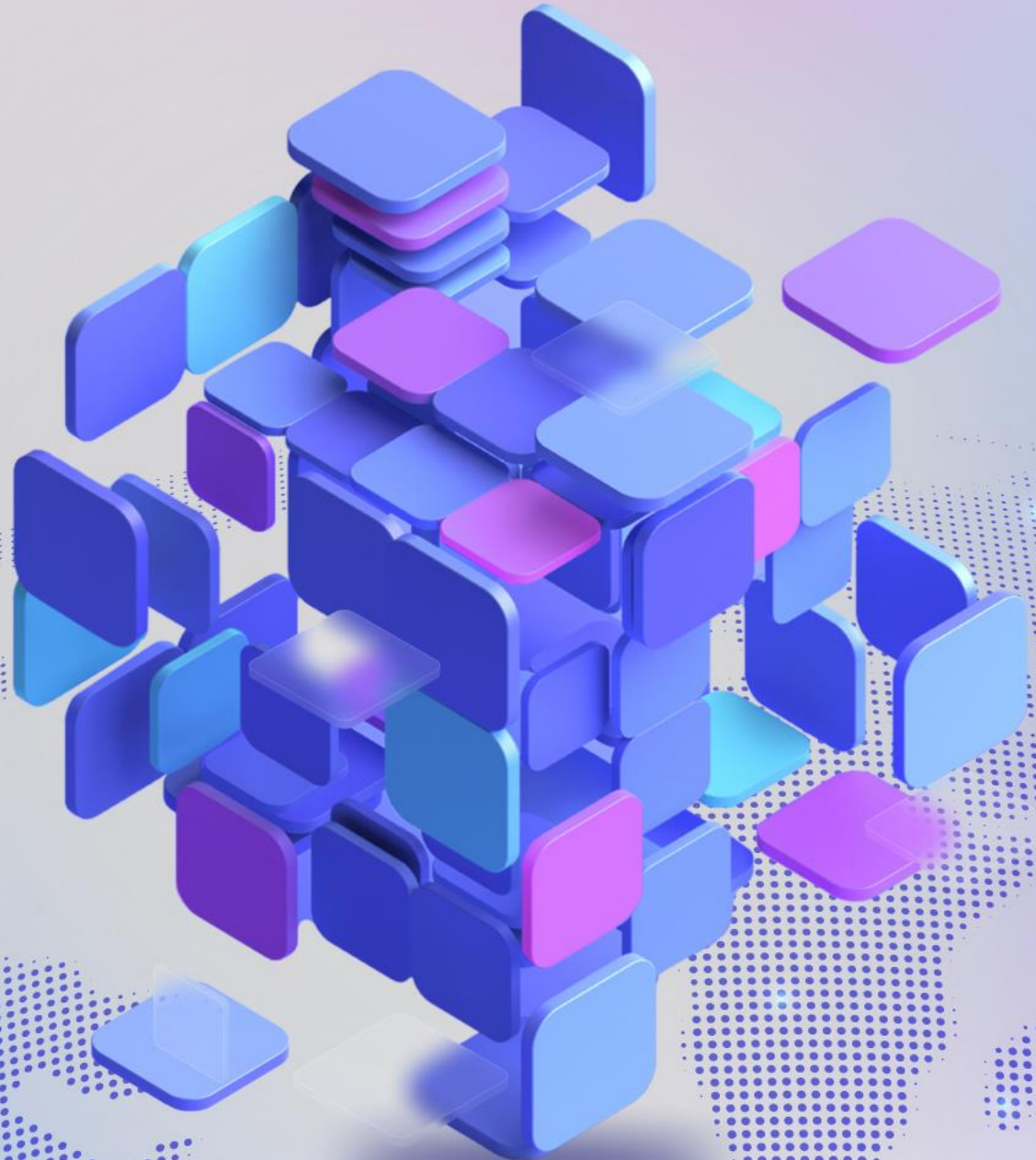




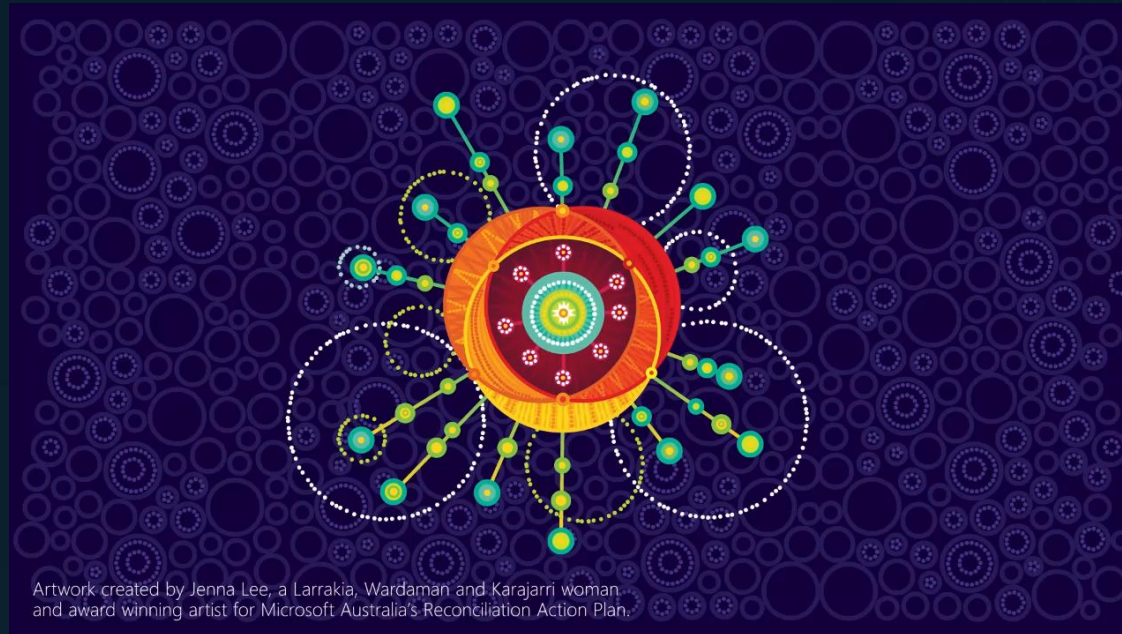
ANZ AI & Copilots Partner Forum: Public drop-in office hours

6 March 2024

ANZ AI & Copilots Partner Forum



Acknowledgement of countries



Australia and Aotearoa New Zealand

Agenda

- 1 Intro to the Partner Forum

- 2 News, updates and resources

- 3 Events

- 4 Partner community

Introduction

What is it? A [public forum](#) for partners across Australia and New Zealand to get technical guidance on all things Copilot and AI.

Who are we? Solution architects and tech strategists specializing AI & Copilots.

Why does the partner forum exist? AI & Copilots are evolving quickly. To help our partners build successful businesses around this technology requires timely access to the latest news and information and direct access to Microsoft technical experts. We want this forum to provide value to our partners, so if there is something you need answered or resources/topics you'd like us to cover, **please let us know!**

What does the forum partner cover?

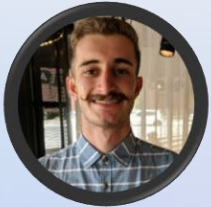
Preparing for and transforming customers with M365 Copilots.

Extending M365 Copilot.

Other Microsoft Copilots (GitHub Copilot, Dynamics Copilot, Security Copilot etc).

Building Copilots and AI enabled applications.

The AI & Copilots Partner Team



[Alexander Georges](#)
Cloud Solution Architect



[Cathy Xu](#)
Cloud Solution Architect



[Dean Corcoran](#)
Sr. Tech Strategist



[Simon Lamb](#)
Cloud Solution Architect



[Tae Hwang](#)
Cloud Solution Architect



[Benny Austin](#)
Cloud Solution Architect



[Daniel Scott-Raynsford](#)
Sr. Tech Strategist



[Sharlie Raymond](#)
Partner Strategy Lead –
Data & AI



[Sneha Rao](#)
Partner Solution Architect



[Vic Perdana](#)
Cloud Solution Architect

We have changed to monthly!

- **The partner forum cadence has changed to monthly.**
- **Please get the updated calendar invite here:**
- <https://aka.ms/anzaicopilotspartnerforum/dropinics>
- ANZ AI & Copilots Partner Forum **resources, links** and **slides**: <https://aka.ms/anzaicopilotspartnerforum>



ANZ AI & Copilots Partner Forum

Public resources for the Australia/New Zealand AI & Copilots Partner Forum.

Public drop-in office hours

These are the resources relating to the public drop-in office hours for the ANZ AI & Copilots Partner Forum.

- [Join the Drop-in office hours meeting](#)
- [Calendar invite for the ANZ AI & Copilots Partner Forum Drop-in office hours](#)
- [Shared event calendar for the ANZ AI & Copilots Partner Forum](#)
- [Ask a question or request a topic at the next ANZ AI & Copilots Partner Forum](#)



- **Submit a question or topic** request for the Partner Forum to cover: <https://aka.ms/anzaicopilotspartnerforum/questionform>



Questions & Discussion

- What do you want to hear about in the AI & Copilots partner forum?
- Do you have an AI & Copilots question you have you'd like answers to?
- If you have a question, ask in the 💬 chat or raise 🙋 your hand or
- you can complete the question form:
<https://aka.ms/anzaicopilotspartnerforum/questionform>
- **We want to hear from you on what you need to build successful businesses around Copilots and AI.**



Join the Discussion Forum

What is it?

A discussion board for partners across Australia and New Zealand to ask questions, follow up, discuss, collaborate via Teams.

What information can I share?

This is an external discussion forum accessible by invited partners – please be mindful on what you share.

How do I join?

Sign up for the Partner Forum:

<https://aka.ms/anzaicopilotspartnerforum/register>





News, updates and resources

New announcements and resources to help our partners build businesses around AI & Copilots

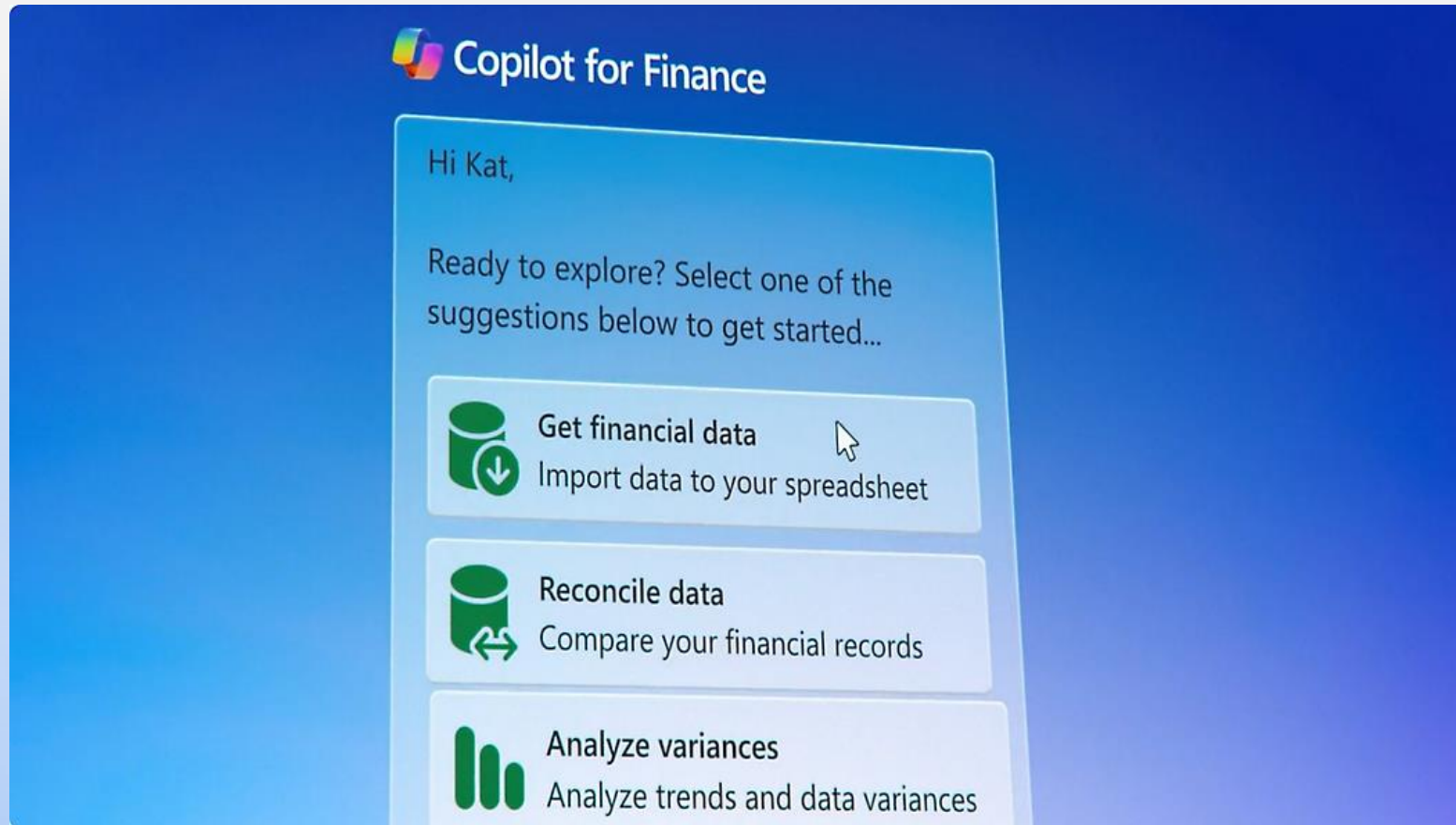
Power Platform & Copilot Studio Webinars for Partners

February 28: Copilot Studio for Partners: Build Your Own Copilot On Your Data

March 13: Power Platform for Partners: AI in Low Code in Action

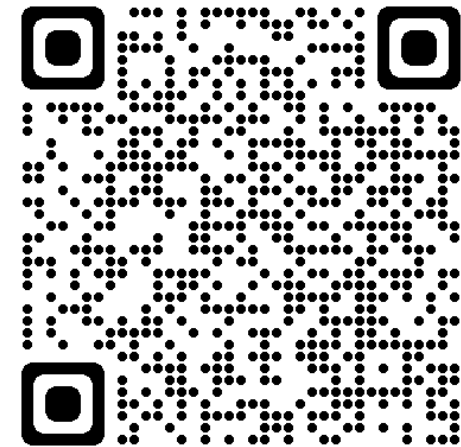
Register here: [Microsoft Virtual Events Powered by Teams](#)

Microsoft Copilot for Finance (preview)



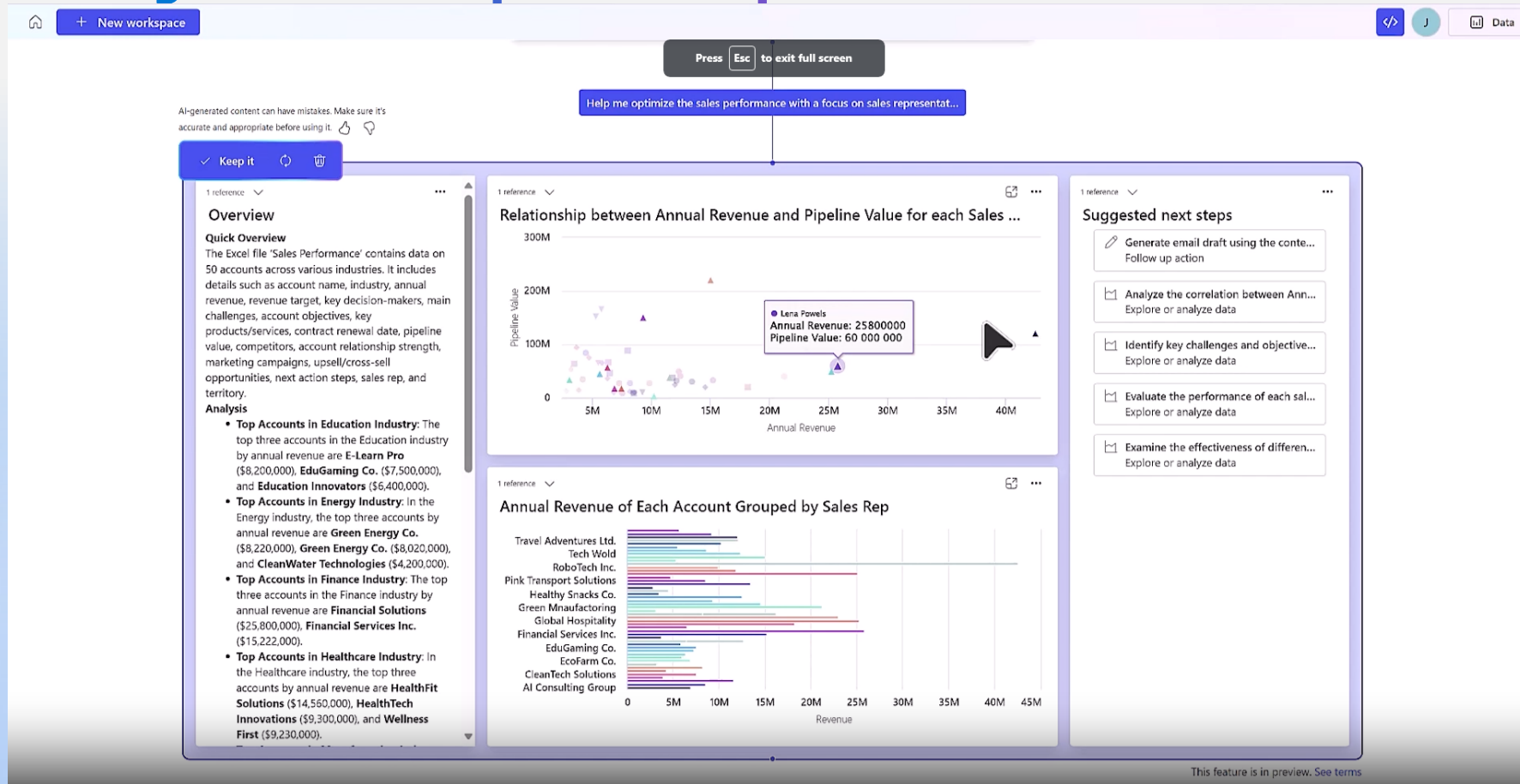
Transform the way finance works

Accelerate growth and reduce costs with a copilot in the flow of work.

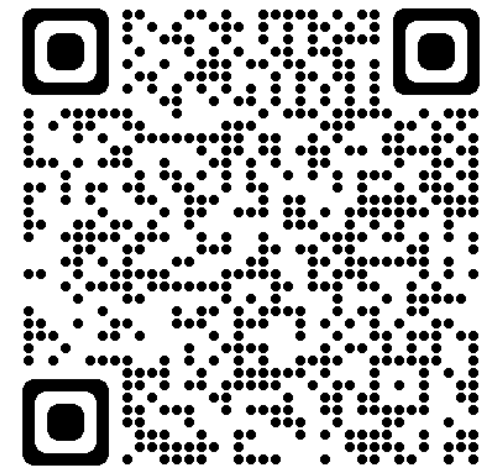


<https://www.microsoft.com/en-us/microsoft-copilot/microsoft-copilot-for-finance>

Project Sophia (preview)



Project Sophia is an AI-powered business research canvas where you can ask any business question across every business domain in your organization.



- <https://adoption.microsoft.com/en-us/project-sophia/>
- <https://projectsophia.microsoft.com/>

GitHub Copilot Enterprise GA



<https://github.blog/2024-02-27-github-copilot-enterprise-is-now-generally-available/>

Copilot Enterprise

Customize Copilot to your organization and infuse AI throughout the software development lifecycle.

\$39 USD
per user / month

Chat

- ✓ Conversations tailored to your organization's repositories
- ✓ Answers based on your organization's knowledge base
- ✓ Pull request diff analysis
- ✓ Web search powered by Bing (beta)

Code completion

- ✓ Real time coding suggestions and comments to code
- ✓ Fine-tuned models (coming soon as add-on)

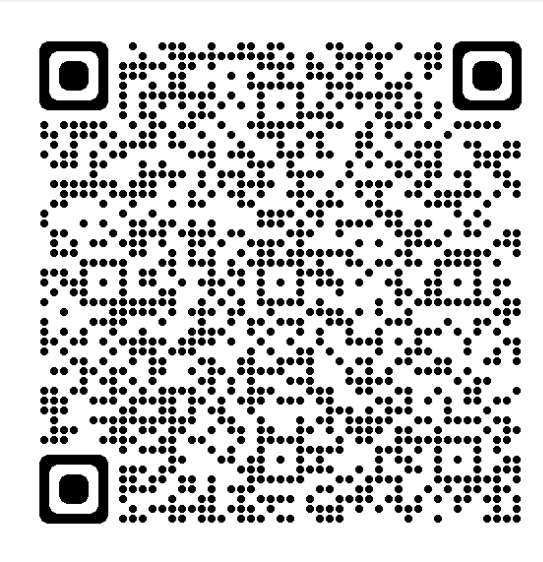
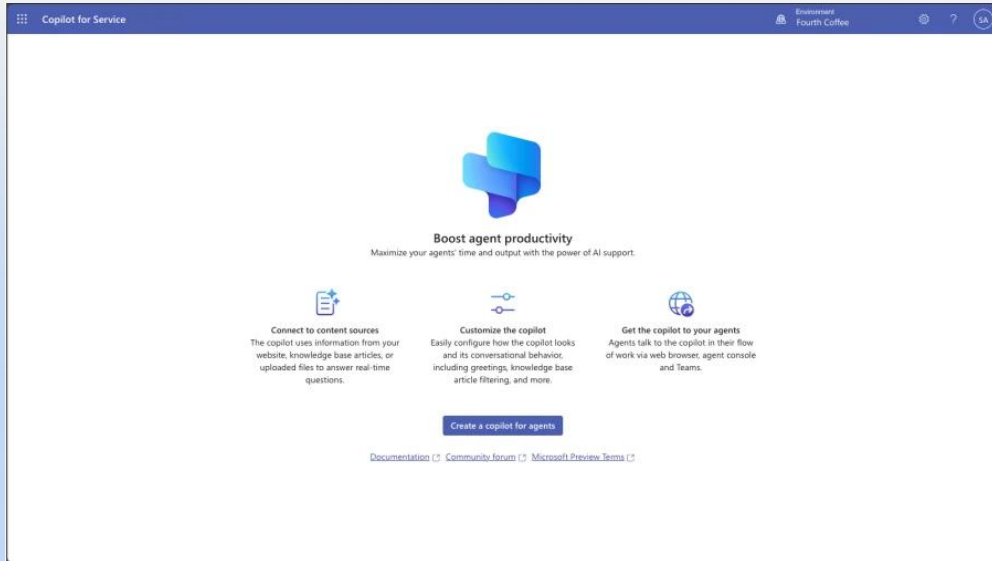
Smart actions

- ✓ Slash commands and context variables
- ✓ Pull request summary generation

Supported environments and policies

- ✓ Integrated with GitHub.com, IDE, CLI, and mobile
- ✓ Enterprise-grade security, safety, and privacy

Microsoft Copilot for Sales and Copilot for Service are now GA




Hear directly from 3 Microsoft Customer Service and Support engineers using Copilot in Dynamics 365 Customer Service. Learn how it's reducing the amount of time they spent on administrative tasks in their work and allowing them to focus more on solving the complex challenges our customers face—where their expertise truly makes a difference. <https://info.microsoft.com/ww-landing-a-day-in-the-life-of-a-microsoft-customer-support-agent.html>

<https://cloudblogs.microsoft.com/dynamics365/bdm/2024/02/01/microsoft-copilot-for-sales-and-copilot-for-service-are-now-generally-available/>

<https://news.microsoft.com/source/features/ai/copilot-dynamics-365-customer-service>

Copilot Resources for Partners

- Copilot adoption hub: <https://adoption.microsoft.com/copilot/> 



Microsoft Copilot

Microsoft Copilot combines the power of large language models (LLMs) with your organization's data – all in the flow of work – to turn your words into one of the most powerful productivity tools on the planet.

It works alongside popular Microsoft 365 Apps such as Word, Excel, PowerPoint, Outlook, Teams, and more. Copilot provides real-time intelligent assistance, enabling users to enhance their creativity, productivity, and skills.

Microsoft 365 Copilot is generally available >

Prepare for Copilot

This blog provides an overview of Copilot, shares technical details, and how you can prepare for it.

Prepare for Copilot >

Learn how Copilot works

Get an inside look at how large language models (LLMs) work when you use them with your Microsoft 365.

Learn how Copilot works >

Microsoft 365 Copilot

Customer Baseline

Organizational Profile Readiness

0/16 - 0%

Microsoft 365 Copilot-ready users in your organization

More information needed

Productivity Tools Readiness

0/24 - 0%


Blockers Identified

0

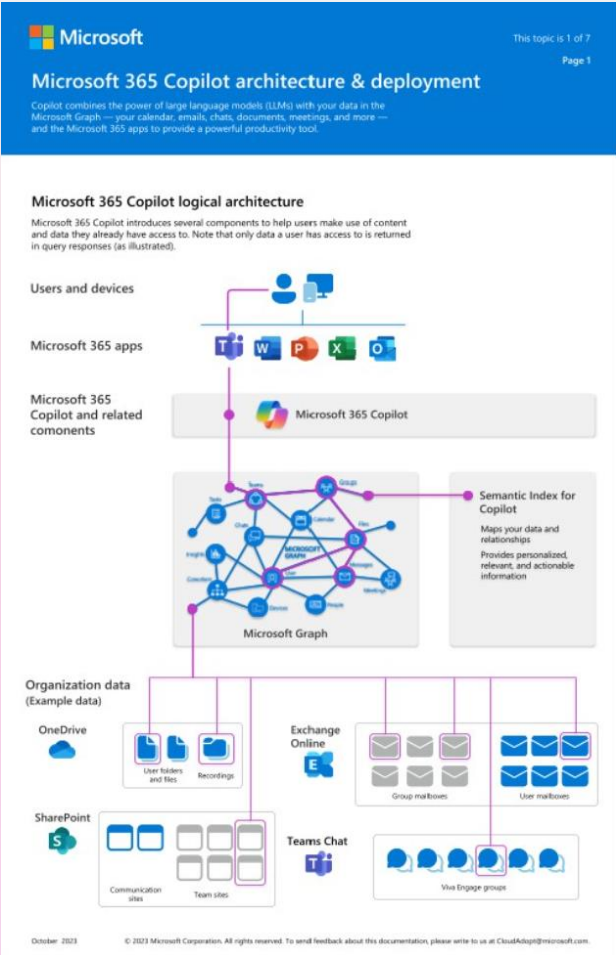
Data Security Readiness

0/36 - 0%

Category	ID	Question	Choices	Response
User Readiness	1	What is the total number of users in your organization that are actively using, or are planning to use Microsoft 365?		
	2	What is the total number of users in your organization utilizing one of the following licenses: Microsoft 365 E3, Microsoft 365 E5, Microsoft 365 Business Premium, or Microsoft 365 Business Standard?		
	3	What is the total number of users in your organization actively using Microsoft 365 Apps for Enterprise?		
	4	What is the number of unique users in your organization who are using Microsoft Teams for Meetings?		
	5	How many users are or will be using either the current channel or the monthly channel for Microsoft 365 Apps?		
Communication	6	Has your organization requested AI capabilities (either generically or Microsoft 365 Copilot specifically) to support them in being more productive?	a) My organization is not asking for AI capabilities. b) Leadership has asked for AI capabilities. c) Specific areas of my business have requested AI capabilities (< 25% of departments). d) Multiple areas of my business have requested AI capabilities (> 25% of	

- Use the [Copilot Assessment Spreadsheet](#) to determine customer readiness 

- M365 Copilot architecture poster, [PDF](#) and [Visio](#).



Microsoft 365 Copilot News (the big news from Jan)

	Before January 16 th		Starting January 16 th
Channel	EA lead status	»	All channels (EA, CSP, Direct)
Pre-reqs	ME3, ME5	»	BS, BP, OE3, OE5, ME3, ME5
Order size	Min 300 seat	»	No min order size

Azure AI & Building Copilots News



- **Azure OpenAI Service:**

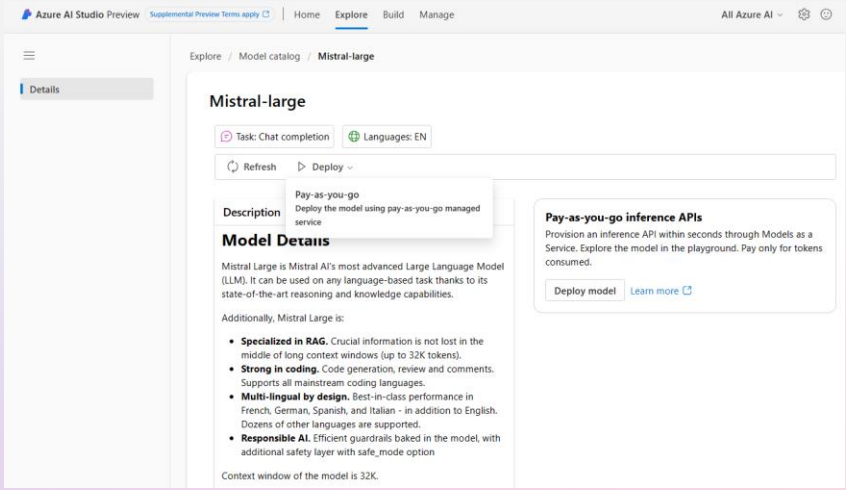
- [GPT-3.5-turbo-0125 model available](#): Available in **Canada East, North Central US** and **South Central US**.
- [Third generation embeddings models available](#): text-embedding-3-large (3072 dimensions) and text-embedding-3-small. Available in **Canada East, East US** and **East US 2**. 8192 input tokens max.
- [GPT-3.5 Turbo quota consolidation](#): To simplify migration between different versions of the GPT-3.5-Turbo models (including 16k), we will be consolidating all GPT-3.5-Turbo quota into a single quota value.
- [GPT-4-0125-preview model available](#): Available in **East US, North Central US** and **South Central US**. Customers with deployments of gpt-4 version 1106-preview will be automatically upgraded to 0125-preview in the coming weeks.
- [Assistants API public preview](#): Azure OpenAI now supports the API that powers OpenAI's GPTs. Azure OpenAI Assistants (Preview) allows you to create AI assistants tailored to your needs through custom instructions and advanced tools like code interpreter, and custom functions.

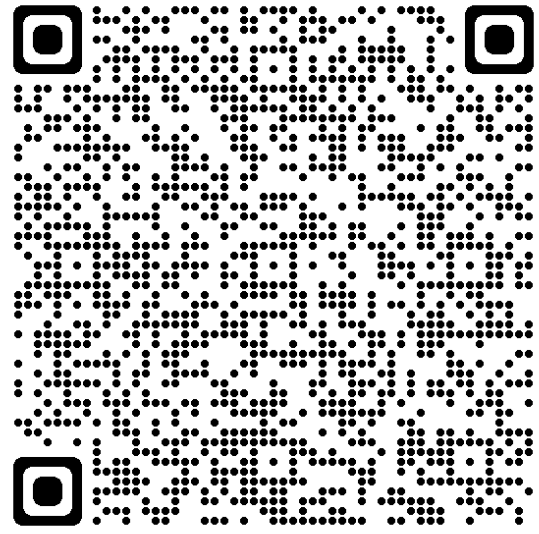
Region	<small>gpt-35-turbo (0613)</small>	<small>gpt-35-turbo (1106)</small>	<small>gpt-4 (0613)</small>	<small>gpt-4 (1106)</small>
Australia East	✓	✓	✓	✓
East US 2	✓	■	✓	✓
Sweden Central	✓	✓	✓	✓

- [OpenAI text to speech voices public preview](#): New tts-1 and tts-1-hd models available in **North Central US** and **Sweden Central**.

Microsoft & Mistral AI





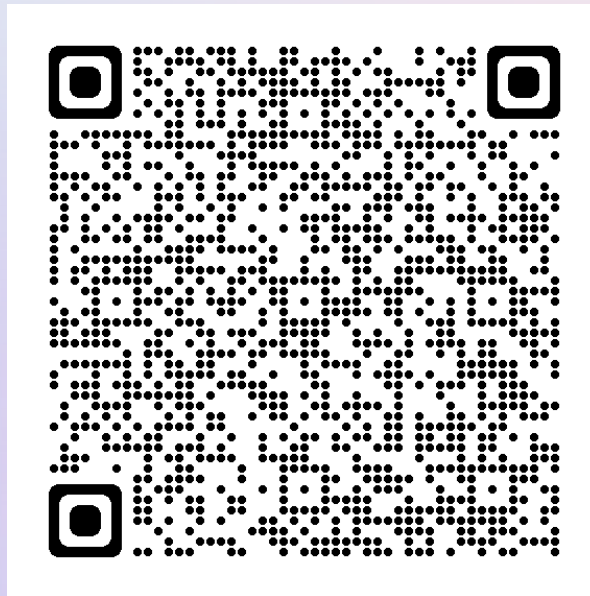


Mistral Large, Mistral AI's flagship LLM, debuts on Azure AI Models-as-a-Service:
<https://aka.ms/MaaSTechBlogMI>

Mistral Large (32K context) model available in Azure AI Studio: [Model catalog - Azure AI Studio](#)

The Azure AI Study Guide: Machine Learning Edition

<https://techcommunity.microsoft.com/t5/ai-azure-ai-services-blog/the-ai-study-guide-azure-machine-learning-edition/ba-p/4063656>



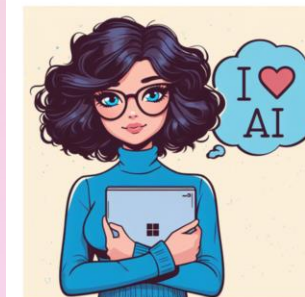
The AI Study Guide: Azure's top free resources for learning generative AI in 2024

By  NatalieM

Published Jan 23 2024 09:00 AM

11.4K Views

...

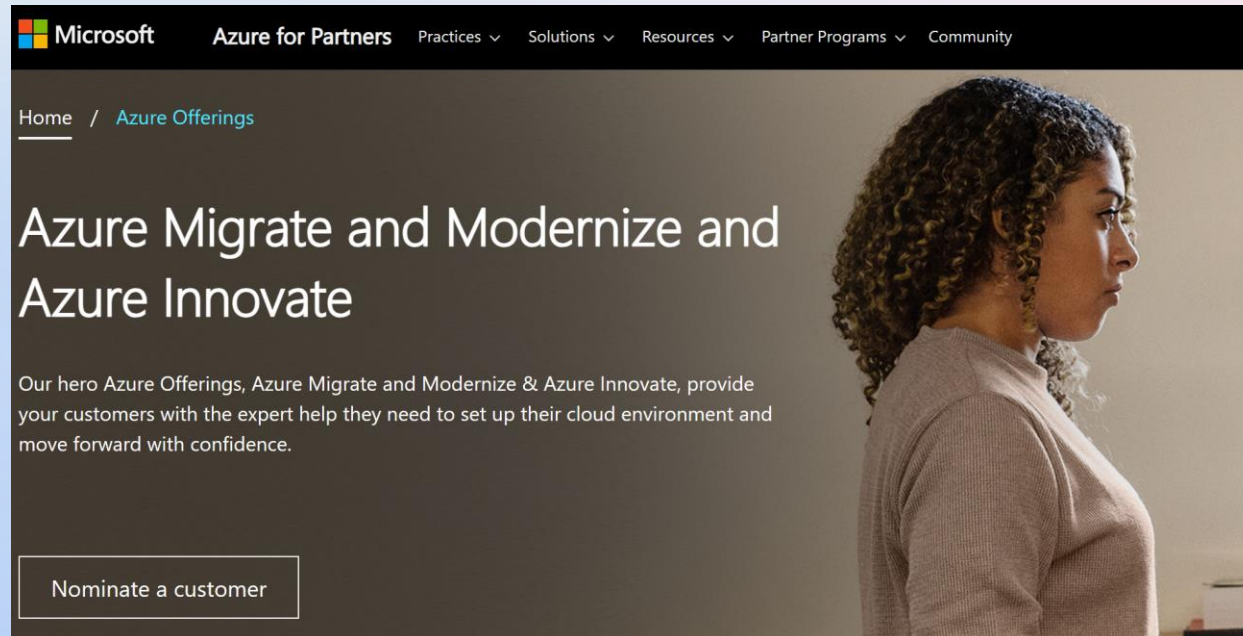


Hi! It's me, Natalie, you're Azure AI learning guru. Want to learn something about Azure AI? We've got something for that!

aka.ms/azureaistudyguide

Era of AI Resources for Partners

- [AI Transformation Partner Playbook](#)
- [Azure Hero Offerings: Azure Migrate & Modernize and Azure Innovate](#)



- [Era of AI partner marketing campaign assets](#)

ANZ AI & Copilots Monthly Newsletter

Do you want to receive the ANZ AI & Copilots **monthly** newsletter?

Get it by **joining the Partner Discussion Forum:**

<https://aka.ms/anzaicopilotspartnerforum/register>



Your Source for AI & Copilot News and Tips

Monthly updates on the latest AI innovations and tools for Microsoft Partners

Welcome to the Microsoft Azure OpenAI and Copilot Newsletter

In this newsletter you will find information on:

- > [New Azure OpenAI and Copilot features](#)
- > [Upcoming events and enablement sessions](#)
- > [Sales and marketing assets to accelerate your customers' journey](#)
- > [Get answers: Register for the ANZ AI & Copilots Partner Discussion Forum](#)

ANZ AI and Copilots Partner C... +

General Posts Files Notes

+ New Upload Edit in grid view Share Copy link Sync All Documents

Documents > General

Name	Modified	Modified By	+ Add column
Newsletters	January 10	Daniel Scott-Rayns...	
Public Forum Slides	January 10	Daniel Scott-Rayns...	
ANZ AI & Copilots Partner Forum_ Drop-in office hours-Azure Open AI Landing Z...	January 9	Tae Hwang	
Your Source for AI Copilot News and Tips December 2023.htm	December 10, 2023	Alexander Georges	



Events

Upcoming AI & Copilot events relevant to partners

Power Platform for Partners: AI in Low Code in Action

When: **March 13, 2024 12:00 PM AET/6:00 AM NZT**

Duration: **60 minutes**

[Register here](#)

Join us for an exclusive partner webinar that will showcase how you can leverage AI in Microsoft's Power Platform. You'll learn how to integrate AI into your low-code development to create innovative features and solutions for end users. Whether creating an app or automating a flow, AI can free up time for end-users by uplifting their experience.

Agenda:

- Overview of Copilot in the Power Platform
- Overview of AI models in the Power Platform
- Demonstration of AI (including Generative AI) features in Power Apps, Power Automate, Copilot Studio



Copilot (Sales, Pre-Sales and Technical Enablement)

Copilot for Microsoft 365, Copilot for Security, Copilot Studio, Microsoft Copilot for Service Workshop

CSP Masters Sales Bootcamp: Copilot for Microsoft 365

Open to all partners

Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This training will be focused on building a practice and landing your first sale with Copilot for Microsoft 365.

[Register here](#)

March 5, 2024

April 10, 2024

PST/PDT

March 12, 2024

April 17, 2024

IST

Copilot (Sales, Pre-Sales and Technical Enablement)

Copilot for Microsoft 365, Copilot for Security, Copilot Studio, Microsoft Copilot for Service Workshop

CSP Masters Pre and Post-Sales Technical Bootcamp: Copilot for Microsoft 365

**Updated Dates*

Open to all partners

Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This technical training will be focused on learning how to deploy and manage your first Copilot for Microsoft 365 customer.

[Register here](#)

March 20, 2024

April 24, 2024

PDT

March 27, 2024

May 1, 2024

IST

Copilot (Sales, Pre-Sales and Technical Enablement)

Copilot for Microsoft 365, Copilot for Security, Copilot Studio, Microsoft Copilot for Service Workshop

Copilot for Microsoft 365 Pre-Sales & Technical Bootcamp

***Updated Dates**

Open to all partners

Join Microsoft experts on a journey to explore how Copilot for Microsoft 365 provides real-time intelligent assistance, enabling users to enhance their creativity, productivity, and skills.

[Register here](#)

March 26-28, 2024

April 23-25, 2024

PST/PDT, GMT, IST

May 21-23, 2024

June 18-20, 2024

Copilot (Sales, Pre-Sales and Technical Enablement)

Copilot for Microsoft 365, Copilot for Security, Copilot Studio, Microsoft Copilot for Service Workshop

Build and Extend AI-powered Copilots with Microsoft Copilot Studio Workshop

Hands-on Labs are exclusive to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Microsoft Copilot Studio lets you create powerful AI-powered copilots for a range of requests. Learn how you can build and extend these copilots, boot their capabilities with AI and extend them to perform actions, and provide answers for your copilot users.

[Register here](#)

Trainings visible once registered.

March 5-7, 2024

PST

Copilot (Sales, Pre-Sales and Technical Enablement)

Copilot for Microsoft 365, Copilot for Security, Copilot Studio, Microsoft Copilot for Service Workshop

On-demand Training

Microsoft Copilot for Security Partner Boot Camp

[Register here](#)

Microsoft Copilot for Service Workshop

[Register here](#)

Microsoft Copilot Partner Bootcamp

[Register here](#)

Microsoft Dynamics 365 Customer Service Copilot Workshop

[Register here](#)

Sales Enablement

FY24 High Volume Acceleration Program: Advanced

Open to all Business Applications partners

Learn to drive customer ads and more license revenue. Don't miss the upcoming High Volume Acceleration program. 8 weeks of live sessions, coaching and hands on implementation of best practices. Starting **March 4, 2024** and running for 8 weeks.

[Register here](#)

Sales Enablement

Data and AI Partner Sales Strategy Training

Open to all partners

This three-day training is ideal for any Data and AI consultants and advisors, account execs, sales leaders, Microsoft practice leads and sales specialists looking to understand Microsoft's Data and AI product portfolio, sales strategies and GTM programs to help customers succeed in their AI journey.

[Registration](#)

March 5-7, 2024

CET

Sales Enablement

CSP Masters Sales Bootcamp: Copilot for Microsoft 365

Open to all partners

Learn about Copilot for Microsoft 365, Microsoft Copilot, and AI-powered collaboration and security value in Microsoft 365. This training will be focused on building a practice and landing your first sale with Copilot for Microsoft 365.

[Register here](#)

March 5, 2024

April 10, 2024

PST/PDT

March 12, 2024

April 17, 2024

IST

Depth Training - Business Applications

Build Next-generation AI-powered Customer Experiences with Dynamics 365 Customer Insights – Journeys Workshop

*New Training

Hands-on Labs are exclusive to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Gain the knowledge and skills needed to create, manage, and analyze customer journeys using Microsoft Dynamics 365 Customer Insights (Journeys).

[Register here](#)

Trainings visible once registered.

March 19-21, 2024

PDT

Depth Training - Business Applications

On-demand Business Applications Depth Trainings

View on-demand content to deepen your skills through instructor-led training with technical experts. Uncover new insights, learn about architecture and implementation considerations, and find innovative ways to support your customer business challenges.

[Register here](#) Trainings visible once registered.

- Innovate with AI & Power Platform
- Dynamics 365 Customer Service | Copilot

Microsoft Copilot for Service Workshop

[Register here](#)

Microsoft Dynamics 365 Customer Service Copilot Workshop

[Register here](#)

Azure OpenAI Partner Enablement Resources

Accelerating Partner Practices

Period	March	April	May
Events	<ul style="list-style-type: none">• March 13, CET/PDT/IST): AI Sales Bootcamp• March 11-14, PDT: Build and Modernize AI Apps Workshop	<ul style="list-style-type: none">• TBC	<ul style="list-style-type: none">• TBC
On-Demand	<ul style="list-style-type: none">• AOAI Learning guide for partners• Partner Skilling Playbook• On-demand modular training videos to refresh your knowledge of a topic or following a new learning path to expand your skills.• Azure Data & AI Partner Sales Acceleration Program (PSAP)• Level Up Course: Innovate with AI using AOAI Service models		



Build your own Copilot bootcamp

8-hour virtual bootcamp provides hands-on training for creating AI-driven chat systems, covering topics such as Azure OpenAI's base models, effective prompting techniques for chat Copilots, and integrating **Semantic Kernel**.

Participants will learn to build their own chat Copilots using Azure Services, design prompt flows with **Azure AI Studio**, explore multi-agent scenarios with **Autogen**, and create practical applications like Chat Summary Apps.

Date: 07-08 March 2024
Time: 11 AM – 5 PM AEDT
[Register here](#)





Microsoft

Semantic Kernel

The Easy Way To Add AI To Your App

Semantic Kernel ANZ/APAC public office hours – **now monthly** UPDATE YOUR CALENDAR

Every 2nd **Thursday of the month**

13:00 AET/15:00 NZT

Next session: 14 Mar 2024

<https://aka.ms/sk/officehours>



aka.ms/semantic-kernel

Partner Community

Questions and topics from the partner community

Questions & Topics

Governance in the age of Copilot, integrating with existing knowledgebase, datasets and challenges.

What areas of Microsoft AI & Copilots are you most interested in knowing more about? *

- ☒ Getting ready for M365 Copilot
- ☒ Extending M365 Copilot
- ☐ Building new commercial products or services with Microsoft AI & Copilots
- ☒ Other Microsoft Copilots (e.g., Power Platform Copilot, Security Copilot, GitHub Copilot)
- ☐ Building AI enabled applications using Azure AI services
- ☐ Other

Feedback & Future Sessions

What do you want to discuss or hear about in the AI & Copilots partner forum?

AI & Copilots related questions you have you'd like answers to?

<https://aka.ms/anzaicopilotspartnerforum/questionform>

