



Navigating with confidence the Age of Copilots:

Preparing your people for the GenAI evolution

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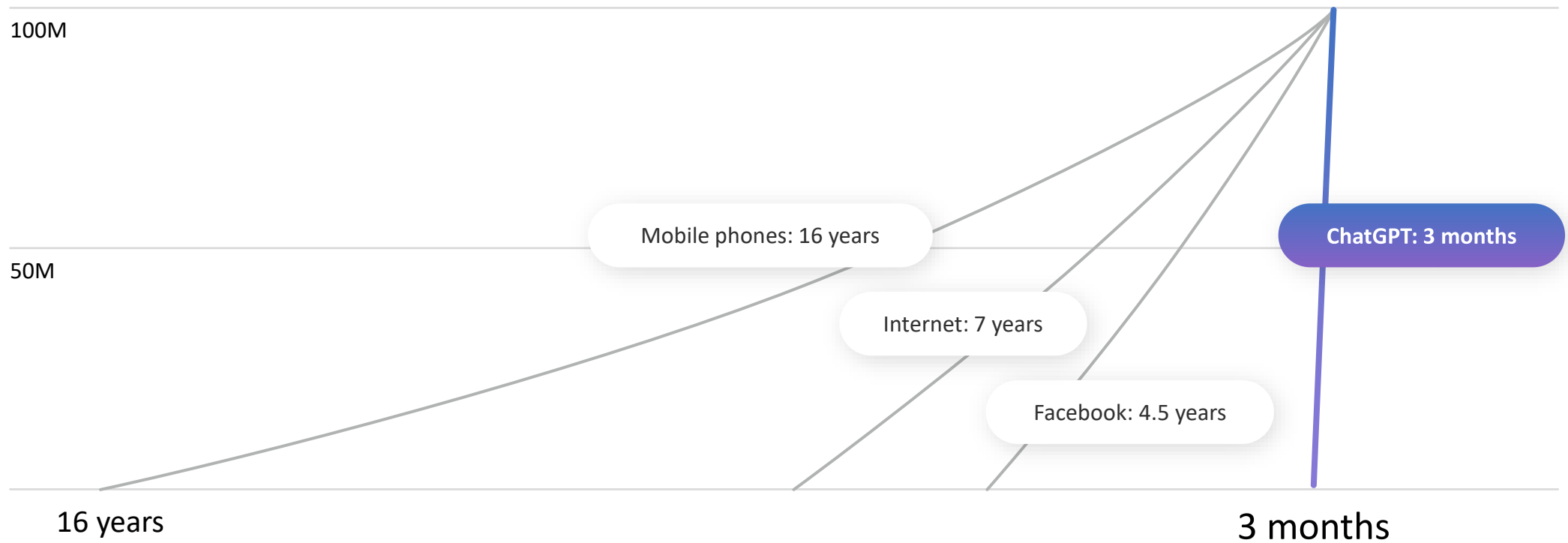
Cloud Computing Conference

28.03.24 @ Ethniki Asfalistiki Congress Center



Generative AI technology is here

(Time to reach 100M users)





The age of
Copilots
has arrived

Microsoft Copilots

The “Generalists”

Microsoft Copilots

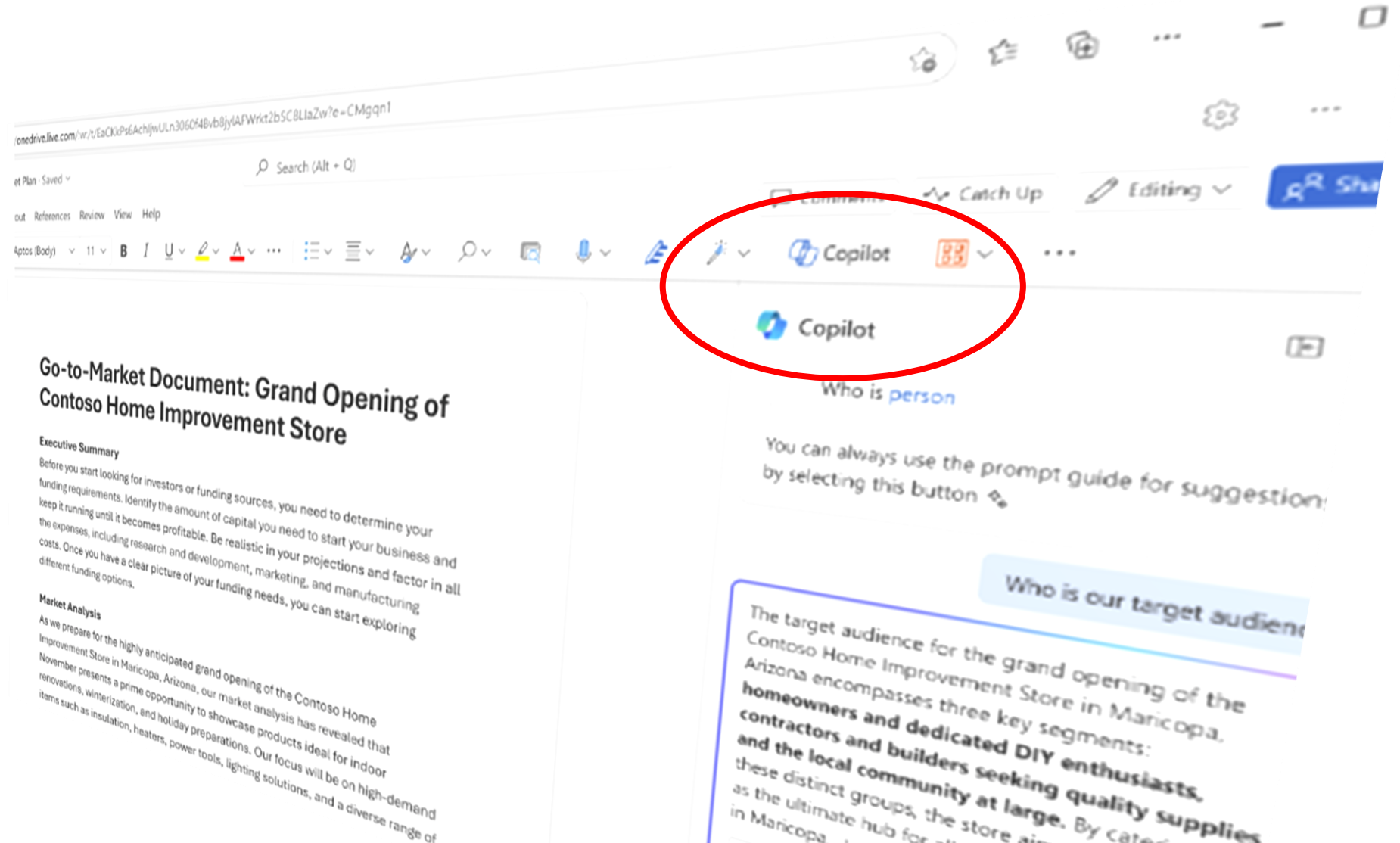
M365 Copilot

Bing	Edge	Word	Outlook	Excel	PowerPoint	Teams	Business Chat	Windows Copilot
								
Better Q&A and task completion	Better interaction with web content	Better reading and writing assistance	Better e-mail management	Better data analysis	Better presentations	Better Meetings	Better knowledge management	Better interaction with OS, apps, and files
Copilots for Web				Copilots for Productivity				Copilot for Everyday

The “Specialists”

Dynamics Copilot	Fabric Copilot	Security Copilot	GitHub Copilot	Power Platform Copilot
				
Better sales and customer support	Better data analytics and business intelligence	Better threat detection, identification, and mitigation	Better code development	Better creation of apps, workflows, and agents
Copilots for Business	Copilots for Analytics	Copilot for Security	Copilot for Development	Copilot for Low/No Code Development

What is it and why shall I care



The screenshot shows a Microsoft Word document titled "Go-to-Market Document: Grand Opening of Contoso Home Improvement Store". The document content includes an "Executive Summary" and a "Market Analysis" section. A red circle highlights the Copilot icon in the Word ribbon, which is labeled "Copilot". Below the ribbon, a Copilot chat window is visible, displaying a prompt: "Who is person" and a response: "You can always use the prompt guide for suggestion: by selecting this button". A blue callout box below the chat window contains the text: "Who is our target audience". The document text includes: "Before you start looking for investors or funding sources, you need to determine your funding requirements. Identify the amount of capital you need to start your business and keep it running until it becomes profitable. Be realistic in your projections and factor in all the expenses, including research and development, marketing, and manufacturing costs. Once you have a clear picture of your funding needs, you can start exploring different funding options." and "As we prepare for the highly anticipated grand opening of the Contoso Home Improvement Store in Maricopa, Arizona, our market analysis has revealed that November presents a prime opportunity to showcase products ideal for indoor renovations, winterization, and holiday preparations. Our focus will be on high-demand items such as insulation, heaters, power tools, lighting solutions, and a diverse range of

“Hiring” a Microsoft 365 Copilot

Increase your current
human capital value

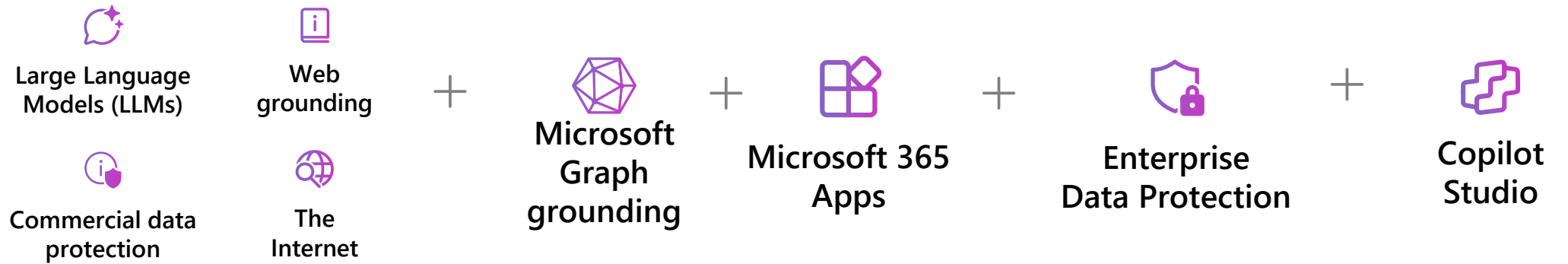
Microsoft 365 copilot is a
(work)force multiplier **augmenting**
your people capabilities and
offloading their routine tasks





Microsoft Copilot for Microsoft 365

Natural Language



Pitfalls to avoid during Microsoft 365 Copilot adoption



Extreme example #1:

Microsoft 365 Copilot is really very easy to enable and deploy...

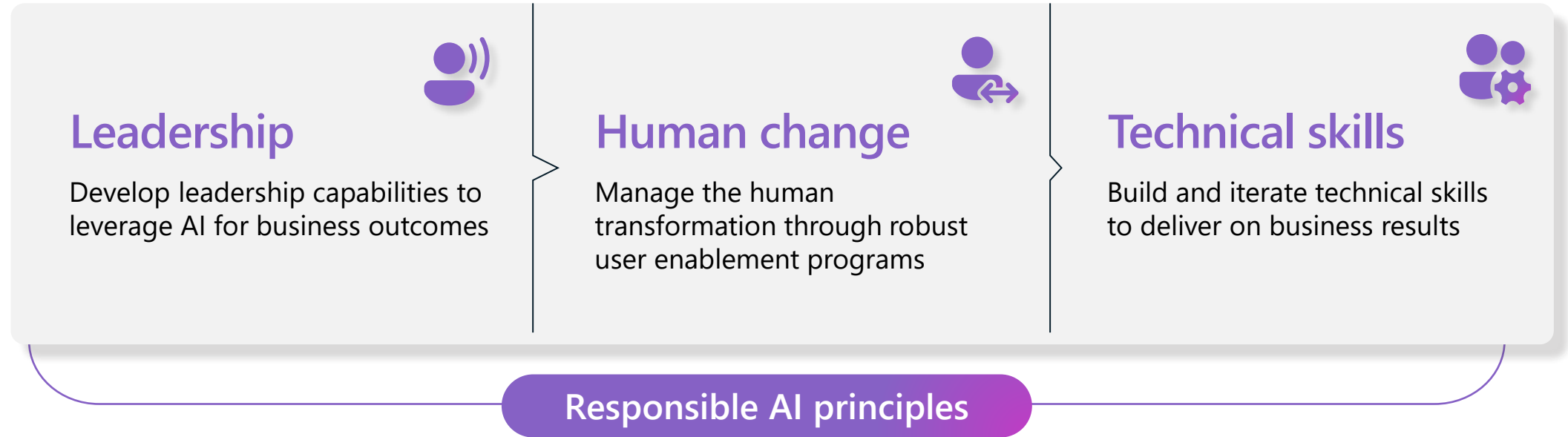
- *Let's just buy the licenses for our pilot users and enable the service for them*
- *It is also very easy to use this "button" in Word – for sure they will figure out what to do with it*

Extreme example #2:

Introducing AI in our organization is a very important topic....

- *Let's spend the next couple of years designing in every detail how we shall frame our strategy and setup our AI CoE*
- *We also need to decide and implement the perfect data classification scheme before we enable anything*

Journey to become an AI powered organization



Approach for Microsoft 365 Copilot rollout

AI Vision



Copilot baseline assessment

- ✓ Sponsor
- ✓ Scenarios
- ✓ Security

User enablement workstream

Prepare organization and employees for AI transformation journey



Technical readiness workstream

Address technical deployment and optimization (governance, security, compliance etc)

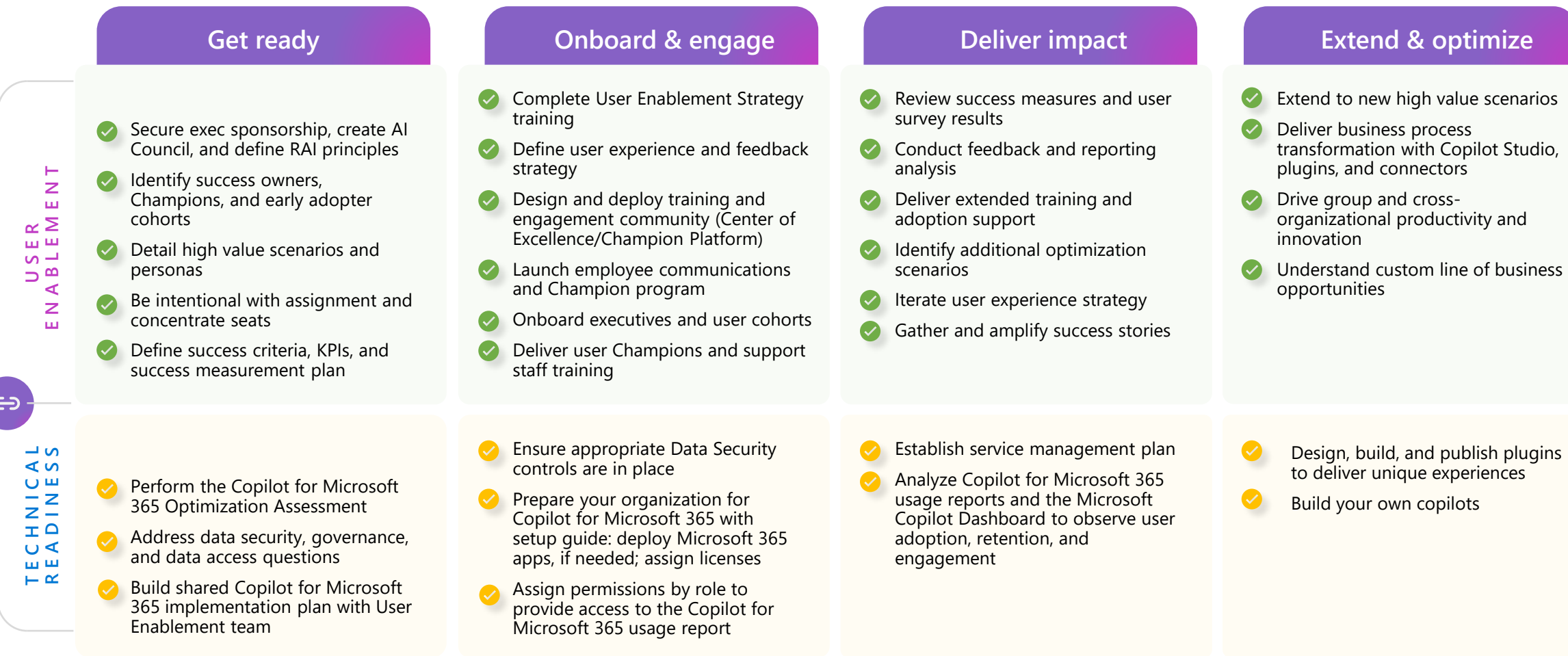
Leadership



Approach for Microsoft 365 Copilot rollout



User Enablement Workstream

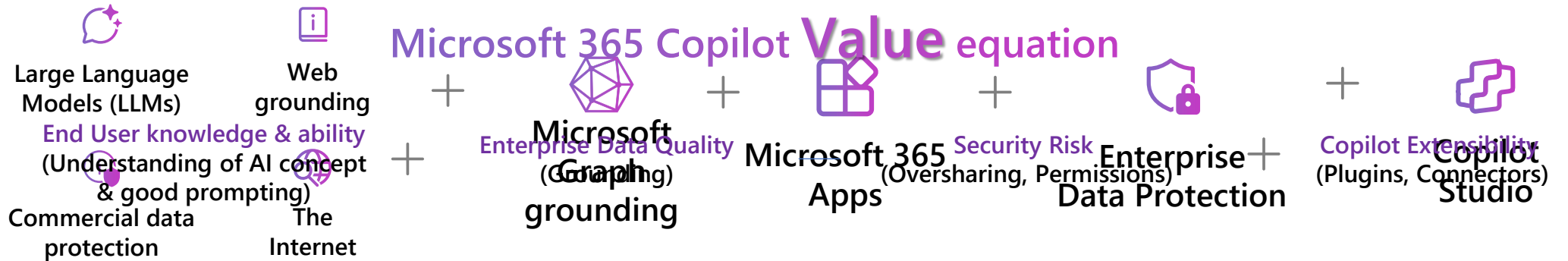


Technical Readiness Workstream



Microsoft Copilot for Microsoft 365

Natural Language





Secure & protect your identities

(you don't want a "bad guy" to have Copilot power with CFO credentials)

Secure and govern Copilot Your Data



*Understand and manage **data oversharing** within your tenant*

*Review and clean up **ROT data**
(Redundant – Obsolete – Trivial)*

*Review **Permissions Management** practices*



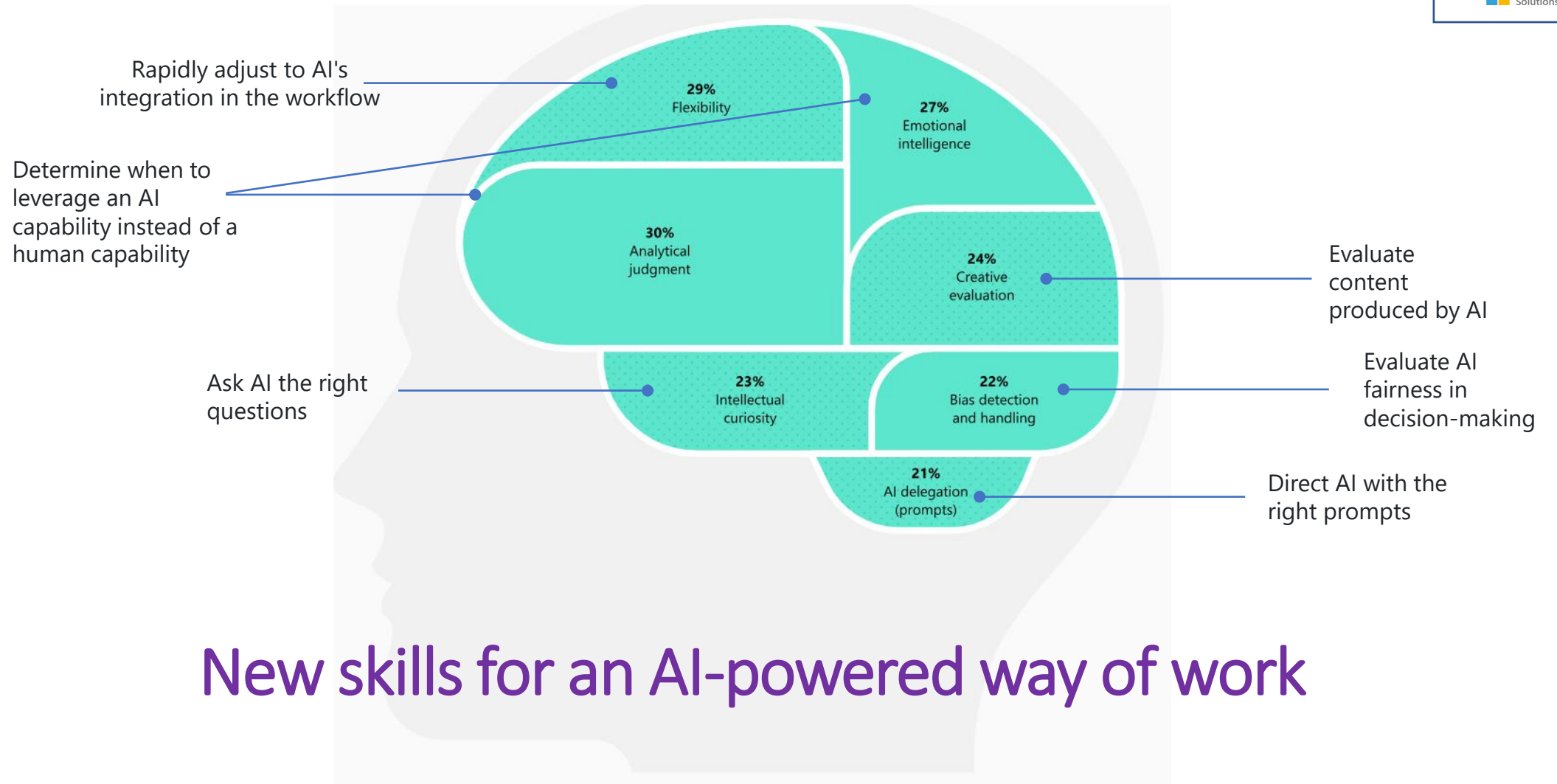
Accelerate your Data Classification journey

(Microsoft 365 Copilot generated content will automatically inherit confidentiality labels ...)



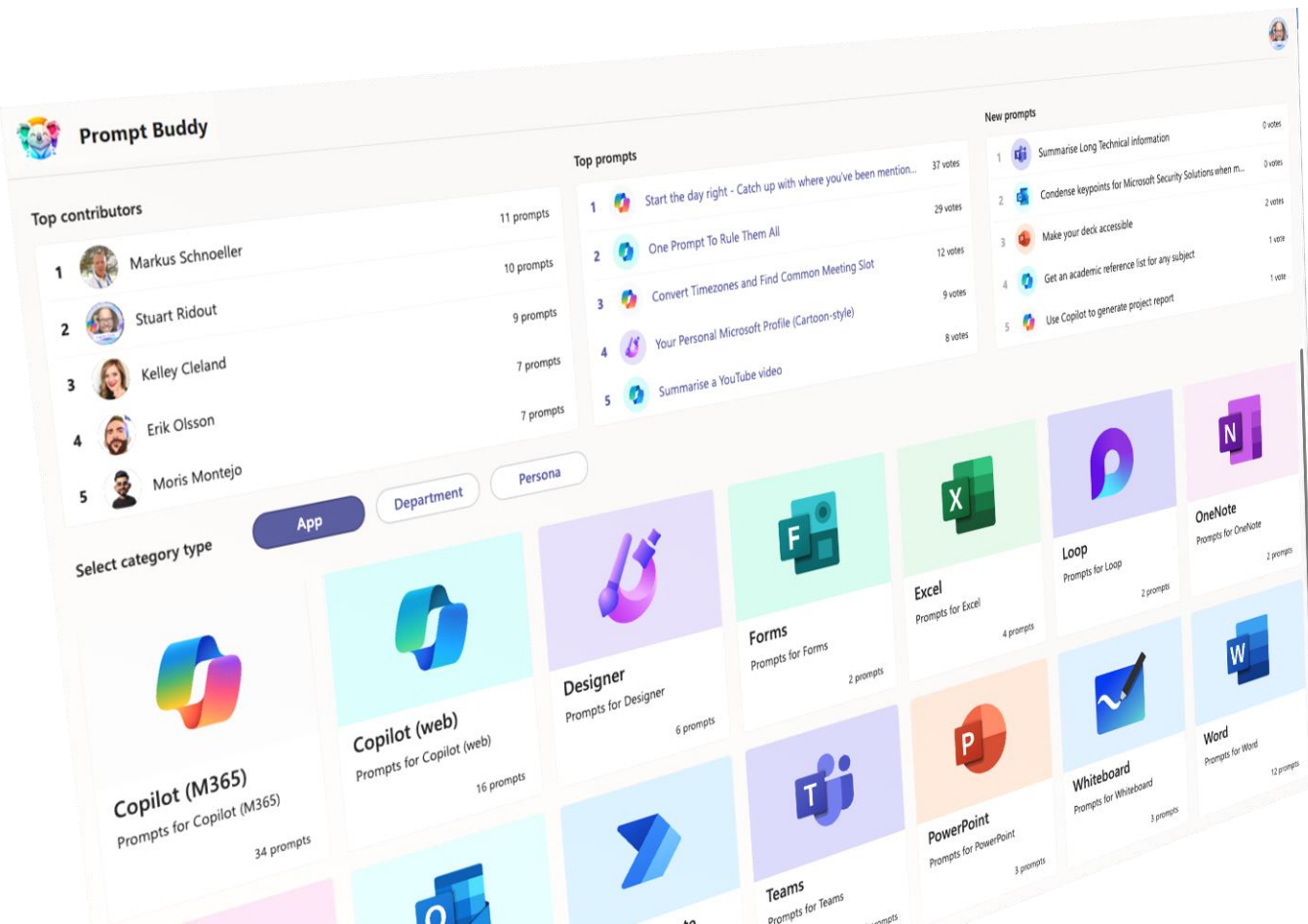
Accelerate your **Data Migration journey**

(Microsoft 365 Copilot will not work
with your File Servers...)



New skills for an AI-powered way of work

Create a Copilot community & share best practices

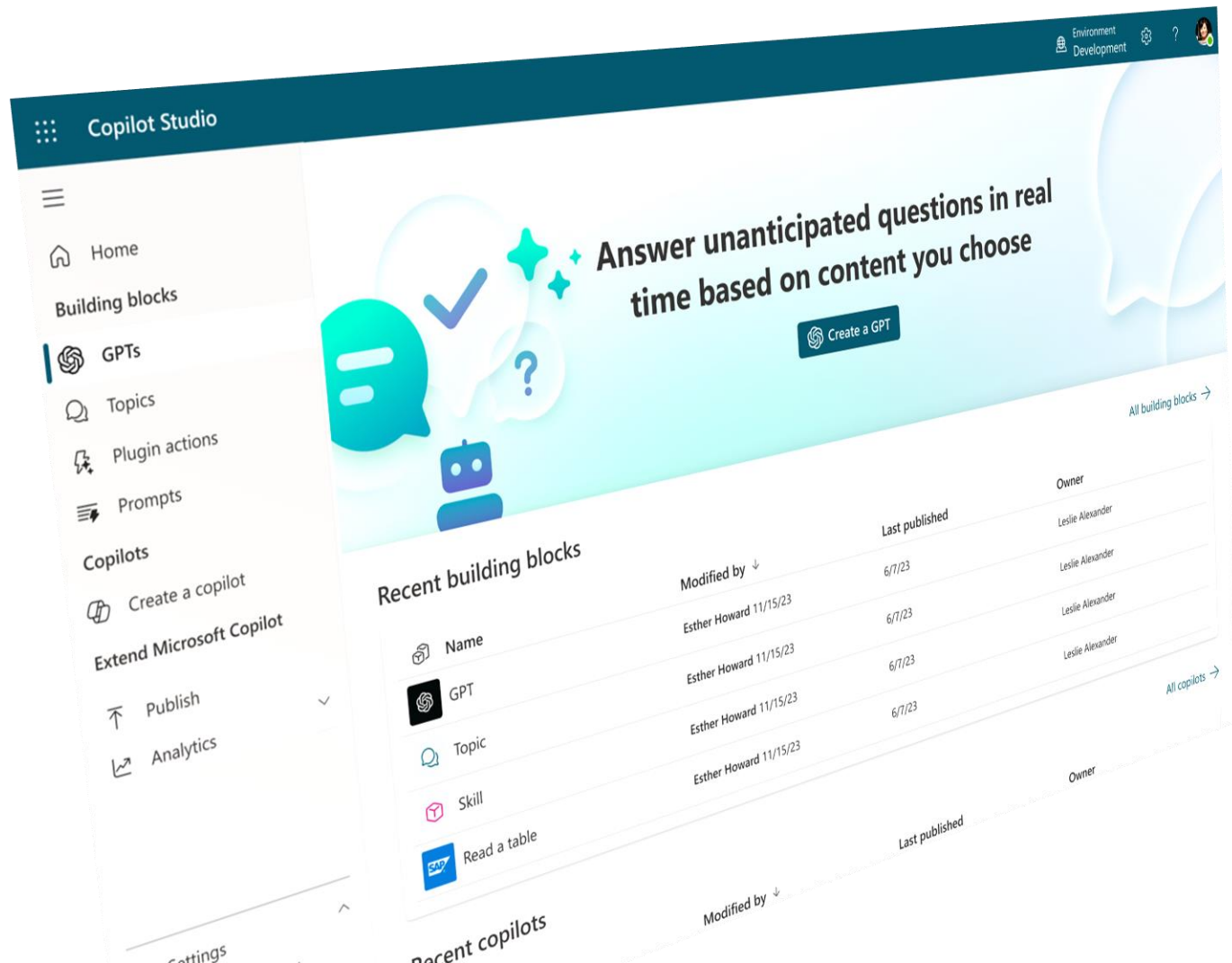


Create a Copilot **community** to advance best practices sharing

Nurture the community through a **Champions** program

Create **Organizational Prompt Library** (custom app in Power Apps/Teams) to share **Top Prompts** for your organization

Extend Microsoft 365 Copilot & build your own copilots



Identify **high value business scenarios** for your organization and data

Leverage **Copilot Studio** and **Microsoft Graph** to extend and customize your own copilots

Advance further through **Azure OpenAI** capabilities

How can we help you



- Secure sponsorship & Establish your Copilot program
- Strategy & Readiness (Scenarios, Champions & Pilot users)
- Initial workshops for Pilot cohort
- Launch Champion program & employee comms
- Best practices sharing - measure Success & Iterate
- Identify high value scenarios (business specific)
- Build business case for wide rollout – extend to next waves
- Technical Readiness assessment (Data, Security & Governance)
- Security issues remediation (major findings) – Deploy to pilot users
- Setup Community platform (ie Viva Engage or Teams)
- Data quality issues remediation (top issues)
- Setup organizational Prompt Library (ie Custom Power App)
- Data migrations (ie File servers to SharePoint Online)
- Information Classification program acceleration
- Customize & Extend Copilot to cover focused high value scenarios

Services



Dynamic, Hybrid Infrastructure Services

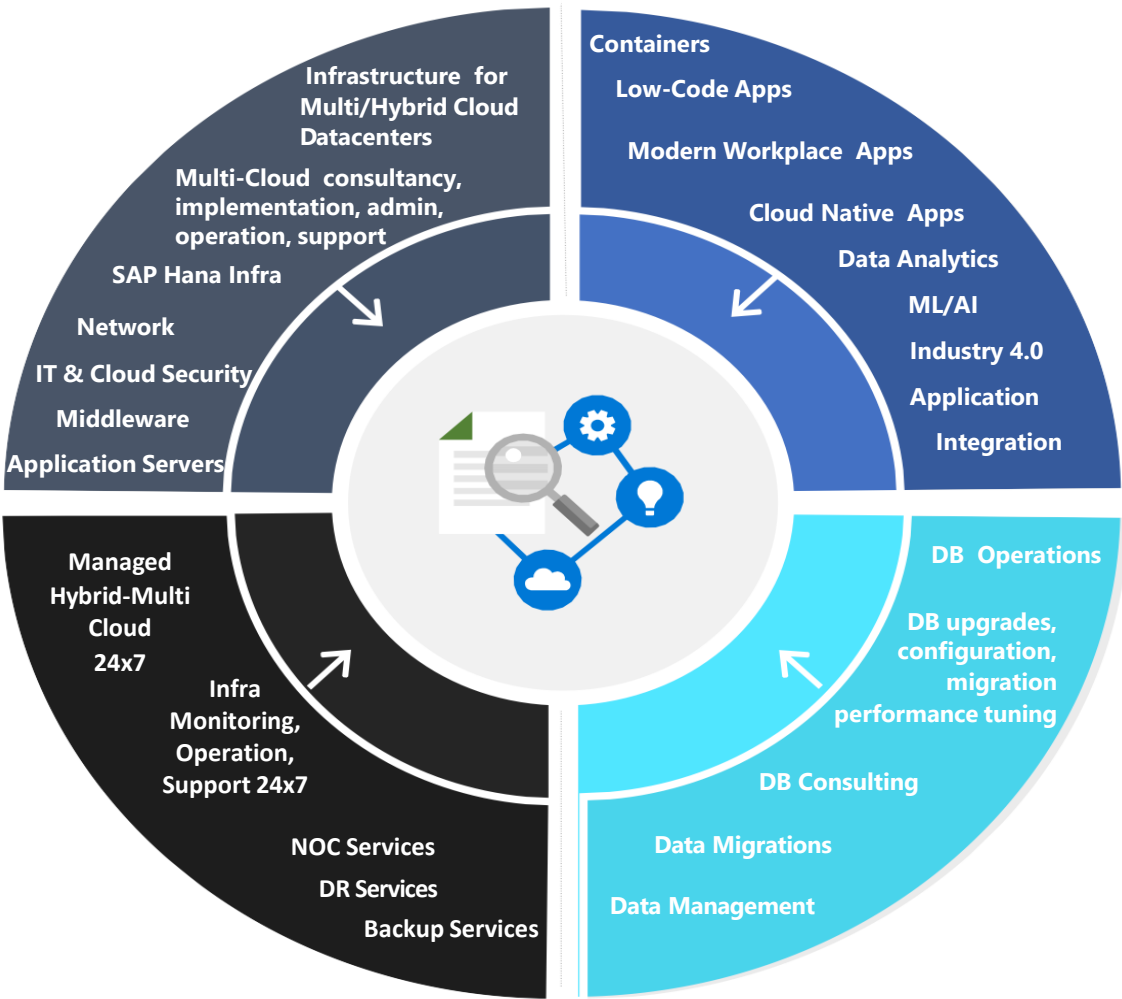


Application Modernization Services

Managed Operation Services



Data Optimization Services





WE ARE...

Committed to deliver promised results

WE HAVE...

Passion for excellence and great ideas

WE BELIEVE...

Teamwork power is the key to our success





Thank you for your attention

