Microsoft

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

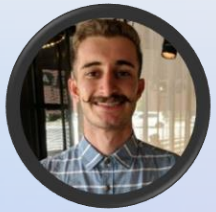
What is it? A public forum for partners across Australia and New Zealand to get technical guidance on all things Copilot and AI.

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

- **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

Microsoft

News, updates and resources

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

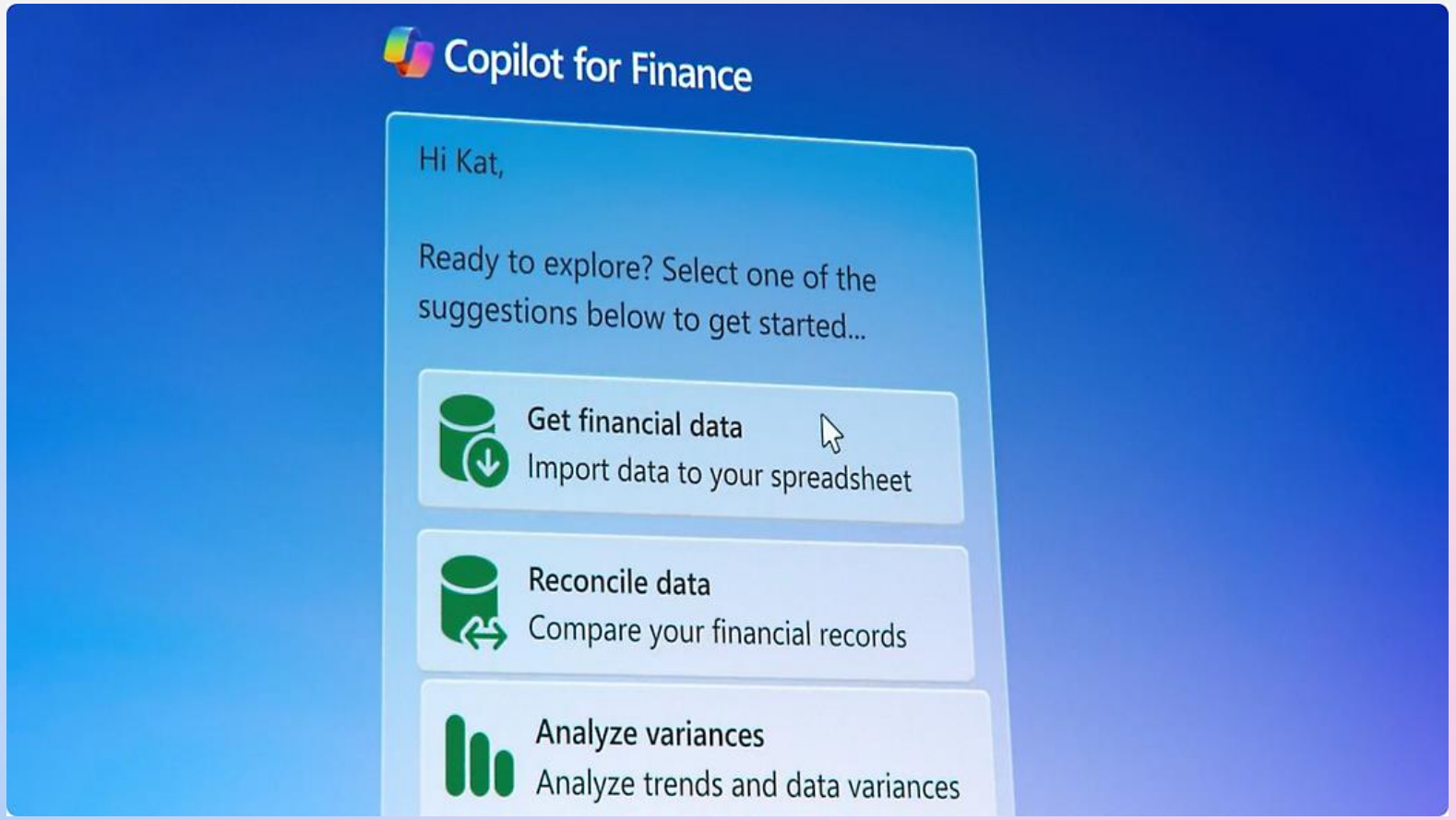
Power Platform & Copilot Studio Webinars for Partners

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)

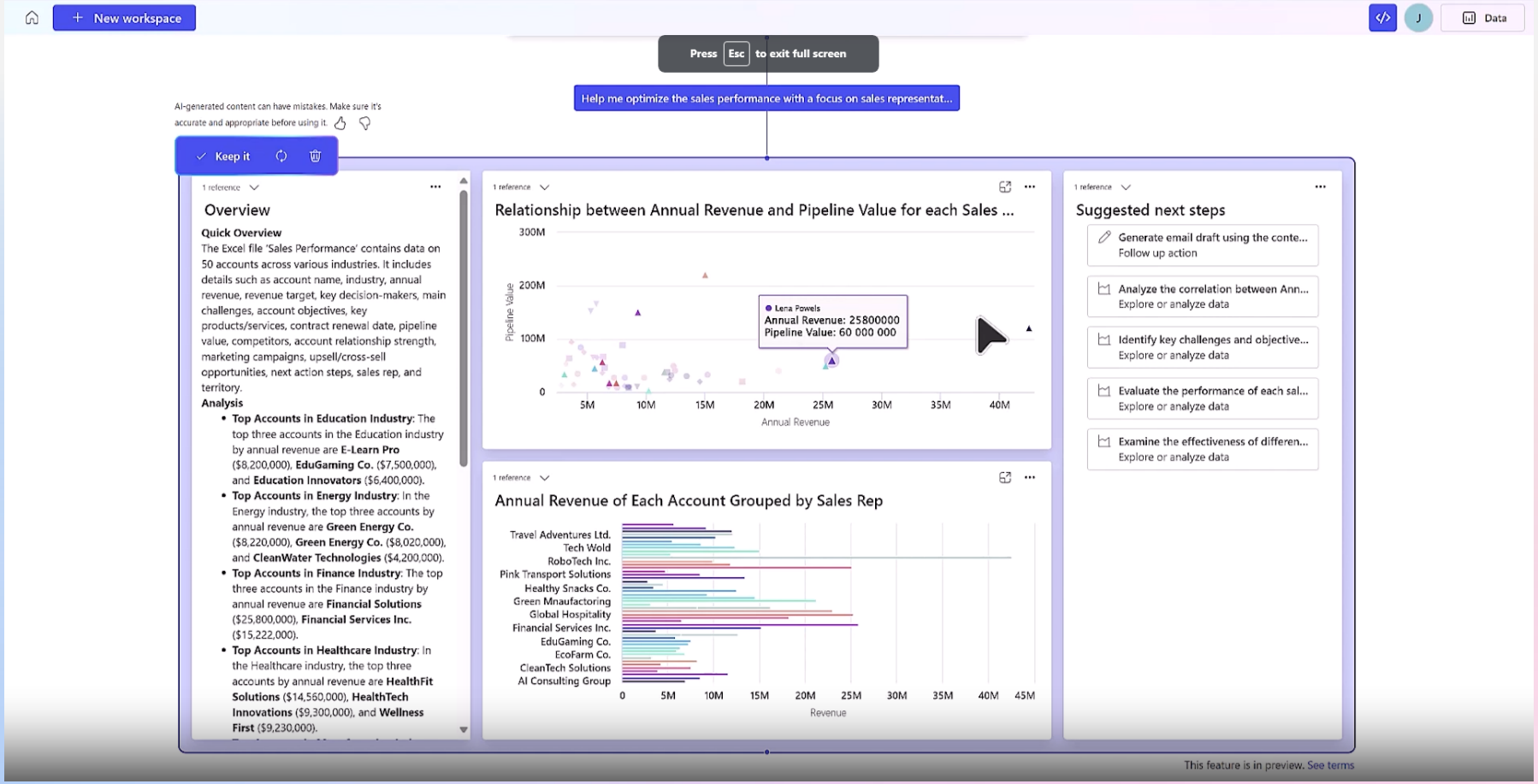


Transform the way finance works

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)

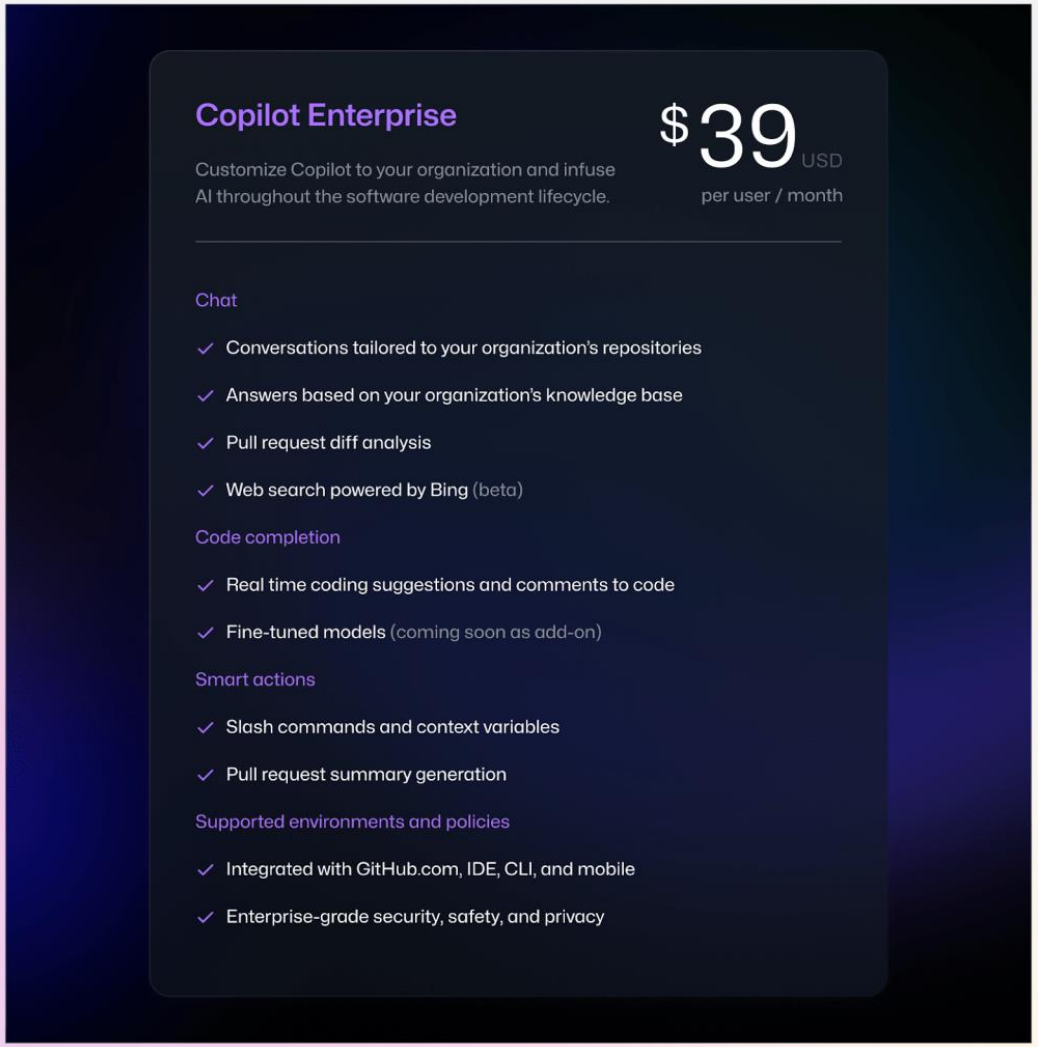


- https://adoption.microsoft.com/en-us/project-sophia/
- https://projectsophia.microsoft.com/

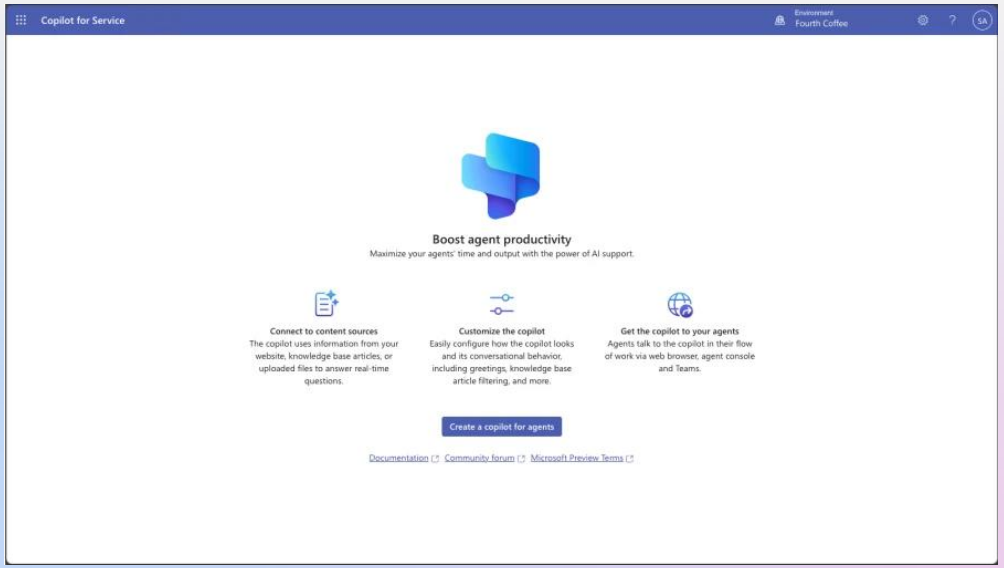
Project Sophia is an AI-powered business research canvas where you can
ask any business question across every business domain in your organization.

GitHub Copilot Enterprise GA

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



Microsoft Copilot for Sales and Copilot for Service are now GA



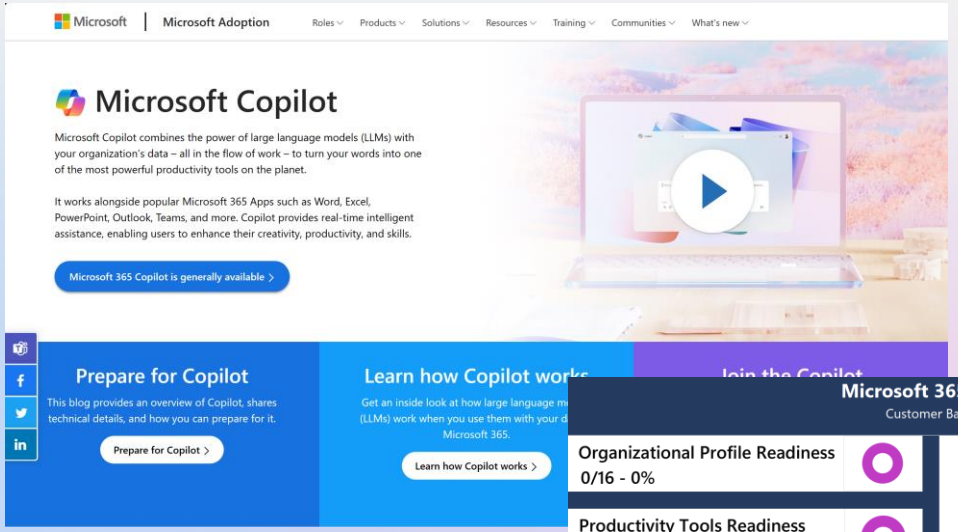
https://cloudblogs.microsoft.com/dynamics365/bdm/2024/02/01/microsoft-copilot-for-sales-and-copilot-for-service-are-now-generally-available/

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

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 focusing 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

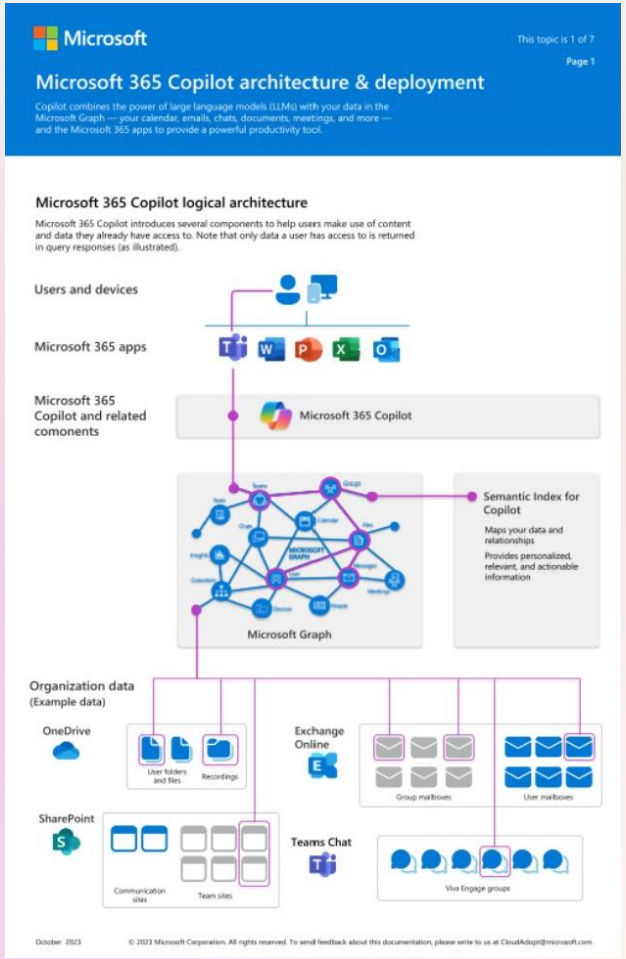
Copilot Resources for Partners

- Copilot adoption hub: https://adoption.microsoft.com/copilot/ ⬇️



- 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 16th		Starting January 16th
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

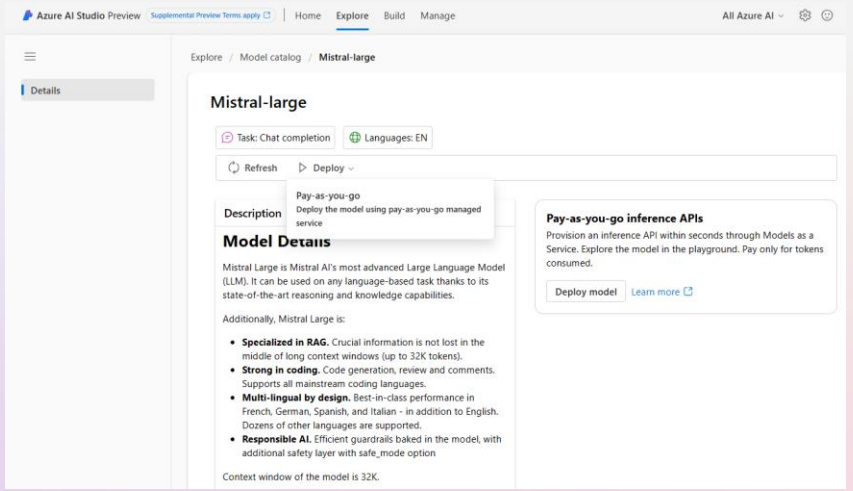
Azure AI & Building Copilots News

- **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 tokes 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	gpt-35-turbo (0613)	gpt-35-turbo (1106)	gpt-4 (0613)	gpt-4 (1106)
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

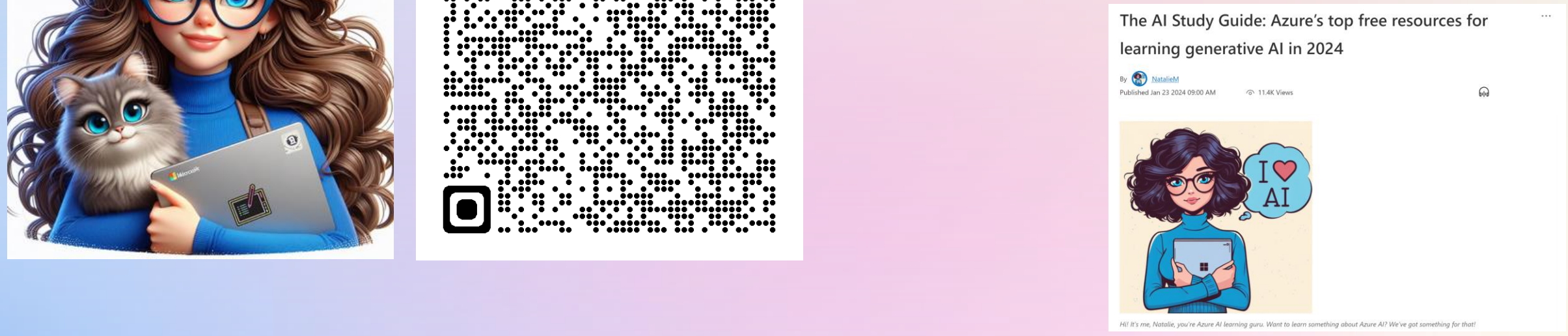


Mistral Large, Mistral AI's flagship LLM, debuts on Azure AI Models-as-a-Service: https://aka.ms/MaaSTechBlogMI

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

The Azure AI Study Guide: Machine Learning Edition

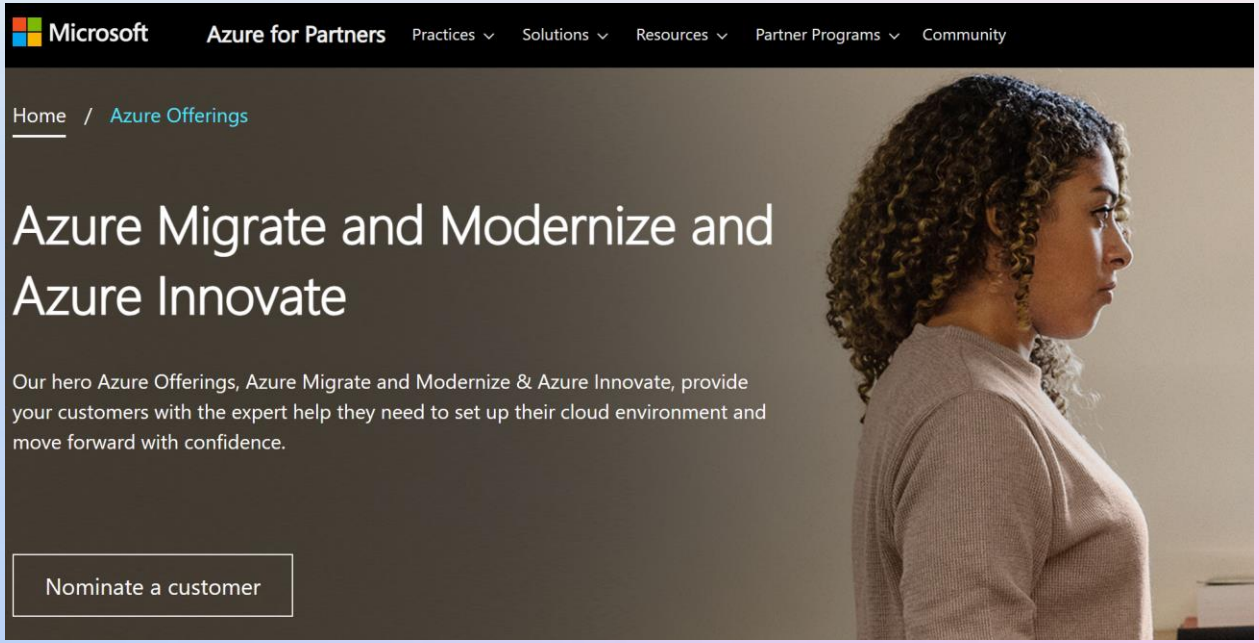
https://techcommunity.microsoft.com/t5/ai-azure-ai-services-blog/the-ai-study-guide-azure-machine-learning-edition/ba-p/4063656



aka.ms/azureaistudyguide

Era of AI Resources for Partners

- AI Transformation Partner Playbook
- Azure Hero Offerings: Azure Migrate & Modernize and Azure Innovate

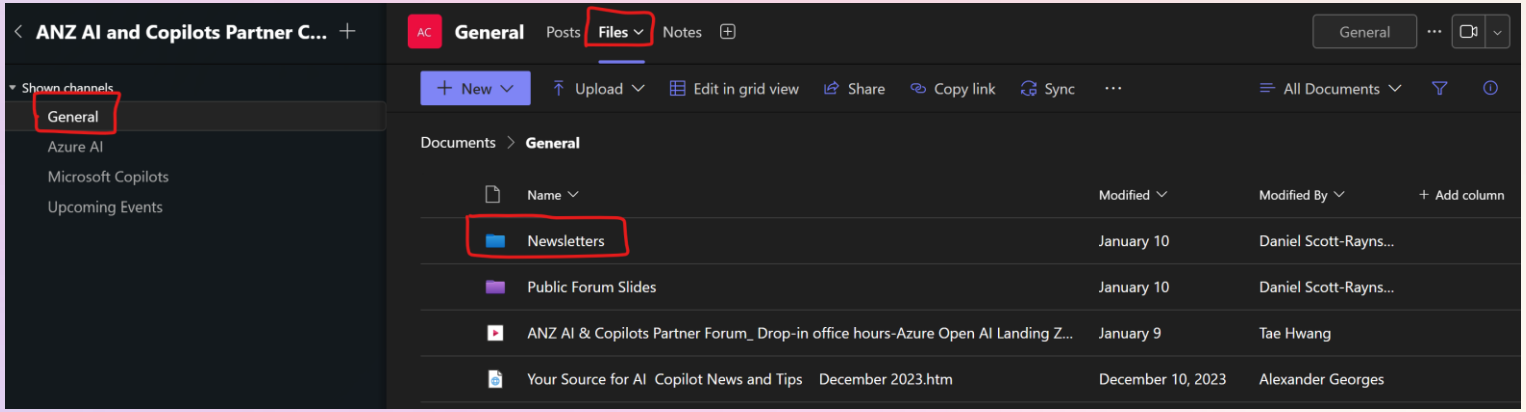


- Era of AI partner marketing campaign assets

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



Microsoft

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
May 21-23, 2024
June 18-20, 2024

PST/PDT, GMT, IST

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

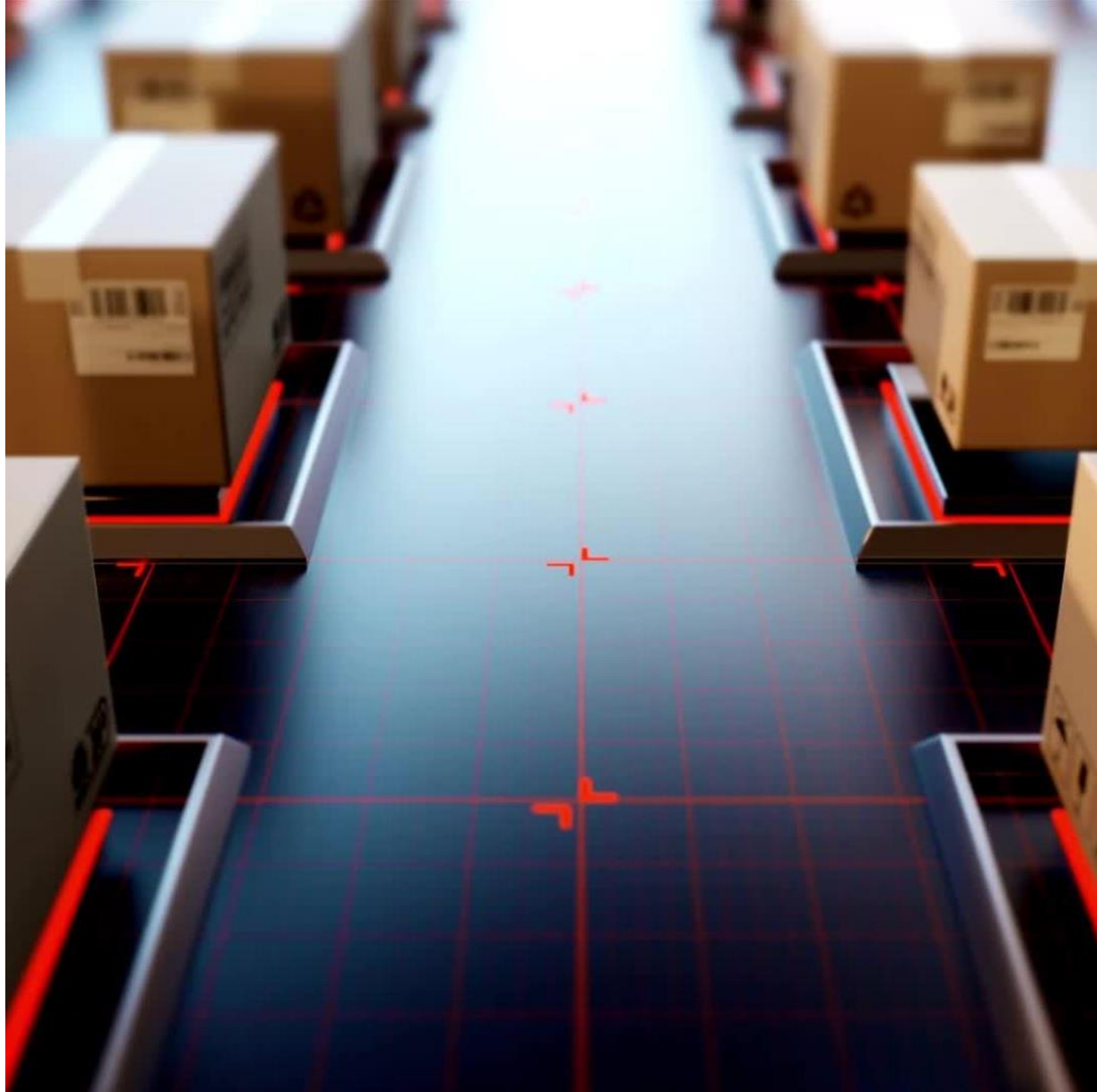
Period	March	April	May
Events	• **March 13, CET/PDT/IST):** AI Sales Bootcamp • **March 11-14, PDT:** Build and Modernize AI Apps Workshop	• **TBC**	• **TBC**
On-Demand	• AOAI Learning guide for partners • Partner Skilling Playbook • On-demand modular training videos to refresh your knowledge of a topic 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

Microsoft

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? *

- [x] Getting ready for M365 Copilot
- [x] Extending M365 Copilot
- [ ] Building new commercial products or services with Microsoft AI & Copilots
- [x] 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 discus 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