



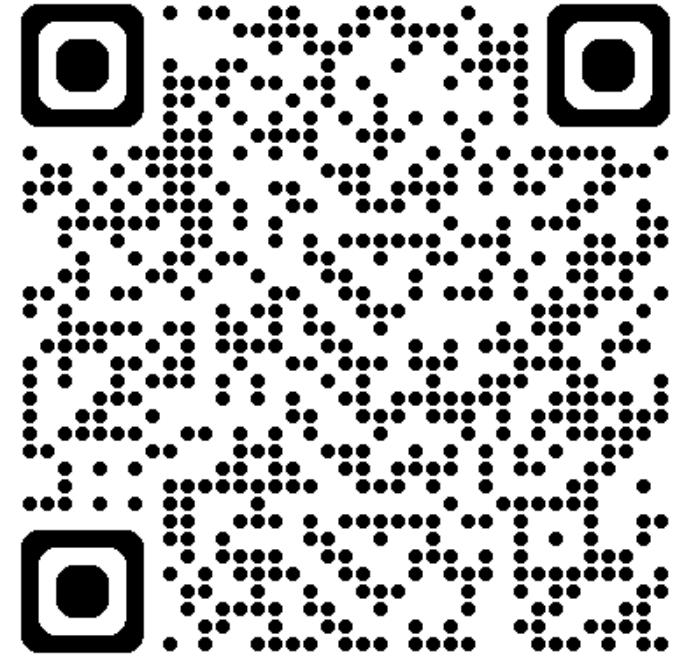
Microsoft Copilots for Modern Work The Partner Opportunity

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<http://aka.ms/ClimbDeck>

The Pace and Volume of Work have only increased

64%

of employees don't have
enough time or energy to
do their job

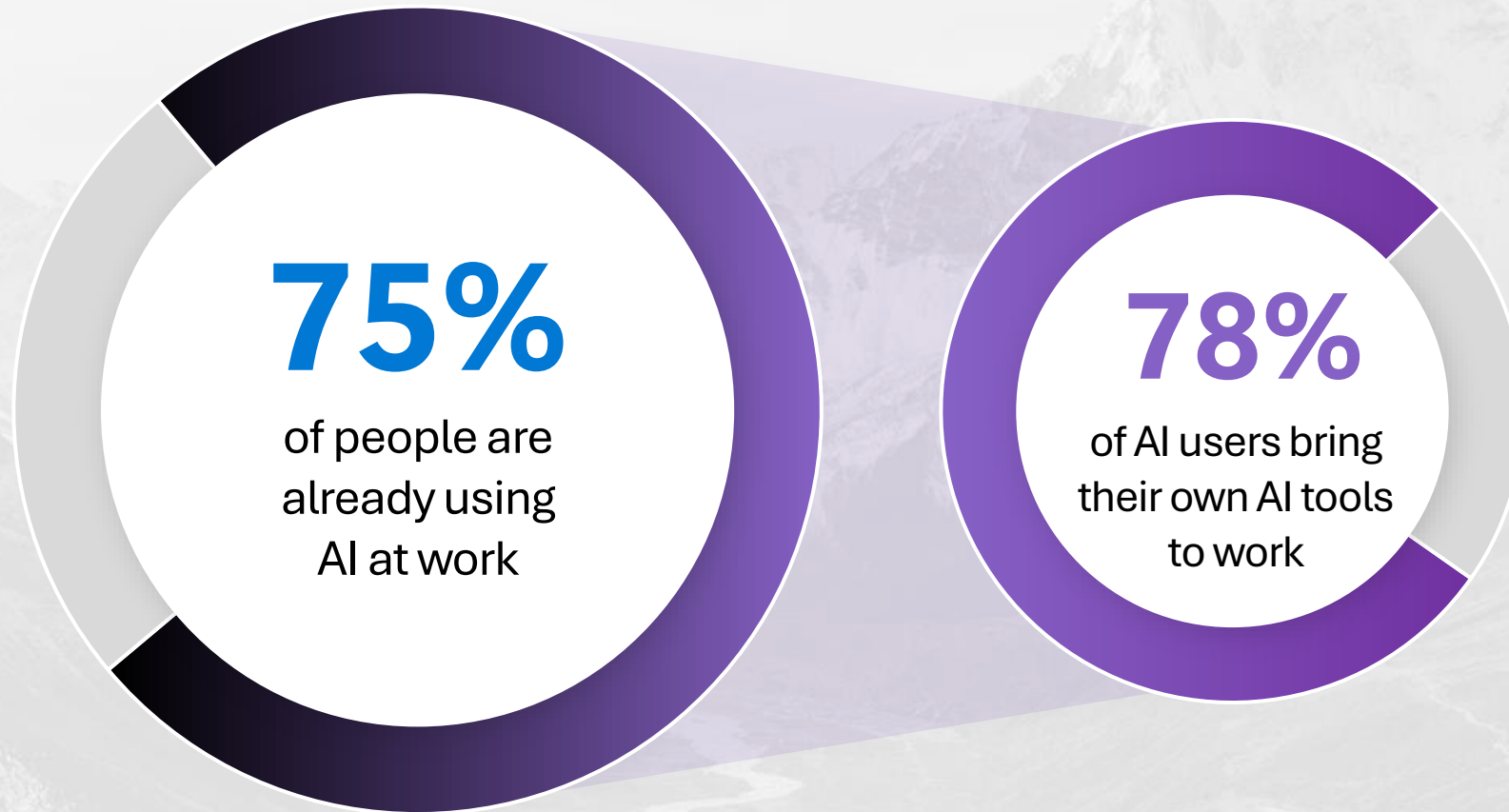
3x

More meetings
than 2020

18

Searches
per day

AI has come to work



A new AI Power User emerges

AI Power users save on average 30 minutes per day—that's over 10 hours per month.



AI makes their workload more manageable



boosts their creativity



helps them focus on the most important work



makes work more enjoyable

A Copilot for every role and Microsoft Cloud experience

Every employee

Copilot for Microsoft 365

Works alongside you in the apps you use every day.

[Learn more >](#)

Microsoft Copilot Enterprise Pro

AI-powered chat with commercial data protection.

[Learn more >](#)

Windows Copilot

The first centralized AI assistance on a platform.

[Details coming soon](#)

Functional business roles

Microsoft Sales Copilot

Maximize productivity with the AI assistant designed for sellers.

[Learn more >](#)

Dynamics 365 Copilot

Turbocharge your workforce with a copilot for every job role.

[Learn more >](#)

Security and IT professionals

Microsoft Security Copilot

Defend at machine speed with Microsoft Security Copilot.

[Learn more >](#)

Developers and data professionals

GitHub Copilot

Increase developer productivity to accelerate innovation.

[Learn more >](#)

Power Platforms Copilot

Imagine it, describe it, and Power Platform builds it.

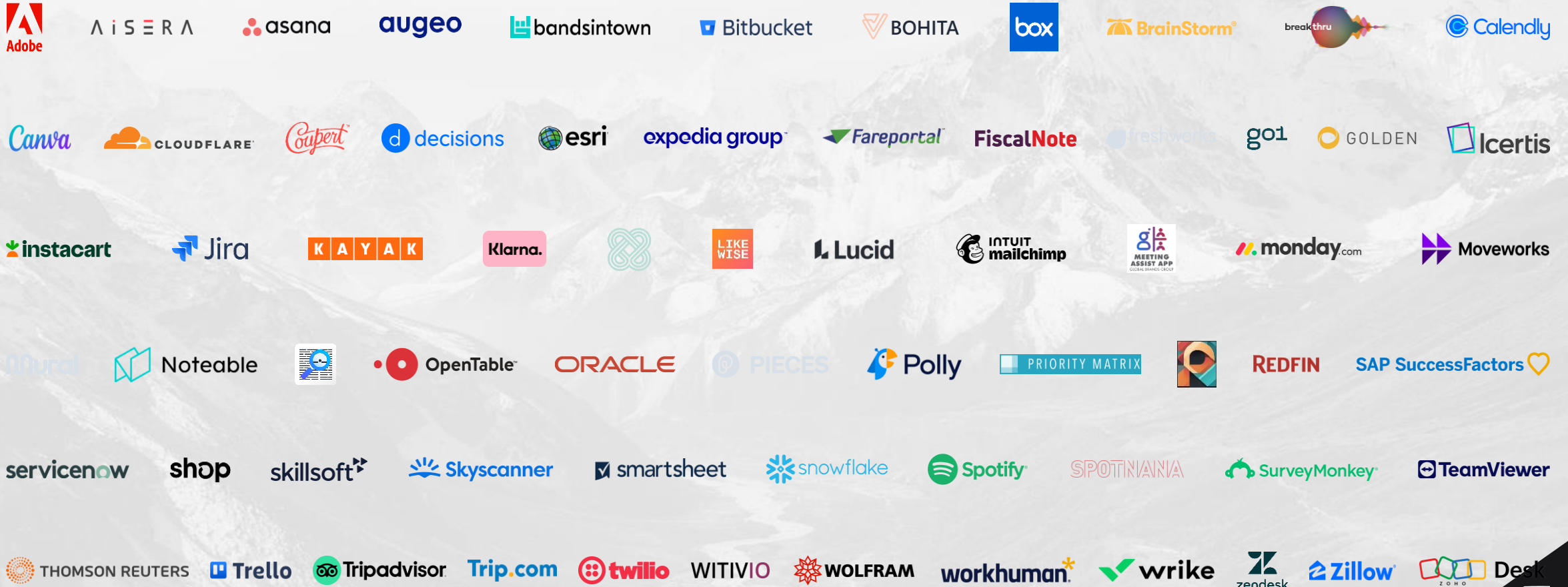
[Learn more >](#)

Copilot for Microsoft Fabric

Infusing the power of large language models into Power BI.

[Learn more >](#)

Leading SaaS providers are building plugins





Microsoft 365 Copilot Advantage

Your AI assistant for work

Integrated in the tools millions use every day

Word, Excel, PowerPoint,
Outlook and Teams

Understands your work context

Trillions of signals in the Microsoft
Graph deliver personalized and
relevant responses

Extends to your business data

1400+ pre-built connectors to reason
over your systems of record and
line of business apps

Customize to make it your own

Create agents with your 1P or 3P data
and apps using Copilot Studio

Enterprise-grade security, privacy, and compliance

Inherits Microsoft 365 security, permissions,
policies, and admin controls. Built-in data
governance with enterprise data protection.
Responsible AI

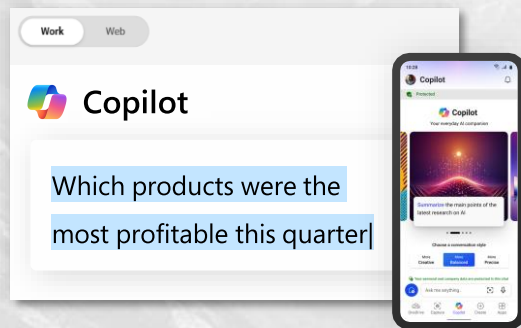
Measure AI impact and business value

Tools to drive adoption and impact with
Copilot Lab, Learning Academy and the
Copilot Dashboard



Microsoft 365 Copilot

Your AI assistant for work



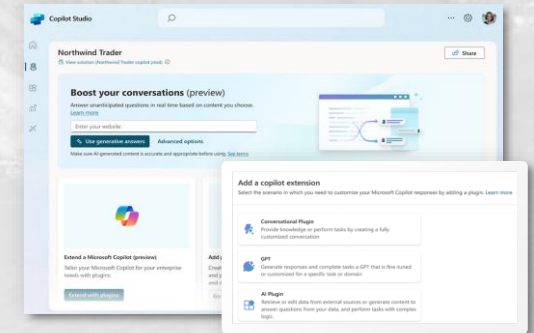
Single chat destination
for web and work



Microsoft 365
Apps



Microsoft
Graph



Copilot
Studio

Enterprise-grade security, privacy, and compliance

Microsoft 365 Copilot is the AI assistant you can trust



Security

Honors your existing permissions

Persistent label inheritance
and DLP policies

Risk-based conditional access and
endpoint management



Governance & Compliance

Ramp your data preparedness for AI

Detect and investigate non-
compliant usage

Guided assistance to remain
compliant with AI regulations



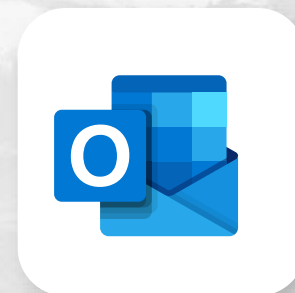
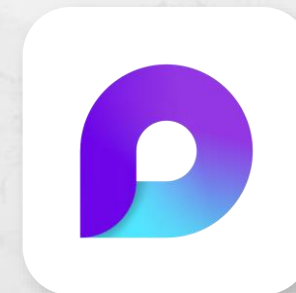
Privacy

You control your data

You control your data location

Your data isn't used to train
foundation models

Your Microsoft 365 security, governance, compliance, and privacy policies





Copilot Studio

Customize Microsoft 365 Copilot

Connect with your data sources outside
of Copilots' out-of-box reach

Call your redesigned business
processes and workflows

Configure Copilot responses
to specific questions

Build a plugin



with Copilot Studio
(included in Microsoft 365 Copilot)

Build your own custom copilots

Enhance customer experiences by adding a copilot
to your external website or other channels

Build an internal copilot outside of Microsoft
Copilot to help employees with specific functions

Managed SaaS, no infrastructure, built in security
and governance

Build with low code



with Copilot Studio
(standalone)

Wave 2



Microsoft 365
Copilot

UI for AI

Announcing



Copilot agents



**Microsoft 365
Copilot**

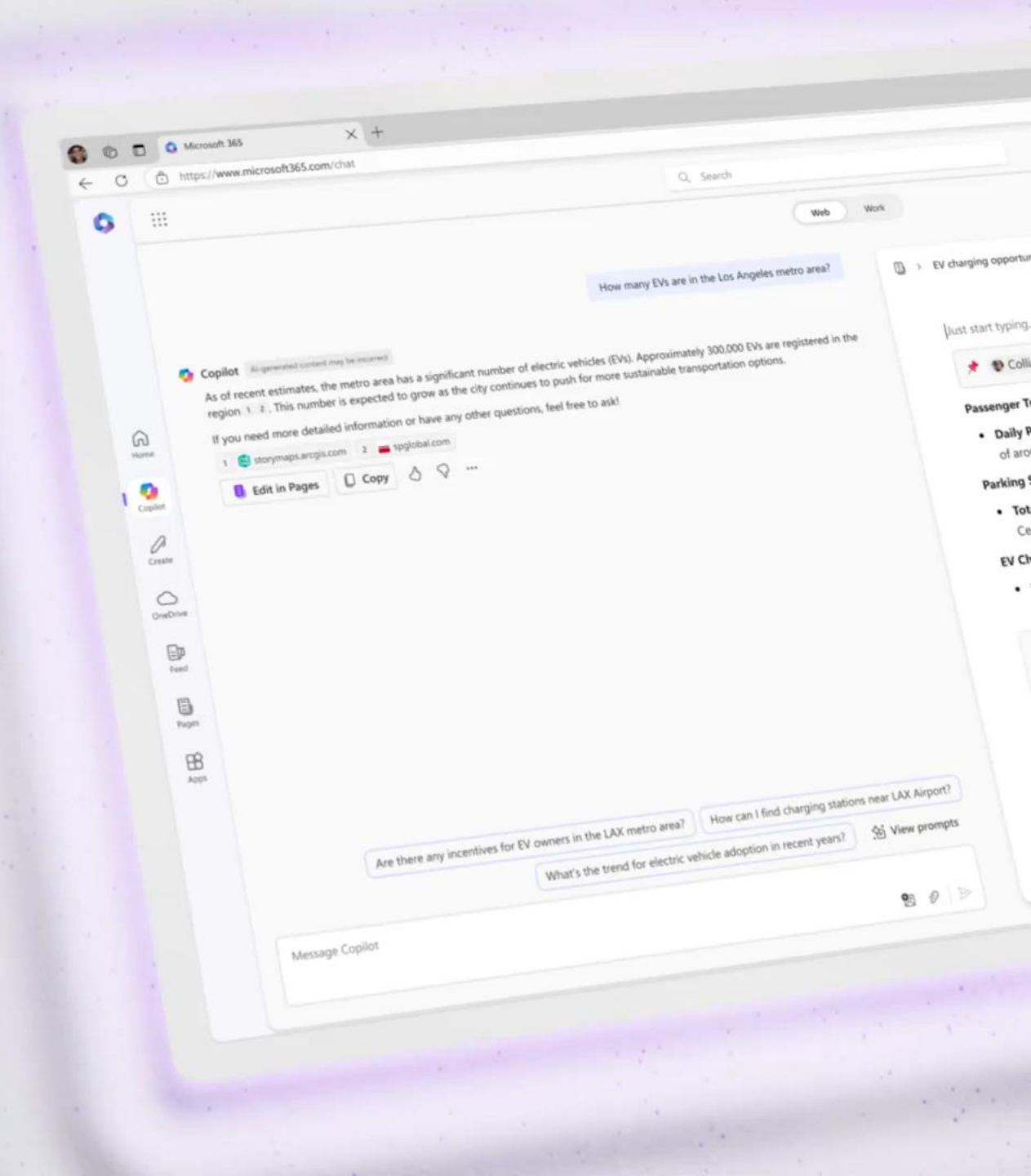
Announcing



Copilot Pages

Generally available

Microsoft 365 Copilot Copilot Pages in BizChat



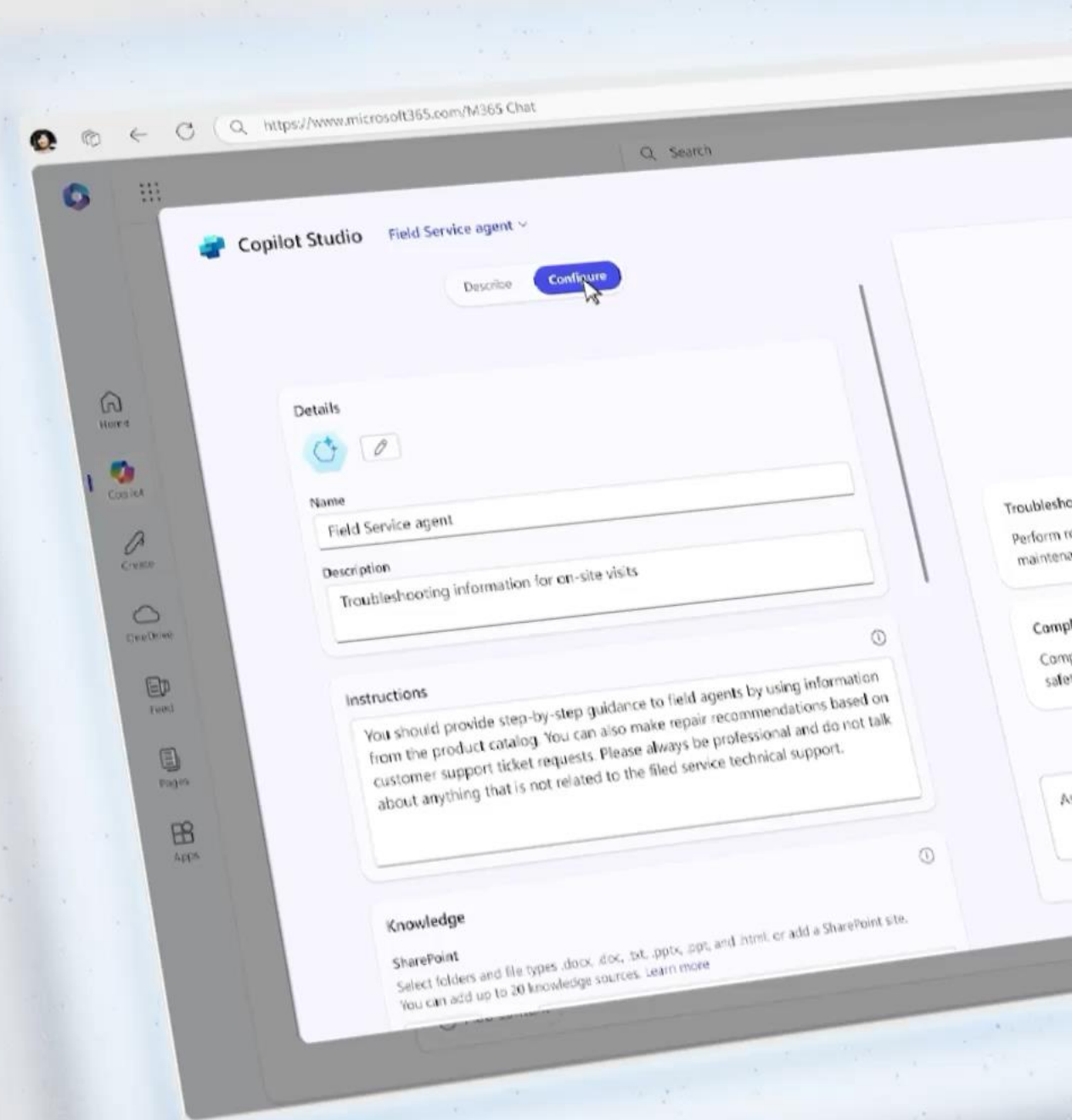
Announcing



Copilot agents

Generally available

Microsoft 365 Copilot Copilot Studio Agent builder

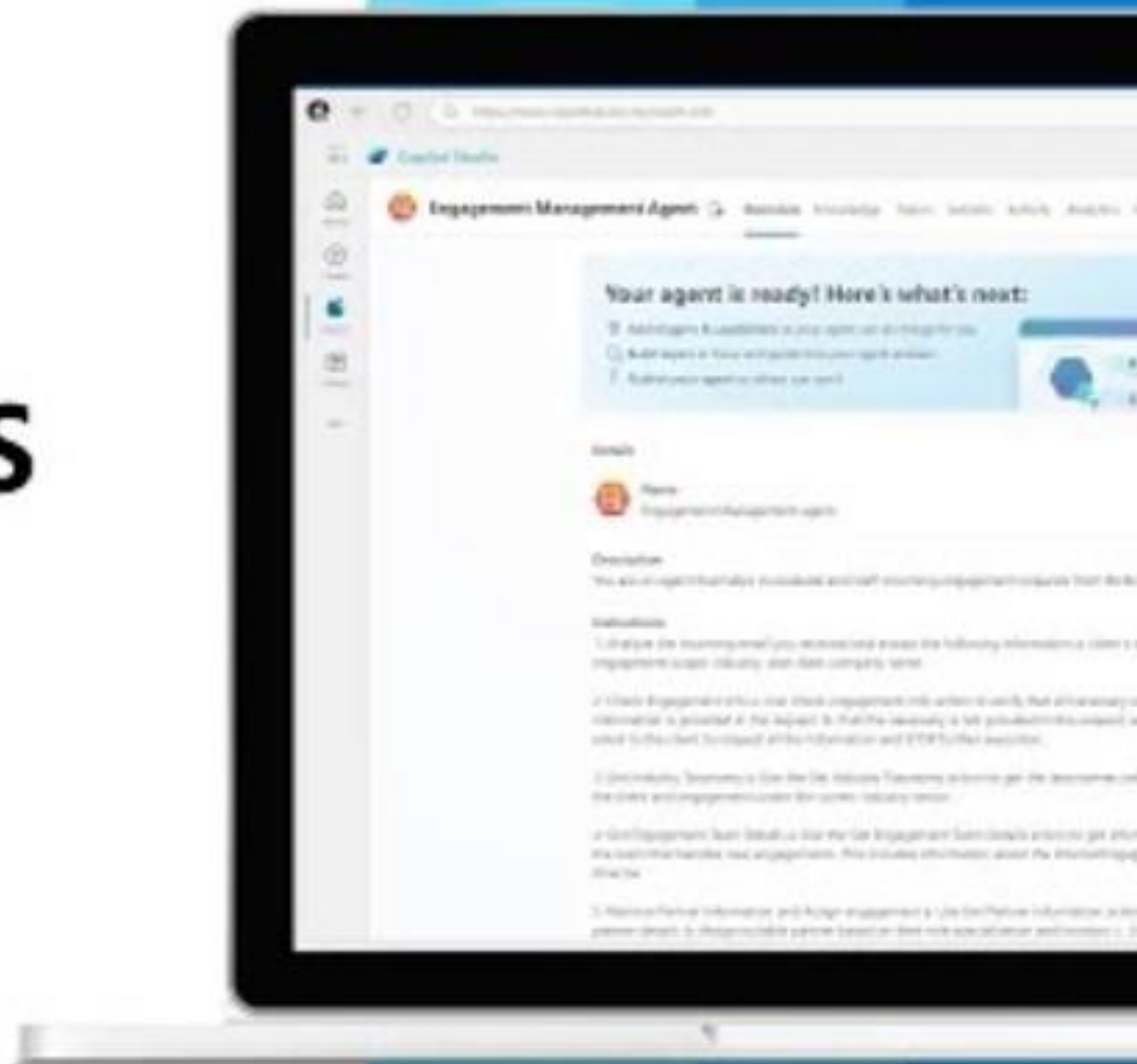



Copilot Studio

Autonomous Agent



Microsoft





The opportunity to
lead the AI transformation
is ours

190M
addressable seats

Package Microsoft 365 Copilot Services

Drive innovation and business transformation for customers around the world with Copilot for Microsoft 365 offers. Tap into the millions of Microsoft customers and bring generative AI to the productivity suite they know and trust, setting them up for success with pre-sales and post-sales support alongside best-of-breed protection and education. Take innovation to a new level and amplify the capabilities of Copilot with the power of plugins and Microsoft Graph.

AI + Microsoft 365 Copilot Advisory

- Lead business transformation conversations with Copilot
- Provide guidance for the responsible use of AI
- **Identify personas and scenarios that would deliver the most value if reimagined with AI**

Microsoft 365 Copilot Readiness

- Assess licensing and technical readiness
- **Assess customer data protection and governance**
- Showcase the benefits of Copilot
- Identify high-value scenarios

Microsoft 365 Copilot 365 Deployment

- Close readiness gaps
- Build a business case
- Plan customer success with Microsoft account teams
- **Evaluate Microsoft 365 tenant usage and configure security and compliance**
- Launch pilot

Adoption & Change Management

- **Drive change management programs**
- Establish employee communication channels
- Measure business impact
- Conduct employee training
- Continuously support and optimize

Microsoft 365 Copilot Extensibility

- Conduct line-of-business app assessments
- **Extend value with Copilot plugins and connections**
- Connect data to Microsoft Graph and Dataverse
- Deliver integration, customization, and configuration services

Partner practice development resources
<https://aka.ms/AIFutureOfWorkPartner>

Microsoft 365 Copilot Ready

Customer on
Microsoft 365
E3/ME5
/Biz Premium

Yes?

Lead with Copilot

Address technical readiness gap

Copilot uses information available to users within the MS Graph. To retrieve their business data, users will need to deploy and adopt Microsoft 365 first.

Enable Copilot Center of Excellence

Leverage [deployment and adoption resources](#)

No?

Lead with Secure Productivity + Copilot

Deploy Microsoft 365 E3/BP

Drive usage & pitch Copilot

Microsoft 365 is foundational to being AI ready. Although Copilot will be a difference license, customers will need to be on Microsoft 365 E3/E5 as a base license.

Leverage the [Microsoft 365 E3 offers and promos](#)

**Copilot
ready**



**Deploy
Copilot**

Be your own Customer Zero

Microsoft 365 Copilot CSP Partner 15% Off Promotion

Getting Started with Copilot for Microsoft 365 promotion, which provides CSP partners 15% off the net partner price for all new customer subscriptions between **10 and 300 Copilot licenses**.

Microsoft Partner Package Benefits Update

Scheduled for **January 22, 2025**, Microsoft will enhance the benefits included within the **Expanded Partner Benefits Package** with new AI solutions which include **2 Microsoft 365 Copilot licences**.

Microsoft Modern Work Designation Benefits Updates

Scheduled for **January 22, 2025**, Microsoft will enhance the benefits when a partner attains the **Solutions Partner Designation for Modern Work** with new AI solutions including **5 Microsoft 365 Copilot licences**.

Updated Benefits – January 22nd

Partner Success Expanded Benefits

- **Copilot for M365**
- **Copilot for Sales**
- **Copilot for Finance**
- **Copilot for Service**
- M365 Business Premium (no Teams)
- Teams Enterprise
- Entra ID P2
- Microsoft Defender for Endpoint P2
- Teams Rooms Pro
- Teams Premium
- Microsoft Syntex/SharePoint Premium
- D365 Team Members
- Concierge
- D365 Finance Premium
- Power Apps Premium
- Power Automate Premium
- Power Automate Process
- Windows Server Standard - per core (2025)
- Windows Server CALs (2025)
- Windows Server Remote Desktop Services (RDS) CALs (2025)
- Windows Server Datacenter - per core (2025)

Solutions Partner designations²

- **Copilot for Sales**
- **Copilot for Finance**
- **Copilot for Service**
- **Copilot for M365**
- Concierge
- Entra ID P2
- Microsoft Defender for Endpoint P2
- D365 Team Members
- D365 Finance Premium
- Power Apps Premium, Power Automate Premium
- Windows Server Standard - per core (2025)
- Windows Server CALs (2025)
- Windows Server Remote Desktop Services (RDS) CALs (2025)
- Windows Server Datacenter - per core (2025)
- Power Automate Process
- Teams Enterprise
- M365 E3 (no Teams)
- Teams Rooms Pro
- Teams Premium
- Microsoft Syntex/SharePoint Premium
- M365 Business Premium (no Teams)
- M365 E5 (no Teams)

Specializations³

- **Copilot for Sales**
- **Copilot for Finance**
- **Copilot for Service**
- **Copilot for M365**
- **Copilot for Security (via Azure Credits)**
- **GitHub Copilot Enterprise (via Azure Credits)**
- GitHub Enterprise Metered (via Azure Credits)
- Entra ID P2
- Microsoft Defender for Endpoint P2
- Partner Marketing as a Service
- Teams Enterprise
- M365 E3 (no Teams)
- D365 Team Members
- Increase Biz Apps Specialization Cap to 3
- D365 Finance Premium
- Power Apps Premium
- Power Automate Premium
- Power Automate Process
- Teams Rooms Pro

<https://aka.ms/solutionspartner.benefits>



Upcoming Webinars

8 NOVEMBER 2024

What's new in Azure AI

See More



12 NOVEMBER 2024

How to Make Copilot Work
for Your Business

See More



14 NOVEMBER 2024

Copilot for Security -
Harnessing AI for Safer
Environments

See More



<https://www.cloudchampion.co.uk/>



Microsoft Ignite

November 19–21, 2024

<https://register.ignite.microsoft.com/>



How Climb Help

- Assessment & Management Vendors
- Capability Demos
- Assessment & Adoption Services
- Let's Chat!

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