



Do what matters

Avanade

The AI Revolution, Making it Real

Nov 2025

Freeing you to reach your full potential by unlocking the power of Microsoft

We believe the most exciting organizations occupy a sweet spot—big enough to have global scale, small enough to retain local personality.

For 25 years we've helped clients of every shape and size make the most of their Microsoft investments. To rethink work, create experiences for customers and drive growth safely and securely.



As Microsoft's closest innovation partner and client zero, we see what works, as soon as it works.



We're big enough to stretch your ambitions, lean enough to move at pace with straight-talking, pragmatic support.



We care about helping you solve your problems, not just selling technology. Helping you chase impacts, not trends.





**Unparalleled
Data & AI
expertise
through a
unique,
market
leading
partnership**

2x winner

Zero Trust Champion Award

**Everest Group
Leader**

For Microsoft Azure Services
PEAK Matrix® Assessment 2024

AI leadership

Best AI Consulting Service
provider by the AI Breakthrough
Awards

CIO 100 Award

Awarded the 2025 CIO Awards for
our work on Disrupt Avanade –
our company wide program to
harness AI at scale to boost
productivity, efficiency, and
innovation across our business

300+

Generative & Agentic
AI Projects delivered
globally.

2025

Databricks Global
Partner of the Year, 7th
year in a row.

1500+

Databricks engineers
trained, 100 Databricks
Technical Champions

2000+

AI/ML Projects delivered
globally.

5000+

Data & AI specialists,
covering engineering,
data science, AI
solutions and more.

90+

Microsoft Partner of the
Year Awards, including
Microsoft Alliance Partner
of the Year 19 times



Microsoft's Early Launch Partner & Customer Zero



Product Engineering Partner for Microsoft Fabric



Leading Microsoft's AI Innovation Labs Globally



Do what matters

Avanade Trendlines:

AI Value Report 2025

Global highlights

Avanade Trendlines: AI Value Report 2025



Our research highlights the excitement and challenges of AI adoption, exclusively for mid-market organizations wanting to get more out of AI on Microsoft. It combines data from 4,100 leaders whilst drawing on our experience as one of Microsoft's early innovators on AI. The full report offers detailed insights, including industry perspectives and practical strategies to drive your AI journey forward.

Key Findings



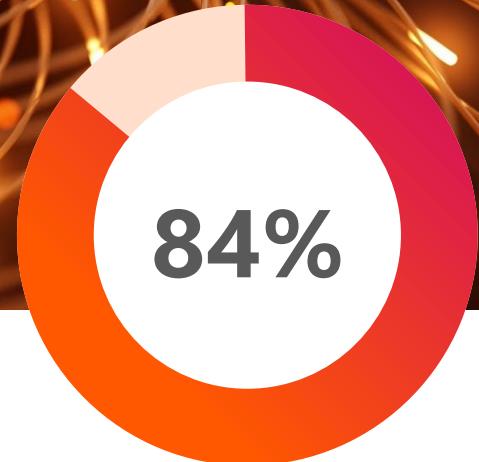
59% expect up to 4X return for every \$1 spent on AI copilots and agents

With most expecting a return in under 12 months



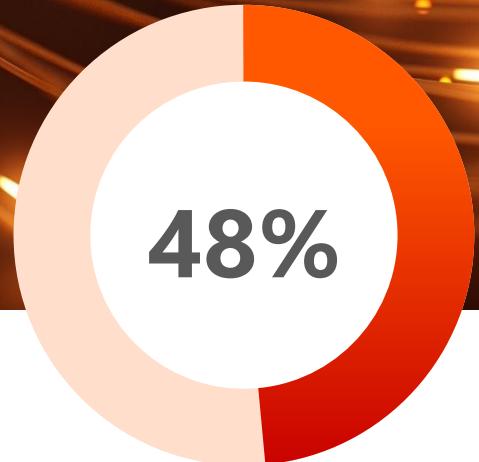
agree they are at risk of falling behind through not moving fast enough with AI

Most are implementing AI out-of-the-box or in specific functions



agree AI investment is to replace employees for cost savings

Although few are measuring value in this way



are still developing the AI business case
And 44% are stuck at proof of concept



Key takeaways

Decision-makers have high levels of enthusiasm for rapid AI adoption and excitement for the value it offers. But it is crucial to close the gaps between near-term goals and a more strategic approach that addresses foundational challenges in workforce dynamics, data quality and governance.



Ambitions for short-term cost savings balanced with longer-term, sustained value



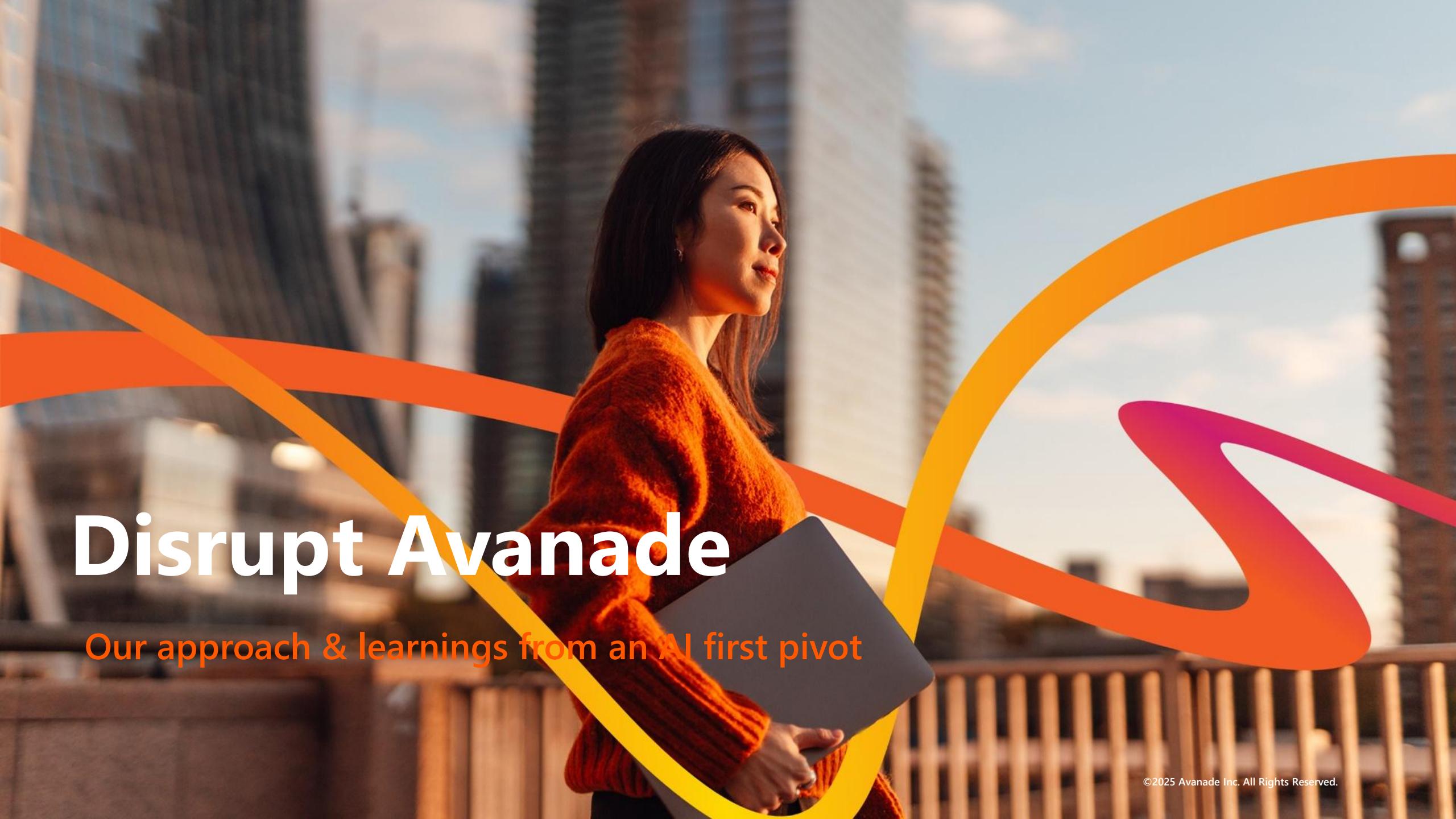
The desire for speed while taking a more deliberate approach to AI fundamentals



How to welcome AI to the team while taking care of people and changing workforce dynamics



How to close the gap between the trust we place in AI and the value we anticipate

A photograph of a young woman with long dark hair, wearing an orange cable-knit sweater, standing on a balcony or terrace. She is looking off to the side, away from the camera. In her hands is a dark-colored laptop. The background shows a blurred city skyline with several skyscrapers under a clear blue sky. Overlaid on the image are several thick, stylized lines in shades of orange, yellow, and pink. One large orange line forms a circle on the right side, while another set of lines on the left creates a sense of motion or disruption.

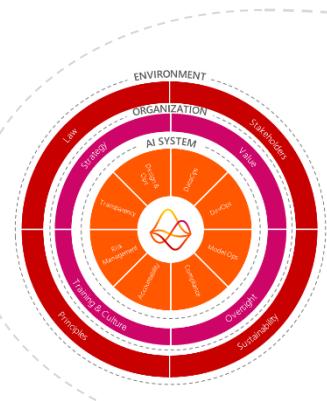
Disrupt Avanade

Our approach & learnings from an AI first pivot

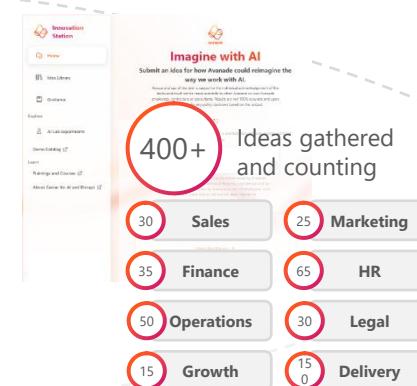
Our journey to scale AI impact across Avanade

Leverage our experience to accelerate our clients' journey

Established Responsible
AI Governance



Ideated with the
business with proven
frameworks



Experimented and
proved value in our AI
Lab

- Business and strategic value review
- Build, buy or borrow decision
- Responsible AI Assessment
- >20 AI experiments: Sales, Marketing, HR, Operations & Delivery
- 10 Copilot evaluations: Windows, Viva Insights, SharePoint, OneDrive and Fabric

Enabled tools and
scaled successful
experiments

- 6 Scaled custom AI solutions: HR, Marketing, IS, Delivery
- 5 Copilot solutions enabled: 10,000+ active users - Copilot for M365, 2,000+ active users - GitHub Copilot, 5+ active users - Security Copilot, 600+ active users - Sales Copilot, Copilot in Power BI, Web, Viva etc.

Delivered business
value

Over 600K hours
freed

3,500+ hours freed within
the first year and counting
across business functions
with custom AI solutions

600,000+ hours freed within
a year and counting from
Copilots

Fast track AI Governance
Get started quickly, build on
top of our tested framework
supported by people
experienced implementing and
operating it.

Manage ideation for impact
Leverage our ideation solution
and value measurement
approach, to channel AI
enthusiasm into action that
impacts business goals.

Accelerate experimentation
Avoid missteps on solution
selection from our learnings,
adapt and build on top of our
solutions, to prove the value
and feasibility of your ideas
fast

Scale wisely
Leverage battle tested,
solutions, delivery and
management processes we've
built internally or with clients
to de-risk and accelerate your
production rollout.

How our clients benefit



Accelerate your AI journey
and time to value, by
harnessing our learnings,
assets and accelerators to
achieve your goals

Legal Team Executive Summary

Change in work and look to the future

Before Copilot for M365

The Legal team dedicated many of their working hours towards summarization, analysis, and generation of text-based documents, including **Contract Reviewing, Contract Redlining, and Drafting Policy 110 Risk Escalations (P110)**, the last of which is cited as the most tedious and as a priority use case to address.



Copilot's main value-add was around **summarizing and analyzing contracts** (MSAs, SOWs) as their workflows are **heavily skewed** towards these use cases. Copilot had the **greatest impact for legal team members more junior in their careers** and/or are less familiar with Avanade-specific policies and processes. The legal team can expect to see an estimated time savings of **30–60min per day**.

With Copilot for M365

- Quicker identification of risks within a contract and ideating mitigations against those risks
- Streamlined surfacing of any non-standard clauses that require attention
- Enhanced researching and surfacing of information (e.g files on SharePoint, legislation research, Avanade-specific policies).

Looking ahead

The Legal team will greatly benefit from custom GenAI tools that leverages Avanade-specific policies, processes, and contracts to analyze and generate insights for contracts. Copilot's intellectual reasoning ability in its outputs are not fully meeting the team's needs. A key challenge with Copilot's out-of-the-box functionality is that the output quality heavily depends on the readability of reference documentation (e.g., Contract Guideline, Risk Mitigation Library), which are comprehensive and uniquely formatted, posing a challenge to Copilot's analysis. However, Copilot's intellectual reasoning may improve with the implementation of OpenAI's new reasoning model (o1).

“Generative AI is rapidly reshaping legal work. Lawyers using Gen AI will outperform those who do not. This workshop experience has been a crucial step in our Gen AI journey. We want more!

Legal Team Personas

Copilot for M365 Persona Summary

	Top Use Cases	Top Behaviors	Top apps	Copilot Value
 Contracts Attorneys They are responsible for drafting, reviewing, and negotiating various types of contracts, including MSAs, SOWs, Change requests. Their work ensures that Avanade's interests are protected and that all contractual obligations are met.	 Contract Review (MSA, SOW, CR)  Contract Redlining  Drafting P110 Escalations	 Evaluate  Ideate  Transcribe	 Word  Copilot Chat  Teams	The ability to analyze a contract and obtain insights across the document and provide suggestions for alternative language and positions
 Global Counsel Responsible for supporting the company's global offerings, plays, and IP assets. The team develops templates, guidance, and training, coupled with SME support, to streamline deal cycles, foster sustainable growth, and drive innovation.	 Surfacing Avanade Policies  Researching Policies, Legislation and Analyzing Impact  Generate Guidance Assets	 Assist  Evaluate  Ideate	 Copilot Chat  Word  PowerPoint	The ability to surface policies from Avanade tenant & third-party legal databases and assess the impacts of those policies

Contract Review – MSA/SOW/CR

Understanding Technical Terms

Develop understanding of technical terms.



Copilot Chat



Word

Prompt:

I am a contracts attorney who does not understand [insert IT technical term]. Please explain in layman's terms.

Reference/Source Materials:

AVN Data

Additional Prompt:

Can you please explain the **IT Acronym CVE** in a cybersecurity context to me?

Reference/Source Materials:

AVN Data

Understanding MSA/SOW sections

Explain technical statements / entire sections (scope, assumptions, client responsibility) in a document



Copilot Chat



Word

Prompts:

Can you explain the following statement in simple language? [insert statement]

Reference/Source Materials:

AVN Data

Prompt:

Can you please explain the **In Scope Services** section of the SOW in layman's terms? [insert file].

Reference/Source Materials:

AVN Data

Revising Language

Update any language / terms within the document



Copilot Chat



Word

Prompt (Word):

The following clause within the **In Scope Services Section** is **too technical**: [insert clause]. Can you please rewrite this clause in a way that a non-technical stakeholder can understand **while maintaining the same legal effect**

Reference/Source Materials:

AVN Data

Prompt (Copilot Chat):

Can you modify the **Limitations of Liability** section of this client's MSA [insert] to align closer to the language in Avanade's MSA? [insert]. Please also reference the **Limitation of Liability** section of Avanade's contracting guidelines [insert link].

Reference/Source Materials:

AVN Data

Copilot Use Case Impact On Business

Legal

Copilot Use Case	Impact on Business Metric	Est Frequency per user	Est Hours Saved/Use Case**	Organizational Value
Contract Review – MSA/SOW/CR	<ul style="list-style-type: none"> Increased speed to identify and respond to contracts Ensure overall quality of delivery and mitigate risk 	Daily	30min – 1hr per contract	<input checked="" type="checkbox"/> First mover advantage for Copilot services in the market
Contract Redlining – MSA/SOW/CR	<ul style="list-style-type: none"> Increased speed to identify and respond to contracts Ensure overall quality of delivery and mitigate risk Enhanced customer relationship 	Daily	30min – 1hr per contract	<input checked="" type="checkbox"/> Increased creative thinking and innovation
Identifying & Drafting P110 Escalation	<ul style="list-style-type: none"> Reduced legal and contractual risk Increased speed to identify and address delivery risk Enhanced customer relationship 	Weekly	30min – 1hr per escalation	<input checked="" type="checkbox"/> Improved work quality
General Productivity, Content Generation, and Surfacing Information	<ul style="list-style-type: none"> Increased speed to respond to proposals Ensure overall quality of delivery and mitigate risk 	Daily	45min – 1.5hr / day	<input checked="" type="checkbox"/> Increased cross-functional collaboration
				<input checked="" type="checkbox"/> Improved company perception as "AI-First"

**Time Savings contingent on complexity of contract & party template (AVN vs Client)

Our journey building a data platform with Microsoft Fabric

2022

Moving to Azure Synapse

In 2022 Avanade started to consolidate and optimize our own data estate, moving to a platform based on Azure Synapse



2023

Setting the stage using Microsoft Fabric

Microsoft Fabric now introduced as the technical backbone of Avanade's internal data strategy and platform



Microsoft Fabric Training for 10,000+ data professionals across Accenture and Avanade

We have implemented and are evolving the **world's largest Microsoft Fabric Platform** across Avanade/Accenture

Continuous evolution of Fabric Offerings across security, data migration, and modernization enablement

Dedicated Microsoft Fabric practice to help clients plan, architect, develop, pilot, and deploy Microsoft Fabric

2024 and beyond

Story continues using Microsoft Fabric

We continue to develop using Microsoft Fabric as the core platform for Avanade as the platform grows and we completely migrate from Azure PaaS based services to Fabric



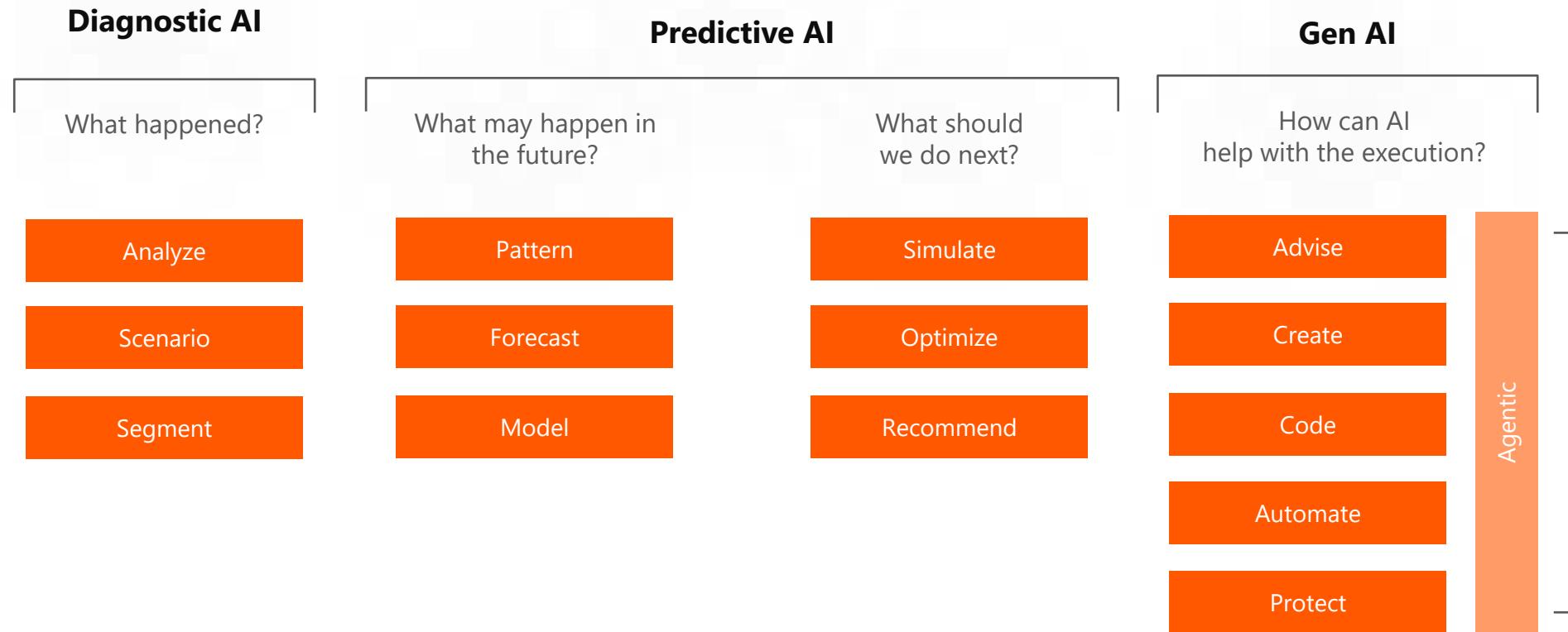


Mind the AI value gap: 4 practical takeaways

Takeaway #1:

Not all AI is GenAI

Most real-world solutions use a combination of techniques



Agentic AI perceives the environment, understands intention, and take actions to achieve defined goals.

- They can be goal-oriented.
- They can reason and plan.
- They can have memory and reflect on past actions
- They can communicate with people and other agents.

Helping one of the largest global non-profit's build an AI platform to light up better knowledge management (1/3)

20
years

37,000
grants

1 million+
documents



Legal Ownership

- Which projects and research that can be leveraged worldwide?
- Each legal agreement could include a Global Execution Rights clause, and in some cases a License To The Foundation clauses



Grants social impact

- How are the grants impacting regions, people, vaccines, education, etc.?
- Example: During the grant execution, metrics on vaccines applied, regions, people results are reported.



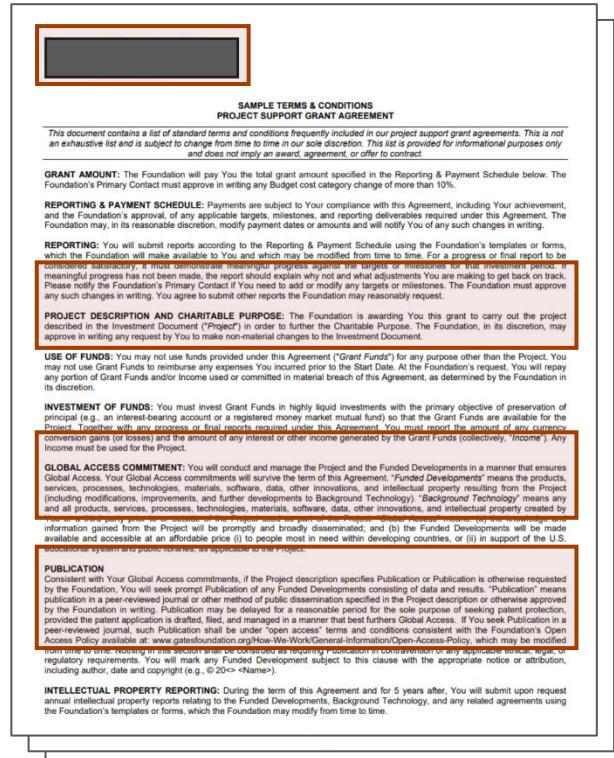
Gender Equality

- Accelerate progress toward a more gender-equal world by measuring grants applications
- A gender equality index can be applied by different factors including the applicants, how the grant will be used, etc.

Example Extraction of Legal Clauses (2/3)

Extracting and classifying legal clauses from 37,000 grants

Step 1
Read data from repository



Step 2
Machine learning

- Image to text extraction
- Printed text recognition
- Key phrase extraction
- Location entity extraction
- Paragraph detection
- Legal entities recognition
- Global Access clause classification
- License clause classification

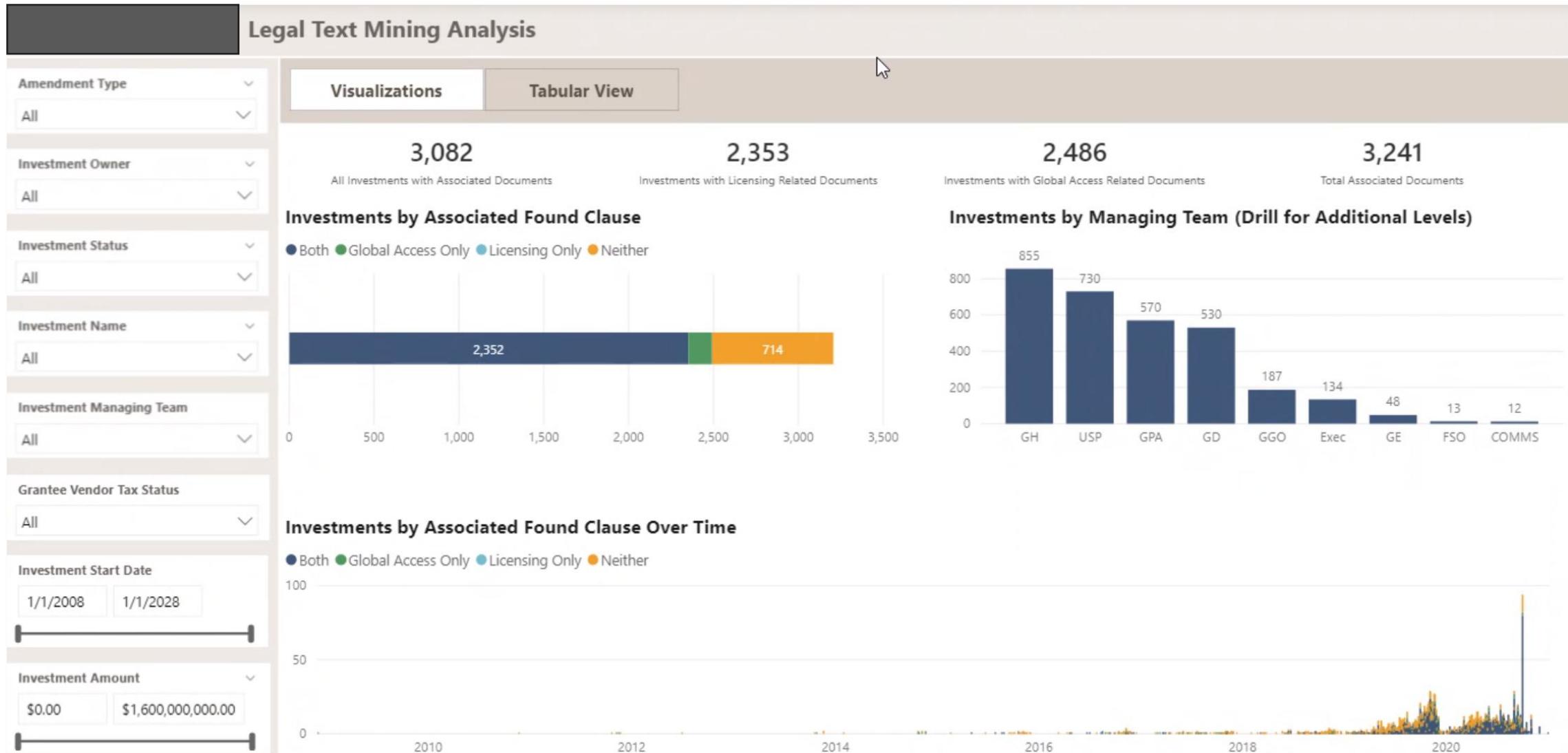
Step 3
Legal clauses extraction

You will conduct and manage the Project and the Funded Developments in a manner that ensures Global Access. Your Global Access commitments will survive the term of this Agreement. "Funded Developments" means the products, services, processes, technologies, materials, software, data, other innovations, and intellectual property resulting from the Project (including modifications, improvements, and further developments to Background Technology). "Background Technology" ...



GLOBAL ACCESS CLAUSE

Example: Legal clauses analysis (3/3)



Piloting GenAI at the Corrupt Practices Investigation Bureau of an Asian country to accelerate their journey towards a corrupt free nation

The aim of the pilot was to implement a Large Language Model (LLM) with the primary objective of proficiently addressing investigation officer's queries. Officer's queries includes searching for document content and question & answer (Q&A) on the selected IP cases.



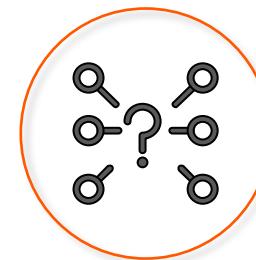
Document Storage and Retrieval Framework

- Creation of Elastic search index for efficient document storage and retrieval.
- Configuration and setup of the Elastic search database (DB).



Integration of LLM with Fine-tuning Layer

- Inclusion of the LLM with a fine-tuning (RAG) layer for specific task optimization.



Integration with Elasticsearch for Q & A Response/Completion

- Integration of Elastic search for document indexing and retrieval.
- Utilization of LLM model with fine-tuning for accurate document search and query response (Q & A Completion/Response)

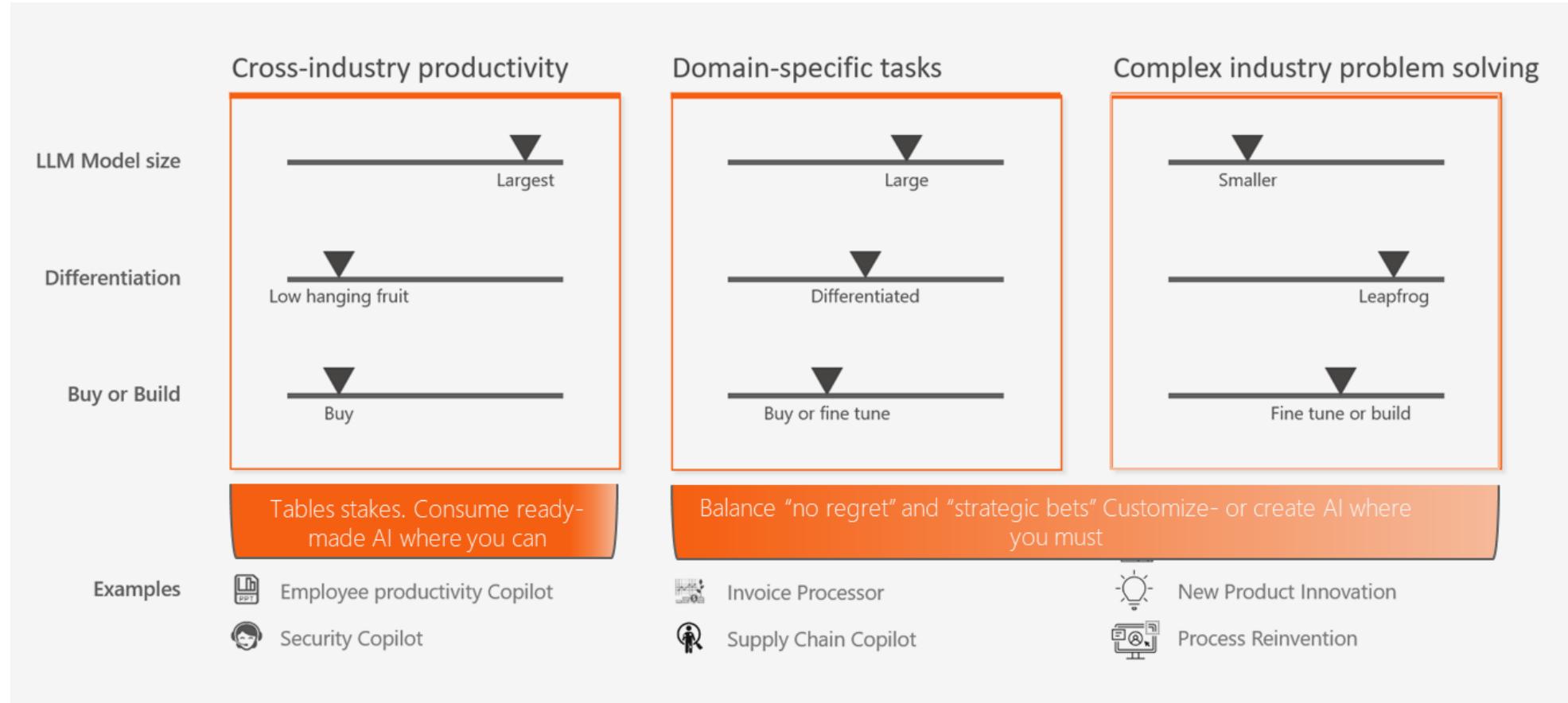


Development of Prompt Layer/Template

- Development of a prompt layer, a template for user query & LLM interaction.

Takeaway #2:

Look at the categories through a technology Buy/Build lens



Avanade Legal Extensibility Use Cases

We discussed extensibility use cases to gather information on what applications outside of M365 would be most valuable to extend Copilot capabilities. We have outlined three impactful tools that would create a significant time savings for the legal team.



Legal Position Escalation Tool

- **Use Case:** Analyze an MSA and identify any risks within the MSA to Avanade & generate Policy 110 mitigation to address those non-standard terms or risks based on a repository of prior P110 mitigations. For each of the risks identified, create a risk score based on the magnitude of the risk.



Contract Review Tool

- **Use Case:** Analyze any contract (e.g MSA, SOW) and provide deep insights and analysis that the attorney can leverage to ensure the contract conforms with Avanade policies and Avanade's interests are protected via redlining the contract. Providing alternate language in the negotiation process based off prior Avanade contracts.



Contract Search Tool

- **Use Case:** Search for a fully executed contract (MSA, SOW, CR, etc.) between Avanade and a client so that the legal team can retrieve any individual or group of Avanade contracts based off keywords, categories, clauses or industry terms.

Business Value

Streamline the identification and creation of risk mitigations, saving time and resources for the legal team.

Impact on Business Metric(s)

Reduced legal and contractual risk
Increased speed to identify and address delivery risk

Business Value

Mitigates risks by identifying potential red flags early and ensuring consistency and accuracy in contract reviews.

Impact on Business Metric(s)

Increased speed to identify and respond to contracts
Ensure overall quality of delivery and mitigate risk

Business Value

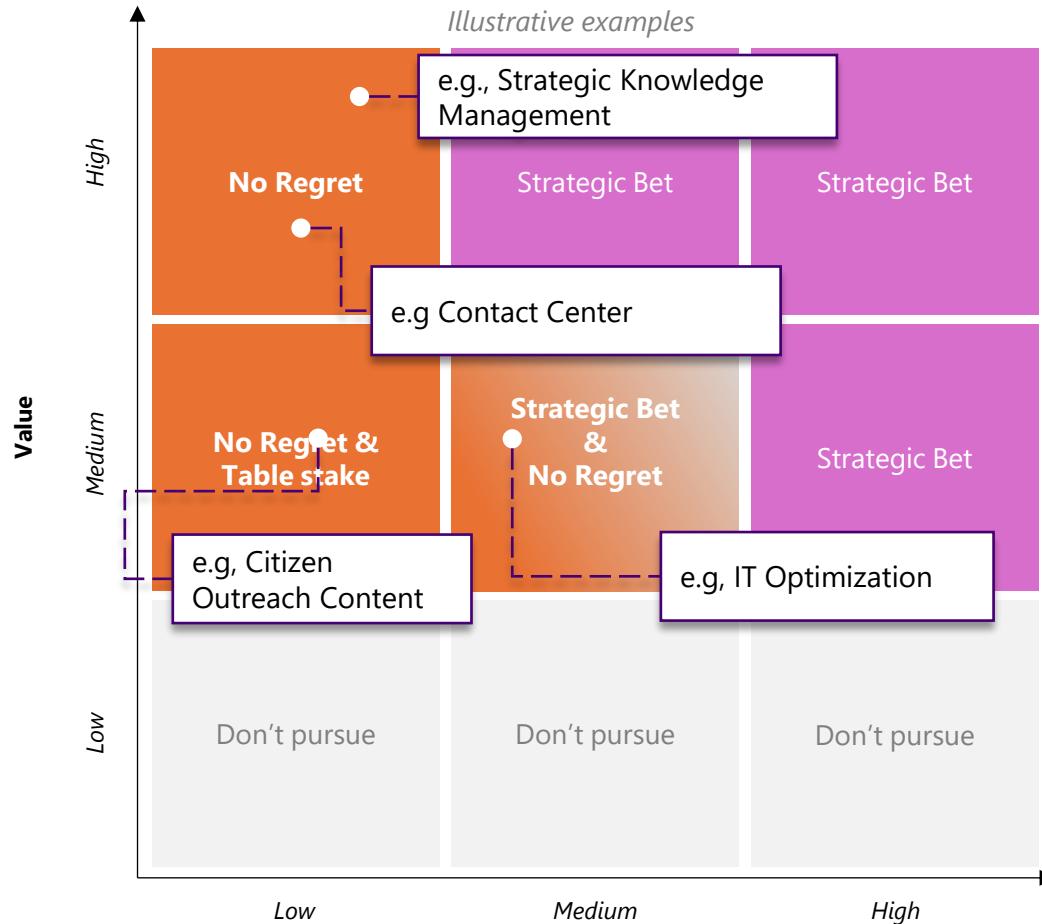
Mitigates risks by ensuring all relevant contract information is easily accessible and support better decision-making.

Impact on Business Metric(s)

Increased speed to identify and respond to contracts
Ensure overall quality of delivery and mitigate risk

Takeaway #3:

Start with 'No-Regrets' high value/low effort functional use-cases



Fundamentals

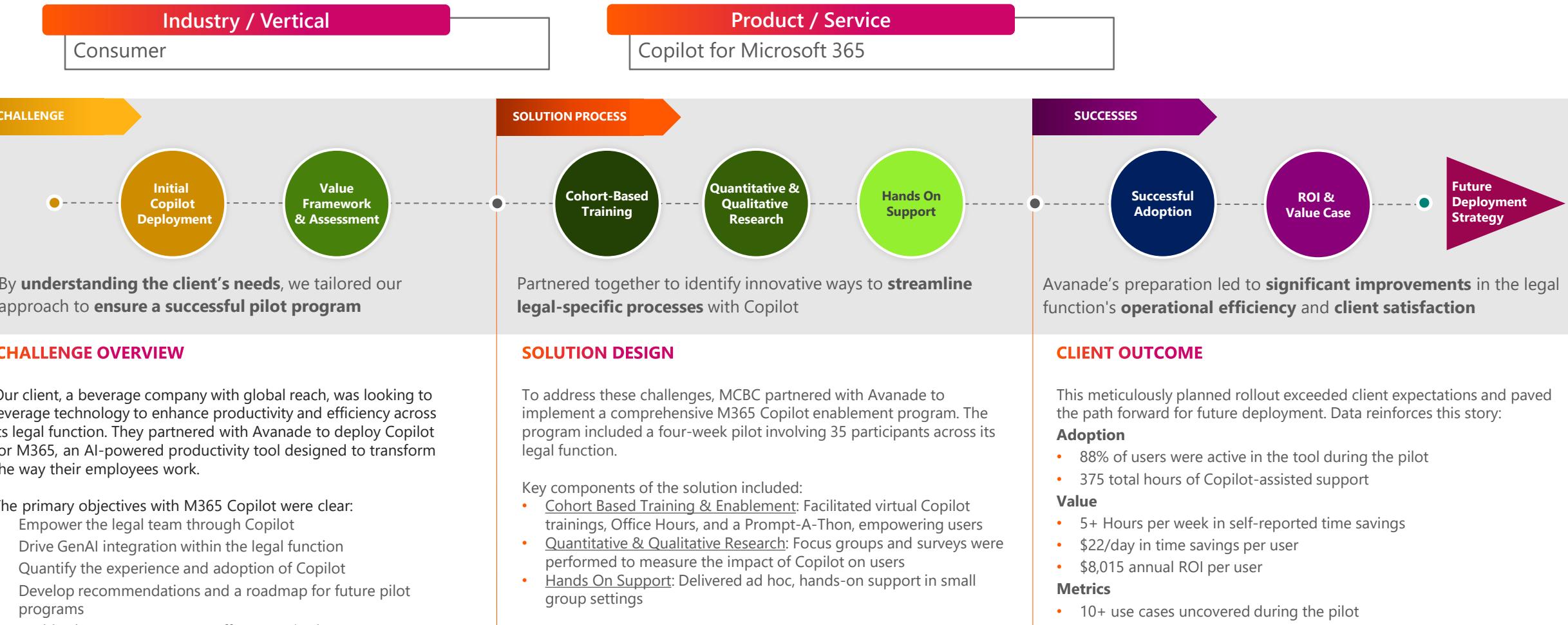
Value gains will be realized from process efficiencies and improvements

Risk, regulatory and compliance parameters typically do not restrict uses

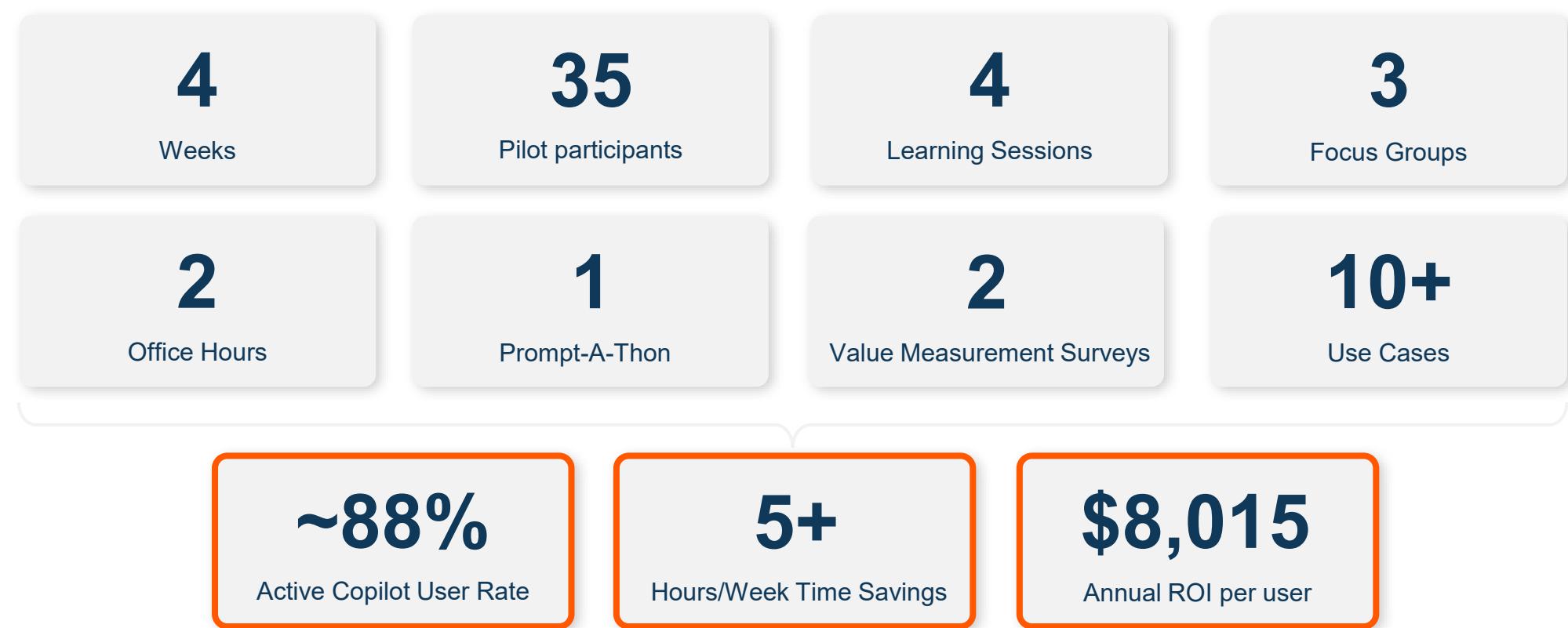
Current model and application fidelity is primed for immediate scaled deployment

Solutions will depend on mature data foundation

Leading the Transformational Charge: Avanade Partners with Beverage Company's Legal Function for M365 Copilot Rollout



By the Numbers



Takeaway #4:

Scaling AI continues to come down to the same challenges



Lack of strategic vision



Challenges in people enablement



AI skills competition



Risks in governance & compliance



Poor data integrity, data platform readiness



Data readiness is foundational for AI & GenAI readiness

For today's data and technology leaders, the pressure is mounting to **create Data plans and capabilities that fully support the company's AI and Generative AI (GenAI) aspirations.**

Most organizations today need to be AI-empowered organizations, and the role that Data plays in making that happen cannot be understated. AI & GenAI will only be as good as the Data that it works with, which must be achieved in a controlled and governed way.



“ Data is the lifeblood of any organization. It enables us to measure our performance, understand our customers, and make better decisions. **”**

—Satya Nadella, Chairman & CEO of Microsoft

Met Office untaps the value of real time metereological and historical weather data

- The Met Office is the largest holder of meteorological and climate data in the UK, collecting, generating, verifying, interpreting and applying data. They have access to **billions of records of data** since the 1900s and each day 1M new records are generated.
- We used **MSFT Fabric** to make this data available, transforming it and dramatically simplifying the analysis of millions of **historical weather records** from UK that can now be easily **combined with global observational real time data** from two different systems.
- By using Fabric RTI, Met Office experts can now **explore in self-service** all this complex data in real-time dashboards; quickly and **securely analyze** current observations against historical data; identify patterns in real time data and creating new insights using the developed **data products**. All with a **scalable system** and an easy-to-use **Power BI** interface that remains responsive with this scale of data (to date, we have captured over 2.3B records).

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[Avanade x Met Office Video](#)

Avanade Offers to accelerate your Data & AI journey

Quick ways to get started

Fabric Value Accelerator

What is the Fabric Value Accelerator Engagement?

The Fabric Value Accelerator engagement is a 4-week program guided by our Data & AI architects & engineers to help you start with MSFT Fabric for your business.

The program is focused on showcasing the value of unlocking data & insights from across your organization with Microsoft Fabric and Avanade's assets & accelerators. In just 4 weeks, our Fabric Accelerator offering can jumpstart your data initiatives. You will gain a general understanding of the benefits of Fabric for your business, and you can choose the practical implementation approach that best fits your needs:

- Accelerate Business Intelligence response time for new or existing Power BI workloads with Microsoft Fabric
- Connect Dynamics instances and/or other CRM/ERP sources to Fabric, to remove data silos and quickly generate business insights across your organization
- Rapidly deploy your end-to-end Modern Data Platform and start exploring possibilities with Microsoft Fabric.

This engagement is the first key milestone in the journey to understand how to unify your intelligent analytics & data platform.



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Innovate with Azure AI Apps Accelerator

What is the Innovate with Azure AI Apps Accelerator Engagement?

The Innovate with Azure AI Apps Accelerator engagement is a 4-week program guided by our Data & AI architects & engineers focused on piloting a personalized AI Application for your business.

The program is focused on showcasing the value of **unlocking data & insights from across the organization** to assist as driving **productivity** across LOBs with Microsoft Data, AI & Application technologies and Avanade's assets & accelerators.

In just 4 weeks, our AI Apps offering provides customers with 1) AI Enablement Workshop, 2) Personalized Azure AI Application, & 3) Production Roadmap & Recommendation

Typical use cases for AI Apps across LOBs include:

- Sales & Marketing:** Customer Insights, Personalized Marketing, etc.
Customer Service: Post Call Insights, Customer Assistant Copilot, etc.
HR: Employee Onboarding Assistant, HR QnA, Churn Analysis, etc.
Legal: Legal Research Assistant, Contract Analysis & Generation, etc.

1) Use Case Discovery
AI enablement workshop to targeted business group, use case discovery, and prioritization

2) AI Pilot
Deploy Avanade's Intelligent Search solution acceleration for rapid AI App development

3) Roadmap to Production
Personalize the AI Apps solution and provide production roadmap best practice & architecture

4) Plan Scale & Adoption
Discuss plan for AI strategic roadmap, AI pilot demonstration, and use case adoption

4) Scale
Discuss plan for your Data Platform and your teams, to continue to unlock value out of data



Get Started with Agentic AI Accelerator

with Avanade's 3A Approach

Work together with Avanade SMEs to understand and realize the business value of Agentic AI from Microsoft. Avanade will join your team on-site for remote to go in-depth on the business value of Agentic AI—the technical architecture and use cases that can be realized today. We'll workshop with you to identify the business scenario that drives the most benefit. We will then move to build and prove it can be done to showcase the value of this new technology for the business.



Do what matters

Fabric Value Accelerator

- A **four-week engagement** with one of the following:
- Accelerate Business Intelligence** for Power BI with Microsoft Fabric
- Connect Dynamics instances** and other CRM/ERP sources to Fabric
- Rapidly deploy your **end-to-end Modern Data Platform** and start exploring possibilities with Fabric

Azure Marketplace: [Avanade Fabric Accelerator – Modernize your Data Estate](#)



Azure AI Accelerator

- A **three-week engagement** that will prove the **value of generative AI** and provide customer with a **roadmap for future adoption**
- Enables a “chat with your data” **AI assistant** for one of your business use cases

Azure Marketplace: [Avanade Azure AI Accelerator – Intelligent Search / Chat with your Data](#)

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Agentic AI Accelerator

- A **four-week engagement** that will prove the **value of Agentic AI** and provide customer with a **roadmap for future high value agents**
- Enables you with an **Agentic AI business flow** for one of your business use cases

Avanade Offering Site: [Avanade Agentic AI Accelerator](#)