Microsoft 365 Copilot Overview

Speakers

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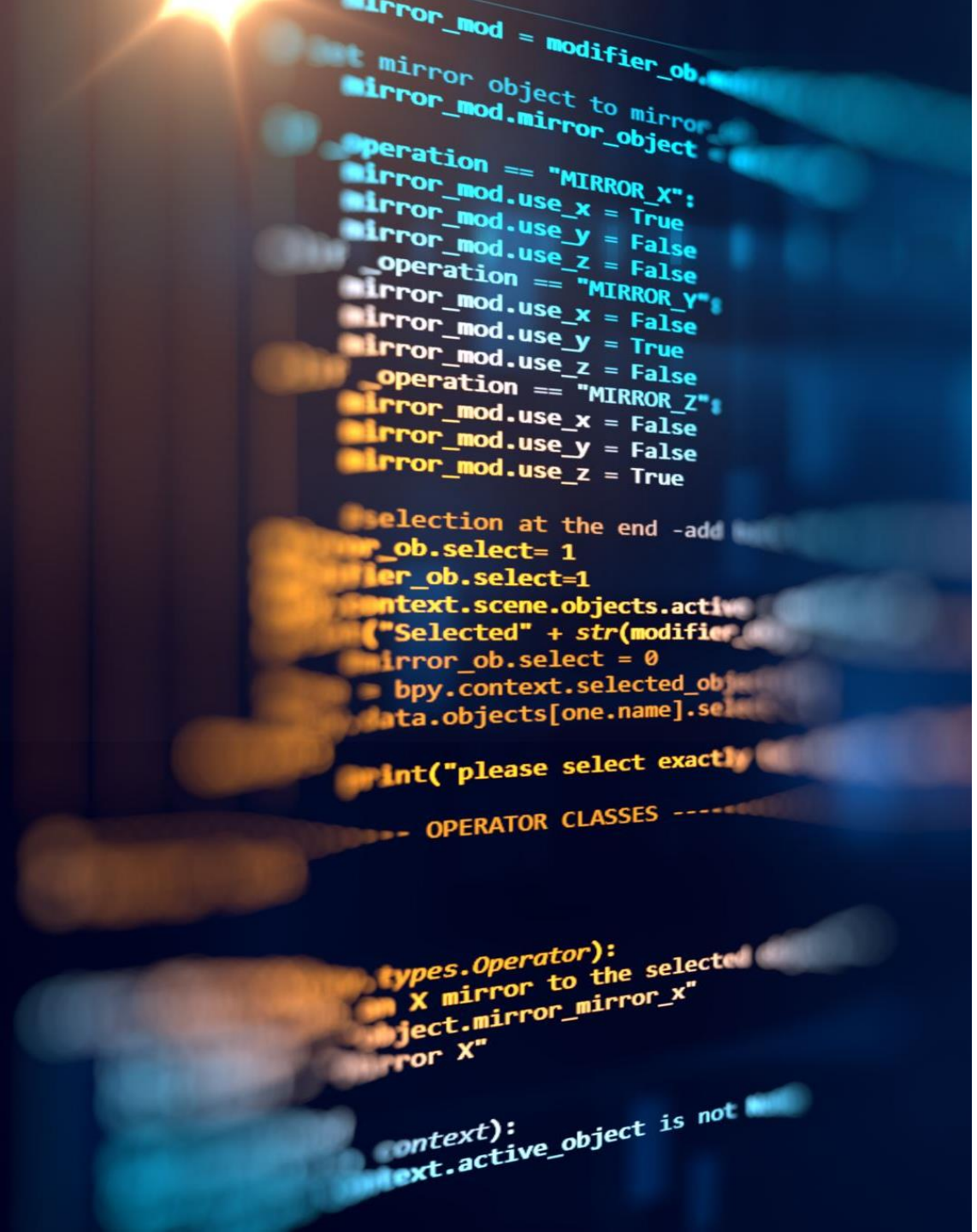
Agenda

- What is Microsoft 365 Copilot?
- Microsoft 365 Copilot Use Cases
- Licensing
- How to prepare for M365 Copilot
- Copilot Discussions



Microsoft Copilot and AI

- "Copilot" is a brand for a family of products. Microsoft 365 Copilot is one of many Copilots (Dynamics, Security, Power Platform etc.), all with different licensing

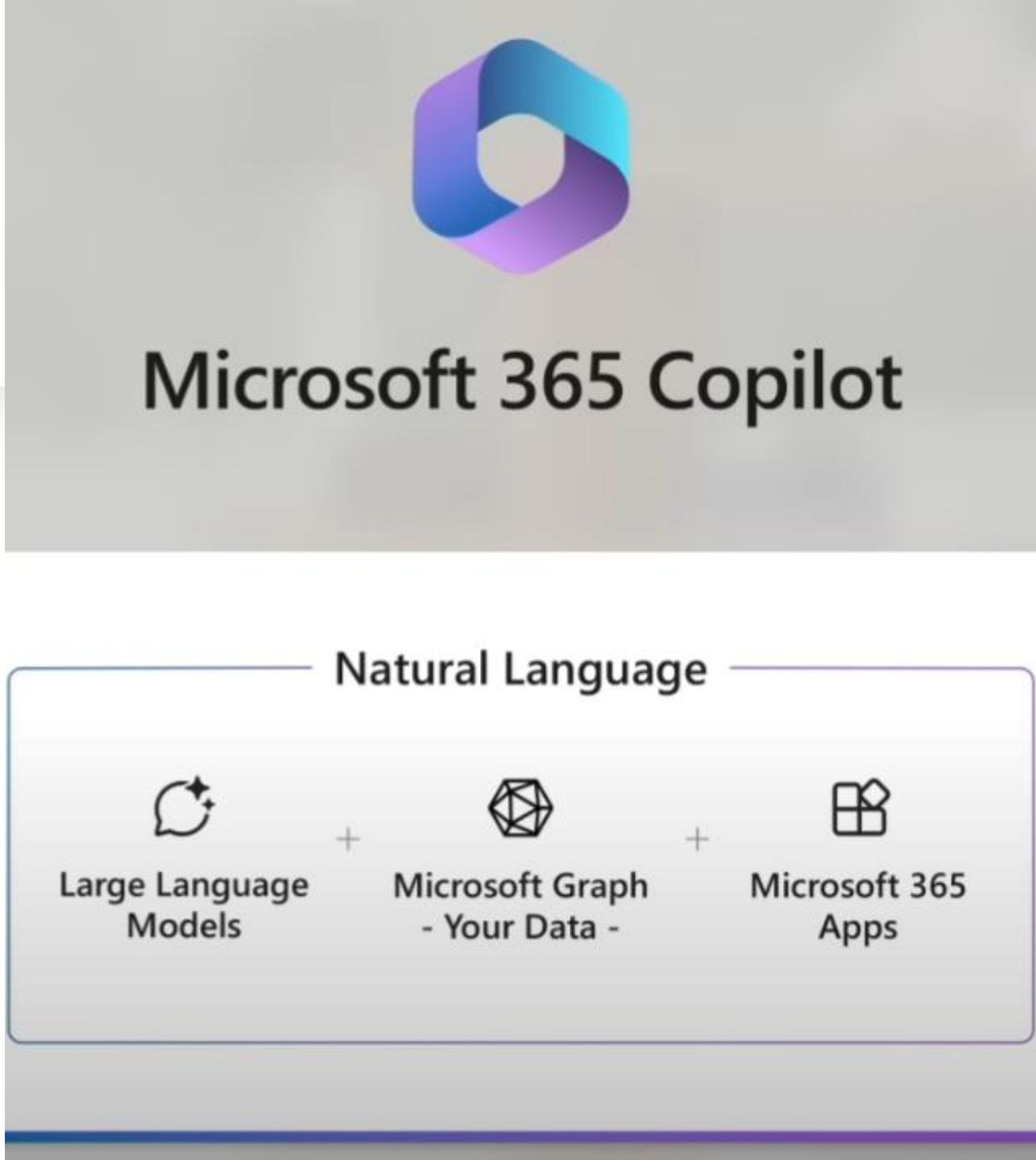
- GitHub Copilot
- Microsoft 365 Copilot
- Microsoft Security Copilot
- Dynamics 365 Copilot
- Bing Chat Enterprise
- Azure OpenAI

Understanding the AI Options

	Bing Chat	Bing Chat Enterprise	Microsoft 365 Copilot
	Personal	Work	Work
GPT Large Language Model	✓	✓	✓
AI-Powered Web Search, Answers & Content Generation	✓	✓	✓
Commercial Data Protection		✓	✓
Microsoft 365 Enterprise Security, Compliance & Privacy			✓
Microsoft 365 Graph (content & context)			✓
Microsoft 365 Apps			✓

What is Microsoft 365 Copilot?

- Enterprise Ready AI based on Copilot System
- Copilot is an AI-powered assistant within Microsoft 365
- Microsoft 365 Copilot combines the power of large language models (LLMs) with your organization's data
- Integrated into M365 apps like Teams, Word, Excel, PowerPoint, and Outlook
- Microsoft 365 Copilot has secure access to your M365 data and inherits and respects your existing Microsoft 365 security, privacy, identity, and compliance policies



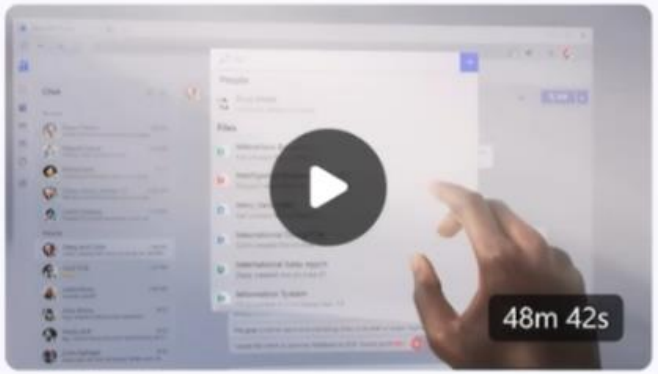
Use Cases

- ChatGPT
- Azure OpenAI
- Bing Chat Enterprise
- Microsoft 365 Copilot
  - Copilot in Teams – Recap Of Missed Meetings & Notes
  - Copilot in Business Chats – Summary of conversations
  - Copilot in Word – Edit, Create Proposal/Drafts
  - Copilot in PowerPoint – Find & Add Images, Generate Speaker Notes
  - Copilot in Microsoft Excel – Create Charts/Give Breakdown of Sales
  - Copilot in Outlook – Create Email, Invites, Summarize Long Email Threads

Teams
Calendar
Calls
Files
Apps

Shared content

Proseware Proposal.pptx



Speakers | # Topics | ...

- Proseware negotiation strategy
- Core accounts round table
- Inventory surplus
- Contract renewals
- Upsell opportunities
- Offers and approvals

Notes | @ Mentions | Transcript

Core accounts.loop

Just now

Quarterly results and forecasts for Core Accounts

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 surplus and meet sales budget
- Proseware was discussed as a leading opportunity

Notes

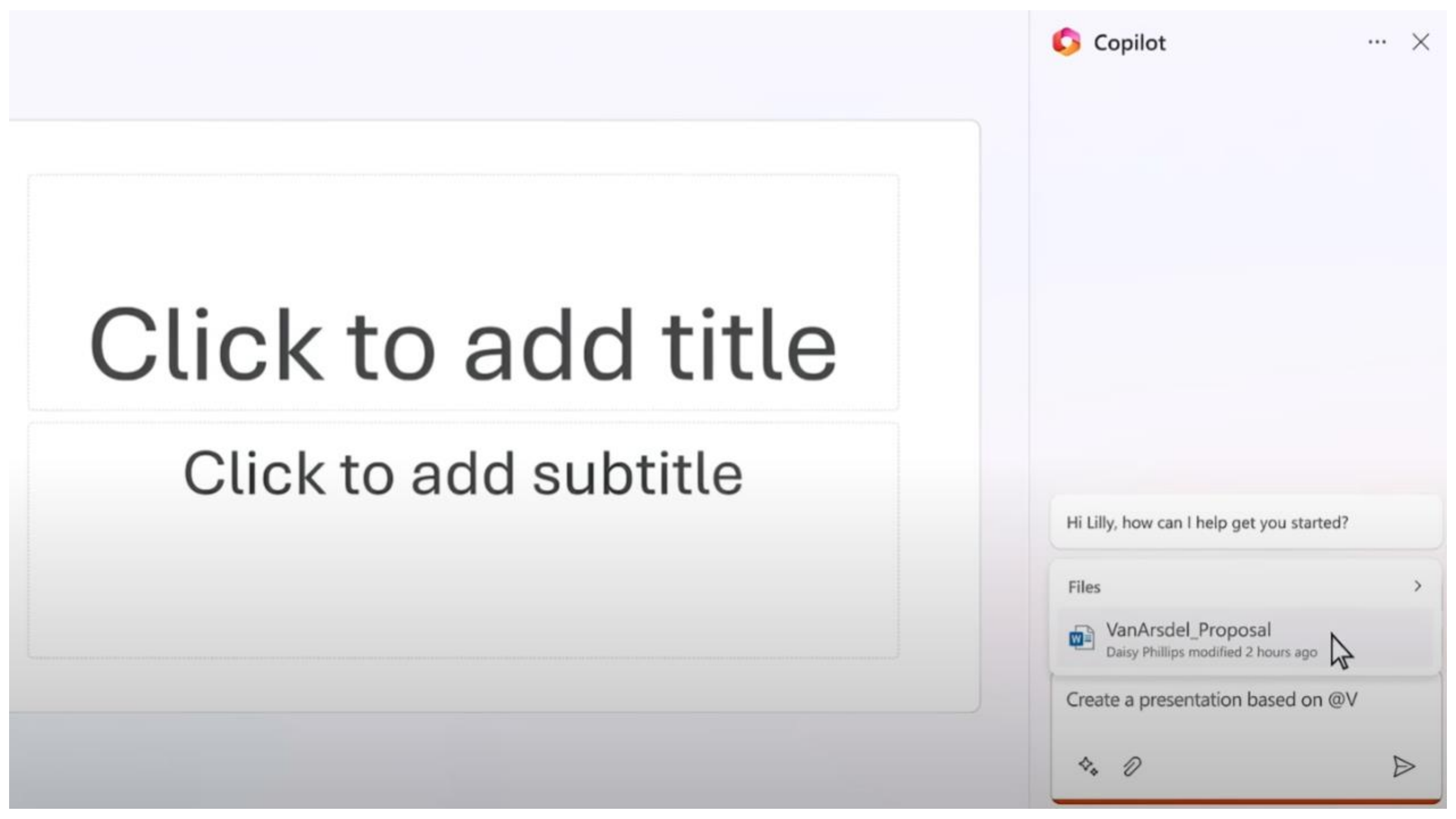
Beth emphasized importance of Proseware negotiation strategy and need to be creative with offers - this is a must win deal. 1

- The team identified a new opportunity with Proseware that could enable us to exceed quota for the quarter - need to prioritize ASAP.

+ Add note

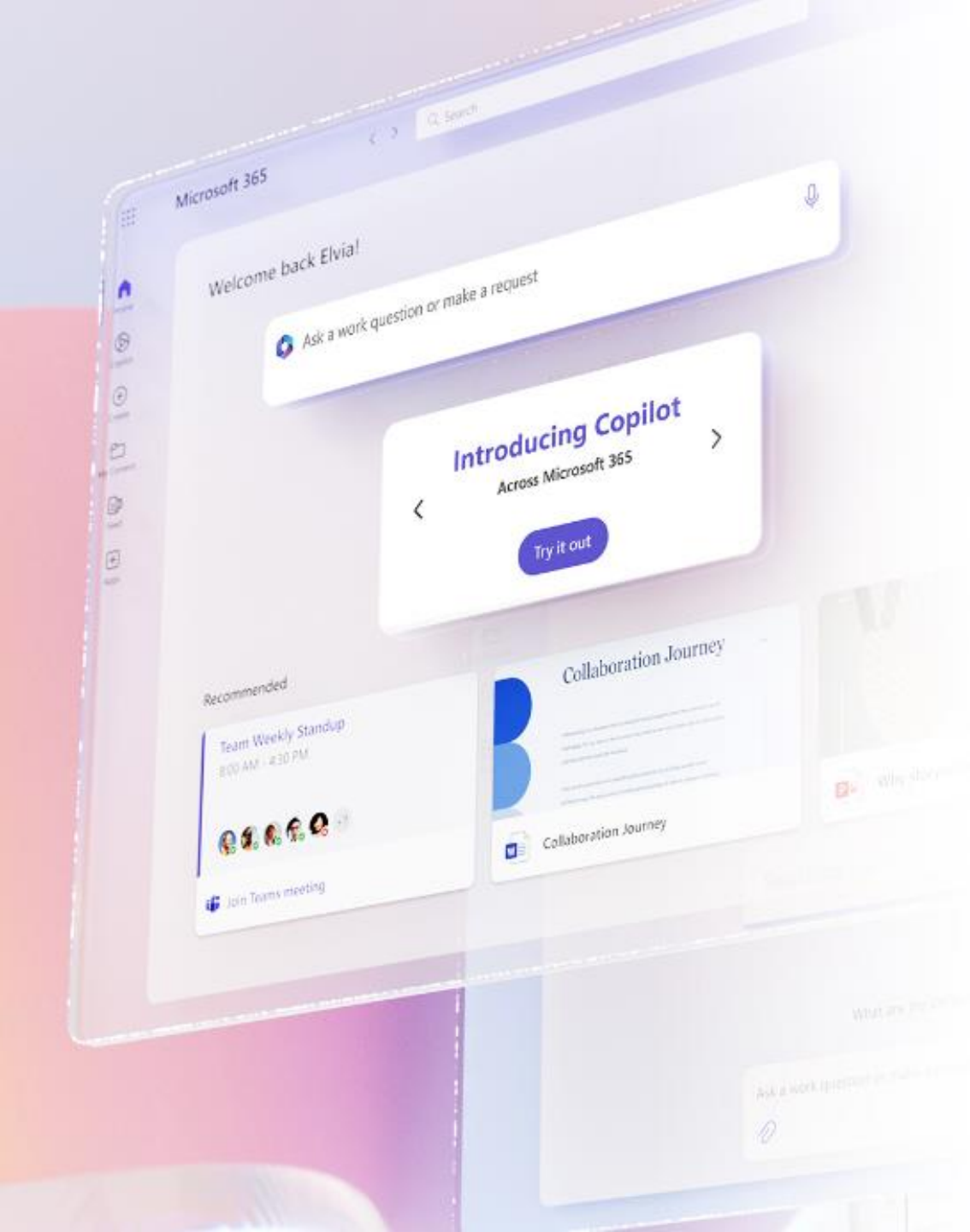
Tasks

☐ Follow up with finance today to discuss Proseware proposal and secure discounting approvals. @Samantha Cantrall Set due date


Copilot
Click to add title
Click to add subtitle
Hi Lilly, how can I help get you started?
Files
VanArsdel_Proposal
Daisy Phillips modified 2 hours ago
Create a presentation based on @V

Licensing

- Microsoft 365 users will need to be on:
  - Microsoft 365 E3/ E5
  - Microsoft 365 Business licenses
- M365 Copilot price: $30 PUPM
- Still in private preview with approx. 600 customers globally
- No ETA on General Availability



How to prepare for Copilot

- Prerequites
- Licensing
- Copilot Adoption Site:
  - https://adoption.microsoft.com/en-us/copilot/

Copilot Discussions