Microsoft

Getting started with Azure AI Foundry

Guy Gregory – Partner Solution Architect (Azure AI)

Introduction – Guy Gregory

Partner Solution Architect,
EMEA Partner Team (GPS)

Aligned to Azure AI

Focus on Channel Partner

20+ years of Microsoft
partner experience

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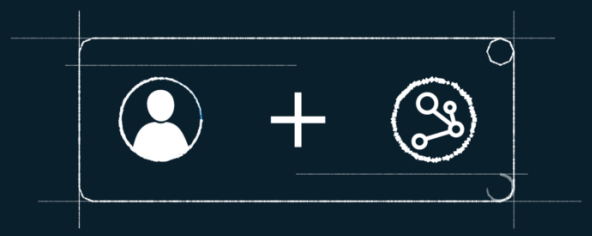
#1 Understand the opportunity of AI in the workplace:

The Journey to the Frontier ~~Firm~~ Partner

Phase 1
Human with assistant



Every employee has an AI assistant that helps them work better and faster

Phase 2
Human-agent teams

Agents join teams as "digital colleagues," taking on specific tasks at human direction

Phase 3
Human-led, agent-operated

Humans set direction and agents execute business processes and workflows, checking in as needed

https://aka.ms/wti

#2 Understand the business value of Azure AI Foundry

Azure AI Foundry

Copilot Studio

Visual Studio

GitHub

Azure AI Foundry SDK

Model Catalog

Foundational models | Open-source models | Task models | Industry models

Azure OpenAI Service

Azure AI Search

Azure AI Agent Service

Azure AI Content Safety

Azure Machine Learning

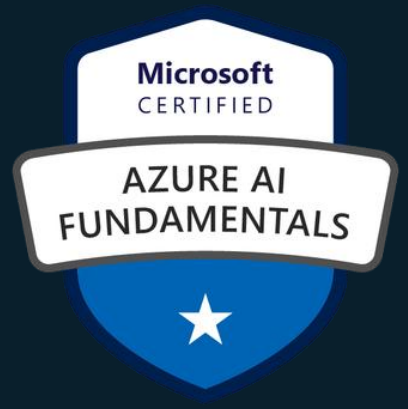
Evaluations | Customization | Governance | Monitoring

Observability

https://ai.azure.com

#3 Upskill your team:

Join the Microsoft AI Skills Fest (April 8th - May 28th)



https://aka.ms/AISkillsFest

#4 Activate your product benefits from the Partner Program

Enable your team

	Partner Launch	Partner Success Core	Partner Success Expanded	Solutions Partner	Specialized Partner
Azure bulk credit (per year)	$700	$2,400	$4,000	$6,000+	$12,000+

Quiz question:

How many books of AI-generated output could you produce with $700 of gpt-4o-mini output tokens?

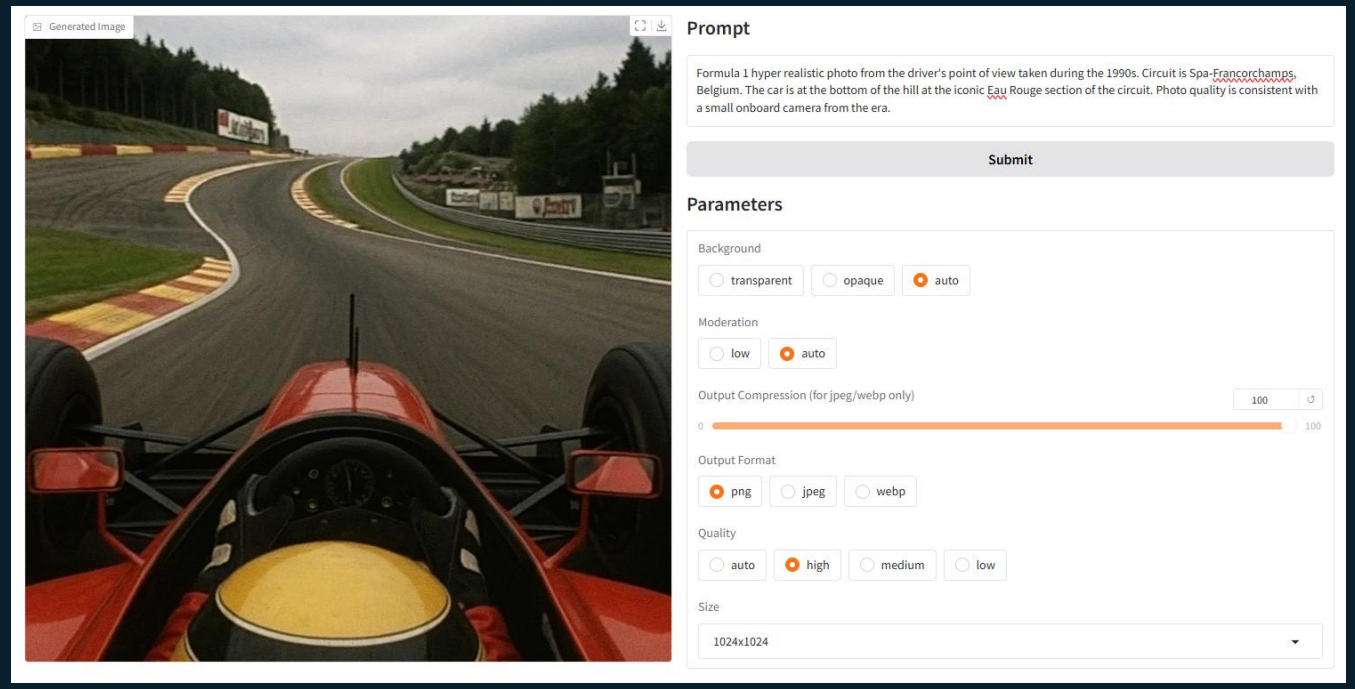
Answer:

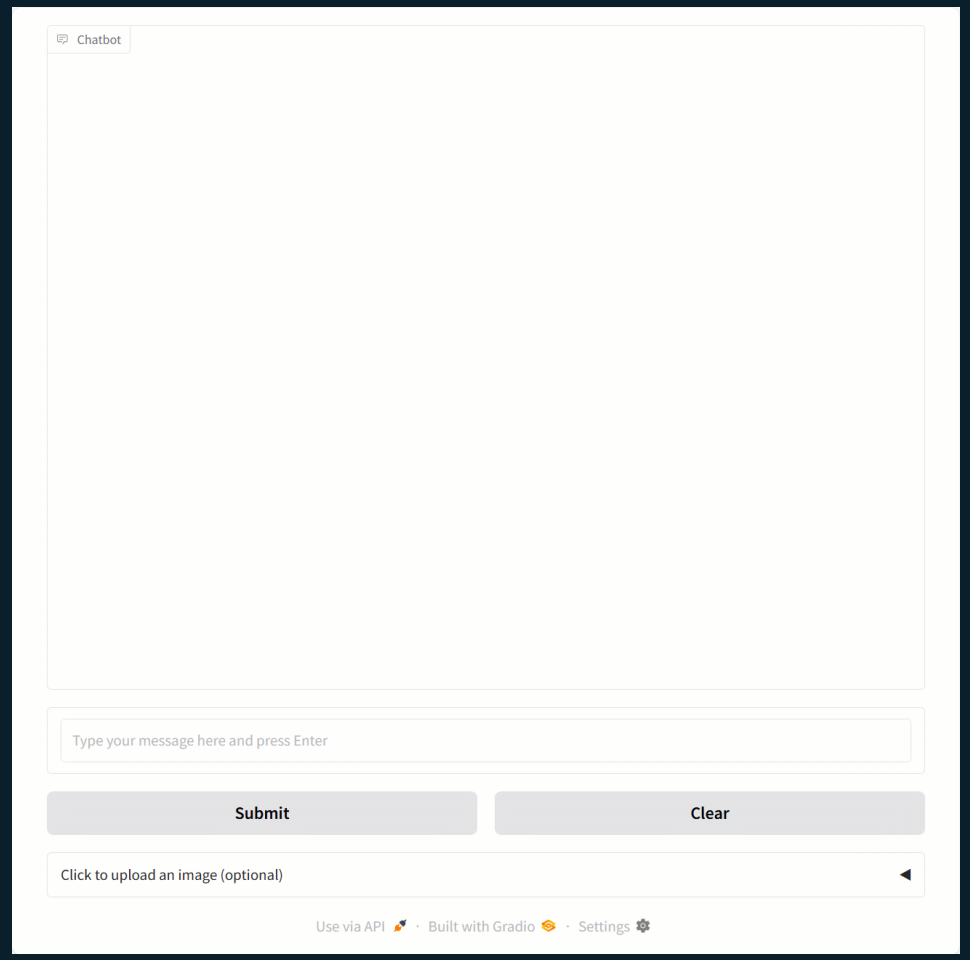
Approx. 10,000 books

https://aka.ms/PartnerProgramBenefits

#5 Be your own customer zero

Lead by example

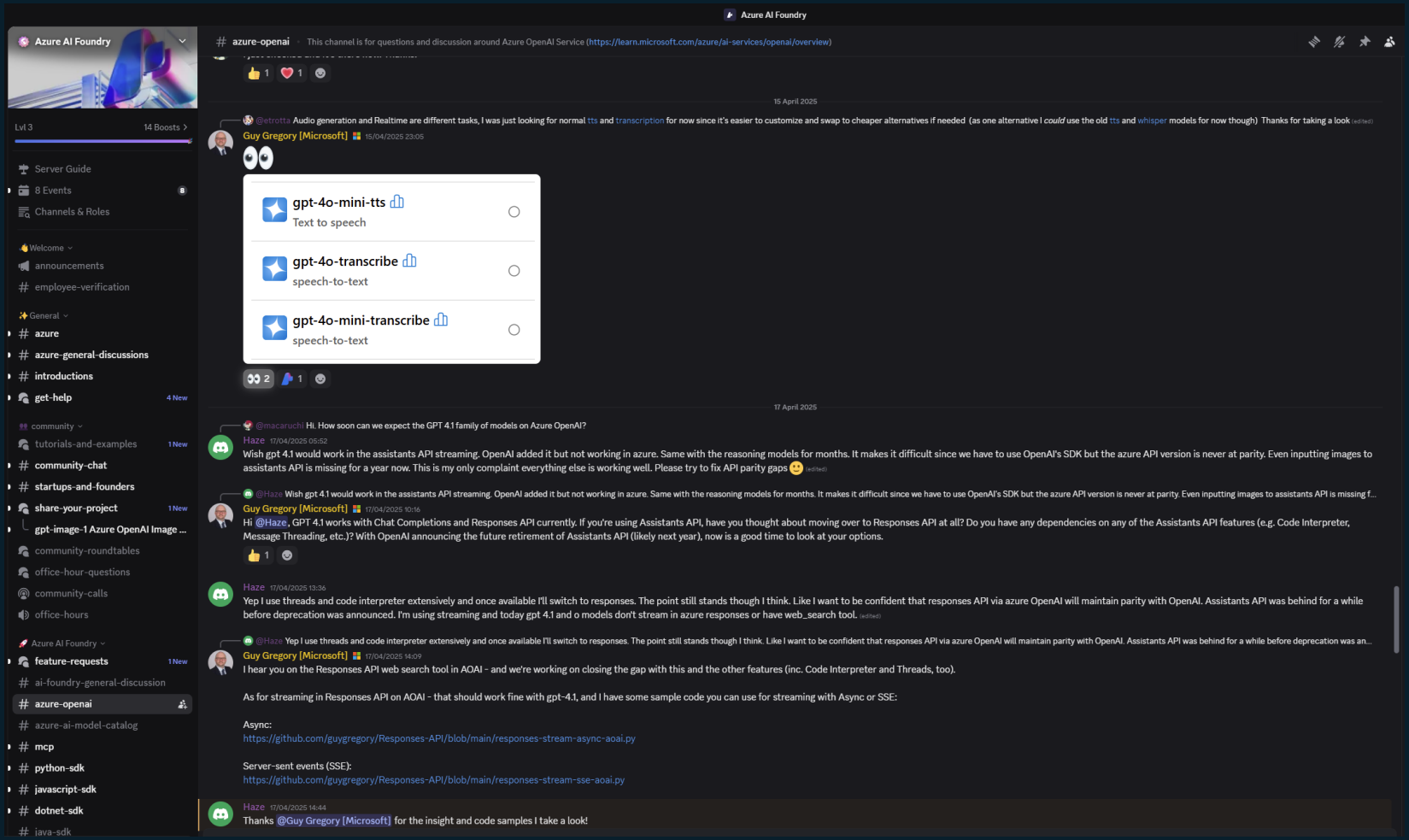




http://aka.ms/azureai-samples

#6 Join the Global Azure AI Foundry Community

Join 24,000 builders, and be part of the conversation



https://aka.ms/AzureAI/Discord

Summary

1. Read the 2025 Work Trend Index to understand the state of AI in the workplace: https://aka.ms/wti
2. Understand the business value of Azure AI Foundry: https://ai.azure.com
3. Upskill your team: https://aka.ms/AISkillsFest
4. Activate your product benefits from the Partner Program: https://aka.ms/PartnerProgramBenefits
5. Lead by example: http://aka.ms/azureai-samples
6. Join the Global Azure AI Foundry community: https://aka.ms/AzureAI/Discord

Microsoft

Thank you

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