



Do More With Microsoft 365

SANADOR

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December 22nd 2023



Agenda

Do More With Microsoft 365 introduction

High value scenarios overview:

1. Zero Trust foundations
2. Streamline endpoint management
3. Boost productivity and collaboration
4. Elevate productivity with Microsoft 365 Copilot

Explore a real-world cost savings scenario with the Value Calculator

Next steps

The pace of work is outpacing our ability to keep up

AI-powered tools represent an enormous opportunity

64%

of people have struggled with finding time and energy to get their work done

3x

Amount by which time spent in Microsoft Teams meetings and calls has increased per week since February 2020

70%

Share of people who would delegate as much as possible to AI to lessen their workloads

2x

Likelihood of a leader to say AI will provide value by boosting productivity vs. cutting headcount

A whole new way to work

Imagine the future of work with Microsoft 365 Copilot



Are you ready to join the era of AI?

Pivoting to a proactive AI strategy (Access, Devices, and Data)

A complex, disconnected tech stack limits the power and promise of AI



• Do you have comprehensive 'Zero-Trust' security?

AI introduces new vectors for security risk with repercussions like data breaches, financial losses and reputational risks. Zero-trust using anomaly detection can **tighten access controls** and **minimize security breaches**.

• Are your endpoints and apps easily managed?

A modern tech stack is critical to success with AI, so IT teams can easily enhance **data loss protection** controls, apply **robust data governance** and enforce data retention policies and access rights.

• Is your data unified and readily accessible?

Companies that have not yet found ways to **unlock data silos**, harmonize their data, and make it **readily accessible** will be unable to fine-tune generative AI to unlock more of its transformative uses.

Three steps to achieve foundational productivity with Microsoft 365 E3 and Copilot

Cut through complexity and get to the new era of work

With Microsoft 365 E3:

- 1 Set up a strong Zero Trust foundation**
Verify explicitly, use least privilege access, and assume breach
- 2 Streamline endpoint management**
Protect, manage and support all endpoints and apps
- 3 Drive productivity and collaboration**
Improve productivity and foster a culture of collaboration with connected experiences



Elevate productivity with Microsoft 365 Copilot

The journey to a new way of working

Set up a strong Zero Trust foundation

Secure and manage identities

Defend against threats on multi platforms

Protect sensitive information across data estate

Streamline endpoint management

Improve IT efficiency

Manage and protect any endpoint

Deliver the best experience with Windows 11

Drive Productivity and Collaboration

Empower employees with best-in-class productivity apps

Get everyone connected and working together

Bring your data to life with Semantic Index

Elevate Productivity with



Microsoft 365 Copilot

Zero Trust is the foundation to great security

Secure and manage identities



Defend against threats on multi platforms



Protect sensitive information across data estate



More than 1,287 password attacks every second¹. That's more than 111 million a day

Users are 71% more likely to be infected on an unmanaged device²

Nearly 7 in 10 organizations have been compromised by shadow IT in the past year³

¹ [Microsoft Security Copilot: How does it help you protect your data?](#), Intelequia, Apr 2023

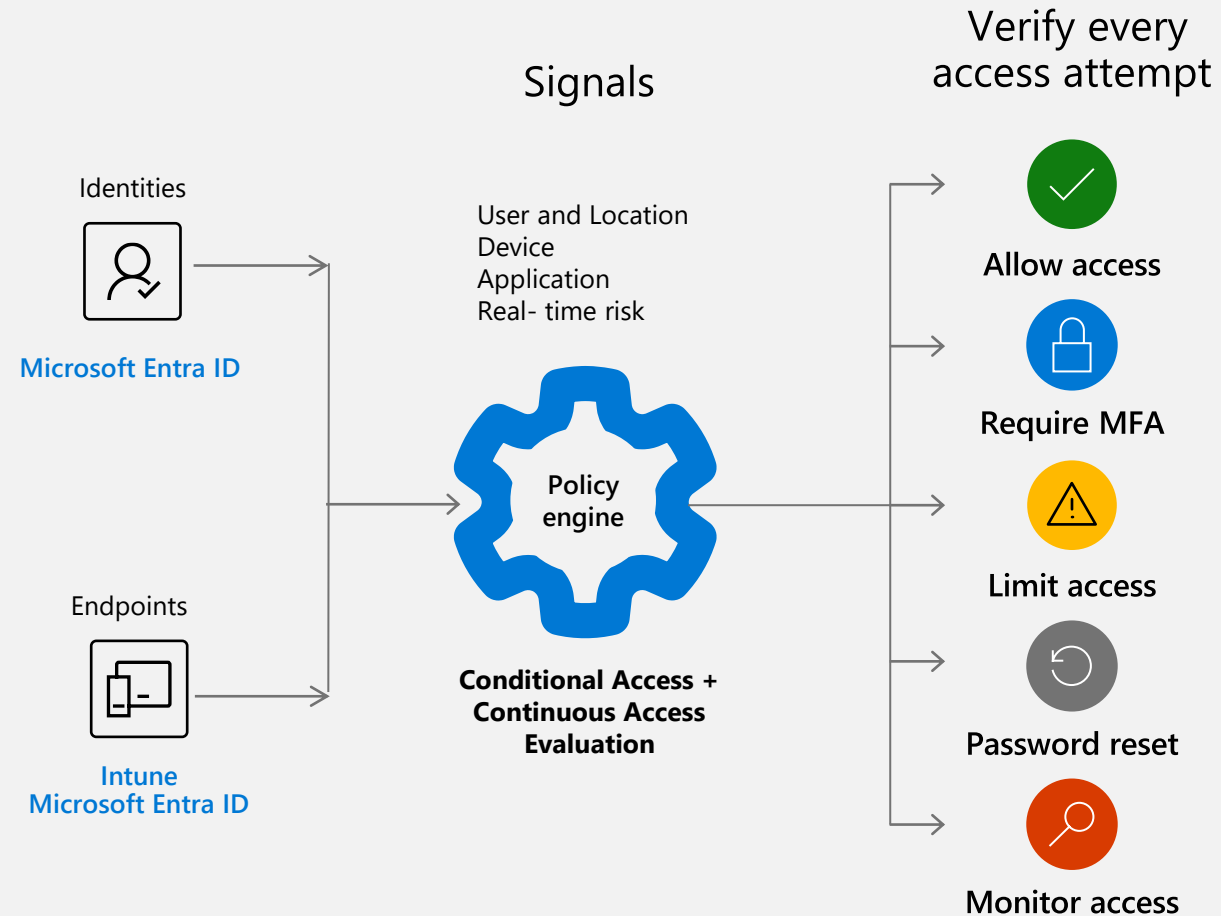
² [Anatomy of a modern attack surface](#), Microsoft Security Insider, May 2023

³ [The State of Attack Surface Management 2022](#), Randori, 2022.

Secure and manage identities

- 1 **Enhance security, simplify access,** and set smart policies with a single identity platform
- 2 **Craft your path to passwordless** with adaptive policies requiring multifactor authentication and phishing protection
- 3 **Give users prompts** to unblock themselves and get back to work with password change or reset—no admin or help desk needed
- 4 **Perform Continuous Access Evaluation** to remediate potential compromise in real-time

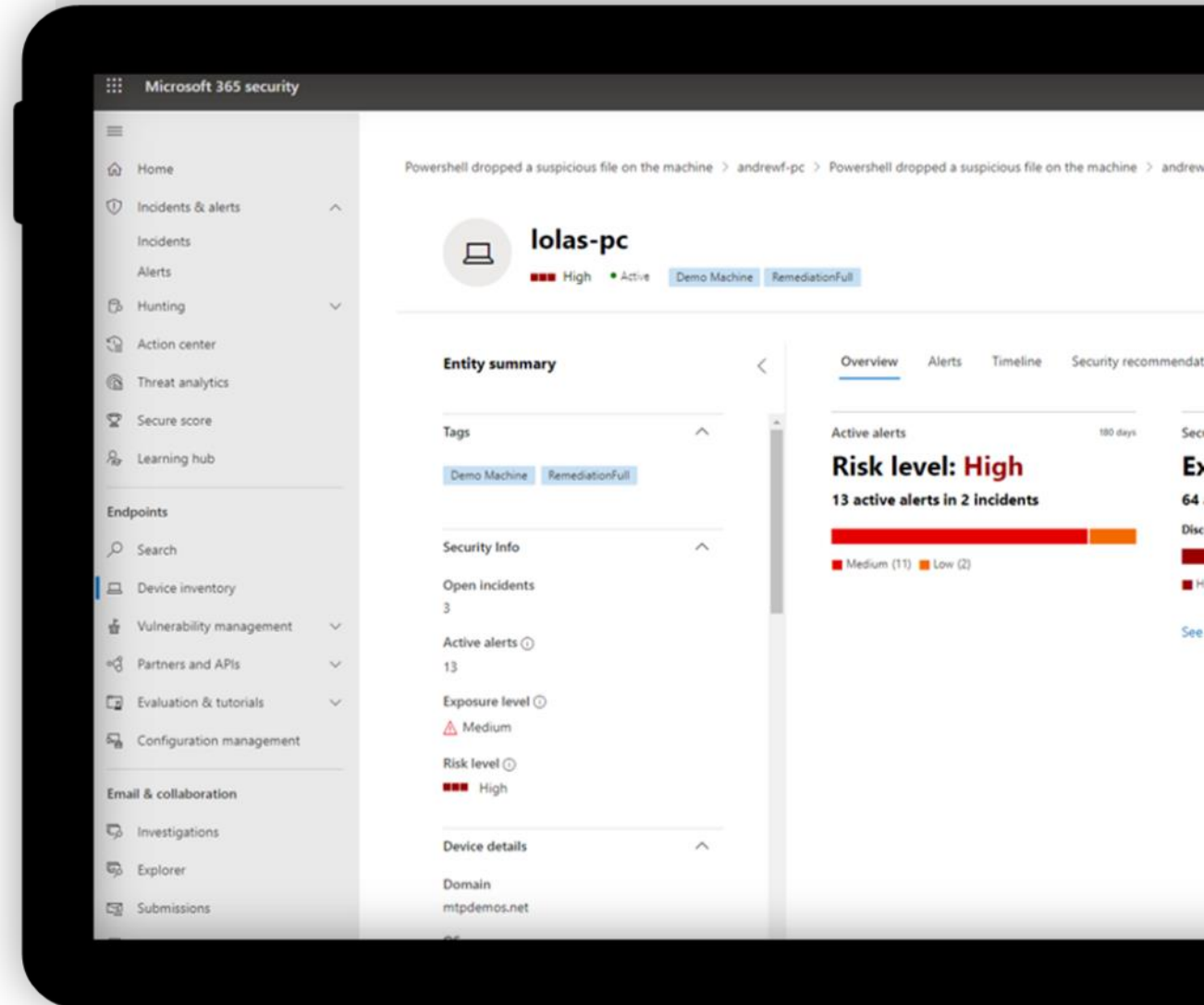
Microsoft Entra ID



Defend against threats on multi platforms

- 1 **Help reduce risks** with threat detection and remediation
- 2 **Assess security posture**, isolate threats, and proactively block malware
- 3 **Help keep software current** with automated updates and ensure patches are deployed in a timely and efficient manner
- 4 **Enable device-based conditional access** for added data protection and breach prevention

Microsoft Defender for Endpoint
Microsoft Intune
Windows Autopatch
Windows 11 Enterprise

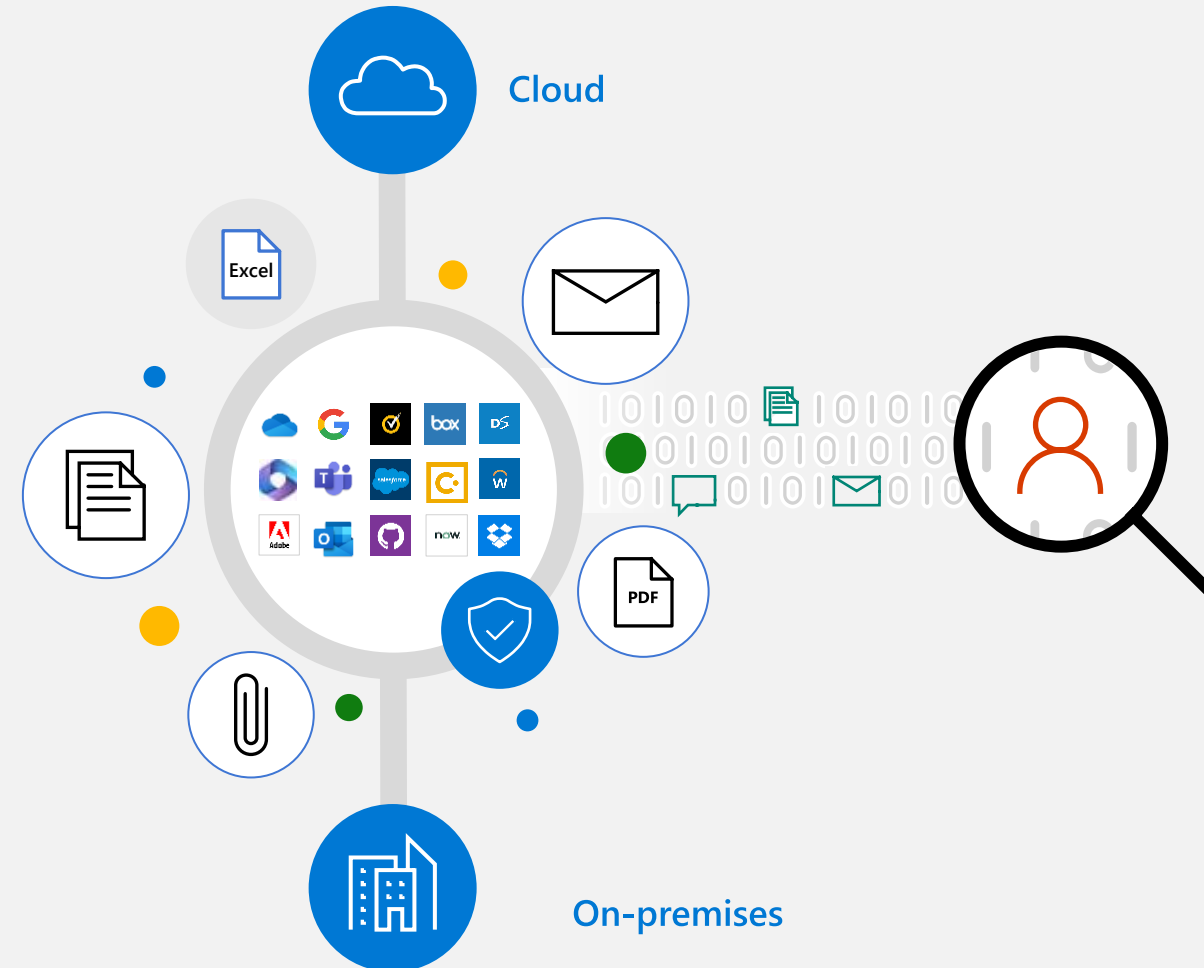


Protect sensitive information across your data estate

- 1 **Encrypt data** at rest, in transit, and in use
- 2 **Discover and classify sensitive** content at scale and extend protection to Microsoft and non-Microsoft apps
- 3 **Address threat of data theft or exposure** from lost, stolen, or inappropriately decommissioned computers
- 4 **Preserve content** by custodian and send hold notifications

BitLocker

Microsoft Purview Information Protection
part of Microsoft Purview





Total Economic Impact

Microsoft 365 E3 has several features that enhance organizational security and improve the composite organization's ability to identify, investigate, and remediate threats

35%

reduction in likelihood
of a data breach

\$1.2M

in value of reduced risk over three
years (more than \$40 per person)

Microsoft Entra is consistently recognized as a Leader by industry analysts



According to Gartner

Microsoft shows a strong vision, obtaining the highest scores among all vendors in market understanding, sales strategy, business model and geographic strategy. Microsoft Entra is a core piece of its cybersecurity strategy, which is tightly integrated with its successful Office and Microsoft 365 sales motions.

Source: Gartner Magic Quadrant for Access Management, November 2022

Hear from our customers



Microsoft enabled secure access to data from any device and from any location. The Zero Trust model has been pivotal to achieve the desired configuration for users, and Conditional Access has helped enable it.”

Arshaad Smile

Head of Cloud Security

Standard Bank of South Africa



Usually there are tradeoffs between security and usability, but by introducing Microsoft 365 we can handle both of these contradictory elements. Introducing it was a good policy.”

Kentaro Watanabe

Director of Infrastructure and Security Group,
Senior Manager of ICT Strategy Division

FUJIFILM Holdings Corporation



There aren't too many vendors on the planet that can create a solution capable of providing consolidated insights into large, complex environments like ours. That's why we chose Microsoft.”

— **Thomas Mueller-Lynch**

Service Owner Lead for Digital Identity
Siemens



Streamline endpoint management

Manage company-owned and BYO devices

Deliver the
best experience with
Windows 11

Manage and protect any
endpoint from the cloud

Simplify and optimize endpoint
estate to improve IT efficiency

87% of employees offered some flexible work options use them, working remotely on average three days per week¹

86% of security leaders agree that outdated PC hardware leaves organizations more vulnerable²

72% of organizations reported increased complexity within their IT environment over the past two years³

¹ [Americans are embracing flexible work—and they want more of it.](#) McKinsey, June 2022

² [Microsoft Security Signals Boost SDM Research Learnings.](#) Hypothesis Group, Sep 2021

³ [REPORT: 4 key factors driving it complexity](#) Axonius Report, May 2021

Deliver the best experience

- 1 **Keep people, data, and devices protected** and private through hardware and software security designed to work together
- 2 **Reduce disruptions** with unobtrusive IT features and experiences to help employees stay focused
- 3 **Upgrade to Windows 11 with confidence**, with over 99% app compatibility and App Assure¹
- 4 **Embrace inclusivity** with enhanced accessibility, e.g., system-wide live captions, natural voice access

Windows 11 Enterprise
App Assure and Test Base
Microsoft Intune



¹Based on Microsoft AppAssure data 2018-2021.

Streamline Endpoint Management

Manage and protect any endpoint from the cloud

- 1 **Manage company-owned and BYO** devices with a single solution providing visibility, recommendations, and data
- 2 **Get on-by-default security** that complies with Zero Trust requirements and automatic updates to Windows and Microsoft 365
- 3 **Build endpoint compliance** with modern servicing of Windows devices
- 4 **Set Conditional Access** and app-based conditions policies

Microsoft Intune

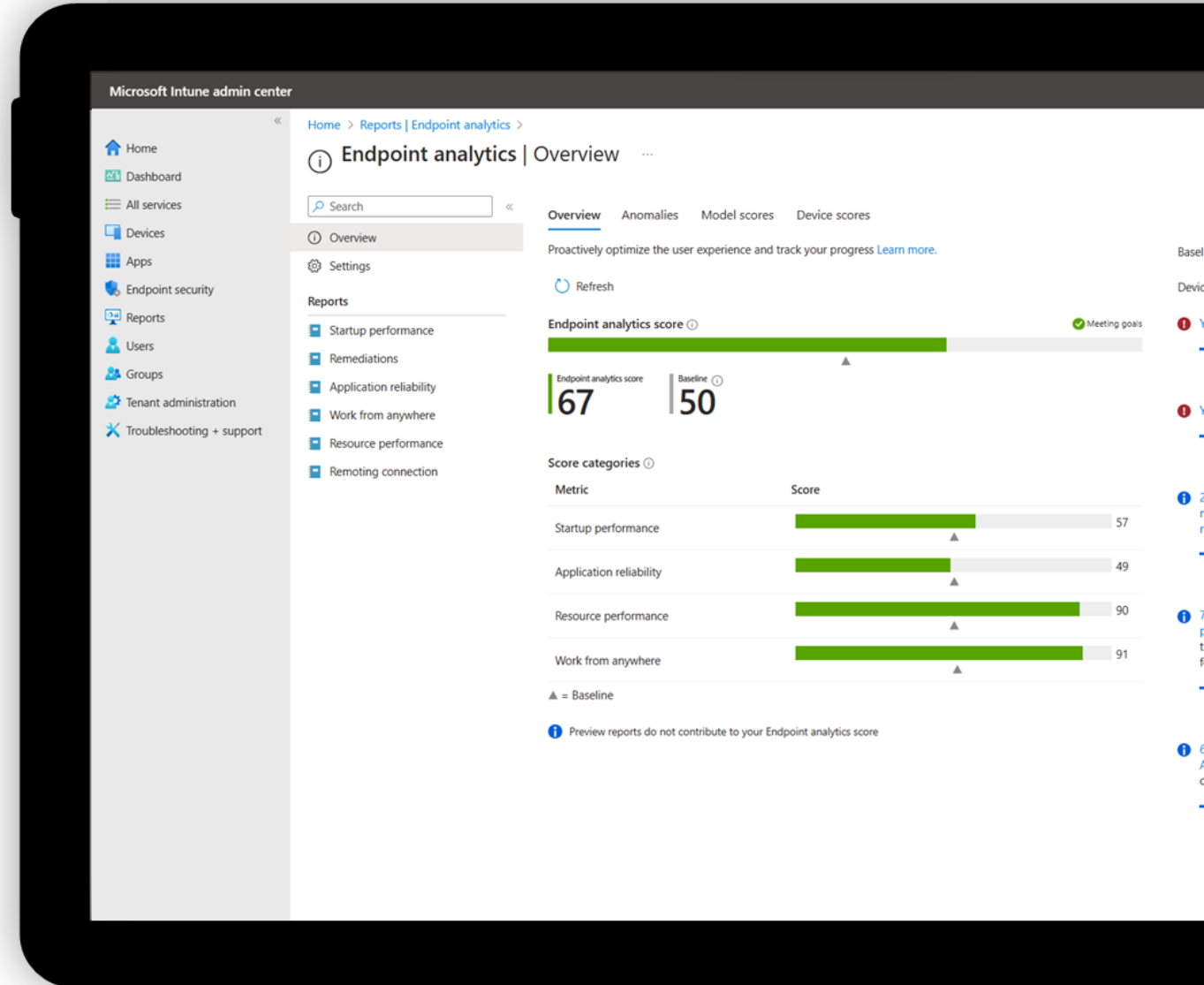


Streamline Endpoint Management

Simplify and optimize your endpoint estate to improve IT efficiency

- 1 **Detect and proactively remediate** issues before they impact employees' experiences
- 2 **Eliminate print servers on premises** and give employees an easier alternative than installing printer drivers on endpoints
- 3 **Deliver company-branded messages** to users on various surfaces across Windows to share targeted information

Universal Print
Microsoft Intune



Total Economic Impact

With Microsoft 365 E3, ninety-seven percent of survey respondents reported efficiency gains for IT personnel specific to deploying endpoint updates

15%

Decrease in average resolution time and elimination of help desk tickets with self-service options and automated fixes

23%

Reduction in employee device spending through BYOD models

25%

Reduction in time spent deploying and managing new software through Intune

75%

Decrease in endpoint configuration times through Windows Autopilot

Hear from our customers



One of the best things about using Windows Autopilot is that we reduce device deployment time by 80 percent, from 500 minutes to 100 minutes.”

— [Gustavo Londoño Lopera](#)
IT Infrastructure Engineer
Grupo Bancolombia



Windows 11 Enterprise has enabled the company to expand in a way that enforces high levels of security remotely wherever an employee is located.”

— [Matt Fernandes](#)
Head of Cloud Security
ITC Secure



Employees can use [applications] with the same degree of data protection in a BYOD scenario as they would otherwise, without having to go through mobile device management enrollment.”

— [Damian Cullen](#)
Manager Engineer, Enterprise Mobility
National Australia Bank



Drive Productivity and Collaboration

Get everyone connected
and working together



Empower employees with
best-in-class productivity apps



Bring your data to life
with Semantic Index



43% of remote workers
do not feel included in
meetings¹

68% of people say they don't
have enough uninterrupted
focus time during the
workday²

62% of employees report spending
too much time searching for
information, communicating, and
coordinating³

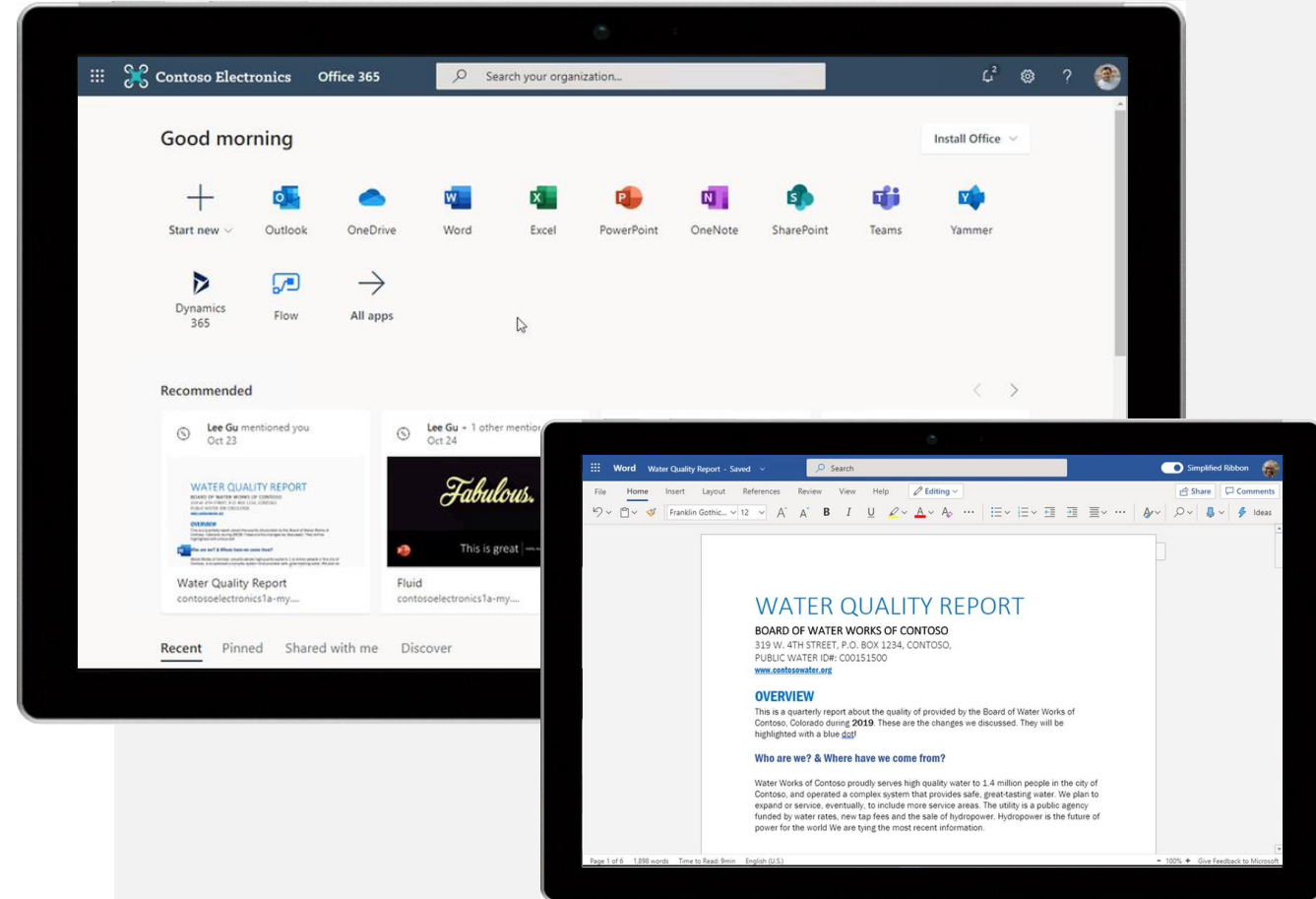
¹ [Great Expectations: Making Hybrid Work Ban Colombia](#), Microsoft Work Trend Index, Mar 2022

² [Work trend Index Annual Report: Will AI Fix Work?](#) Microsoft Work Trend Index, May 2023

Drive Productivity and Collaboration

Empower Employees with best-in-class productivity apps

- 1 **Attend fewer meetings with** automatic meeting summaries, transcripts, and video
- 2 **Rewire creative workflows** with always up-to-date Loop components
- 3 **Get real-time translation** of a meeting into 40 languages with Live Captions
- 4 **Streamline business workflows** in the flow of work with collab apps



Teams, Word, Excel, PowerPoint, Outlook, Loop

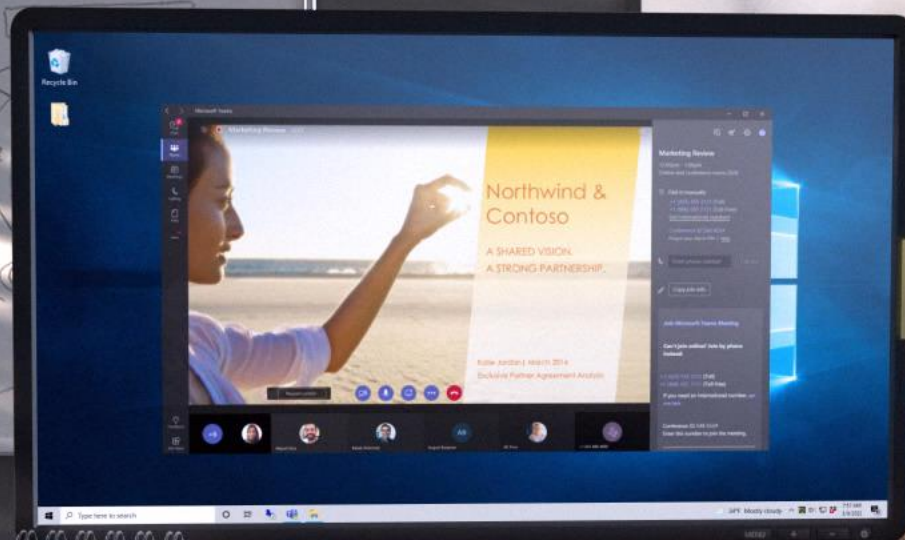
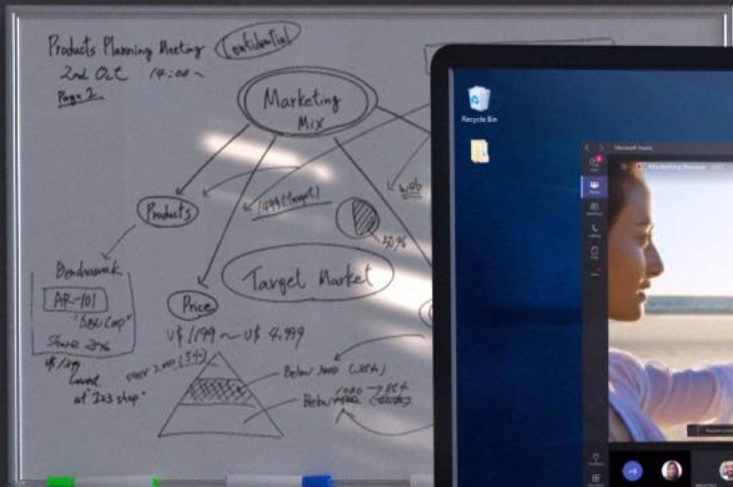
Drive Productivity and Collaboration

Get everyone connected and working together

- 1 **Connect and empower everyone** wherever, whenever they are
- 2 **Designed for all types of workers** from information workers to the frontline
- 3 **Chat, meet, collaborate, brainstorm** in one place without context switching
- 4 **Help ensure participants can be seen, heard, and participate** from anywhere

Microsoft Teams

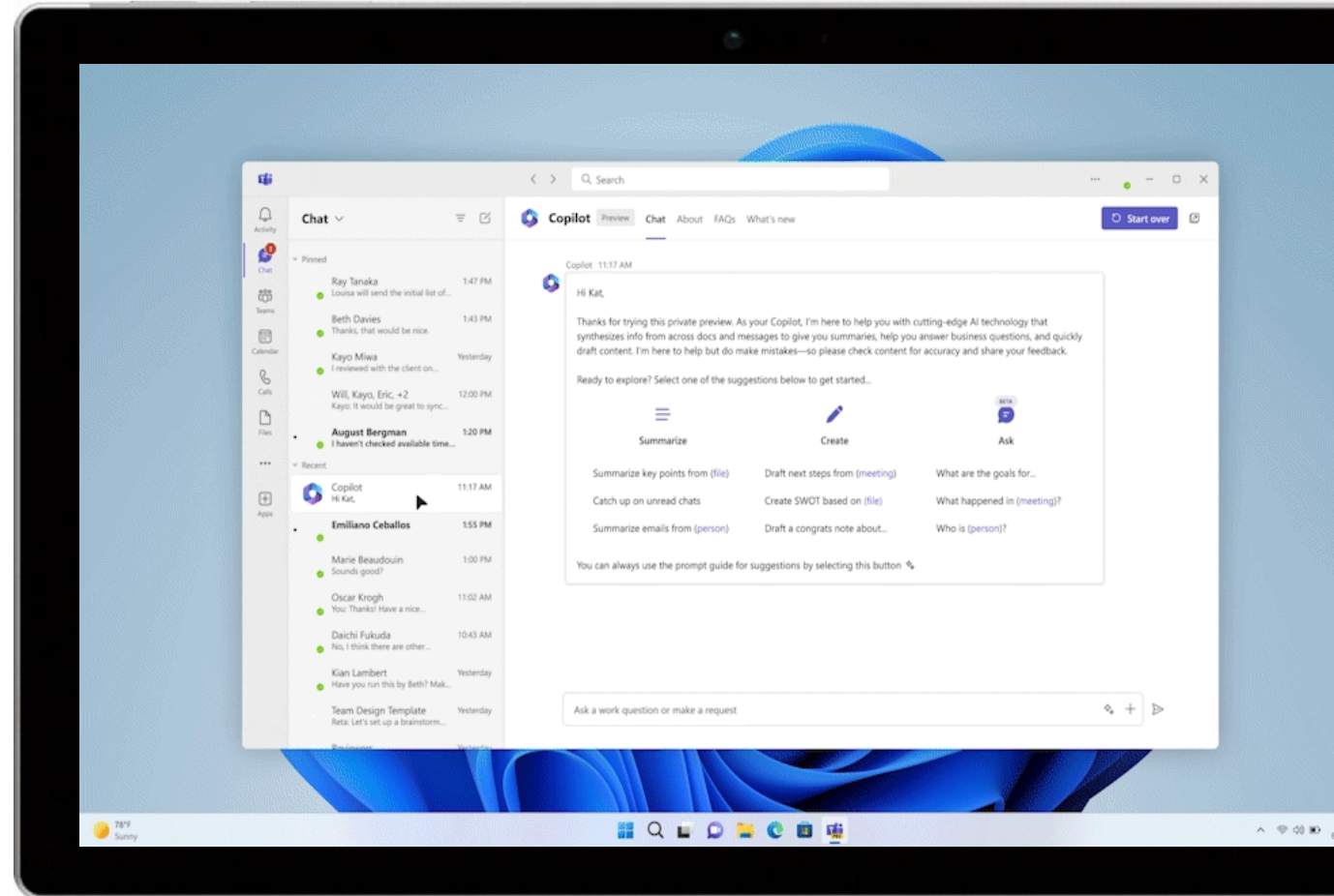




Drive Productivity and Collaboration

Bring your data to life with Semantic Index

- 1 **Create a sophisticated map** of your and your company's data—identifying relationships and making important connections
- 2 **Find what you need** with that conceptual understanding helping to determine your intent
- 3 **Get relevant, actionable responses to prompts** from Microsoft 365 Copilot – all while ensuring they are secure, compliant, and preserve privacy

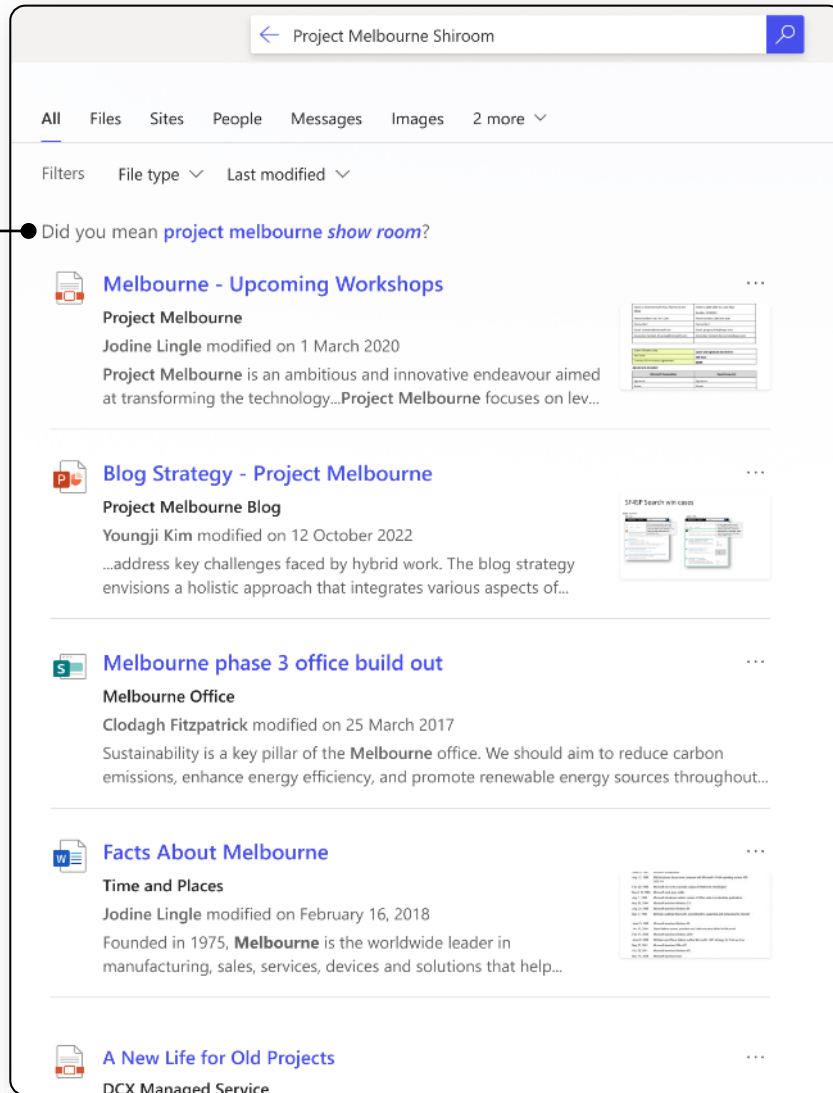


Semantic Index for Copilot

Semantic Index for Copilot

Semantic Index for Copilot creates

Semantic Index for Copilot



Project Melbourne Shiroom

All Files Sites People Messages Images 2 more

Filters File type Last modified

Did you mean [project melbourne show room?](#)

Melbourne - Upcoming Workshops
Project Melbourne
Jodine Lingle modified on 1 March 2020
Project Melbourne is an ambitious and innovative endeavour aimed at transforming the technology...Project Melbourne focuses on lev...

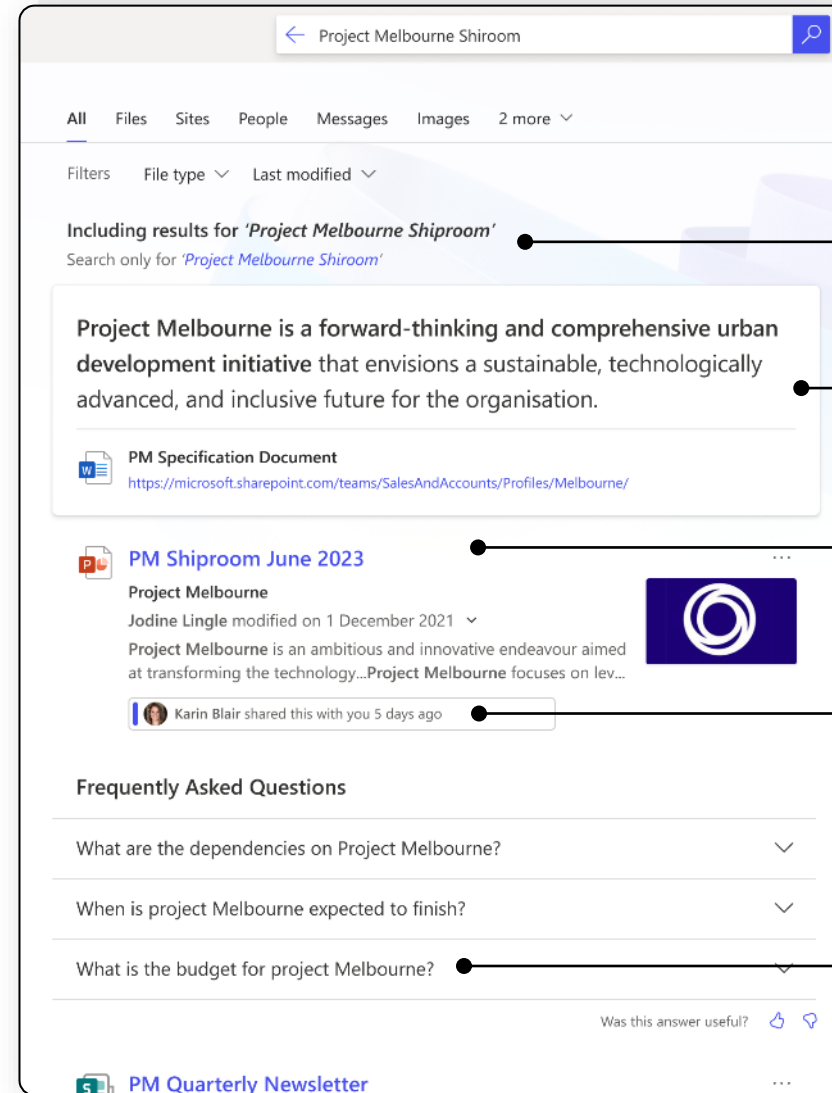
Blog Strategy - Project Melbourne
Project Melbourne Blog
Youngji Kim modified on 12 October 2022
...address key challenges faced by hybrid work. The blog strategy envisions a holistic approach that integrates various aspects of...

Melbourne phase 3 office build out
Melbourne Office
Clodagh Fitzpatrick modified on 25 March 2017
Sustainability is a key pillar of the Melbourne office. We should aim to reduce carbon emissions, enhance energy efficiency, and promote renewable energy sources throughout...

Facts About Melbourne
Time and Places
Jodine Lingle modified on February 16, 2018
Founded in 1975, Melbourne is the worldwide leader in manufacturing, sales, services, devices and solutions that help...

A New Life for Old Projects
DCX Managed Service

Without Semantic Index for Copilot



Project Melbourne Shiroom

All Files Sites People Messages Images 2 more

Filters File type Last modified

Including results for 'Project Melbourne Shiproom'
Search only for 'Project Melbourne Shiroom'

Project Melbourne is a forward-thinking and comprehensive urban development initiative that envisions a sustainable, technologically advanced, and inclusive future for the organisation.

PM Specification Document
<https://microsoft.sharepoint.com/teams/SalesAndAccounts/Profiles/Melbourne/>

PM Shiroom June 2023
Project Melbourne
Jodine Lingle modified on 1 December 2021
Project Melbourne is an ambitious and innovative endeavour aimed at transforming the technology...Project Melbourne focuses on lev...
Karin Blair shared this with you 5 days ago

Frequently Asked Questions

What are the dependencies on Project Melbourne?

When is project Melbourne expected to finish?

What is the budget for project Melbourne?

Was this answer useful?

PM Quarterly Newsletter

With Semantic Index for Copilot

keyword matched results & suggestions

autocorrected spelling of organizational jargon

informative answers directly from documents

more relevant results, based on search intent

enhanced content sharing insights

AI generated questions and answers on topic



Microsoft Graph

Ground Copilot
in **your data**

Enforce **security**
and **permissions**
at runtime

Customer's **data**
- **not used** for
training

Power **Semantic**
Index for Copilot

Elevate Productivity

Discover a whole new way to work



Microsoft 365 Copilot

Built

on Microsoft's **comprehensive** approach



+



+



+



Security

Compliance

Privacy

Responsible AI

Embedded

across Microsoft 365 apps



Semantic Index for Copilot



Unleash Creativity



Unlock Productivity



Uplevel Skills

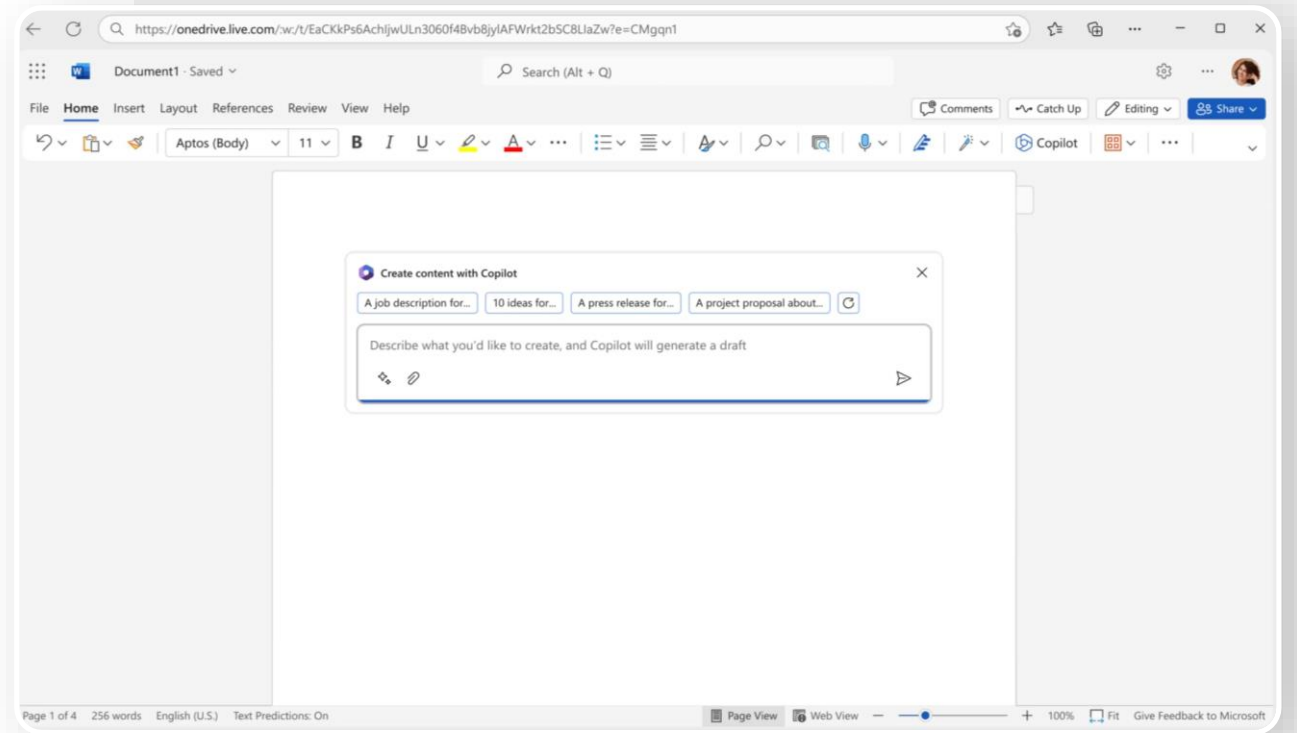
Unleash Creativity

- 1 **Jump start the creative process** so you never start with a blank slate again
- 2 **Bring your ideas to life** and quickly transform written documents into decks, complete with speaker notes and sources
- 3 **Analyze trends** and create professional-looking data visualizations in seconds
- 4 **Get help exploring your data** and generate models based on your questions

Copilot in Microsoft Word

Copilot in Microsoft PowerPoint

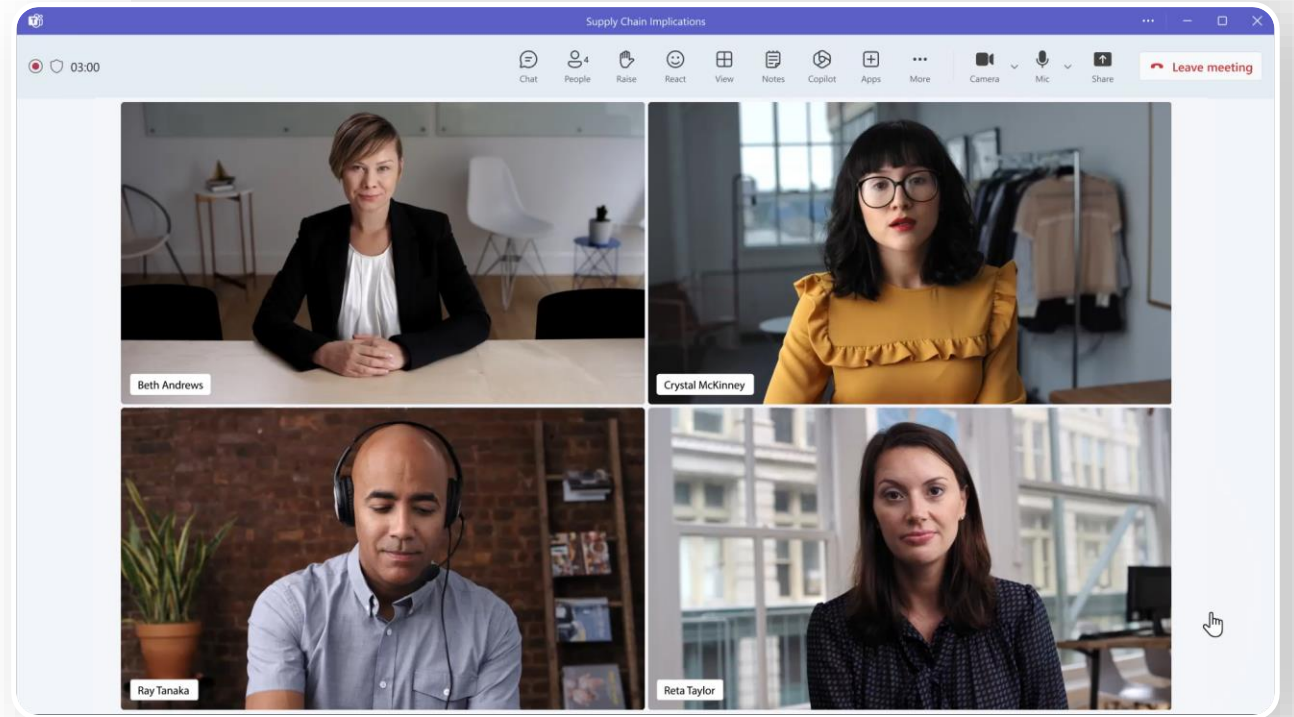
Copilot in Microsoft Excel



Elevate Productivity

Unlock Productivity

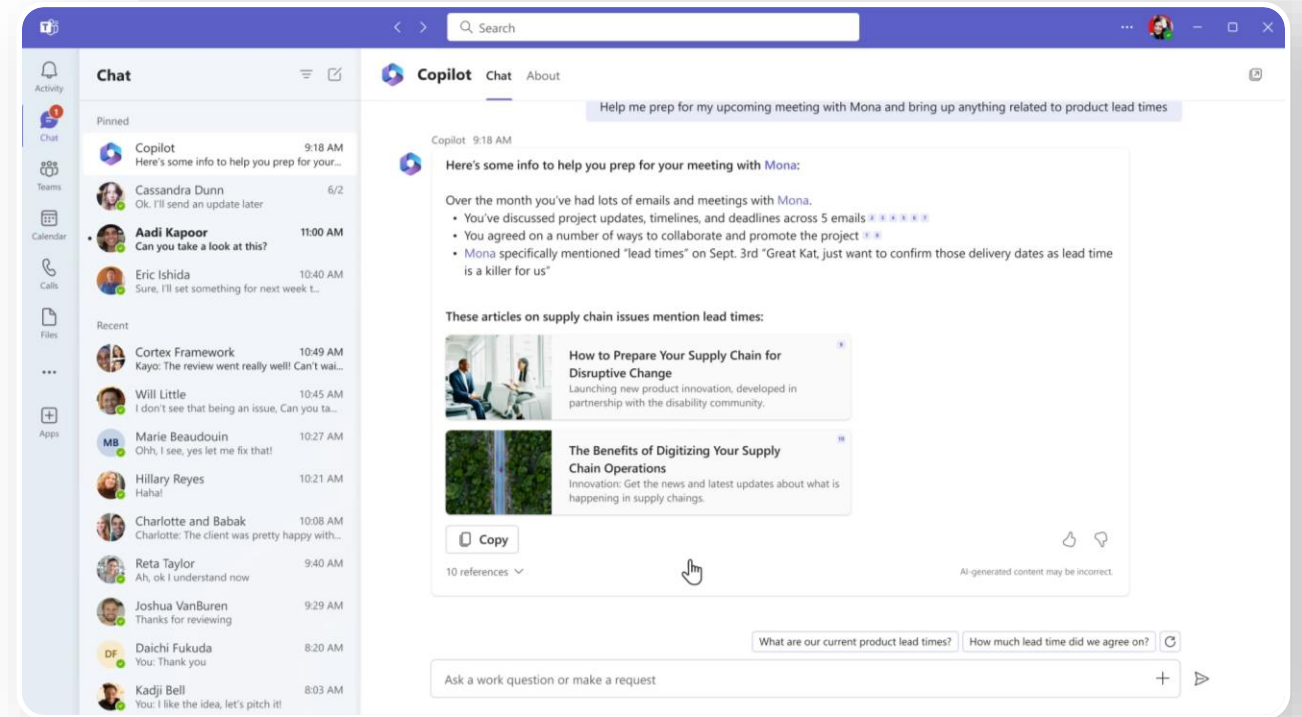
- 1 **Summarize email threads**, quickly draft suggested replies, and clear inbox in minutes, not hours or days
- 2 **Summarize key discussion points** and suggest action items, all in real-time during a meeting
- 3 **Build on each other's ideas collaboratively**, and everyone can see from the prompt history how it arrived at the current state



Copilot in Microsoft Outlook
Copilot in Microsoft Teams
Copilot in Microsoft Loop

Uplevel Skills

- 1 **Turn your data into knowledge** with inputs across your documents, presentations, email, calendar, notes, and contact
- 2 **Spend less time** focused on the tools and more time focused on the most important work
- 3 **Use natural language** to tap into rich functionality across Microsoft 365 to make you better at what you're good at and master what you've yet to learn



Elevate Productivity

Copilot Boosts Productivity

Research shows developers using GitHub Copilot

88%

are more
productive

74%

can focus on
more satisfying work

77%

spend less time searching for
information or examples

Hear from our customers



Early access has given us visibility into how [Microsoft 365 Copilot] can further streamline processes, speed insights, spark ideas, enhance productivity and evolve the way we work. ”

— **Guy Moore**
Workforce Enablement Lead
Chevron



As our team has tested the technology, we’ve received great feedback about Teams Copilot. The ability to ask questions during a meeting is fantastic and the action items list and meeting summaries are very useful features.”

— **Sherry Neubert**
VP & Chief Information Officer
The Goodyear Tire & Rubber Company



With Microsoft 365, we’re offering employees a great suite of tools and enabling more freedom and flexibility in terms of how and where they work.”

— **Zephanie Hardy**
Senior Vice President of Employee
Technology Experience
U.S. Bank



Eliminate redundant solutions with Microsoft 365 E3

- Cut licensing costs by 60% or more compared to a patchwork approach of dedicated solutions
- Cut deployment, integration, management and related costs that come with a patchwork approach of dedicated solutions
- Reduce wasted time and effort, investing in a solution designed for more seamless integration

Reduce operation costs

Reduction in the likelihood of a data breach

through conditional access, detailed and integrated security logs, and MFA

35%

Cut spending on employee devices

with BYOD models through Intune

23%

Cut time deploying, managing new software

through Microsoft Entra ID and Microsoft Intune

25%

Cut endpoint configuration times

through Windows Autopilot's low-touch capabilities

75%

Cut help desk tickets and resolution time

through self service password reset

15%

Cut costs on travel and expenses

through virtual meetings

25%

Improvement of the end user productivity

through Microsoft 365 collaborative apps

60h

Savings of \$18.35 / user / month

Reduce license costs

\$91
PER USER / MONTH

Communication

e.g., Zoom, Webex

Collaboration

e.g., Slack, Google Meet / Hangouts

File Sharing

e.g., Box, Confluence

Endpoint Mgmt.

e.g., Workspace ONE, MaaS360

Email

e.g., Gmail, MDAemon

Storage

e.g., Box, Dropbox

Mobile Device Mgmt.

e.g., Mobile Iron, Airwatch

Identity & Access

e.g., Okta, Hengge

Labeling & Encrypt

e.g., SolarWinds, CoSoSys

Endpoint Protection

e.g., CrowdStrike, Fortinet

60%
savings

\$36
PER USER / MONTH

Microsoft 365 E3

\$36

Savings of \$55 / user / month

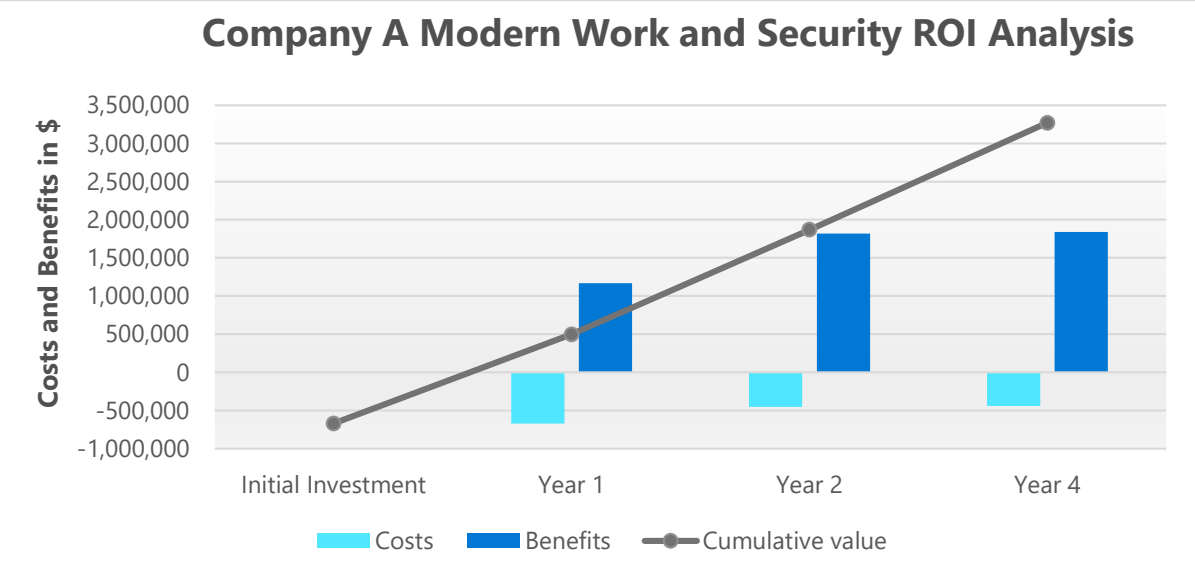
Modern Work and Security ROI Analysis for Company A

Explore a real-world scenario with the Value Calculator



Summary of Microsoft 365 Value for Company A

For a total of 1,000 users.



7 months
payback



210%
3-year, risk-adjusted ROI



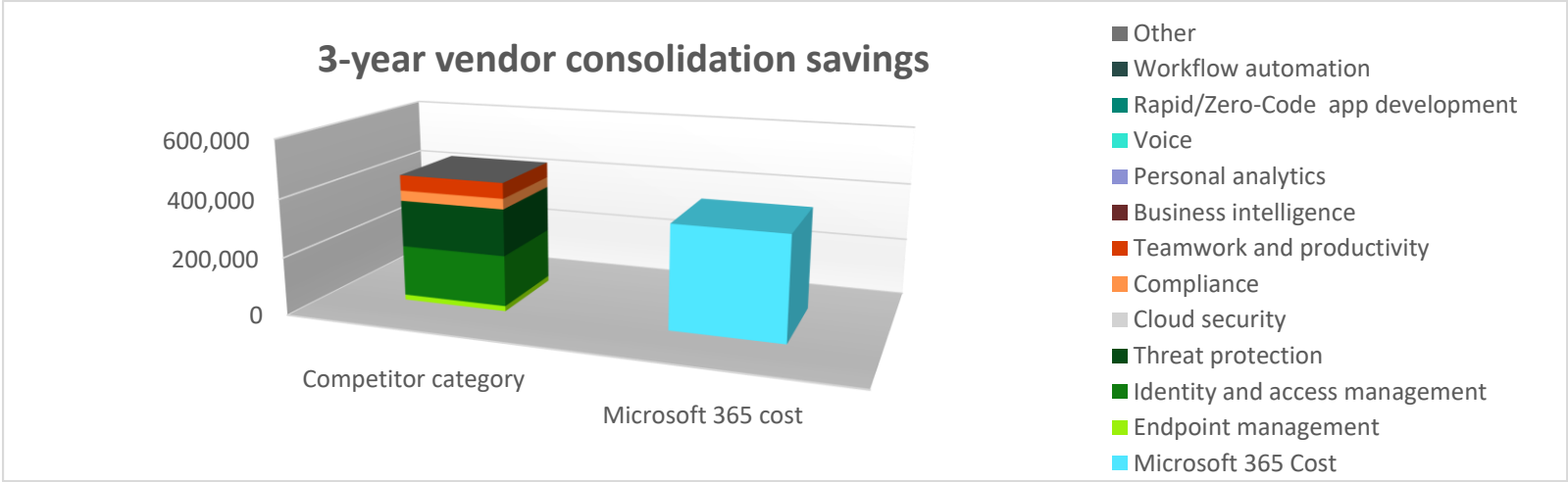
\$2.7M
3-year NPV, risk-adjusted

3-year total cost and benefits summary

	Year 1	Year 2	Year 3	Total
Costs	\$668,000	\$450,000	\$440,000	\$1,558,000
Benefits	\$1,167,000	\$1,820,000	\$1,840,000	\$4,827,000
Net Cash Flow	\$499,000	\$1,370,000	\$1,400,000	\$3,269,000

Vendor Consolidation

Company A



	Year 1	Year 2	Year 3	Total
Microsoft license cost	\$119,000	\$119,000	\$119,000	\$357,000
Competitor cost takeout benefit	\$148,800	\$148,800	\$148,800	\$446,400
Microsoft license cost takeout benefit	\$42,250	\$42,250	\$42,250	\$126,750
Net license cost increase/savings	\$72,050	\$72,050	\$72,050	\$216,150

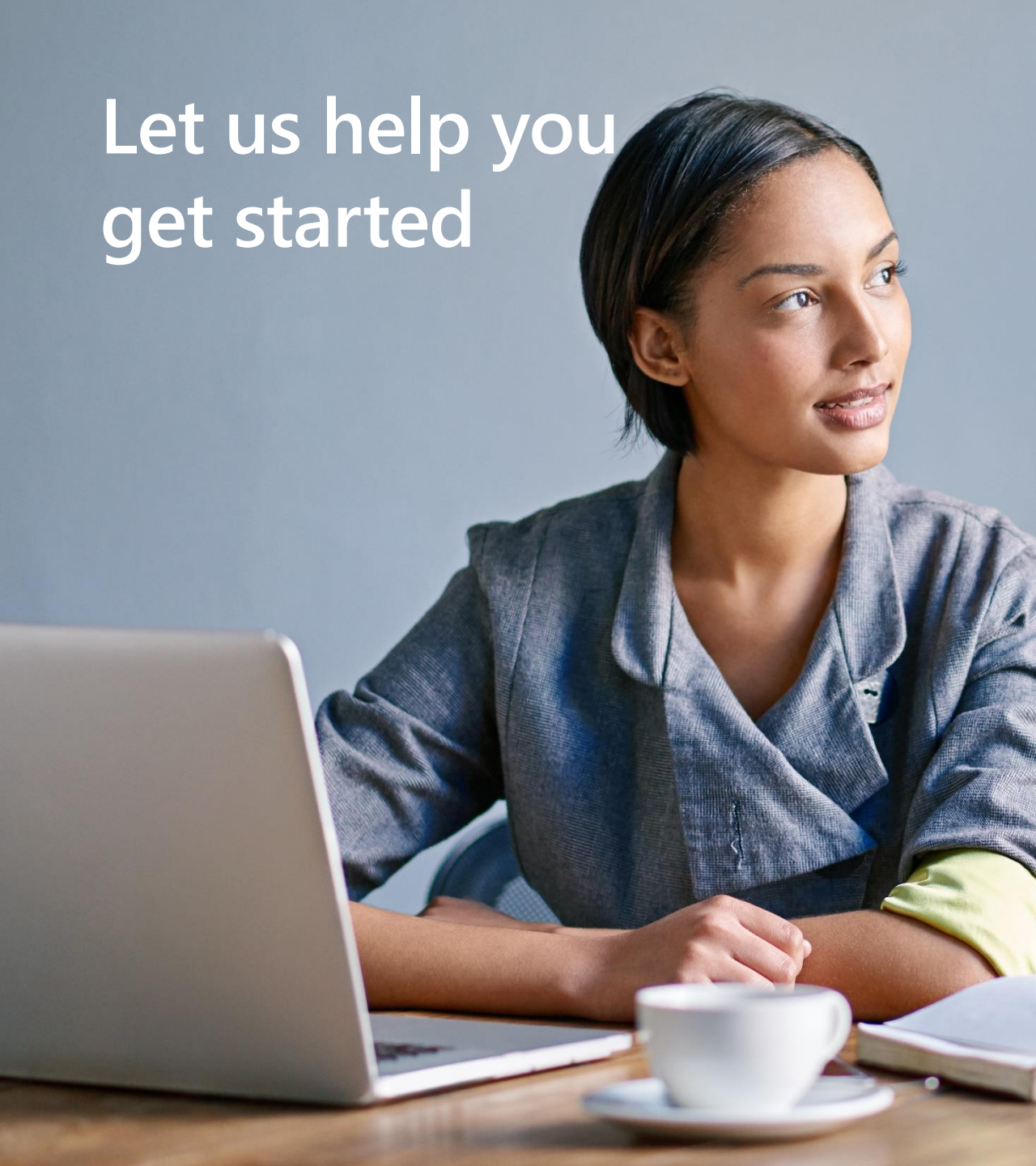
Based on the estimates entered into this tool, you can save \$216,150 over the next 3 years through vendor consolidation from Microsoft 365.

Next steps



Reflections from the **Do** **More With Microsoft 365**

1. What are your overall thoughts?
2. Please share your learnings/comments from today's experience.
3. How might you apply Microsoft 365 solutions to your business?
4. What specific solutions from this past hour would help your business the most?
5. Have you considered AI to elevate your productivity and collaboration?



Let us help you
get started

- ✓ **Estimate your return on investment** with Microsoft 365 by visiting roi.transform.microsoft.com
- ✓ **Request a Business Value assessment with us** to create a business case specific to your environment and needs enabling you to reduce costs and prepare for Microsoft Copilot at the same time.
- ✓ **Try new** resources in your own environment.
- ✓ **Schedule a Zero-Trust assessment** to evaluate your complete security estate and help prioritize next steps.
- ✓ **Accelerate your journey** with free deployment support as part of your Microsoft 365 subscription.

Thank you.





Bing Chat Enterprise Experience

The screenshot shows a web browser window with the following elements:

- Browser Tabs:** Contoso, Mail - Amanda Brady - Outlook, Bing Chat Enterprise.
- Address Bar:** <https://bing.com/chat>
- Page Header:** Microsoft Bing, SEARCH, CHAT, amanda.brady@contoso.com, Protected.
- Main Content:**
 - Bing Chat Enterprise** logo with a shield icon.
 - AI-powered chat for work
 - Disclaimer: Bing is powered by AI, so surprises and mistakes are possible. Make sure to check the facts and share feedback so we can improve. Terms of use | Privacy policy
 - Choose a conversation style: Creative, **Balanced**, Precise.
 - Welcome back! What's on your mind?
 - Security notice: Your personal and company data are protected in this chat.
 - Input field: Ask me anything...
- Right-Side Suggestions:**
 - Analyze:** Create a SWOT analysis about environmental goals and impact
 - Write:** Help me prepare and write a successful sales pitch
 - Compare:** Compare online and offline marketing strategies
 - Business Travel:** What's a good place to stay for my upcoming business trip to New York?
- System Tray:** 78°F Sunny, 9:08 AM 7/18/2023.

Frequently Asked Questions

Which Microsoft 365 customers are eligible to start using Bing Chat Enterprise now?

Customers licensed for Microsoft 365 E3, E5, Business Standard, and Business Premium are eligible for Bing Chat Enterprise at no additional cost.

When and how can eligible Microsoft 365 customers start using Bing Chat Enterprise?

Bing Chat Enterprise will start rolling out in preview on July 18, 2023 to eligible customers.

More information on how IT administrators can turn Bing Chat Enterprise on or off is available here:

<https://learn.microsoft.com/en-us/bing-chat-enterprise/>.

Bing Chat Enterprise is accessible via bing.com/chat and the sidebar in Microsoft Edge. It will also come to Windows Copilot in the future.

What are the differences between Bing Chat Enterprise and Microsoft 365 Copilot?

Bing Chat Enterprise lets you use the power of generative AI at work, with commercial data protection. Microsoft 365 Copilot takes this to the next level and adds a superset of features that enable people to be productive and creative at work in a whole new way by grounding answers in your business data like documents, emails, calendar, chats, meetings and more to deliver incredibly rich and actionable responses to your questions.

See more questions and answers on the public FAQ <https://aka.ms/BCE-FAQ>

Azure AD is becoming

Microsoft Entra ID.



New name.

Same capabilities.

Same licensing.



No action is needed from you.

aka.ms/aadrename



Azure AD is becoming Microsoft Entra ID

Azure AD Free

Azure AD Premium P1

Also included in Microsoft 365 E3

Azure AD Premium P2

Also included in Microsoft 365 E5

Azure AD External Identities



Microsoft Entra ID Free

Microsoft Entra ID P1

Also included in Microsoft 365 E3

Microsoft Entra ID P2

Also included in Microsoft 365 E5

Microsoft Entra External ID

Microsoft Entra

Identity & access management

Microsoft Entra ID

Currently Azure Active Directory

Microsoft Entra ID Governance

Microsoft Entra External ID

New identity categories

Microsoft Entra Verified ID

Microsoft Entra Permissions Management

Microsoft Entra Workload ID

Network access

Microsoft Entra Internet Access

Microsoft Entra Private Access