Sales POC using Copilot SDK and Foundry IQ

Microsoft

Sales POC App Url: https://salespoc.azurewebsites.net

Problem

- Sales teams need fast answers across fragmented data (customers, products, orders, reps, regions).
- Traditional BI/report workflows are too slow for in-meeting decisions.
- Non-technical users struggle to query operational data without analyst support.

Solution

- Sales POC provides one unified experience (Angular/Ionic web + mobile) for operational views and analytics.
- API-first integration through Azure API Management exposes governed Sales APIs and MCP endpoints.
- AI Foundry Sales Agent + chat assistant enables natural-language access to sales insights and documents.

Measurable Impact

- **Time-to-insight**: Less than **30 seconds** for common sales questions using **AI Chat Assistant**.
- **Self-service analytics adoption**: **95%** of seller queries answered without analyst escalation.
- **Sales operations turnaround**: 800 hours (20 FTEs) saved/week** via unified data + conversational workflows.
- **Platform efficiency**: backend idle/caching strategy reduces always-on compute cost while preserving UX.

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Architecture Diagram

1. Data Layer

- **Azure SQL**: customers, products, sales reps, orders, line items
- **Cosmos DB**: product descriptions
- **Blob Storage**: product docs
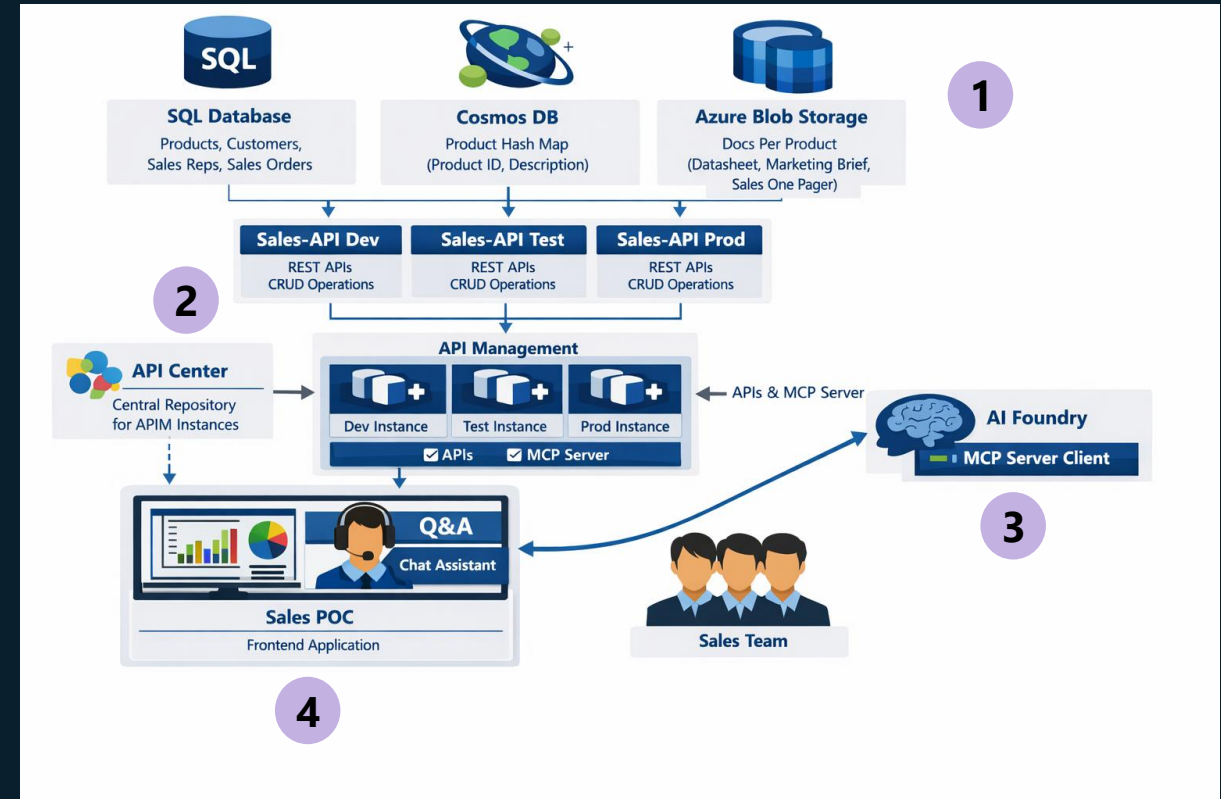 (datasheet, market brief, sales one-pager)

2. API + Governance Layer

- Sales API hosted on **Azure Container Apps**.
- **Azure API Management** as gateway for **REST** + **MCP** exposure.
- **Azure API Center** for discoverability and lifecycle governance

3. AI + App Experience Layer

- Azure **AI Foundry** hosts **Sales-Agent** using Sales API **MCP** tools.
- **Sales POC** UI consumes Sales API via **APIM** and exposes chat assistant to end users.

4. Operational Excellence

- Session caching + retry/circuit-breaker behavior improves resilience during backend cold-start.
- CI/CD-ready structure and environment-based configuration support enterprise rollout.

Repo URL(s)
- https://github.com/csdmichael/SalesPOC.UI - UI

Related repos:
  - https://github.com/csdmichael/SalesPOC.API – REST API - App Service
  - https://github.com/csdmichael/SalesPOC.Containerized.API - ACA
  - https://github.com/csdmichael/SalesPOC.DB – SQL, Cosmos, Blob
  - https://github.com/csdmichael/SalesPOC.AI – Foundry Agent
  - https://github.com/csdmichael/SalesPOC.MCP – MCP Servers
  - https://github.com/csdmichael/SalesPOC.APIM – API Management
  - https://github.com/csdmichael/SalesPOC.APIC – API Center