MICROSOFT 365

Copilot in Outlook



MICROSOFT 365

Copilot in Teams Meetings

The screenshot displays the Microsoft Teams interface during a meeting. The top navigation bar includes the Teams logo, navigation arrows, and a search bar. The meeting title is "Core accounts business review", with tabs for Chat, Details, Files, and Recap. The meeting time is "Mar 16, 10:00 AM" and there is an "Open in Stream" button. A "Shared content" section shows a file named "Proseware Proposal.pptx". Below this is a video player showing a hand pointing at a screen, with a duration of "48m 42s". A "Speakers" section is visible, and a "Topics" section lists "Proseware negotiation strategy" and "Core accounts round table". On the right, the Copilot-generated notes are displayed, including a "Summary" section with bullet points and a "Notes" section with a list item.

Core accounts business review Chat Details Files Recap +

Mar 16, 10:00 AM Open in Stream

Shared content

Proseware Proposal.pptx

48m 42s

Speakers Topics

Proseware negotiation strategy

Core accounts round table

Notes

Core accounts.loop

Quarterly results and forecasts for Core Account

Summary

Based on what attendees said in the meeting

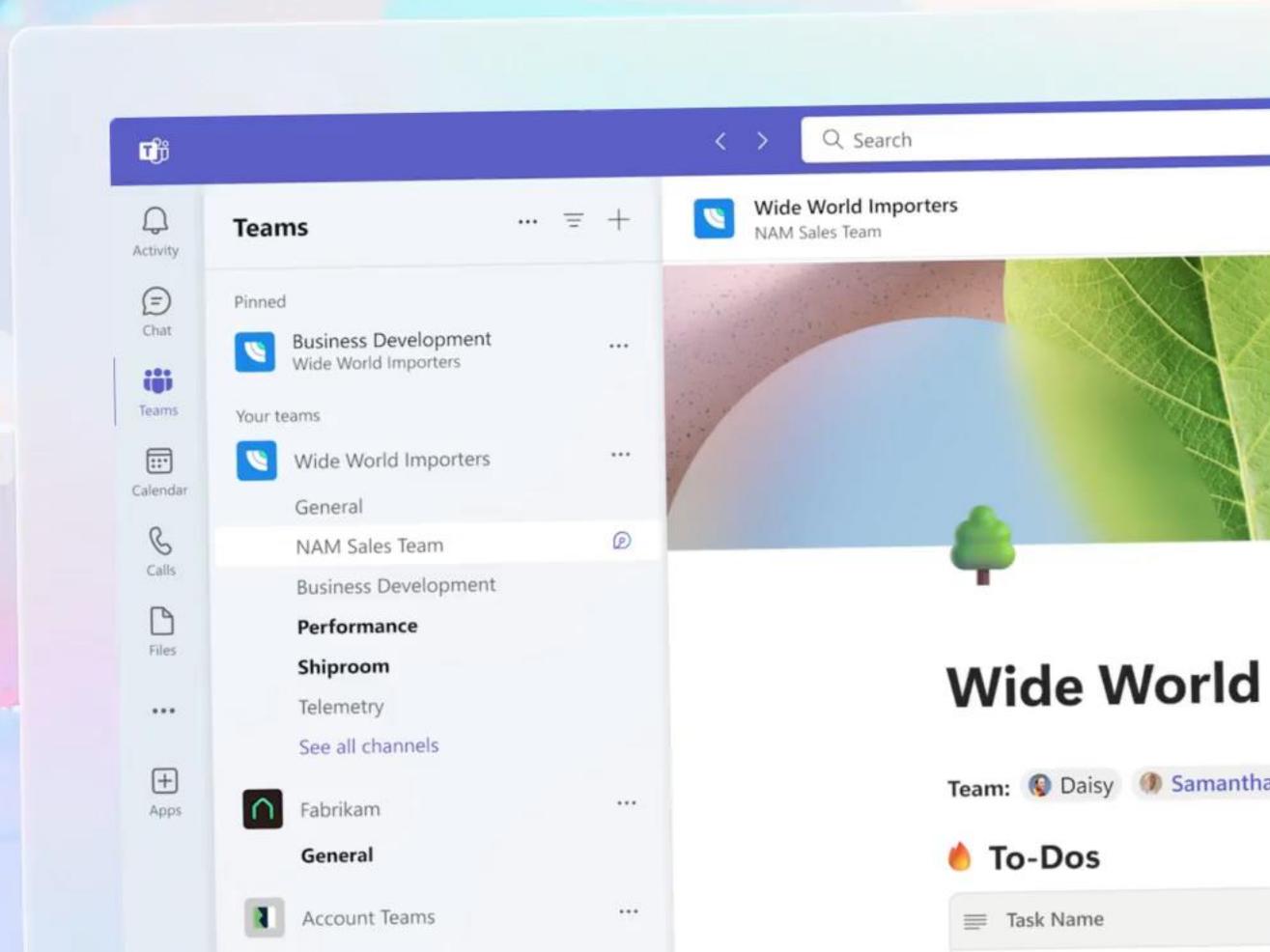
- \$230K revenue shortfall in this quarter
- Inventory 15% surplus (renewable products and recycled materials)
- Account leads to propose discounting scenarios to lower inventory
- Proseware was discussed as a leading opportunity

Notes

- Beth emphasized importance of Proseware negotiation strategy with offers - this is a must win deal.
- The team identified a new opportunity with Proseware that...

MICROSOFT 365

Copilot in Chat and Loop



MICROSOFT 365

Copilot in Viva Sales

The screenshot displays the Outlook web interface. At the top, there is a search bar and navigation tabs for Home, View, and Help. Below this is a toolbar with actions like New Mail, Delete, Archive, Sweep, and Move to. The main area is divided into a 'Focused' tab and a list of emails. The selected email is from Maya Robinson, titled '[EXTERNAL] Re: XL Recycled bottles', with a timestamp of 12:55 PM. Below it is an email from Alberto Burgos and Kevin Smith regarding pricing information. A 'Conversation summary' panel on the right provides a concise overview of the thread, listing key points such as Maya's approval of a deal, her request for pricing for 5000 and 10,000 units in 10 countries, and the launch date for their new product. A 'Close as won' button is visible in the summary panel. The bottom of the interface shows the start of the current email's body text.

Outlook

Search

Home View Help

New Mail Delete Archive Sweep Move to

Focused Other

Today

MR Maya Robinson
[External] Re: XL Recycled bottles 12:55 PM
Hi, Thanks for your time, this is a great su...

AB Alberto Burgos, Kevin Smith..
[External] Pricing Information 9:00 AM
Hi all, according to our discussion yesterday

Yesterday

Wanda Howard
[External] Urgent: Open cases are... 4:22 PM
Can you share a link to the marketing do

Kristin Patterson (2)
[External] Fw: Help with concerns... 3:07 PM
+1 - This should be ASAP

Edmee Plant

[EXTERNAL] RE: XL Recycled bottles

Conversation summary

- Maya approved the deal
- Maya is looking for pricing for the XL product
- She requested pricing for 5000 and 10,000 Un 10 countries.
- The launch date for their new product is Marc

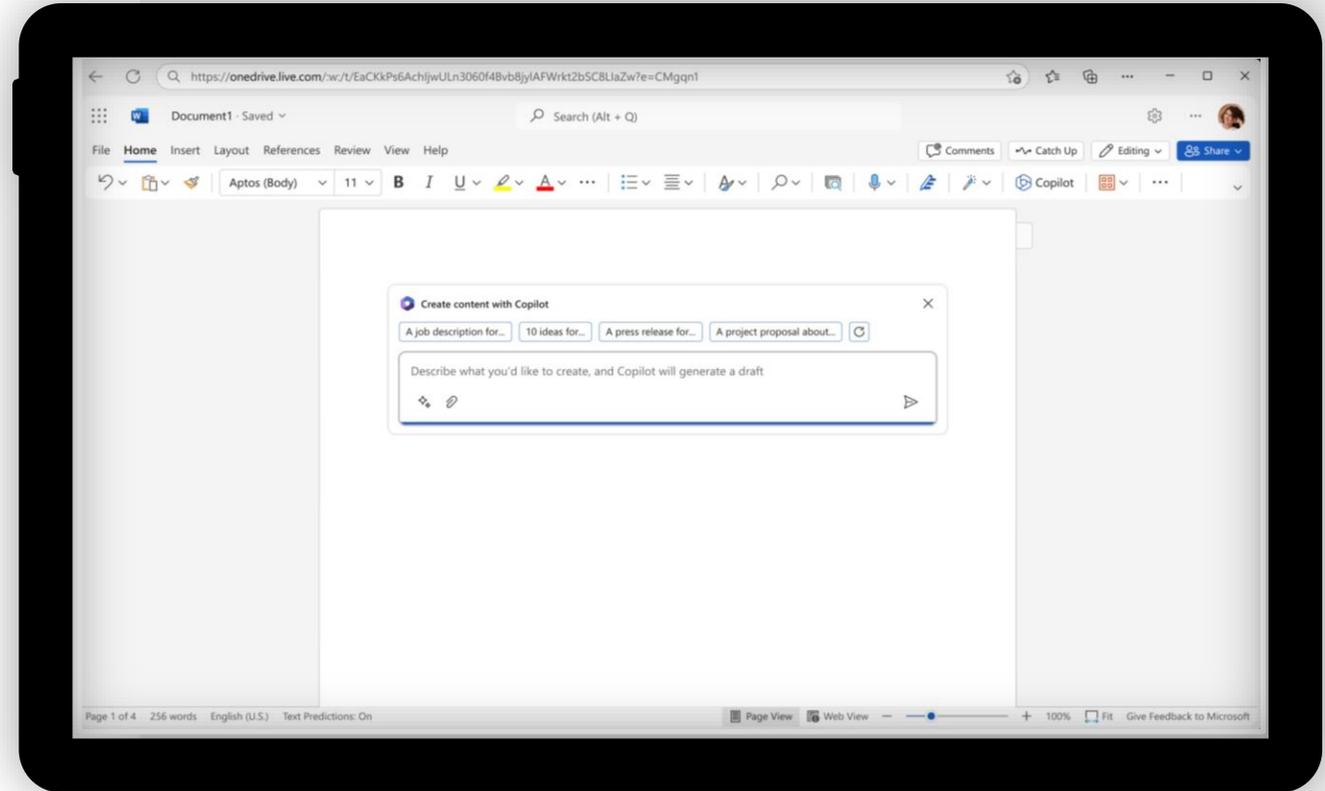
Close as won

3 references

MR Maya Robinson
To: Samantha Cantrell
Hi,
Thanks for your time, this is a great summary of

Unleash Creativity

- 1 **Jump start the creative process** so you never start with a blank slate again
- 2 **Bring your ideas to life** and quickly transform written documents into decks, complete with speaker notes and sources
- 3 **Analyze trends** and create professional-looking data visualizations in seconds
- 4 **Get help exploring your data** and generate models based on your questions



Copilot in Microsoft Word

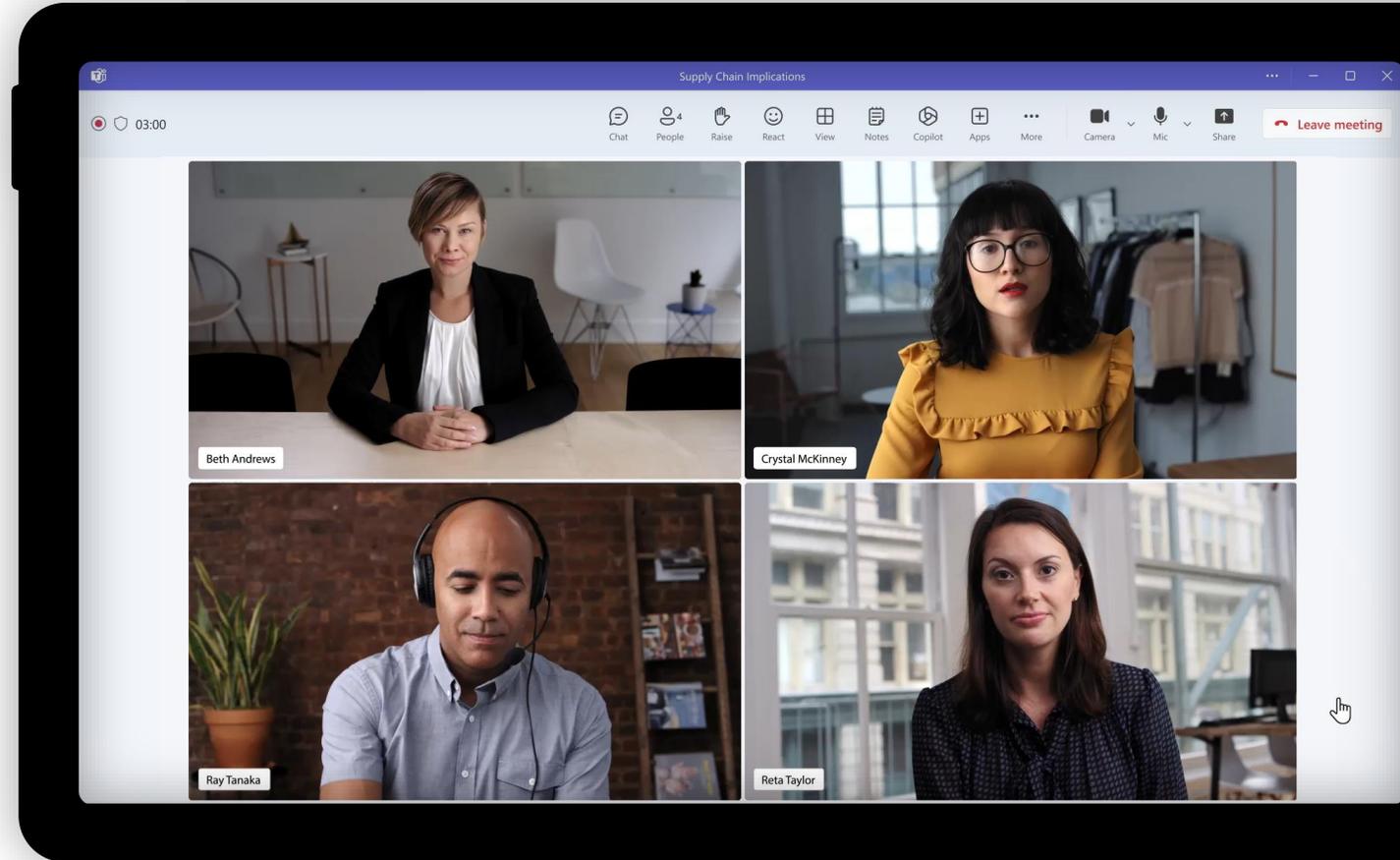
Copilot in Microsoft PowerPoint

Copilot in Microsoft Excel

Unlock Productivity

- 1 **Summarize email threads**, quickly draft suggested replies, and clear inbox in minutes, not hours or days
- 2 **Summarize key discussion points** and suggest action items, all in real-time during a meeting
- 3 **Build on each other's ideas collaboratively**, and everyone can see from the prompt history how it arrived at the current state

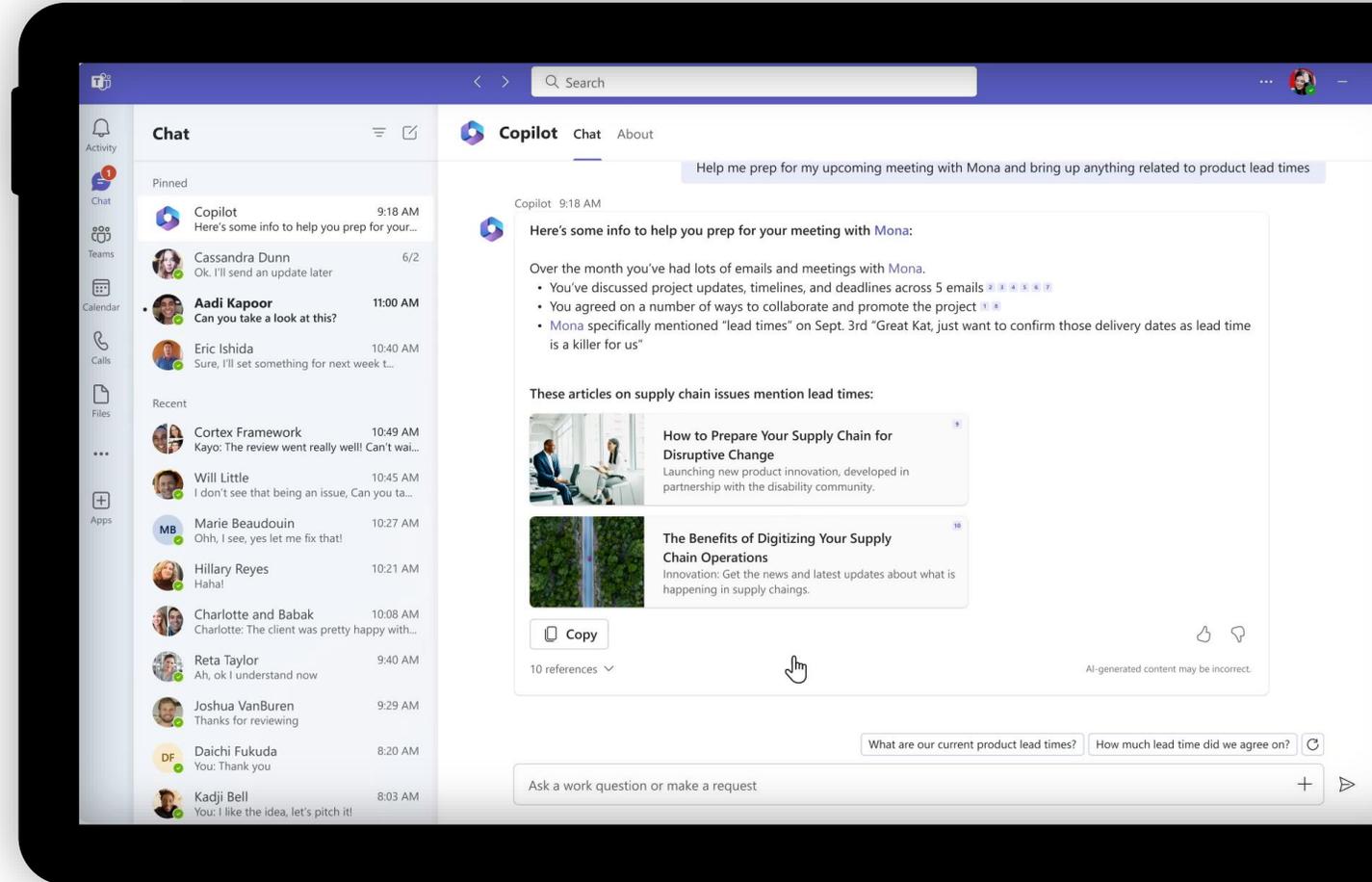
Copilot in Microsoft Outlook
Copilot in Microsoft Teams
Copilot in Microsoft Loop



Uplevel Skills

- 1 **Turn your data into knowledge** with inputs across your documents, presentations, email, calendar, notes, and contact
- 2 **Spend less time** focused on the tools and more time focused on the most important work
- 3 **Use natural language to** tap into rich functionality across Microsoft 365 to make you better at what you're good at and master what you've yet to learn

Cross-App Experience



Elevate Productivity

Copilot Boosts Productivity

Research shows developers using GitHub Copilot

88%

are more
productive

74%

can focus on
more satisfying work

77%

spend less time searching for
information or examples

Hear from our customers



Early access has given us visibility into how [Microsoft 365 Copilot] can further streamline processes, speed insights, spark ideas, enhance productivity and evolve the way we work. ”

— **Guy Moore**
Workforce Enablement Lead
Chevron



As our team has tested the technology, we’ve received great feedback about Teams Copilot. The ability to ask questions during a meeting is fantastic and the action items list and meeting summaries are very useful features.”

— **Sherry Neubert**
VP & Chief Information Officer
The Goodyear Tire & Rubber Company



With Microsoft 365, we’re offering employees a great suite of tools and enabling more freedom and flexibility in terms of how and where they work.”

— **Zephanie Hardy**
Senior Vice President of Employee
Technology Experience
U.S. Bank



Are you ready for Copilot?

Assessment coming soon



Licensing Requirements



Technical Requirements



Security and Privacy Requirements



Usage Guidelines



Thank you!