



Microsoft 2025

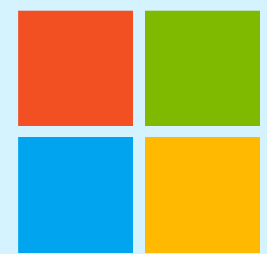
Innovaciones que Transforman el Futuro Empresarial



Carlos Lone
Senior Enterprise Solution Specialist
Microsoft CCR

<https://aka.ms/carloslone>



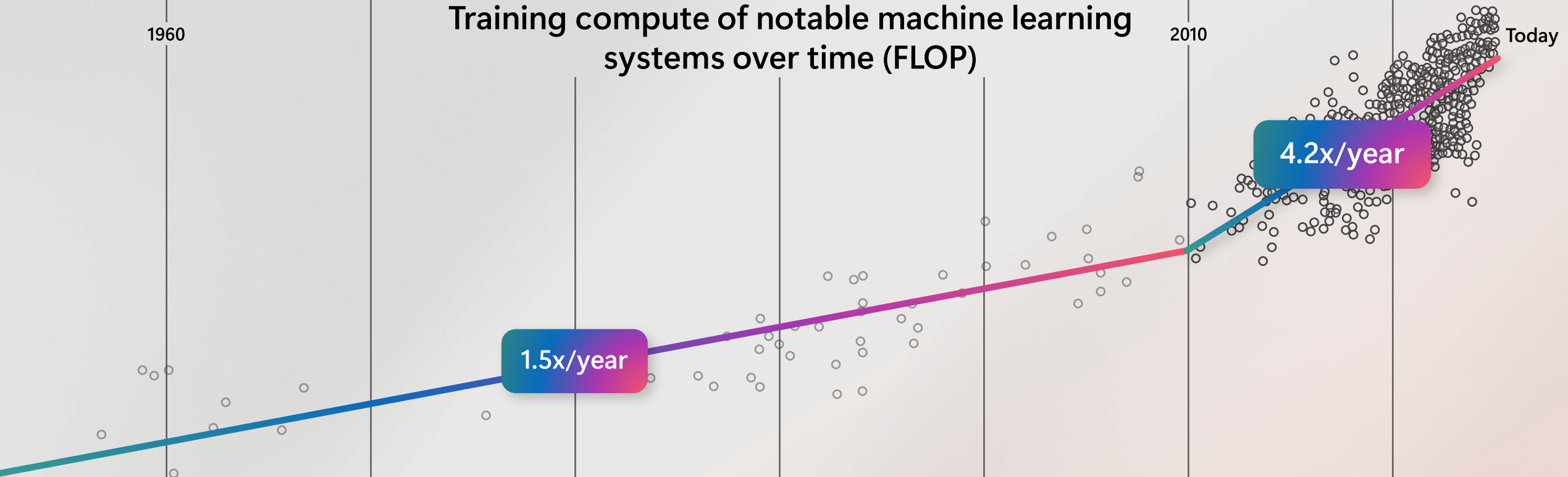


Microsoft

Scaling laws

Scaling laws

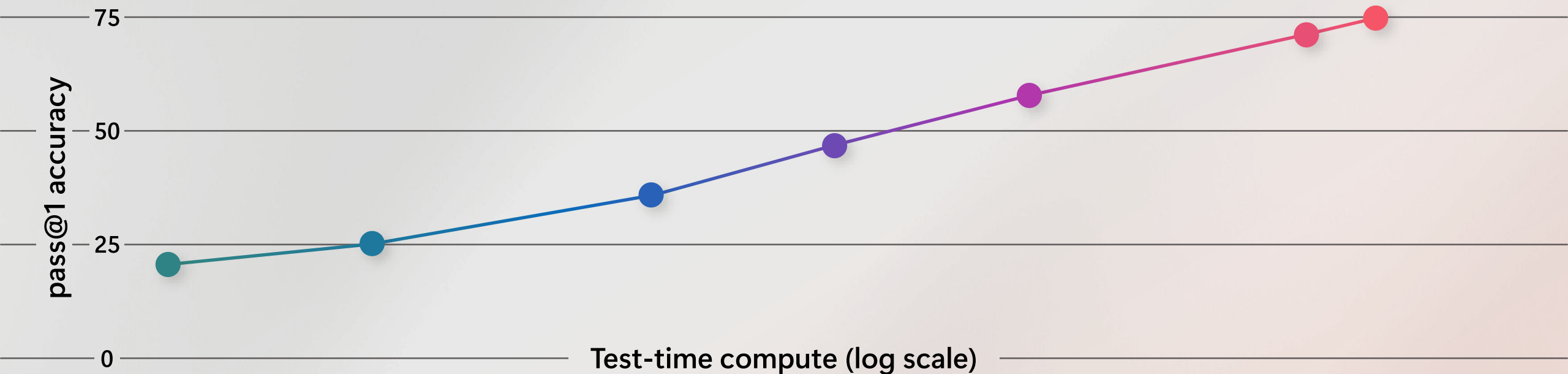
Training compute of notable machine learning systems over time (FLOP)



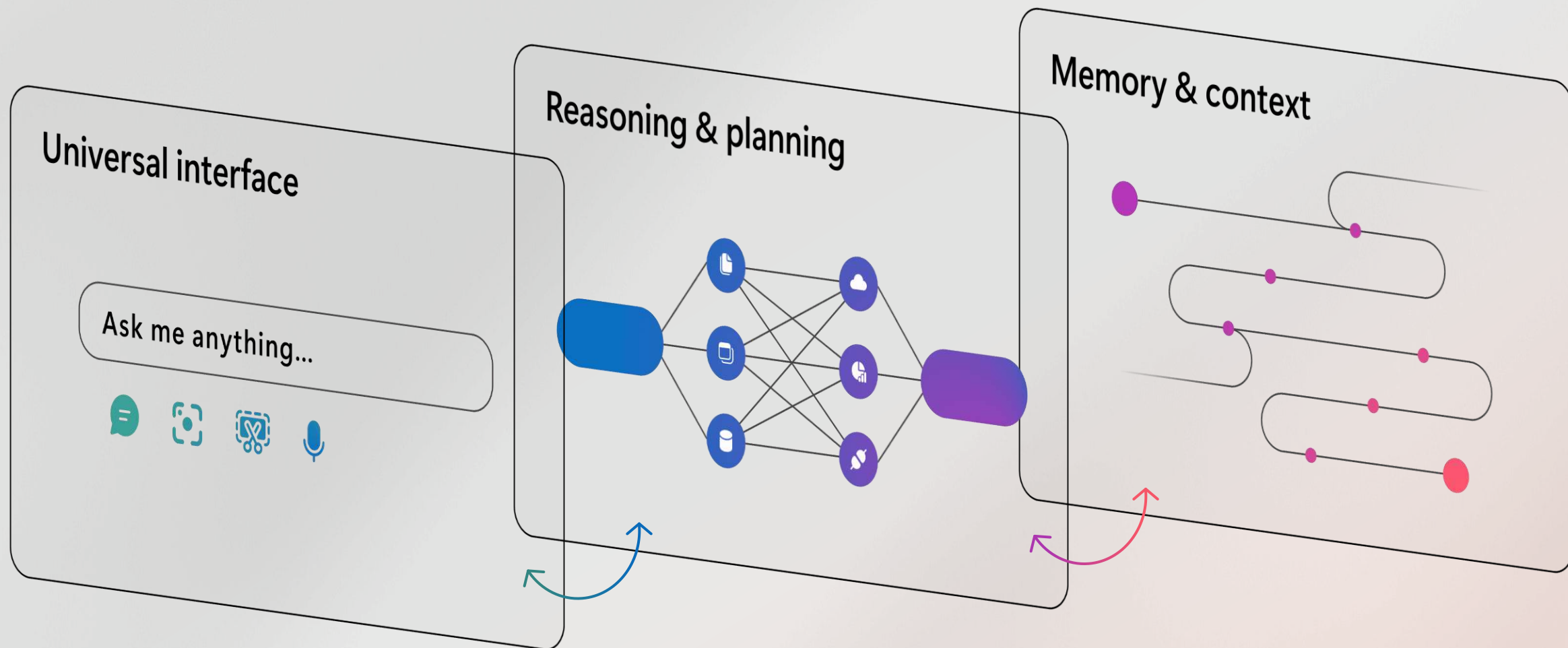
Source: Epoch, 'Parameter, Compute and Data Trends in Machine Learning'

Scaling laws

o1 AIME accuracy at test time



Source: OpenAI



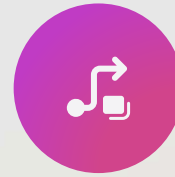
Building an agentic world



Personal
agents



Organizational
agents



Business process
agents



Cross-org
agents



**Empower every person and every organization
on the planet to achieve more**



AI-driven business transformation



Enrich
employee
experiences



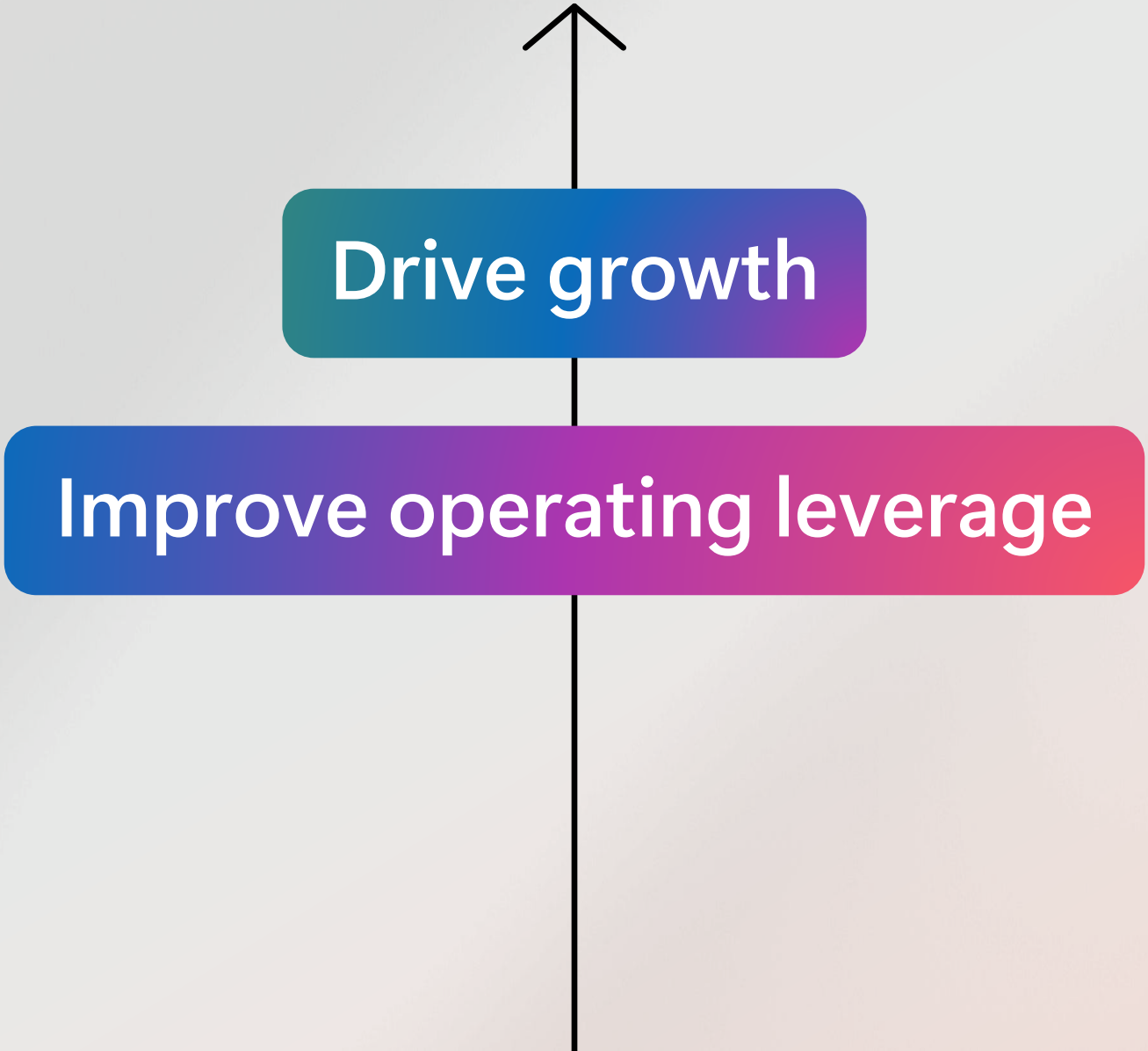
Reinvent
customer
engagement



Reshape
business
processes



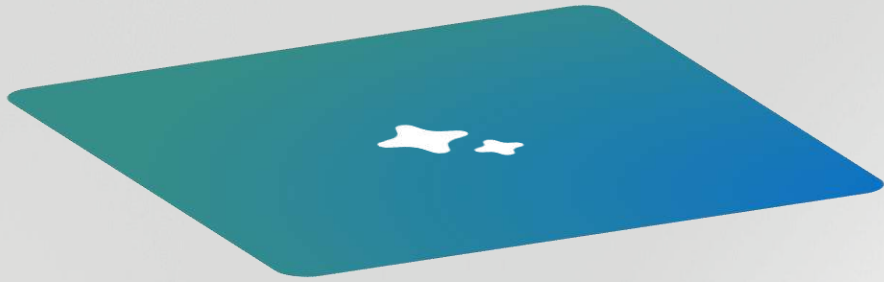
Bend the
curve
on innovation



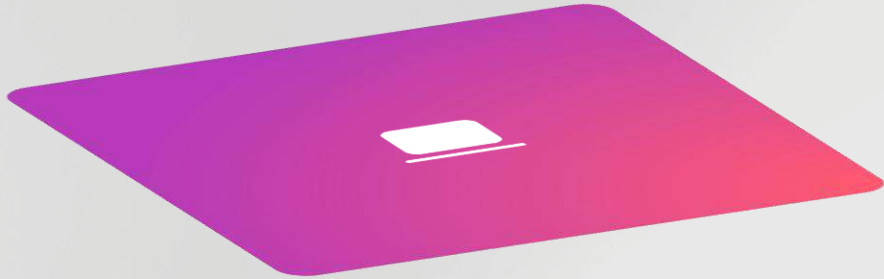
Drive growth

The diagram consists of a vertical black line. At the top of the line is an upward-pointing arrow. Below the arrow is a rounded rectangular box with a blue-to-purple gradient, containing the text 'Drive growth'. Below this box is another rounded rectangular box with a blue-to-pink gradient, containing the text 'Improve operating leverage'. The line continues downwards from the bottom of the second box.

Improve operating leverage



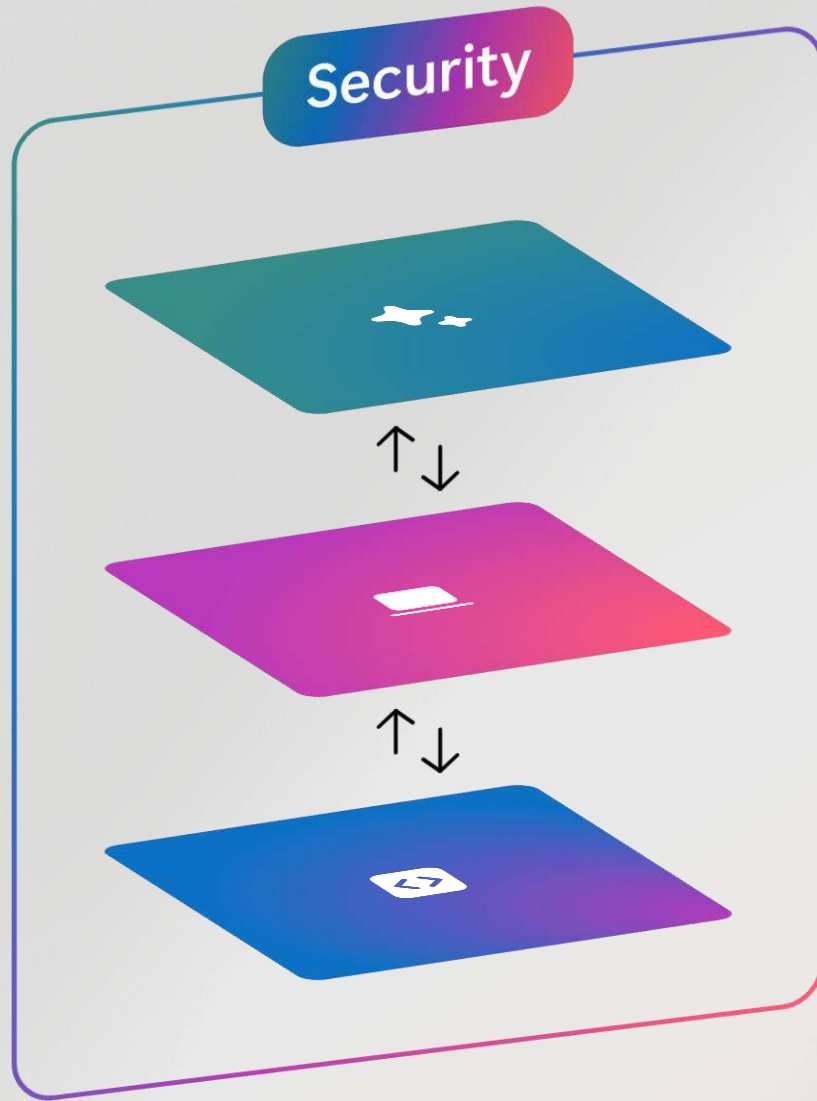
Copilot



Copilot devices



Copilot & AI stack



Copilot

Copilot devices

Copilot & AI stack

Secure Future Initiative

Secure by design · Secure by default · Secure operations

Security culture and governance



Protect tenants
and isolate
production systems



Protect
identities
and secrets



Protect
networks



Protect
engineering
systems

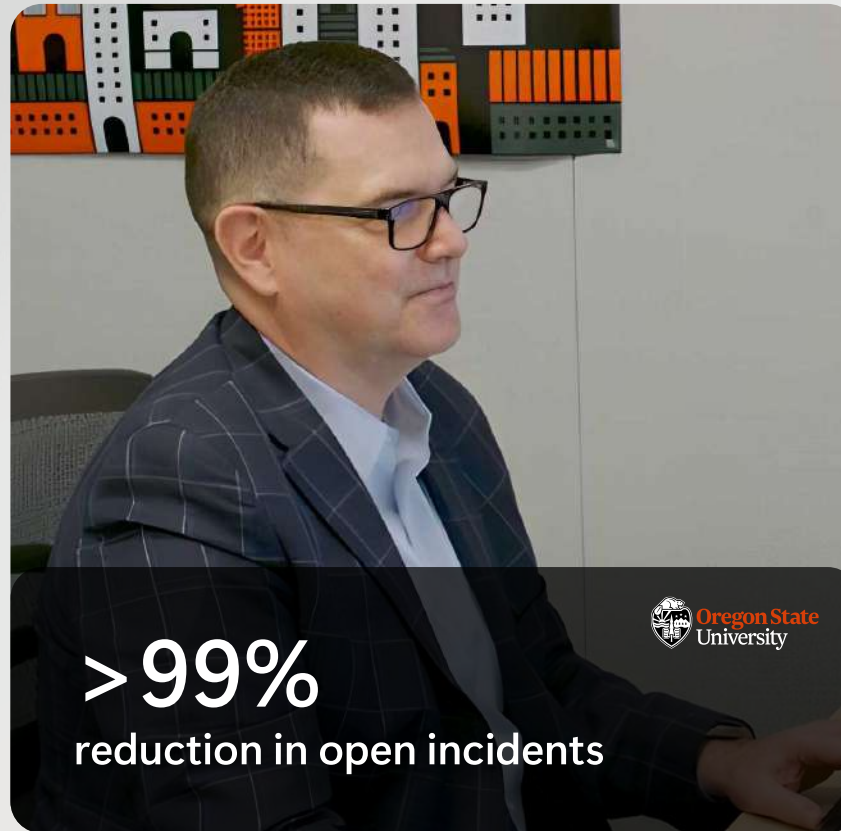


Monitor
and detect
threats



Accelerate
response and
remediation





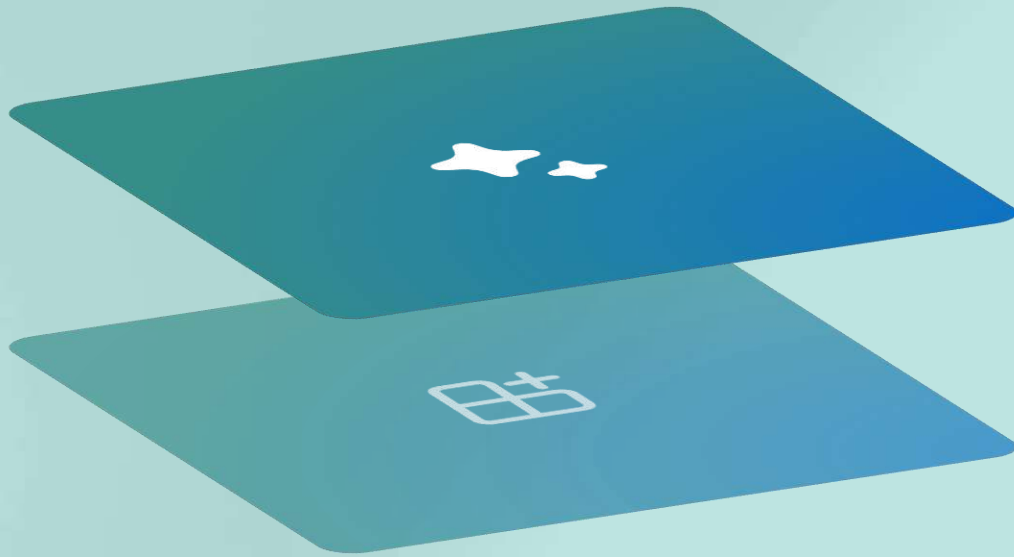
aka.ms/MicrosoftAISTories

Announcing

Zero Day Quest

The largest and most transparent
security research event in history

aka.ms/ZeroDayQuest



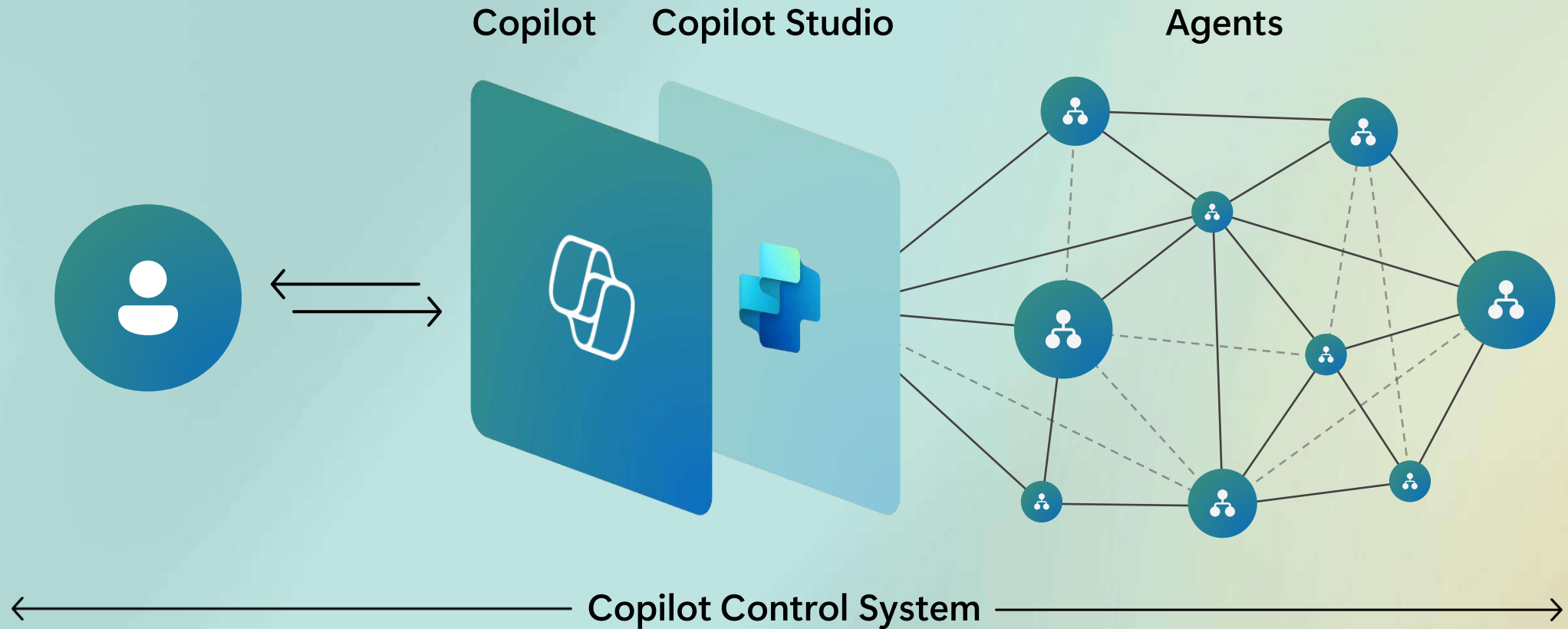
Copilot

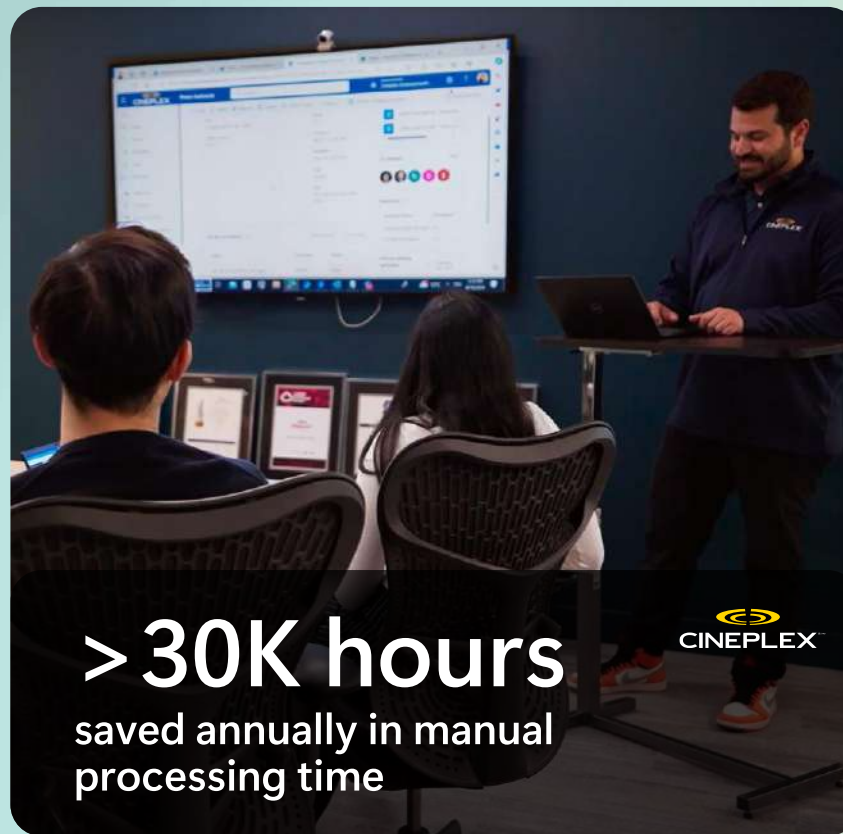
Copilot Studio



Copilot

Copilot is the UI for AI





aka.ms/MicrosoftAISTories





Adoption

Extensibility

ROI



Pages

Show me the distribution of customer feedback for our brand in the Midwest region for 18-35 age group using [November Customer Survey.xlsx](#)



Copilot

AI-generated content may be incorrect

I've created a pie chart showing the percentage of responses for each category of customer survey results for your brand. Please take a look and let me know if you need any further adjustments. 1

Customer Survey Results for New Sneakers



Show code



Age group



1



November Customer Survey



Create new page



Copy



Custom

This report summarizes customer feedback from 500 participants, focusing on comfort, style, durability, and physical activities.

The pie chart shows the distribution of satisfaction and feedback across different categories, guiding our product development.

Customer Survey



Search



Work

Web

+ New chat



Your AI assistant for work

Prep for that meeting

Help me prepare for
Quarterly Sales Review

Share meeting notes

Draft email notes for
Client call

Bring your ideas to life

Design an image of a drawing of a
database in colored pencil

Let's wrap up

Recap my day

SDF

What does it mean?

Explain [Blockchain Technology] in
simple terms.

SDF

Arrive prepared

Help me prepare for my next
meeting

MSIT



Home



Copilot



Create



OneDrive



Pages



Apps

Help me prepare for a meeting with Contoso. Give me a summary of the agenda, and anything I need to know about.

+ Add content



View prompts

Help me prepare for a meeting with Contoso. Give me a summary of the agenda, and anything I need to know about.

+ Add content





**Copilot in
Teams**



**Copilot in
Word**



**Copilot in
PowerPoint**



**Copilot in
Outlook**



**Copilot in
Excel**

Progress update

28:30

Chat

People

Raise

React

View

Notes

Rooms

Copilot

Whiteboard

Apps

More

Camera

Mic

Share

Leave

Aadi Kapoor

Charlotte Crum

Ray Tanaka

Kat Larsson

Reta Taylor

Go-to-Market Progress

Area	Owner	Status	Budget
Social Media Advertising	Aadi Kapoor	On Track	\$25,000
Content Marketing	Charlotte Crum	On Track	\$10,000
Email Marketing	Kat Larsson	At Risk	\$8,000
Search Engine Optimization (SEO)	Ray Tanaka	On Track	\$5,000
Market Research	Danielle Mandera	At Risk	\$10,000
Public Relations	Jessica Kline	On Track	\$ 10,000
Branding	Reta Taylor	On Track	\$ 15,000

Copilot

Let AI handle the busywork

Copilot can generate notes, list tasks, and much more—so you don't have to.

Check the facts

A response could be inaccurate or incomplete. Share feedback to help Copilot improve.

It's just for you

Only you can see your conversation with Copilot.

View prompts

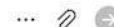
Type a private message to Copilot

Write a whitepaper based on file

Summarize this doc file

Write a proposal document based on file

Describe what you'd like Copilot to write





https://onedrive.live.com/:w:/t/EaCKkPs6AchIjwULn3060f4Bvb8jylAFWrkt2bSC8LlaZw?e=CMgqn1



Presentation1



Search (Alt + Q)



File Home Insert Draw Design Transitions Animations Slide Show Review View Help

Comments

Catch Up

Present

Editing

Share

Navigation and editing tools including undo, redo, copy, paste, and text formatting options like font face (Aptos) and size (11).



Home

View

Help

1/2

Monarch Project Update

in 5 min Microsoft Teams Me...

New mail

Favorites

- Inbox 47
- Expenses
- Invoices 2

lizkane@boulderinnova...

- Inbox 47
- Drafts
- Sent Items
- Deleted Items
- Junk Email
- Archive

Add account

Focused

Other

Today

- Colin Ballinger
Re: Inquiry of level of su... (2) 9:30 AM
Provide input on urgent issue
- Miguel Garcia
Feedback on RFP 8:14 AM
Hi Samantha, I've gone through the ini...
- Daniela Mandera
Sales agreement template 8:05 AM
Agreement updated, no action needed
- Elvia Atkins
Boulder Meet & Greet 8:03 AM
RSVP to optional social event
Tomorrow, 11:00 AM (3) [RSVP](#)
- Celeste Burton
Charging stations for Europ... 8:02 AM
Customer ask about localization
- Daisy Philips
Quarterly sales report Q2 6:22 AM
I wanted to give you an update on the...
- Wanda Howard
Potential Collaboration on Digit... 5:12 AM
We're planning a new digital marketin...



Select an item to read

Nothing is selected

Manufacturing.xlsmConfidential • Saved

Search

FileHomeInsertDrawPage LayoutFormulasDataReviewViewHelpScript Lab

CommentsShareCatch up

A6PYTable1_df=x1("Table1[[#Headers],[#Data]]", headers=True)

Analysis Sheet

This sheet will include all Python code generated by Copilot.

Load data from Manufacturing Data, Table1

[r]DataFrame

Preview

	Timestamp	Machine_ID	Temperature_C	Vibration_mms	Pressure_Bar ...	Coolant_Flow_Rate_Lmin	Humidity_Percent	Component
0	1/1/2024 1:00	1001	55.45	1.008	4.437 ...	17.5	43	
1	1/1/2024 9:00	1001	61.64	0.887	3.424 ...	19.2	45.8	
2	1/1/2024 16:00	1001	57.4	0.378	3.709 ...	18.2	44.4	
3	1/1/2024 17:00	1001	95.12	2.896	7.792 ...	25.9	52.5	
4	1/1/2024 19:00	1001	75	2.813	7.931 ...	20.5	53.6	
...	...	...	...	...	...	...	...	...
495	1/21/2024 2:00	1004	65.64	1.004	4.092 ...	20.7	49.3	
496	1/21/2024 9:00	1004	73.09	3.067	7.963 ...	18.3	50.3	
497	1/21/2024 13:00	1004	53.09	1.614	2.992 ...	21.7	42.7	
498	1/21/2024 14:00	1004	82.59	3.016	7.643 ...	23.4	45.4	
499	1/21/2024 18:00	1004	106.9	4.864	8.581 ...	27.1	54.5	

Copilot

Create formulas

Suggest a formula column

Understand

Summarize using PivotTables or charts

Advanced analysis

Get deeper analysis results using Python

Apply color and formatting

Highlight all cells with [incomplete in red]

Ask Copilot

How do I sum values based on [criteria]

Chat history

Stop advanced analysis

Visualize relationships between variables and production rate.

Identify key factors influencing production.

Perform a deep analysis and help me maximize production for my manufacturing line.

Manufacturing DataAnalysis1

Accessibility: Good to go

Display Settings140%



Adoption

Extensibility

ROI

Announcing

Copilot Actions

Regain focus time and simplify your workday

aka.ms/CopilotActions



Home



Copilot



Create



OneDrive



Pages



Actions



Apps



Gather

Message **people** to collect information
and send a summary over **email** by **Friday, December 20th**

🔄 Does not repeat ▾

Preview plan

Create

Announcing

Agents in Microsoft 365



Facilitator
agent



Project Manager
agent



Employee
Self-Service agent



SharePoint
agents



Interpreter
agent

aka.ms/AgentsinM365

Headphone device product launch

00:06

ChatPeopleRaiseReactViewNotesRoomsCopilotWhiteboardAppsMoreCameraMicShare

Leave



Aadi Kapoor



Charlotte De Crum



Beth Davies



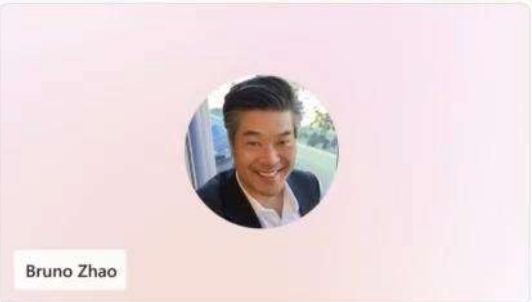
Serena Davis



Babak Shammass



Kat Larsson



Bruno Zhao

Meeting notes

Agenda

- Setup and introductions,

Add agenda

Meeting notes

Add meeting notes

Beta testing results

Activity

Chat

Calendar

Calls

OneDrive

Copilot

Planner

Apps

Planner

My Day

My Tasks

My Plans

Pinned

Product Launch Marketing

Device Marketing Group > General

Website Redesign

Design Team > General

Monaco

Product Team > General

Simple plan

Design Team > General

Manager 1:1 topics

Career plan

Weekly design sync

Meeting

New Plan

My plans > Product Launch Marketing

What are your goals for this plan? ⓘ

Create a marketing plan for a seasonal summer campaign showcasing a device product launch

Add files or meetings for better results

Team tasks

Assign all to Project Manager

Task title	Assigned to
☐ Conduct market research for seasonal summer campaign	
☐ Define target audience for the summer campaign	
☐ Develop key messaging and positioning for the device product launch	
☐ Create a content calendar for the summer campaign	
☐ Design promotional materials for the summer campaign	
☐ Plan and execute a launch event for the device product	
☐ Monitor and analyze campaign performance	



Search



New chat



Employee Self-Service

Preview

Check time off balance

How many vacation days do I have left this year?

Ask about policies

Tell me more about remote work

Look up payroll details

Show me my last paystub

Access company resources

How do I get company resources on my personal device?

Discover training opportunities

Help me find resources to grow new skills

Review open tickets

What's the status of my active tickets?

[Learn more](#) about the sources, accuracy of responses, and how your data is used.

How many vacation days do I have left this year?



Copilot

Agents

Designer

Employee Self-Service

Sales

Planner

Eventify

Service

[See more](#)

Get Copilot agents

Create agents

Chats

[Show more](#)

What's my day look like? 8:03 AM

What's hot in my inbox? Yesterday

Northwest Traders Project 2 days ago

[See more](#)



Private group | Confidential \ Internal and NDA External

☆ Not following

Regional Meeting Recap

Careers

About Woodgrove Bank

Recycle bin

Edit

15 members

+ New

 Page details

Analytics

Published 11/15/2024

 Share

 Edit

Woodgrove Bank

Welcome to Woodgrove Bank, since our founding in 1975 we've helped people go further with their money with innovative solutions that evolve with the times, we continue to help our customers get ahead.

4567 Main St Buffalo, NY 98052



180+

Countries

We operate in four continents and 180 countries with the public and private sectors.

1428+

Branches

The ATMs located inside and outside our banking centers. We even have drive-through ATMs for your convenience.

75B \$

Revenue in the past 12 months

Woodgrove revenue for the last twelve months
30.66% increase year-over-year.



Updated Banking Procedures Available

Due to recent legislation, we've updated our banking procedures for our regional branches in the northeast United States.



Copilot Studio



https://www.microsoft365.com/M365 Chat



Search



Copilot Studio

New agent ▾

Create



Describe

Configure

November 19, 2024, 8:00 AM

Hi, I'm here to help you build a copilot agent.

Describe what you'd like your agent to do, and I will help create a name, description, and instructions.

Remember: You can change these at any time.



New agent

Description



Describe how your copilot should behave





Copilot Studio

Autonomous agents



Sales
Qualification



Supplier
Communications



Account
Reconciliation



Time and
Expense

- Home
- Recent
- Pinned

My work

- Sales accelerator
- Dashboards
- Activities

Customers

- Accounts
- Contacts

Sales

- Leads
- Opportunities
- Competitors

Collateral

- Quotes
- Orders
- Invoices
- Products
- Sales Literature

Marketing

- Marketing lists
- Quick Campaigns

Performance

Sales

My open leads

Show chart

Focused view

+ New

Refresh

Collaborate

Delete

Smart data

Edit filters

Edit columns

 Hi Liz, 68% of goal achieved and rest can be achieved by focusing on 20 top leads.

1 month until Q4 ends

Target \$45 million

68% of target achieved

Won \$18m Committed \$8m Best case \$7m Qualified \$3m Leads \$75m

Copilot has pinpointed 20 key leads that show strong purchase intent and are actively engaging. These leads need your focus.



Jane Reyes

COO • Northwind Traders

Engage with Jane Reyes

Jane may be interested in upgrading espresso machines for her in-store coffee shops.

Expand business • High buying intent



Allan Munger

Head of Real Estate Development • Contoso Coffee

Prepare for meeting with Allan

Prepare for high-buying intent meeting Copilot scheduled for 2 PM regarding upgrading service contract.

Upcoming meeting • Due today

Other key activities



Cafe A100 for Woodland Bank

Woodland Bank • \$280,000 • 8 days to close

Review draft and reply to Chris Naido



Partnership opportunity for Fabrikam

Fabrikam • \$5,000,000 • 12 days to close

Prepare me for Fabrikam's key stakeholder meeting

Show all key activities

Sort, filter and search with Copilot

Name	Topic	Status reason	Created on
☐ Winford Asher	Cafe A100 for commercial use	New	4/02/2024 12:00 PM
☐ Josia Love	Upgrading service plan	New	3/30/2024 7:45 AM
☐ Harrison Curtis	Issue with throughput on EspressoMaster	New	3/28/2024 3:30 PM
☐ Jermaine Berrett	New roaster in distribution facility	New	3/25/2024 11:05 AM
☐ Gerald Stephens	Concerns on current machines	New	3/23/2024 4:50 PM
☐ Halle Griffiths	Expanding business	New	3/21/2024 10:20 AM
☐ Rachel Michael	Addressing service concerns	New	3/19/2024 1:15 PM
☐ Alex Baker	Premium coffee beans	New	3/17/2024 8:00 AM
☐ Lilly Pyles	Cafe A100 bulk rate	New	3/13/2024 2:45 PM
☐ Jane Reyes	Improving cost per cup	New	3/10/2024 9:30 AM

Announcing

Third-party agents



aka.ms/ThirdPartyAgents



Adoption

Extensibility

ROI

Announcing



Copilot Analytics

Copilot
Dashboard

Business
Impact Report

Advanced
Insights

aka.ms/CopilotAnalytics



 Copilot business outcome summary

11K measured employees 

Settings 

Start date

End date

Filter by

Value

10/20/2024 

11/20/2024 

Organization 

All 

Business outcome scores by Copilot usage



Business outcome	High usage	Medium usage	Low usage	Inactive
Win rate	65%	38%	16%	13%
Deals created	\$630,000	\$455,000	\$328,000	\$188,000
Deals won	\$400,000	\$310,000	\$200,000	\$80,000

Explore more

Customize Copilot usage categories

Top Copilot features used by employees with favorable business outcomes

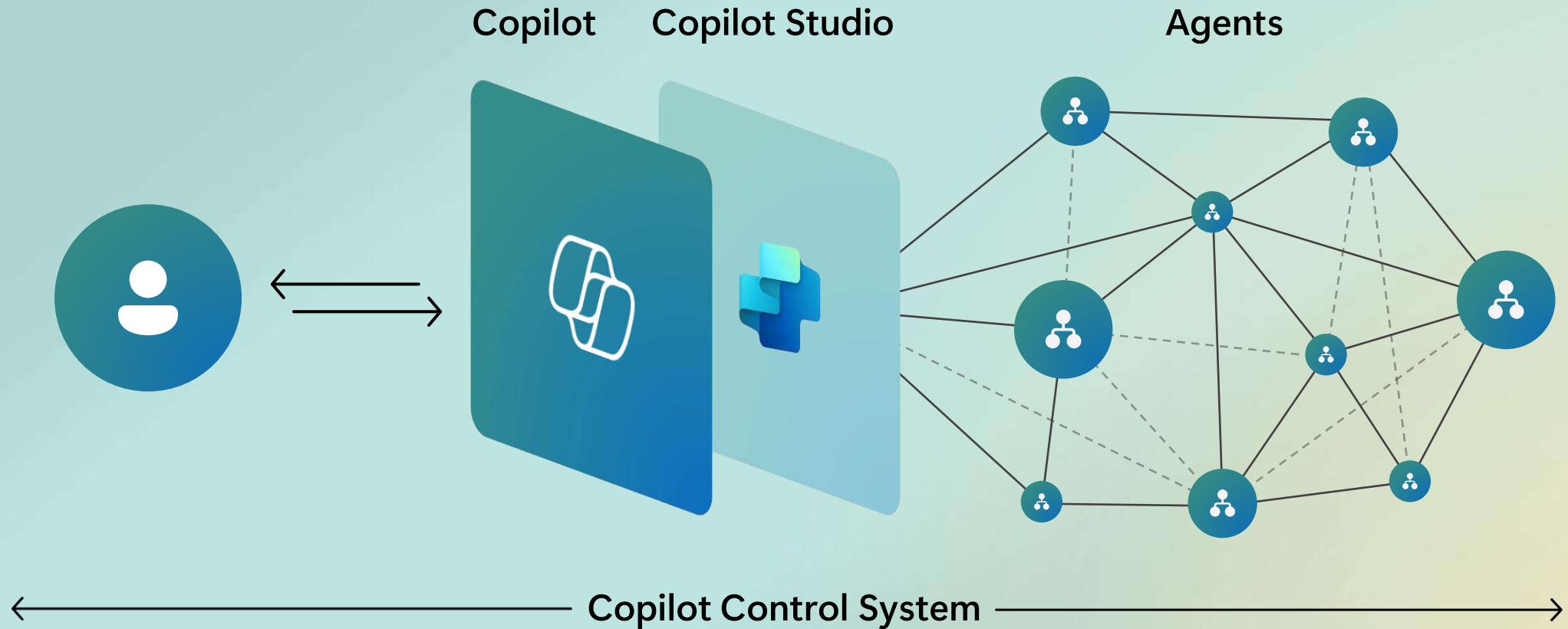
Business outcome metric

Monthly win rate 

-  Summarize meetings with Copilot
-  Draft email response with Copilot
-  Copilot chat prompts submitted

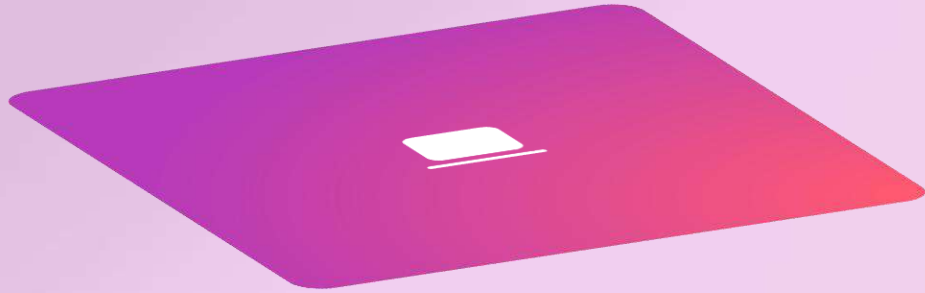
Explore more

Copilot is the UI for AI





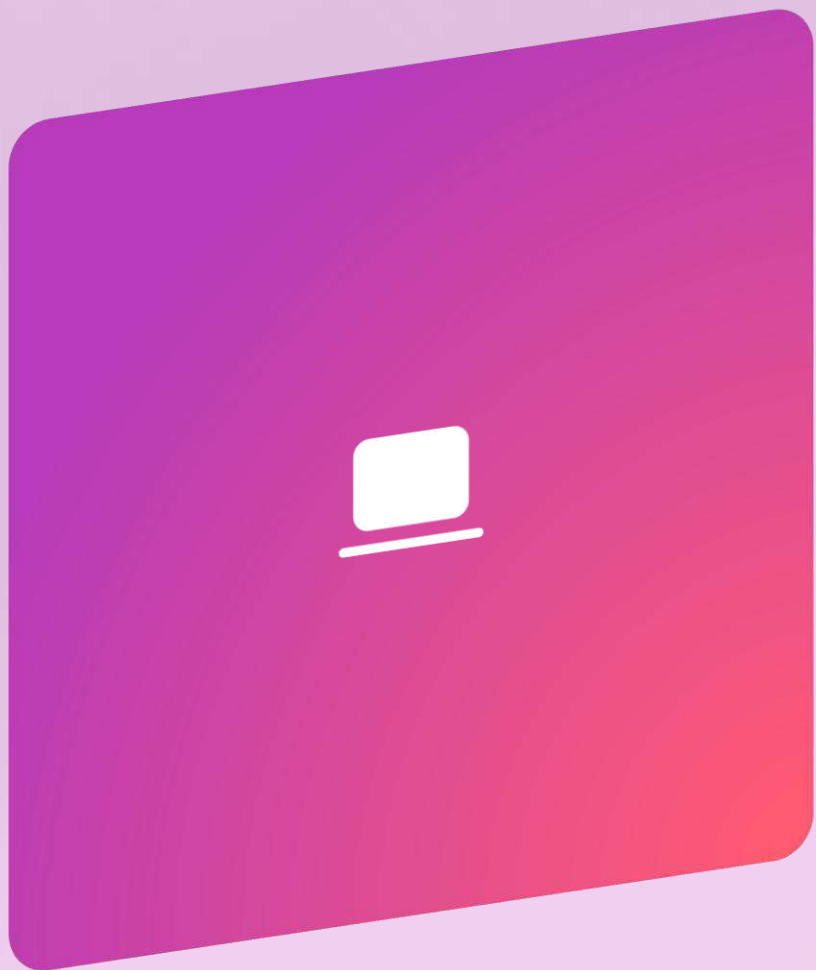
Copilot



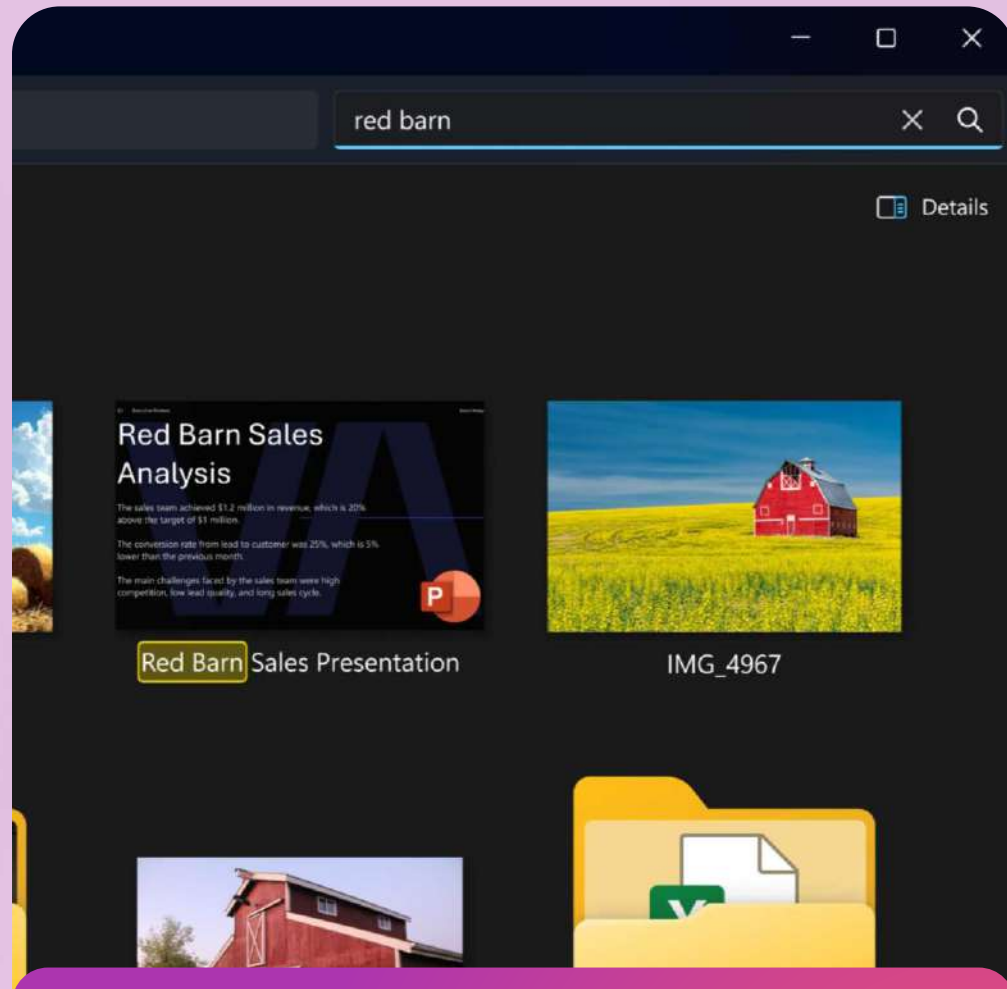
Copilot devices



Copilot & AI stack

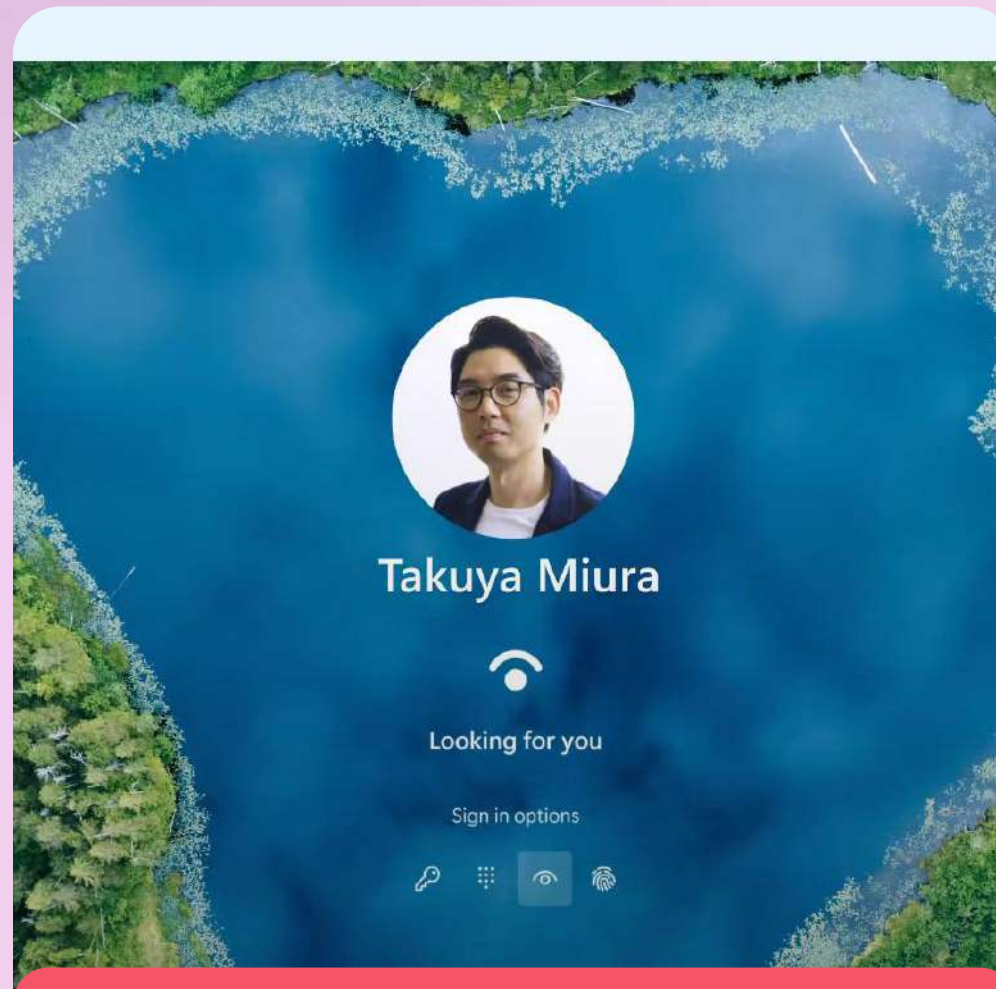


Copilot devices



Intelligent Windows Search

Get relevant results by typing in the Windows Search Box, File Explorer, or Taskbar



Chip-to-cloud security

Secured-core PC protection built into the processor for chip-to-cloud security



Get more

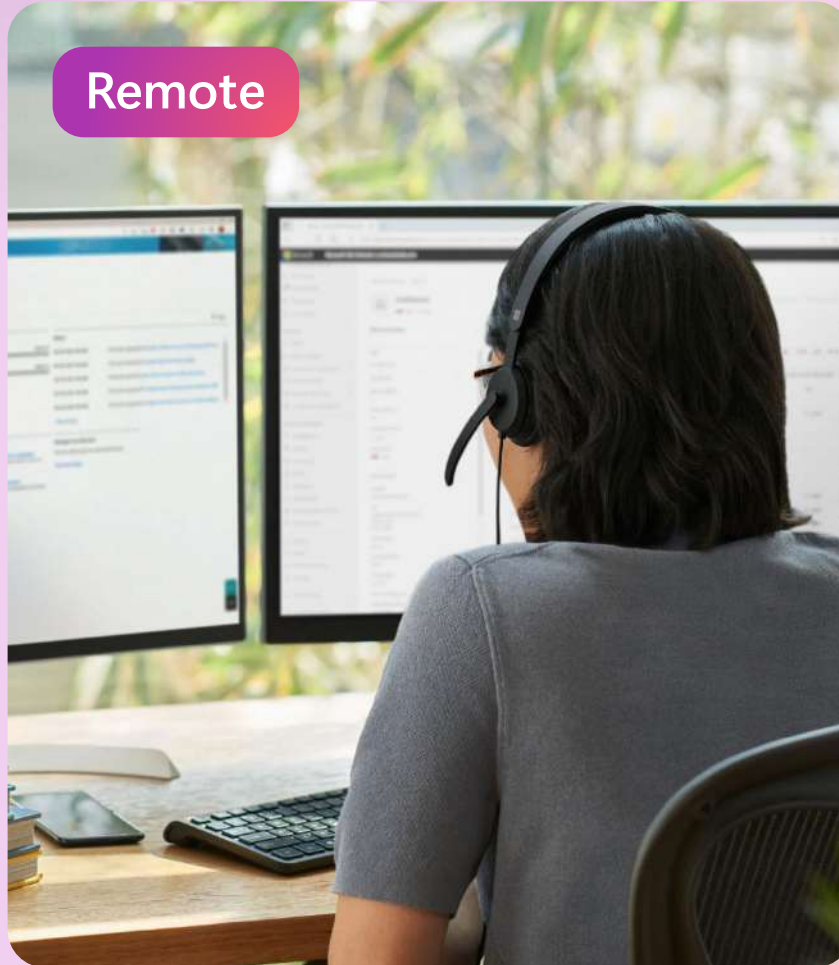
One-click a
your A

Windows 365

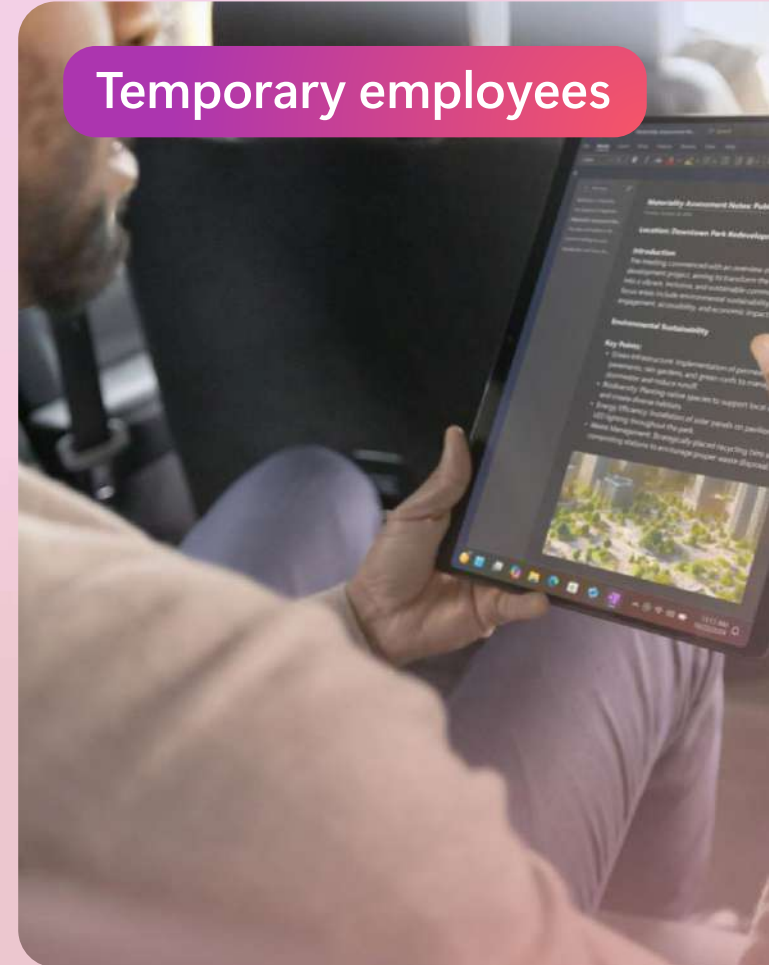
Meta Quest



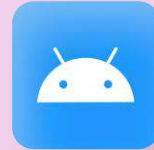
Remote



Temporary employees



Announcing



Windows App on Android

Coming to Google Play Store soon

aka.ms/WindowsAppAndroid

Announcing

Mobile Application Management

Lightweight, highly-secure support for
Windows App on iOS and Android

aka.ms/WinWithW365



Available in April



Windows 365 Link

Secure

Simple

Sustainable

Cloud-powered

aka.ms/Windows365Link



**Committed to being the most
secure and resilient platform**



Security in Windows 11



Smart App
Control



App Control
for Business



BitLocker and
Device Encryption



Microsoft vulnerable
driver blocklist

New



Config
Refresh

New



Common Log File Systems
run from trusted source

New



Tool Tips moved from
kernel to user mode

New



Hypervisor-enforced
paging translation

Announcing

Windows Resiliency Initiative

Windows reliance
security platform

New Safe
Deployment
practices

Coming soon

Quick Machine
Recovery

Strengthened app
and driver control

aka.ms/WinWithSecurity

Settings



Irvin Sayers
irvins@contoso.com

System

Bluetooth & devices

Network & internet

Personalization

Apps

Accounts

Time & language

Gaming

Accessibility

Privacy & security

Windows Update

Windows Update



You're up to date
Last checked: Today, 1:22 PM

Check for updates

More options



Get the latest updates as soon as they're available
This setting isn't available due to your organization's policy

Off ☐



Pause updates
This setting isn't available due to your organization's policy

Pause for 1 week



Update history

>



Advanced options
Delivery optimization, optional updates, active hours, other update settings

>



Windows Insider Program
Get preview builds of Windows to share feedback on new features and updates

>



Windows Update is committed to helping reduce carbon emissions. [Learn more](#)



Get help



Give feedback

Administrator: Command Prompt

Microsoft Windows [Version 10.0.26100.2033]
(c) Microsoft Corporation. All rights reserved.

C:\Windows\System32>

Task Manager

Performance

CPU

39% 3.42 GHz

Memory

13.8/15.6 GB (88%)

Disk 0 (C:)

SSD
2%

Ethernet

Ethernet 4
S: 96.0 R: 592 Kbps

NPU 0

Snapdragon(R) X Plu...
0%

GPU 0

Qualcomm(R) Adren...
53%

CPU

39% 3.42 GHz

60 seconds

Utilization Speed

39% 3.42 GHz

Processes Threads Handles

248 4146 120428

Base speed: 3.42 GHz

Sockets: 1

Cores: 10

Logical processors: 10

Virtualization: Enabled

L1 cache: 2.8 MB

L2 cache: 36.0 MB

59°F

Partly sunny

Search



Point-in-time restore for Windows 365

Select restore point

Time created ↑↓

11/8/2024 12:19 AM

11/7/2024 12:19 PM

11/7/2024 12:19 AM

11/6/2024 12:19 PM

11/6/2024 12:19 AM

11/5/2024 12:19 PM

11/5/2024 12:19 AM

11/4/2024 12:19 PM

Last restored ↑↓

11/8/2024 3:53 PM

Expiration date ↑↓

12/6/2024 12:19 AM

12/5/2024 12:19 PM

12/5/2024 12:19 AM

12/4/2024 12:19 PM

12/4/2024 12:19 AM

12/3/2024 12:19 PM

12/3/2024 12:19 AM

12/2/2024 12:19 PM

Restore this Cloud PC to the selected point?

Any data saved between the selected restore point and now will be lost.

Restore

Cancel

Select



Data

Microsoft Intelligent Data Platform

Databases · Analytics



SQL Server on
Azure VM

IaaS



Azure
SQL Database



Azure
Cosmos DB



Azure Database
for PostgreSQL



PaaS



Azure Database
for MySQL



Azure Managed
Redis



Azure
Databricks



Microsoft
Fabric



SaaS



Azure AI

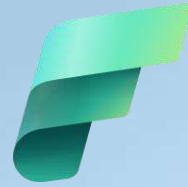


Microsoft Purview



Microsoft Defender

AI · Security · Governance



Microsoft Fabric

The unified data platform for AI transformation



Data
Factory



Data
Engineering



Data
Warehouse



Data
Science



Real-Time
Intelligence



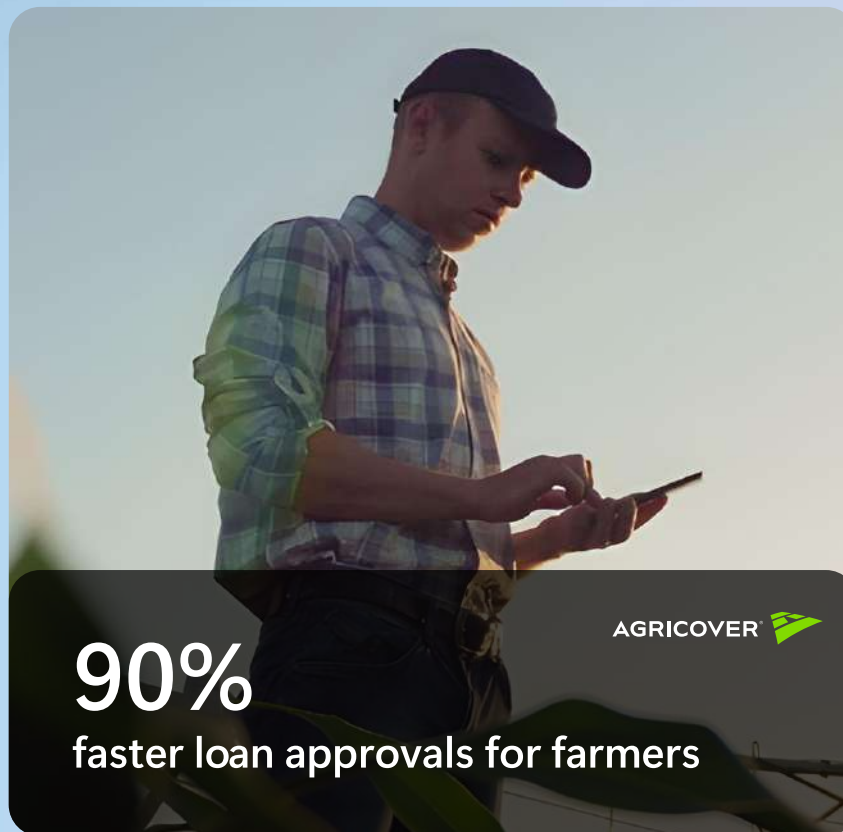
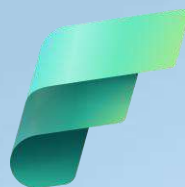
Power BI



OneLake



Microsoft Purview



aka.ms/MicrosoftAIStories

Announcing



Fabric Databases

A new class of cloud databases

Simplified

Autonomous

Optimized for AI

aka.ms/Fabric

Workloads

My workloads More workloads

See all workloads included with Fabric or added by your organization.

All workloads Included with Fabric Added by my organization

**Databases**
Microsoft
Create operational SQL databases seamlessly for transactional workloads.

**Data Factory**
Microsoft
Solve complex data ingestion, transformation, and orchestration scenarios using cloud-scale data movement and data transformation services.

**Data Warehouse**
Microsoft
Scale up your insights by storing and analyzing data in a secure SQL warehouse. Benefit from top-tier performance at petabyte scale in an open-data format.

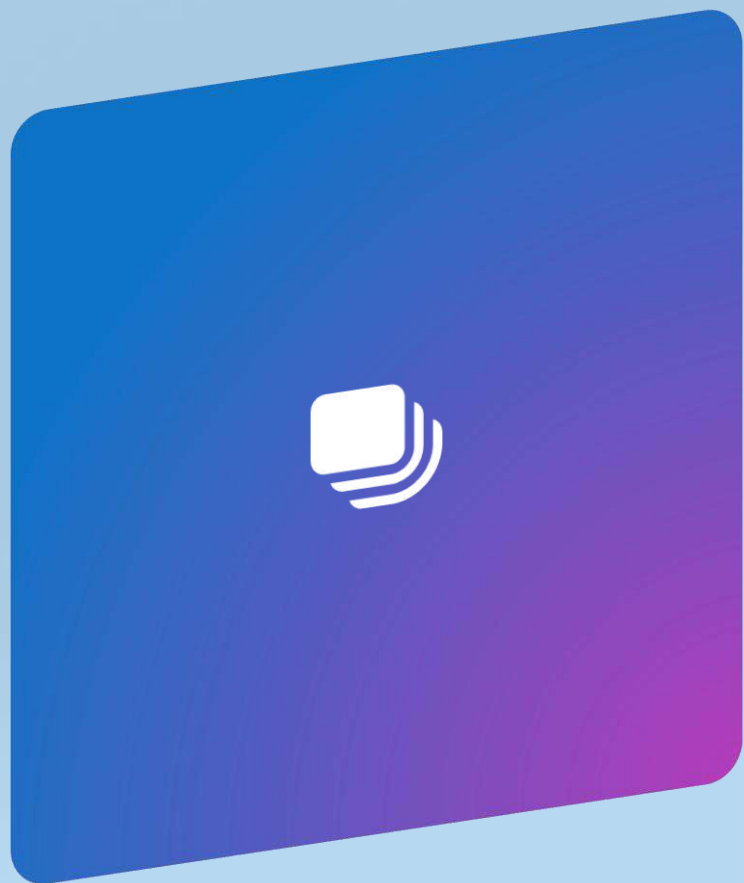
**Power BI**
Microsoft
Find insights, track progress, and make decisions faster using rich visualizations.

**Real-Time Intelligence**
Microsoft
Discover insights from your streaming data. Quickly ingest, index, and partition any data source or format, then query the data and create visualizations. You can also create alerts to flag anomalies.

**Data Science**
Microsoft
Unlock powerful insights using AI and machine learning technology.

**Data Engineering**
Microsoft
Create a lakehouse and operationalize your workflow to build, transform, and share your data estate.

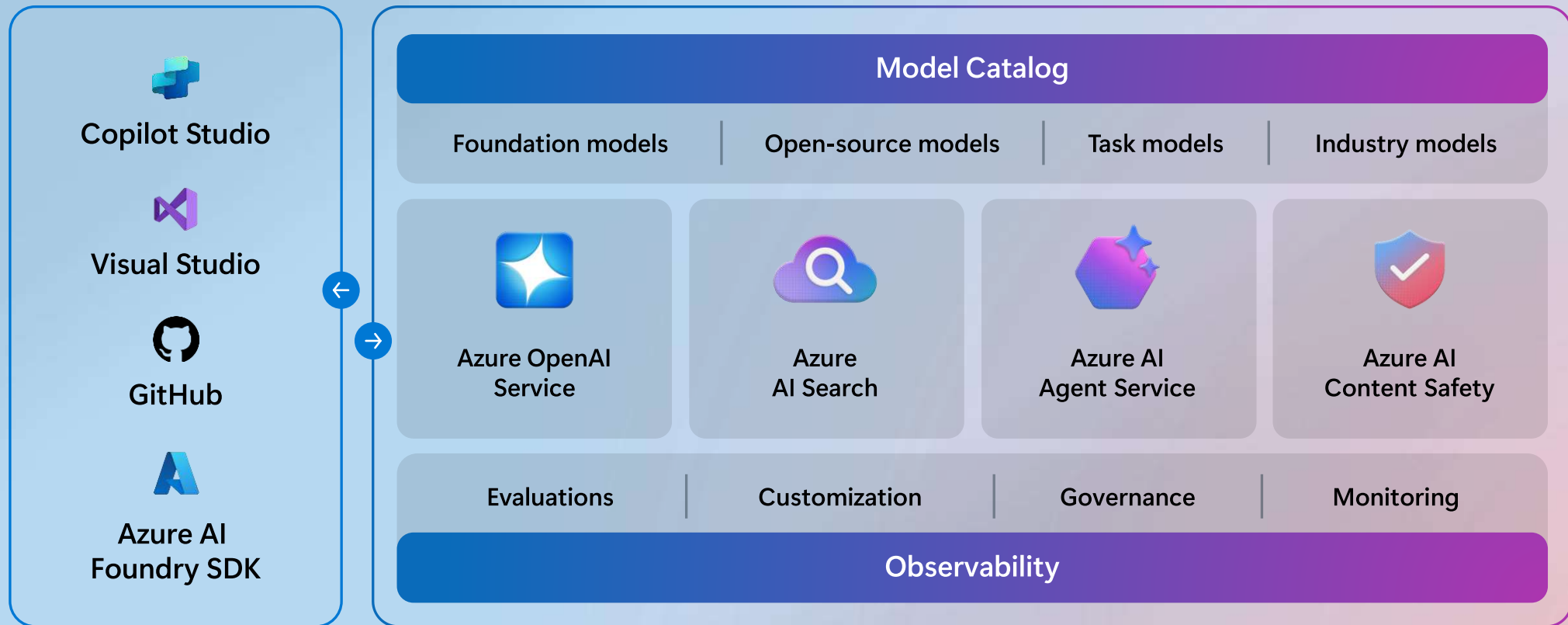
**Industry Solutions**
Microsoft
Use out-of-the-box industry data solutions and resources.



AI app platform

Announcing

Azure AI Foundry



Azure AI model breadth

Offering a wide collection of frontier and open models

Azure OpenAI Service



o1-preview – for reasoning
o1-mini – for reasoning
GPT-4o
GPT-4o mini
GPT-4-Turbo with Vision,
GPT-4, GPT-3.5
DALL·E
Embeddings
Whisper, Text to speech

Cohere



Cohere Command R+
Cohere Command R

Databricks



Databricks/dbrx-base
Databricks/dbrx-instruct

Hugging Face

Falcon/TII
Stable Diffusion/Stability
Dolly/Databricks
CLIP/OpenAI

1,800+ models

New

20+ new industry models



Hugging Face



Paige



**Rockwell
Automation**

aka.ms/AzureAIModelCatalogPage



Announcing

Model customization and experimentation

End-to-end
model fine-tuning

Simplified
data preparation

Experimentation
and optimization

aka.ms/MaaSExperimentation



Public preview

Azure AI Agent Service

Securely build, deploy, and scale AI agents with ease

Rapid development
and automation

Extensive data integration
via 1,400+ Logic Apps
connectors

Supports
multiple models

Enterprise-grade
security

[AI.Azure.com](https://ai.azure.com)



Announcing

New centralized management and governance controls

Private preview

Create AI reports to
govern AI apps and models

View and manage key
subscription details

Simplified setup of hubs,
projects, and resources

AI.Azure.com

Announcing

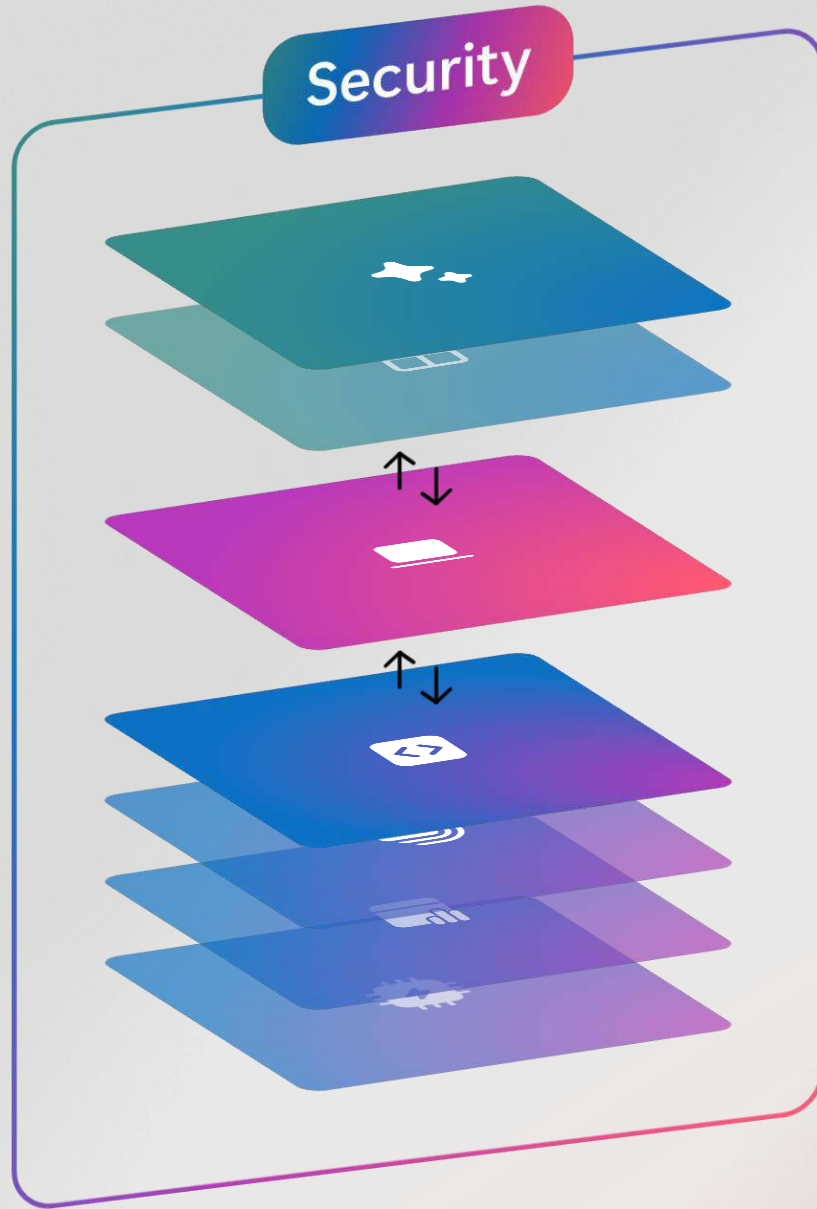
Risk and safety evaluations for images

Assess AI models and apps for harmful outputs

Understand frequency
and severity of risks

Streamline risk
assessment processes

Measure impact of
targeted mitigations



Copilot

Copilot devices

Copilot & AI stack

