inTEC IMPACT

Chris Lines

Microsoft Territory Channel Manager EMEA/APAC

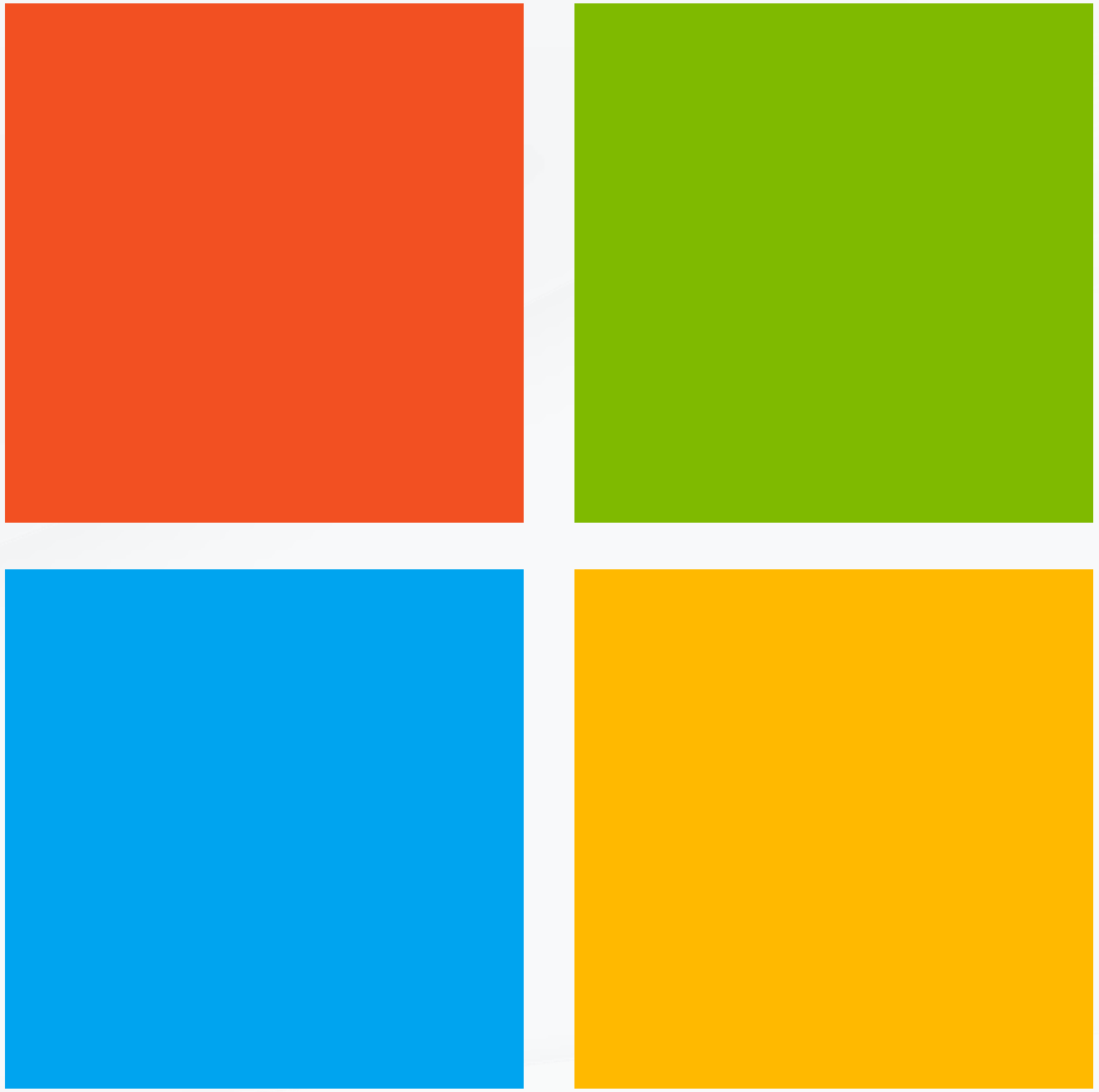
Mark Armstrong

inTEC Director of Modern Workplace

Introductions, Housekeeping & Agenda

Microsoft mission

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



The pace of change is raising challenges and intensifying existing inequities

Support inclusive economic opportunity

Protect fundamental rights

Commit to a sustainable future

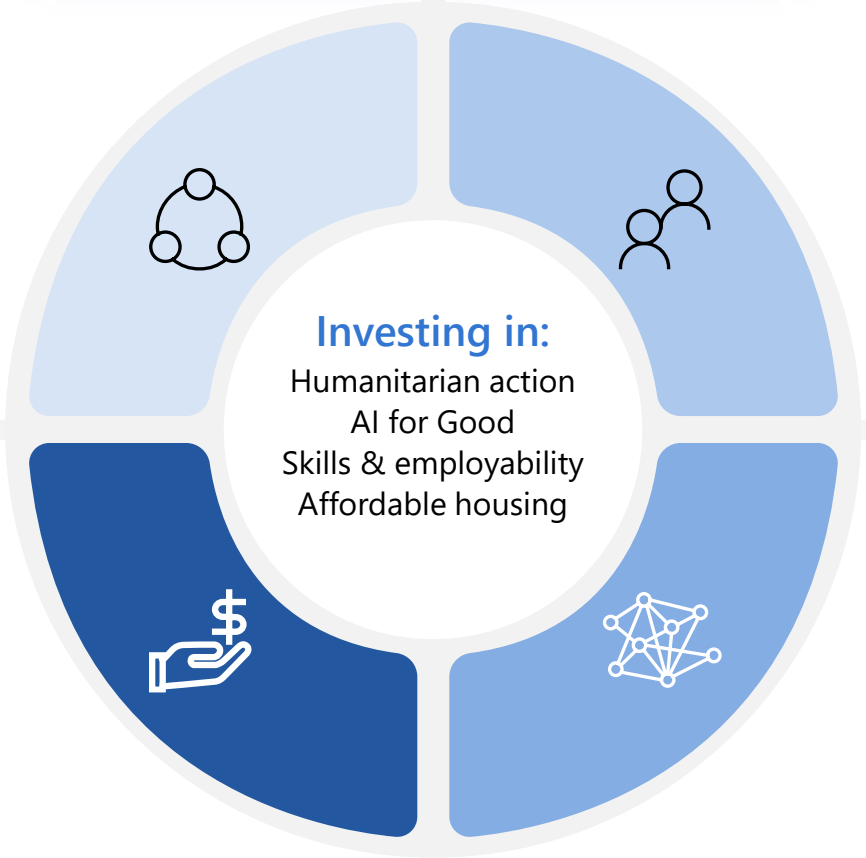
Earn trust

Tech for Social Impact

A NEW BUSINESS MODEL

Affordable Technology & Solutions

Capacity Building



Social Investment Model

Partner Ecosystem

Integrating philanthropy and affordable commercial sales

In fiscal year 2023, Microsoft provided

Supporting nonprofits is a part of our DNA

$3.8 billion

In grants or discounted software and services

$242 million

Donated by over 105k Microsoft employees (including company match) to support over 35k nonprofits in 116 countries around the world

325,000

Nonprofit organizations equipped with modern, secure, and scalable Microsoft cloud solutions

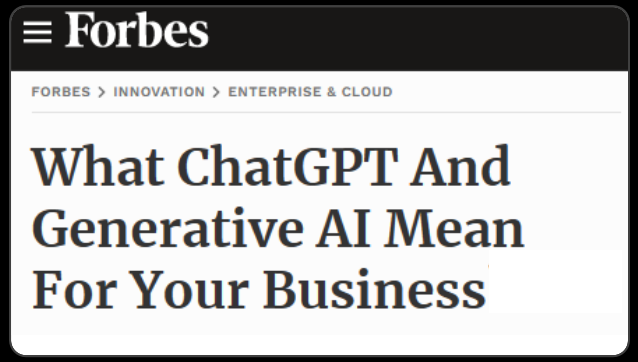
The world is changing

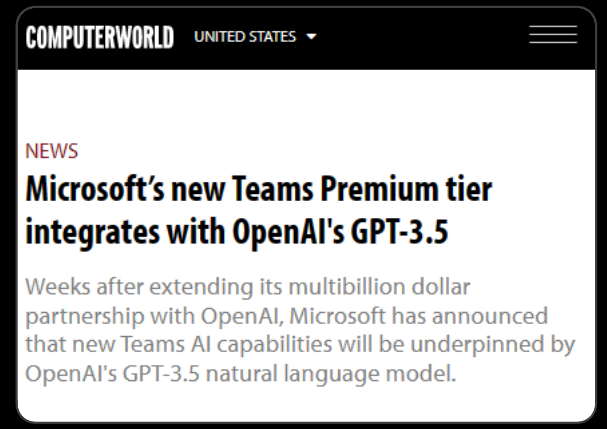
Communities are transforming rapidly

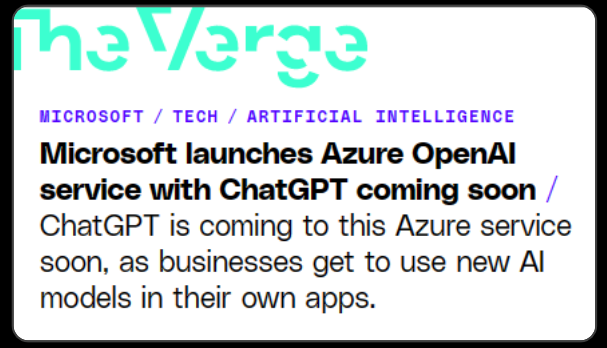
The drivers for impact are evolving

The world is more connected than ever

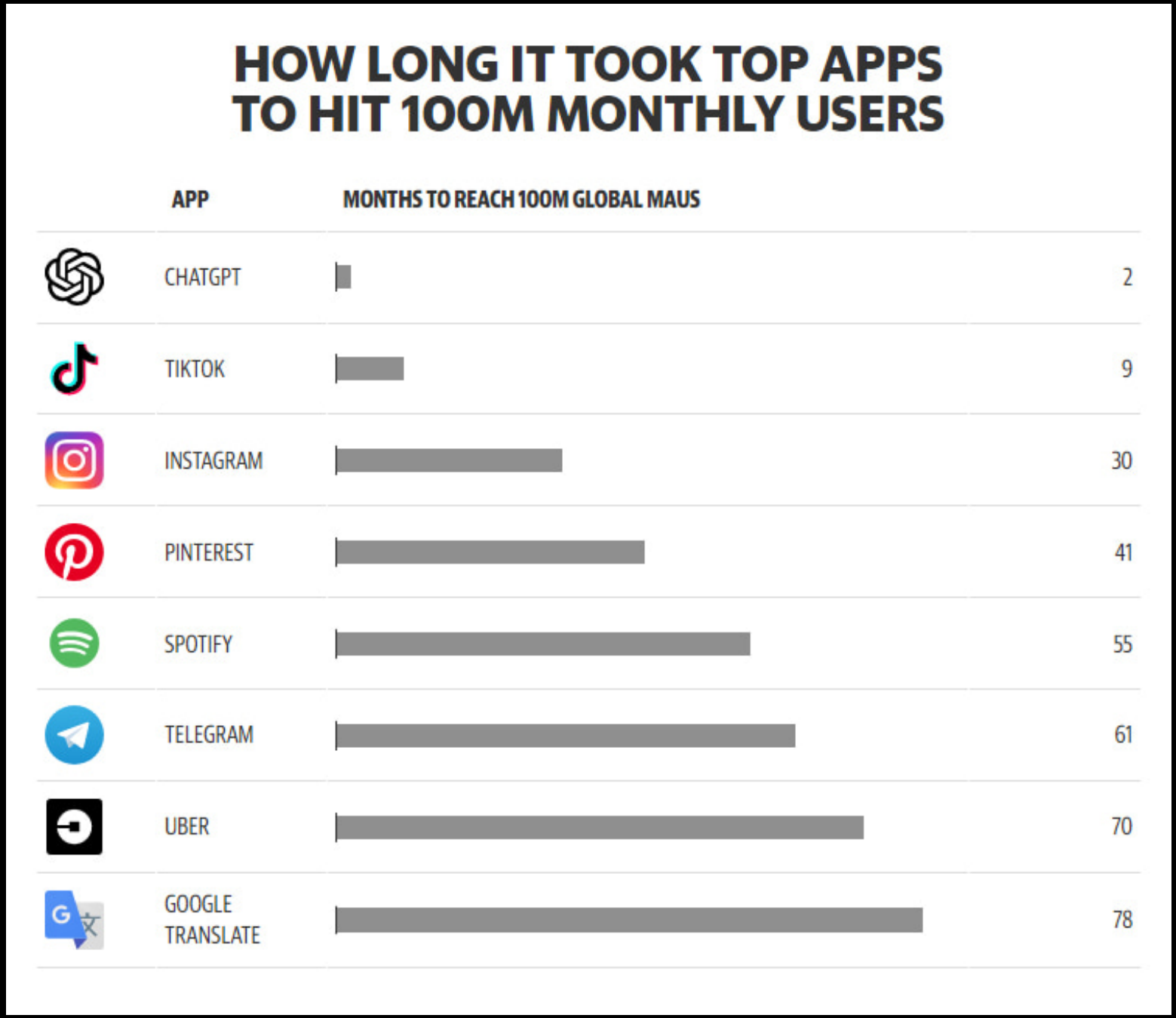
The AI technology is here



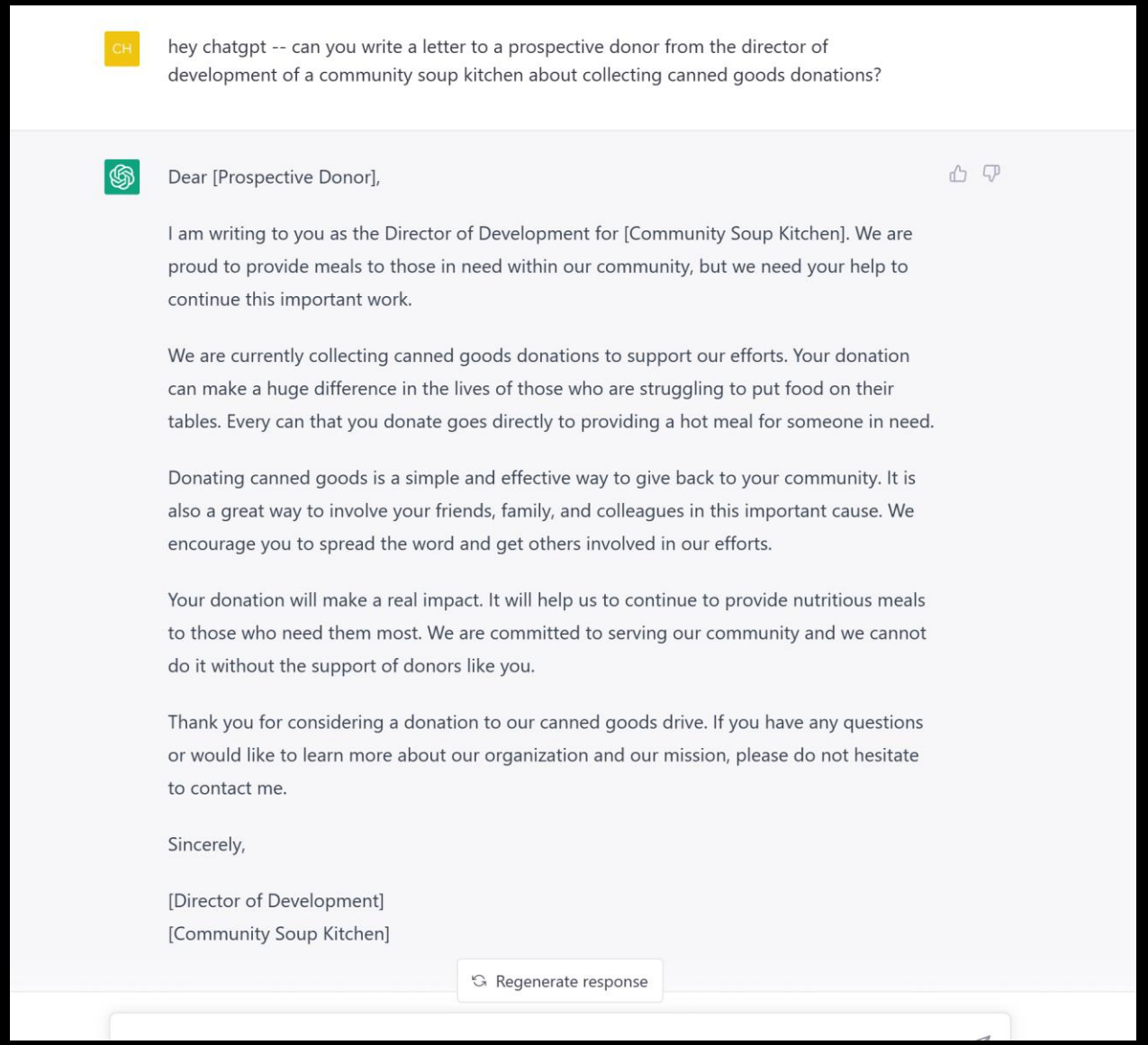




And it has been embraced



It's already at work…



And the impact is real

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

Empower every nonprofit and international development organization with Microsoft technology to accelerate social impact

Microsoft is fueling AI innovation

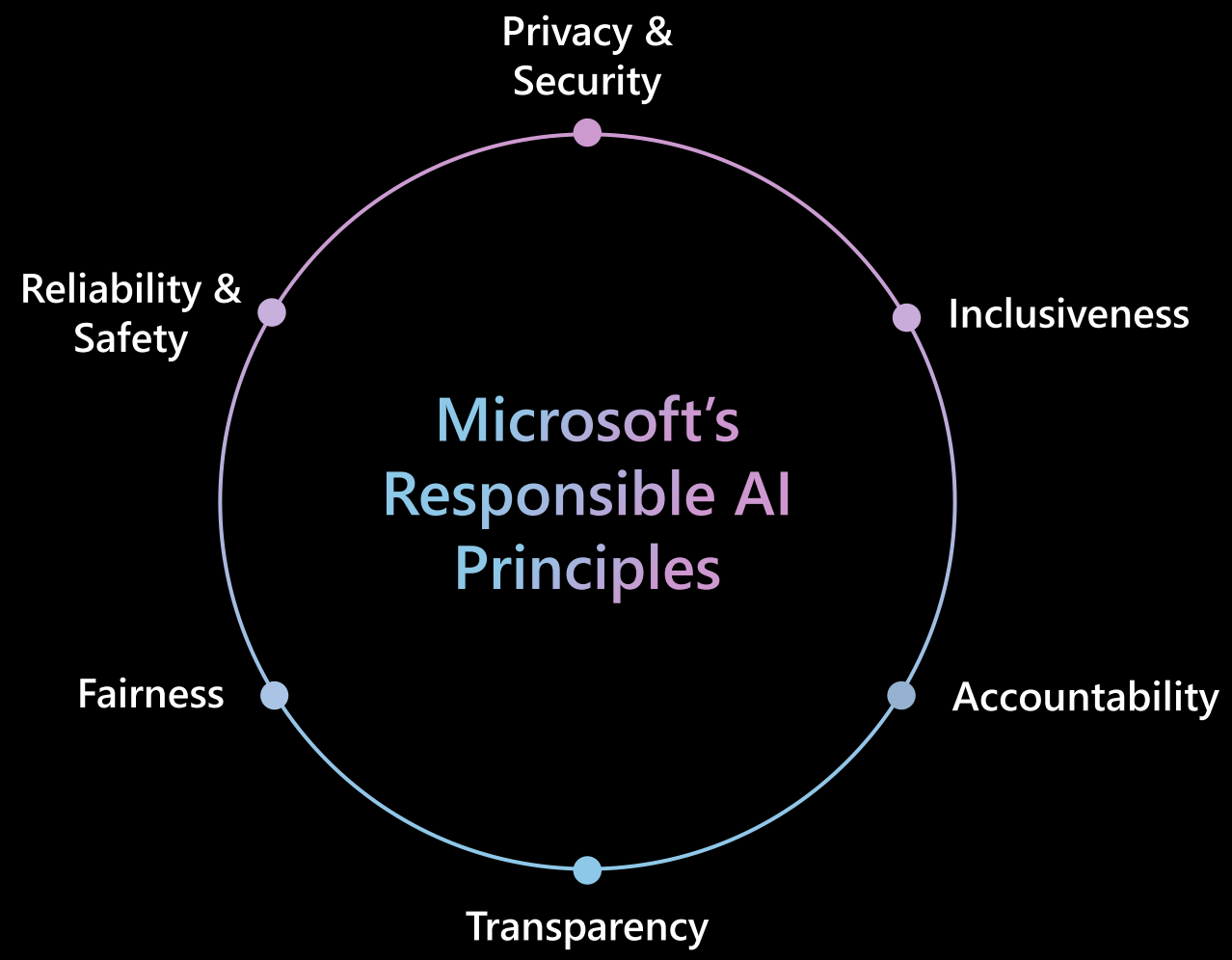
Decades of research & development

Committed to advancing Responsible AI

Secure from the start

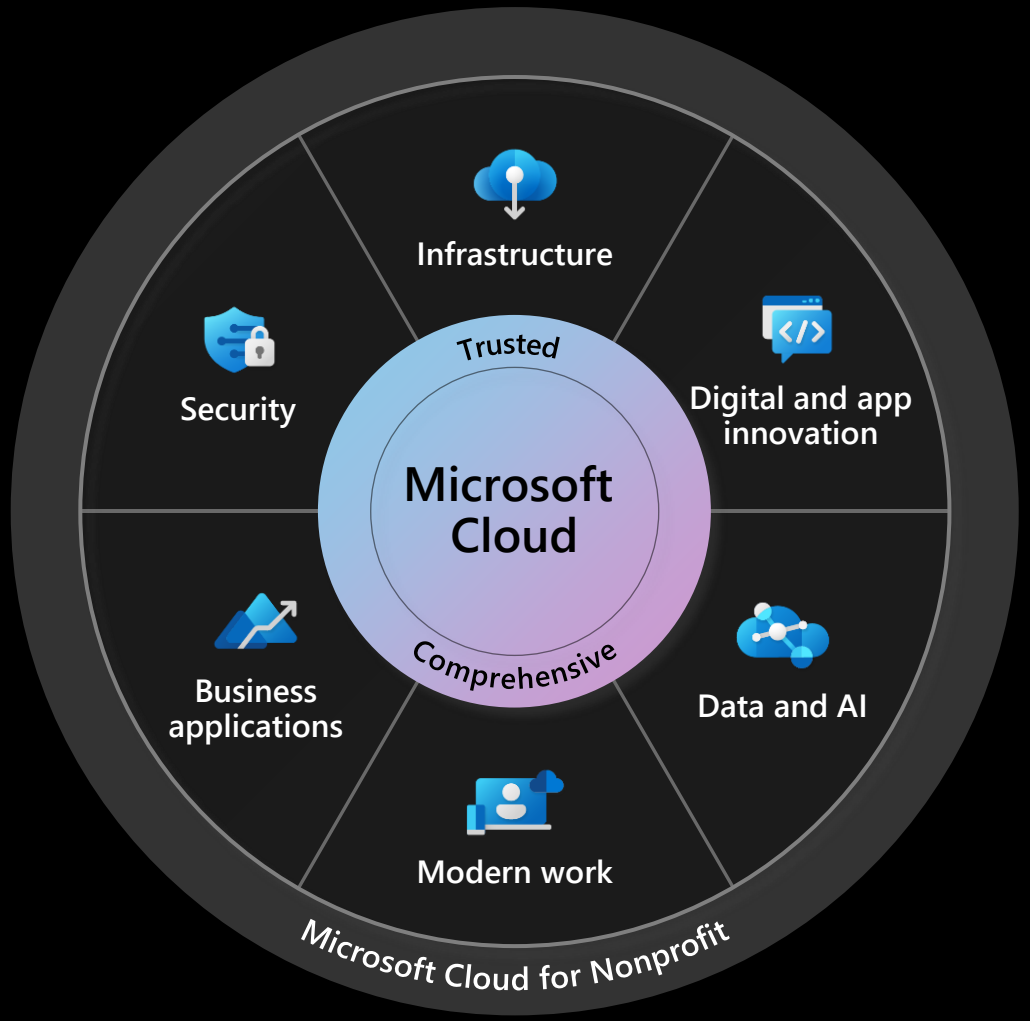
Reliability & performance at scale for large AI models

Trusted by AI leaders like OpenAI



Building blocks to enact principles

- Tools and processes
- Training and practices
- Rules
- Governance



Microsoft Cloud

Build capacity with AI - while staying human to meet your organization's growing needs.

Deepen your community impact with intelligent apps using AI

Microsoft Cloud
Runs on trust

Your data is your data

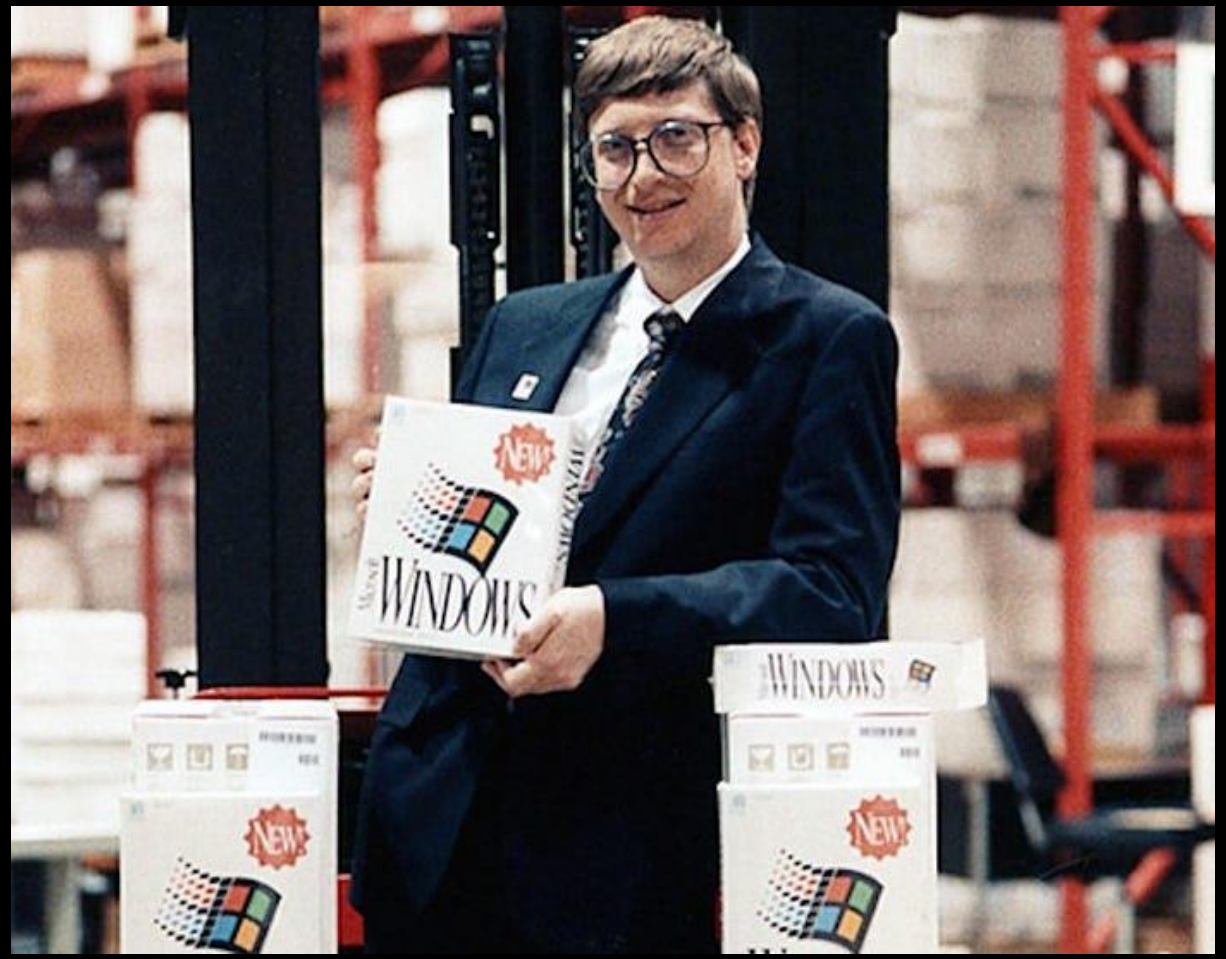
Your data from any fine-tuning is not used to train the foundation AI models

Your data is protected by the most comprehensive enterprise compliance and security controls

The opportunity is yours to

lead the AI transformation

But AI will take our jobs?



Digital debt is costing us innovation

64%

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

57%

of employees' time is spent communicating - in meetings, email, and chat

43%

of employees' time is spent creating - in documents, spreadsheets, and presentations

Source: 2023 Work Trend Index [Work Trend Index | Will AI Fix Work?]

70% of people would delegate as much as possible to AI to lessen their workloads

82% of leaders say employees will need new skills to be prepared for the growth of AI

76% of people would be comfortable using AI for admin tasks

Leaders are 2X more interested in using AI to increase productivity than to cut headcount

Microsoft WorkLab Work Trend Index, May 2023

AI changes work for the better, but it’s still your work

AI on Autopilot

AI changes work for the better, but it's still your work

AI as Copilot

Save time and energy	Get more done	Generate innovative ideas

Introducing

Microsoft 365 Copilot

The next
revolution in
computing

Microsoft 365 Copilot

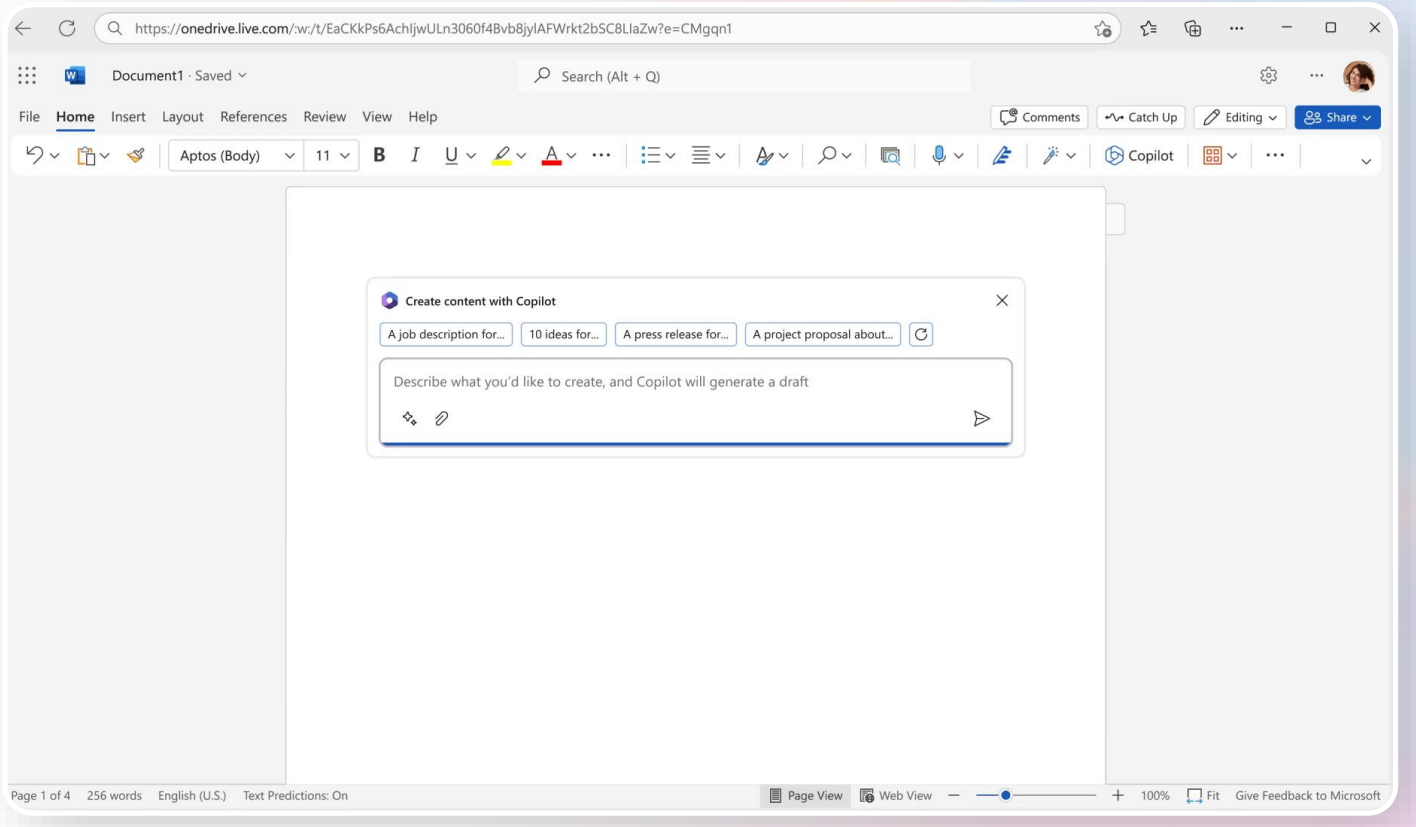
Embedded across Microsoft 365 apps

Copilot in Word

Copilot writes, edits, summarizes, & creates right alongside you.

Some example prompts you can ask **Copilot**:

- Draft a two-page project proposal based on the data from [*document*] and [*spreadsheet*].
- Make the third paragraph more concise. Change the tone of the document to be more casual.
- Create a one-page draft based on this rough outline.

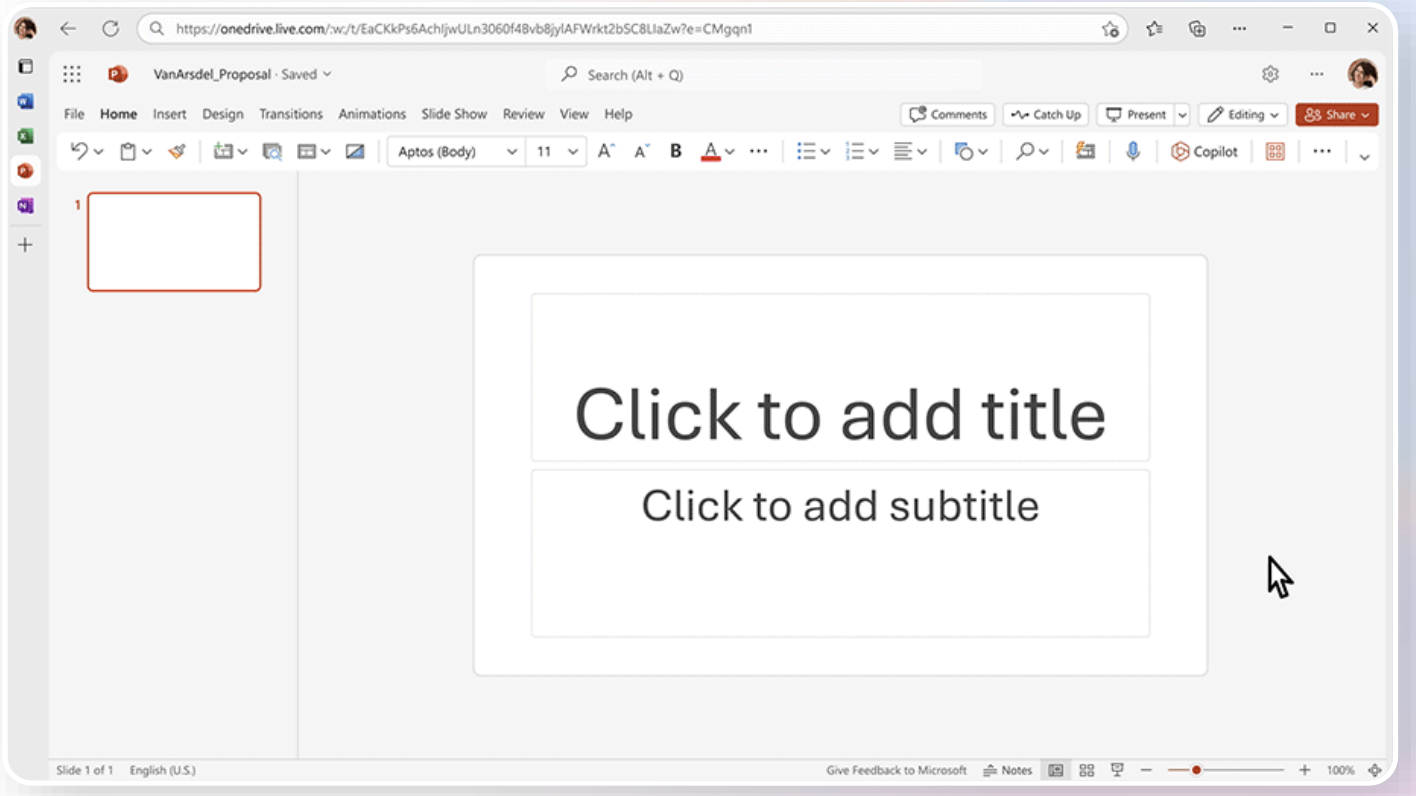


Copilot in PowerPoint

Copilot helps you turn your ideas into stunning presentations.

Some example prompts you can ask **Copilot**:

- Create a five-slide presentation based on a Word document, include relevant stock photos.
- Consolidate this presentation into a three-slide summary.
- Reformat these three bullets into three columns, each with a picture.

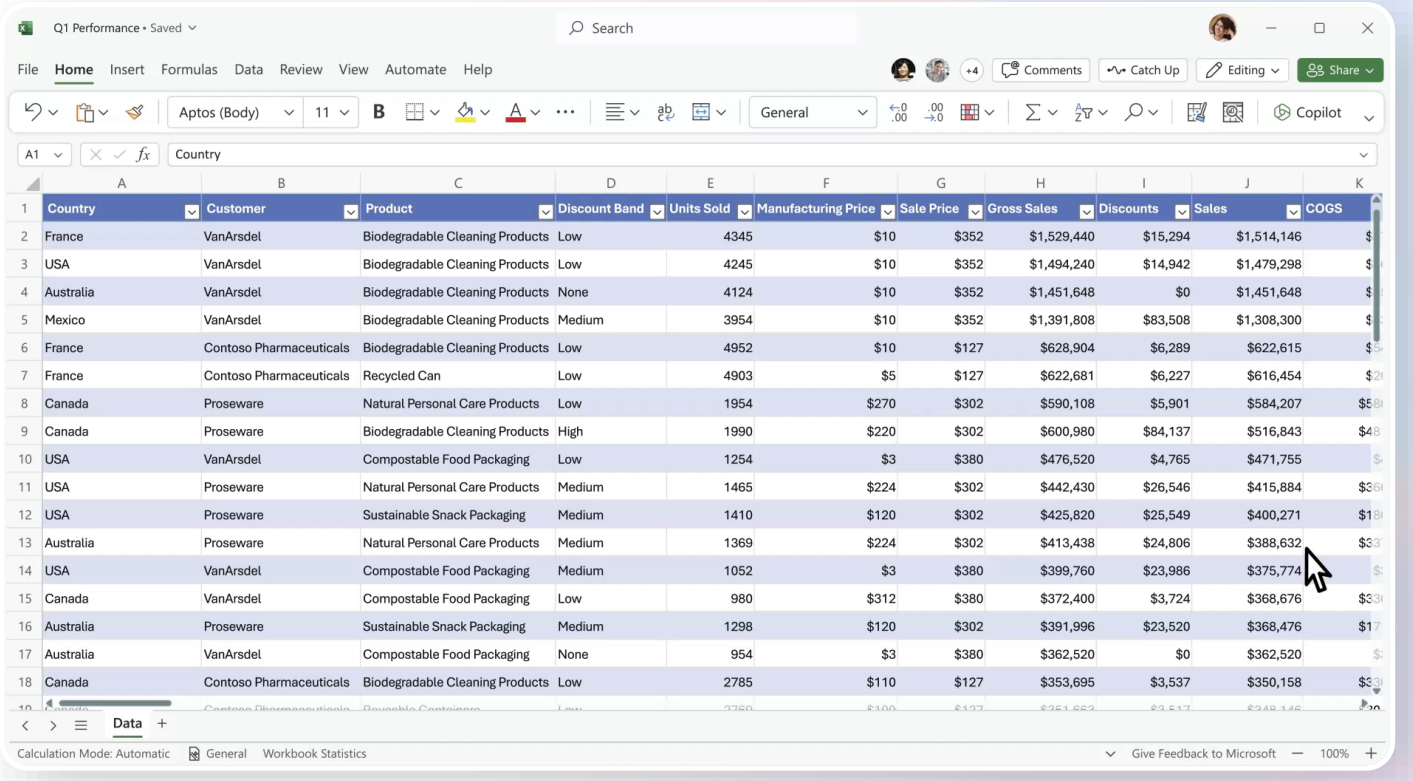


Copilot in Excel

Copilot works alongside you to help analyze and explore your data.

Some example prompts you can ask **Copilot**:

- Give a breakdown of the sales by type and channel. Insert a table.
- Project the impact of [*variable*] and generate a chart to help visualize.
- Model how a change to the growth rate for [*variable*] would impact my gross margin.



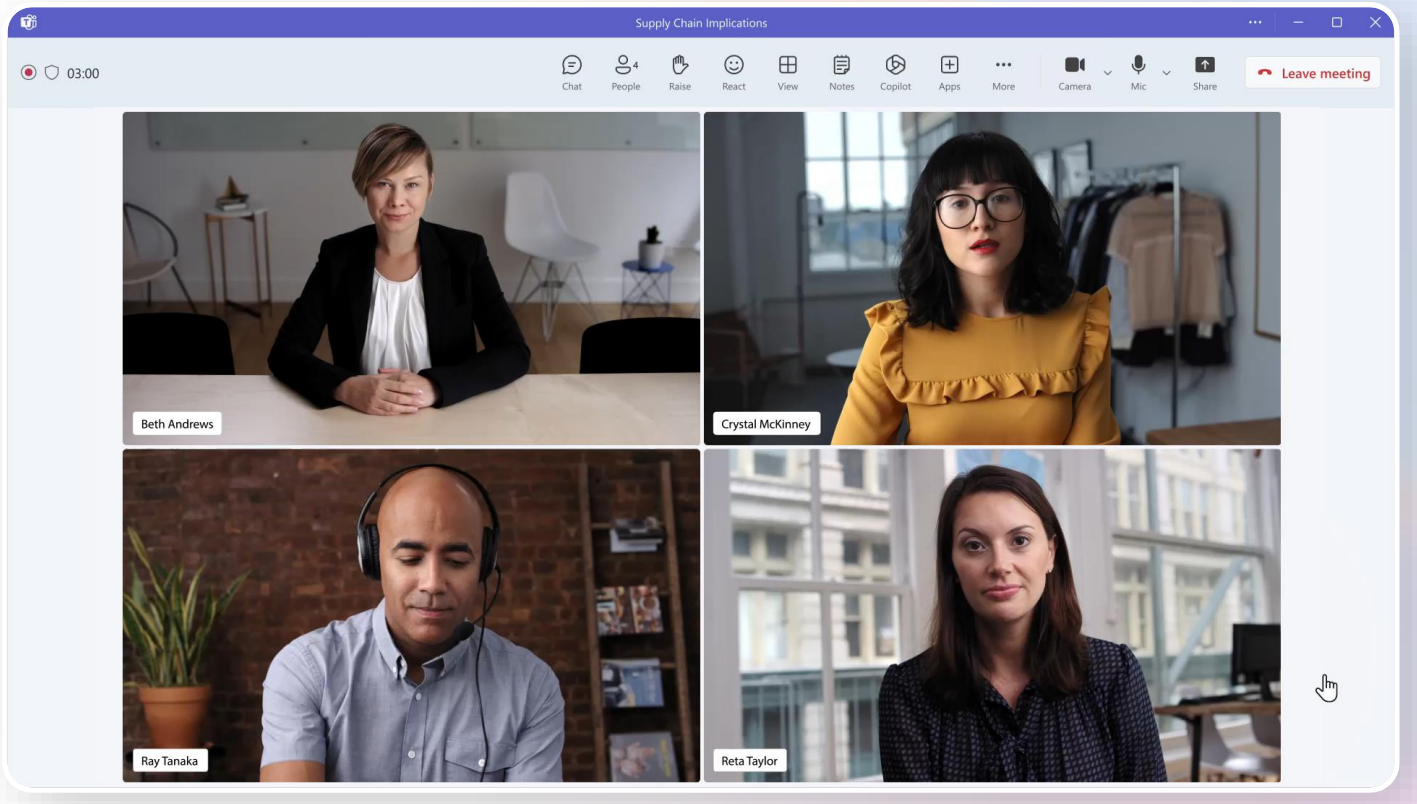
	Country	Customer	Product	Discount Band	Units Sold	Manufacturing Price	Sale Price	Gross Sales	Discounts	Sales	COGS
2	France	VanArsdel	Biodegradable Cleaning Products	Low	4345	$10	$352	$1,529,440	$15,294	$1,514,146	
3	USA	VanArsdel	Biodegradable Cleaning Products	Low	4245	$10	$352	$1,494,240	$14,942	$1,479,298	
4	Australia	VanArsdel	Biodegradable Cleaning Products	None	4124	$10	$352	$1,451,648	$0	$1,451,648	
5	Mexico	VanArsdel	Biodegradable Cleaning Products	Medium	3954	$10	$352	$1,391,808	$83,508	$1,308,300	
6	France	Contoso Pharmaceuticals	Biodegradable Cleaning Products	Low	4952	$10	$127	$628,904	$6,289	$622,615	
7	France	Contoso Pharmaceuticals	Recycled Can	Low	4903	$5	$127	$622,681	$6,227	$616,454	
8	Canada	Proseware	Natural Personal Care Products	Low	1954	$270	$302	$590,108	$5,901	$584,207	
9	Canada	Proseware	Biodegradable Cleaning Products	High	1990	$220	$302	$600,980	$84,137	$516,843	
10	USA	VanArsdel	Compostable Food Packaging	Low	1254	$3	$380	$476,520	$4,765	$471,755	
11	USA	Proseware	Natural Personal Care Products	Medium	1465	$224	$302	$442,430	$26,546	$415,884	
12	USA	Proseware	Sustainable Snack Packaging	Medium	1410	$120	$302	$425,820	$25,549	$400,271	
13	Australia	Proseware	Natural Personal Care Products	Medium	1369	$224	$302	$413,438	$24,806	$388,632	
14	USA	VanArsdel	Compostable Food Packaging	Medium	1052	$3	$380	$399,760	$23,986	$375,774	
15	Canada	VanArsdel	Compostable Food Packaging	Low	980	$312	$380	$372,400	$3,724	$368,676	
16	Australia	Proseware	Sustainable Snack Packaging	Medium	1298	$120	$302	$391,996	$23,520	$368,476	
17	Australia	VanArsdel	Compostable Food Packaging	None	954	$3	$380	$362,520	$0	$362,520	
18	Canada	Contoso Pharmaceuticals	Biodegradable Cleaning Products	Low	2785	$110	$127	$353,695	$3,537	$350,158	

Copilot in Teams

Copilot helps you run effective meetings, get up to speed, organize key discussion points, and summarize actions.

Some example prompts you can ask **Copilot**:

- Summarize what I've missed in the meeting.
- Create a table of pros and cons for [*topic*].
- What decisions were made, and what are some suggested next steps?

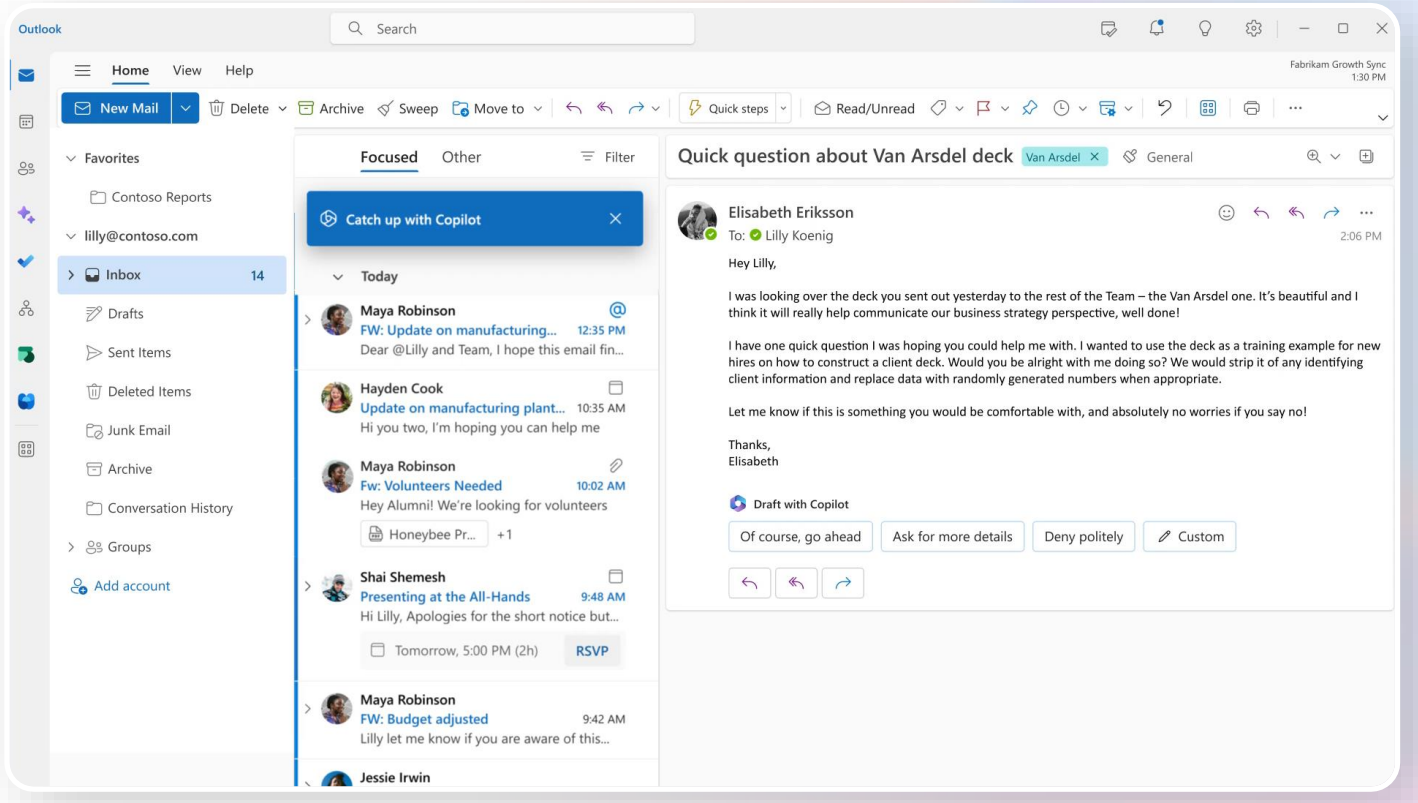


Copilot in Outlook

Copilot works with you in cleaning your inbox and messages.

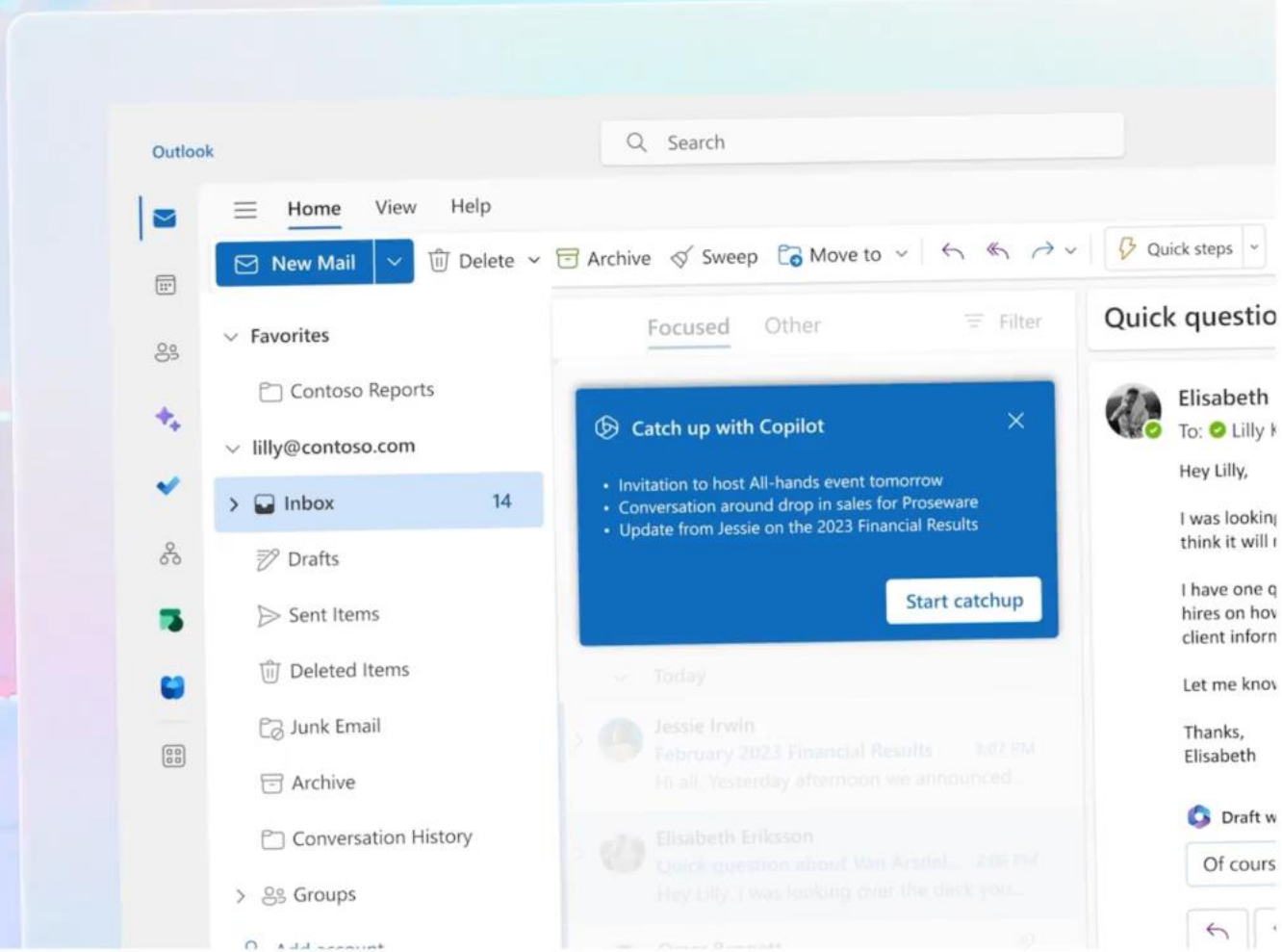
Some example prompts you can ask **Copilot**:

- Summarize the emails I missed while I was out. Flag important items.
- Draft a response thanking them and asking for more details; shorten this draft and make the tone professional.
- Invite everyone to a “lunch and learn” about new product launches next Thursday at noon



MICROSOFT 365

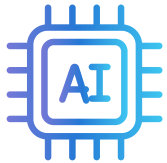
Copilot in Outlook



Practical Nonprofit AI Use Cases

- ChatGPT for recommended marketing and fundraising content
- ML/AI for donor propensity and engagement forecasting
- Predictive templates in knowledge work for operations and finance
- Analysis and futurecasting for response-ready community programs

Employees want AI-powered chat, but companies have data security and privacy concerns



92% of technical professionals and business decision makers say they have used or tried an AI tool or service

Employees using AI-powered chat through public web services are putting corporate data at risk

Some large corporations discourage employees from using AI tools because of data leakage risks

**State of AI: Microsoft Tracking Study, June 2023*

Bing Chat Enterprise is a great way to get started with AI

Powerful

Generates answers using GPT-4 and DALL-E 3, the latest in AI models

Protective

Commercial data protection for your confidential information

No additional payment

On Microsoft 365 E5, E3, A3 or A5 (faculty), Business Standard and Business Premium.

This is Laurie.

She volunteered at two different work events.

She donated to both organizations.

But **only one of them captured her heart** and she continues to volunteer and give regularly.

How did they do it?

Dear Laurie,

Thank you for your generous $50 gift.

Your donation goes to provide loving care and shelter for children in need.

Dear Laurie,

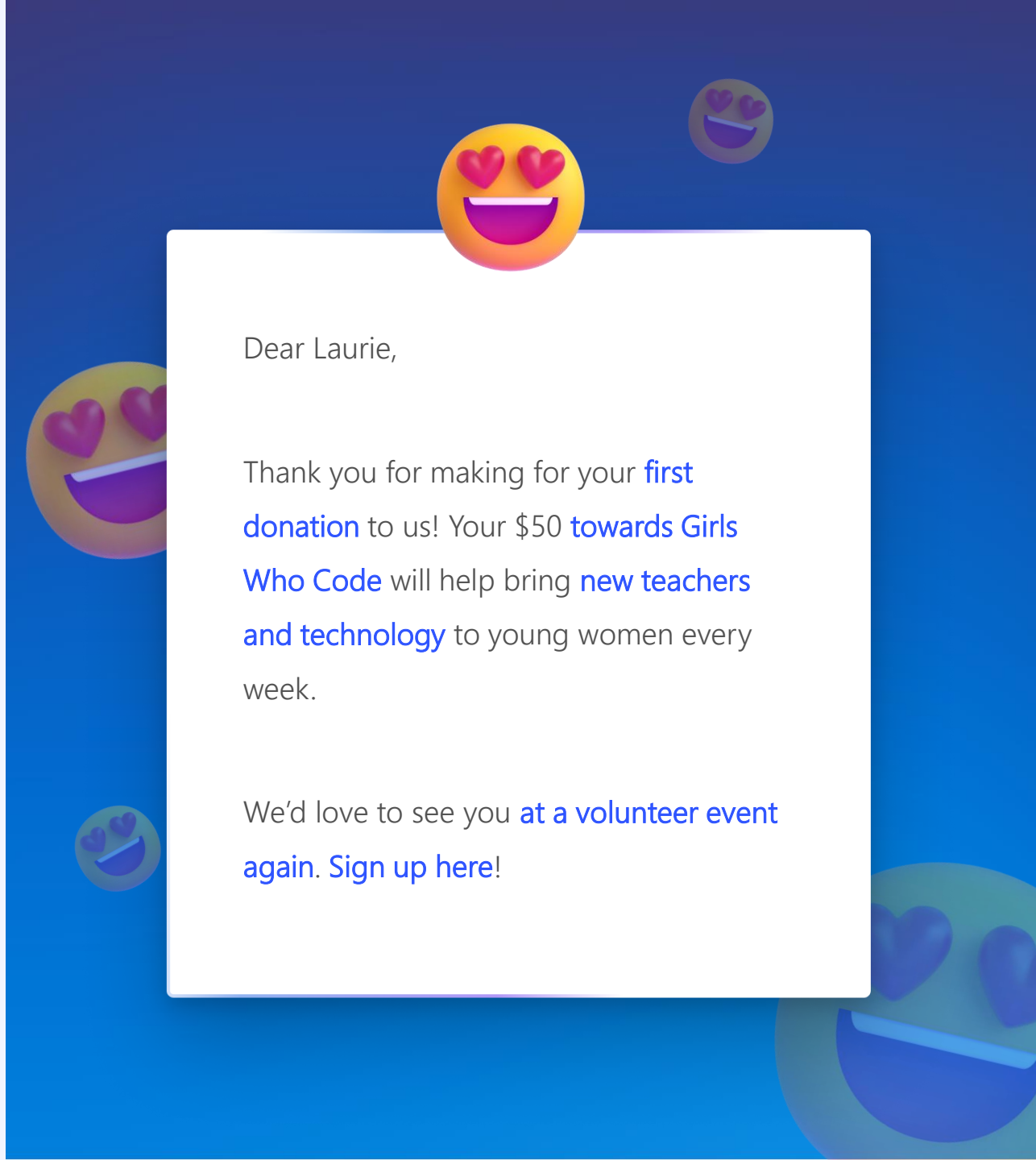
Thank you for making for your first donation to us! Your **$50 towards Girls Who Code will help bring new teachers** and **technology to young women** every week.

We'd love to see you at a volunteer event again. Sign up here!

Why can't nonprofits do this without AI?

Pulling out the data out of the CRM and crafting a new narrative for every donor is **too time-consuming**.

All data that's blue on the right is AI-generated from CRM data **within seconds**.



Microsoft 365 Copilot

AI for IT

Your technology experts look to tech for help, too

Your IT team focuses on:

- Network administration
- System administration
- Security management
- Backup and disaster recovery
- Cybersecurity
- Help desk support
- Resource management
- Compliance and regulations
- IT procurement and asset management
- User support and training
- IT project management
- IT policies and documentation

Use AI as a personal help desk assistant

76% of people

would be comfortable using
AI for admin tasks

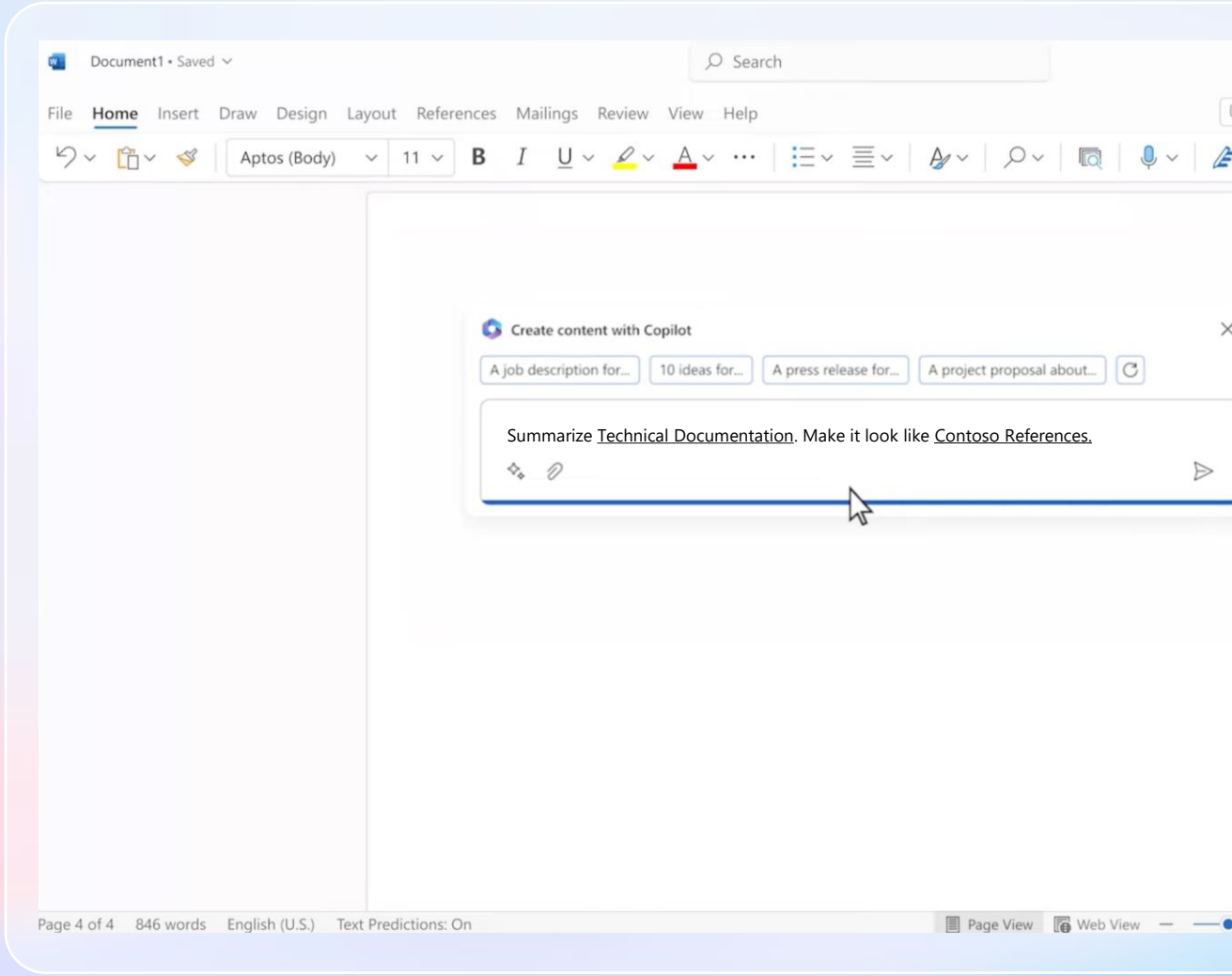
Microsoft WorkLab Work Trend Index, May 2023

Use AI as a personal help desk assistant

Turn complicated documentation into usable knowledge

Word, Loop

Summarize multi-page Word documents into concise steps, and share them in a Loop workspace for the help desk to reference

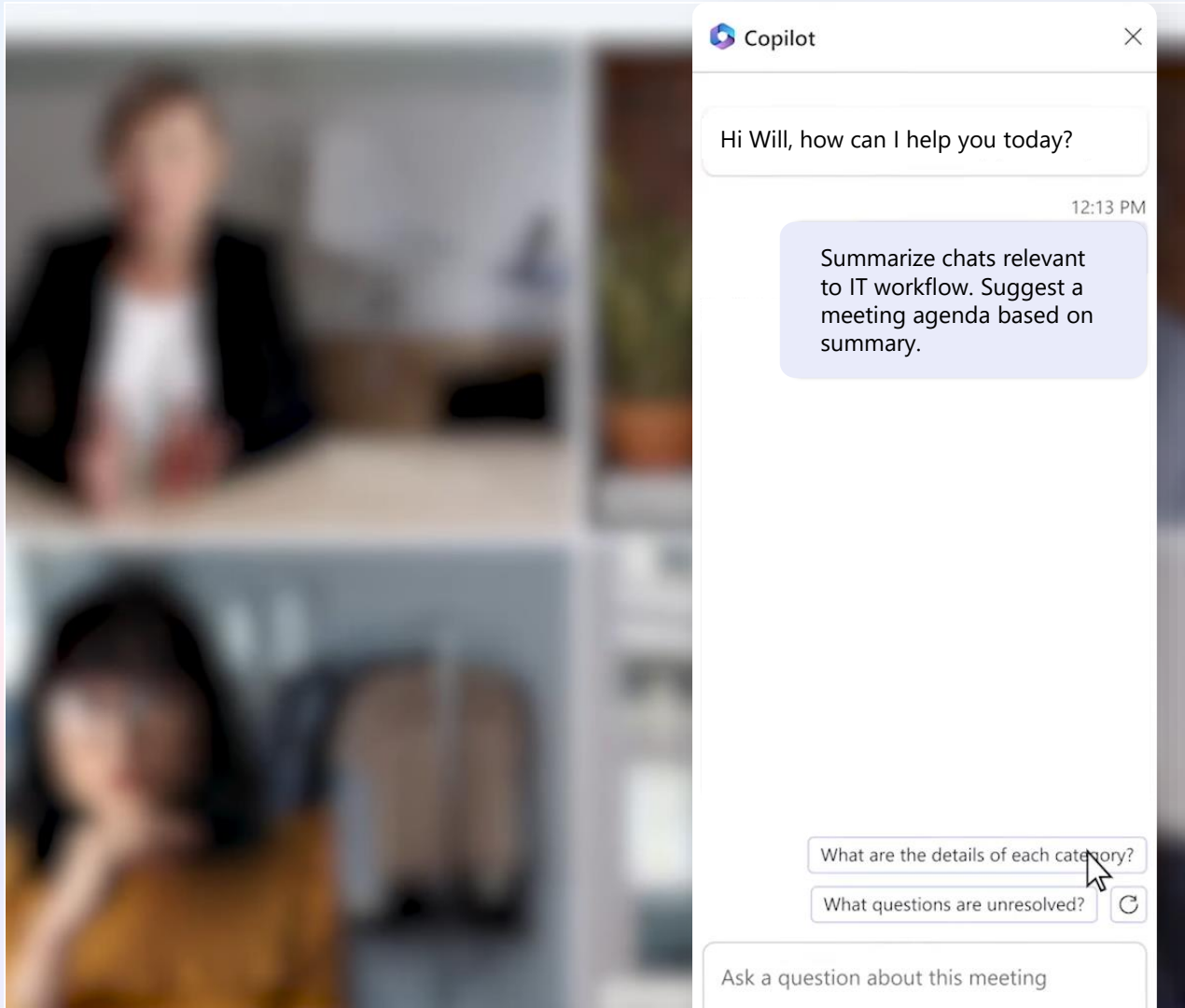


Use AI as a personal help desk assistant

Recap discussions

Teams

Before a cross-team meeting, request a summary of all Teams chats relevant to a specific workflow, and suggest a meeting agenda based on the summary

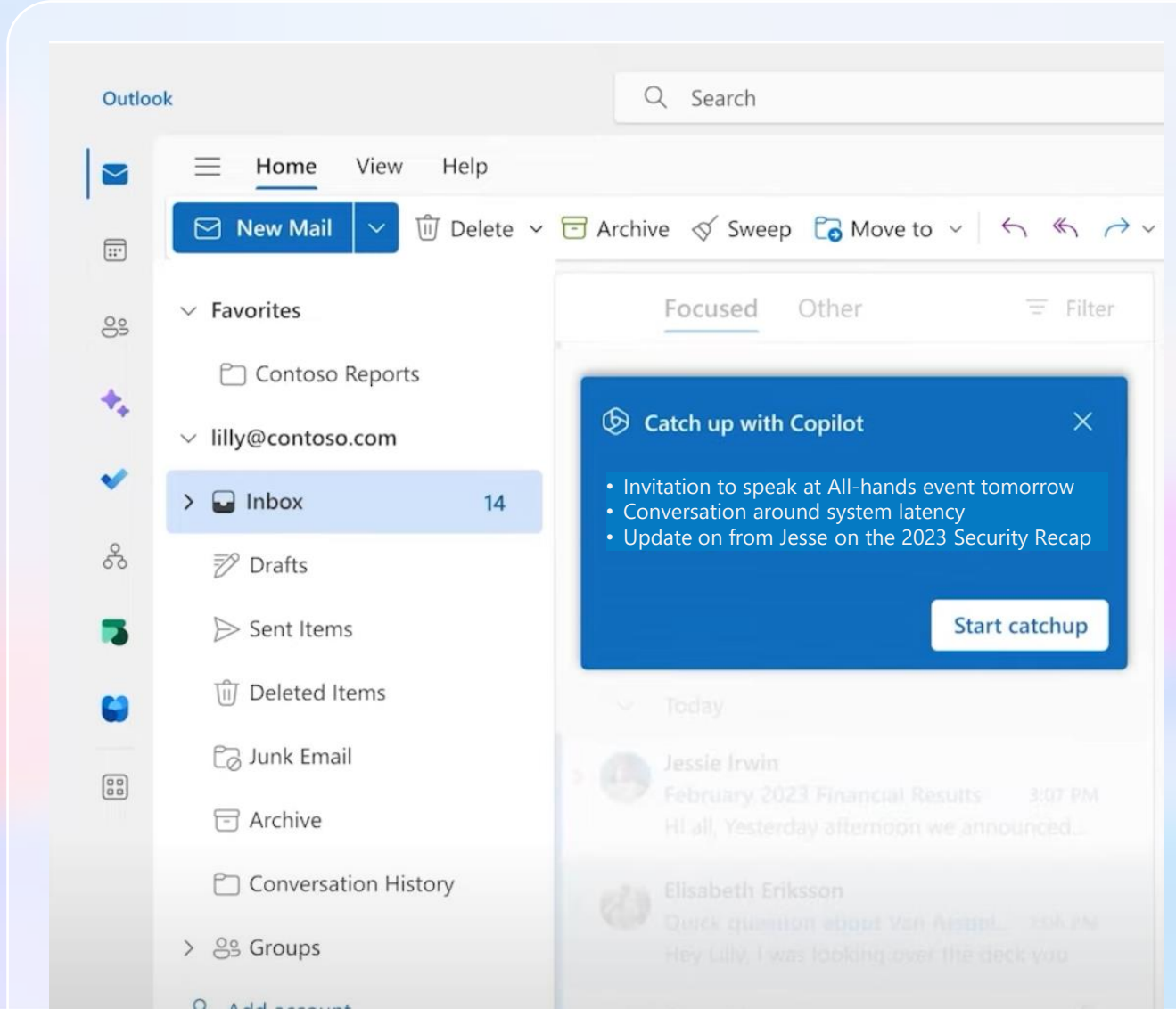


Use AI as a personal help desk assistant

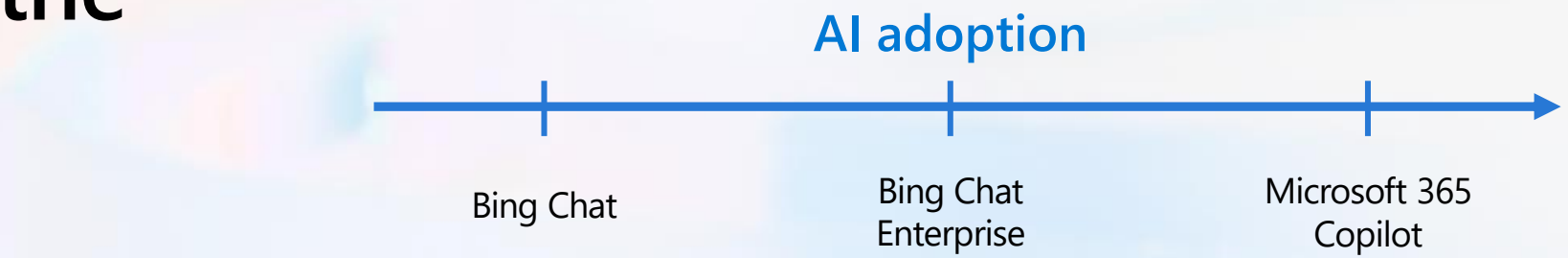
Clear your inbox in minutes

Outlook

Organize a lengthy Outlook inbox, flagging important alerts to prioritize



Understanding the AI Options



	Personal	Work	Work
GPT Large Language Model	✓	✓	✓
AI-Powered Web Search, Answers & Content Generation	✓	✓	✓
Commercial Data Protection		✓	✓
Microsoft 365 Enterprise Security, Compliance & Privacy			✓
Microsoft 365 Graph (content & context)			✓
Microsoft 365 Apps			✓

Companies that can do more, should

At a time when many are calling attention to the role technology plays in society, our mission remains constant.

It grounds us in the enormous opportunity and responsibility we have to ensure that the technology we create benefits everyone on the planet, including the planet itself.

– Satya Nadella, CEO, Microsoft

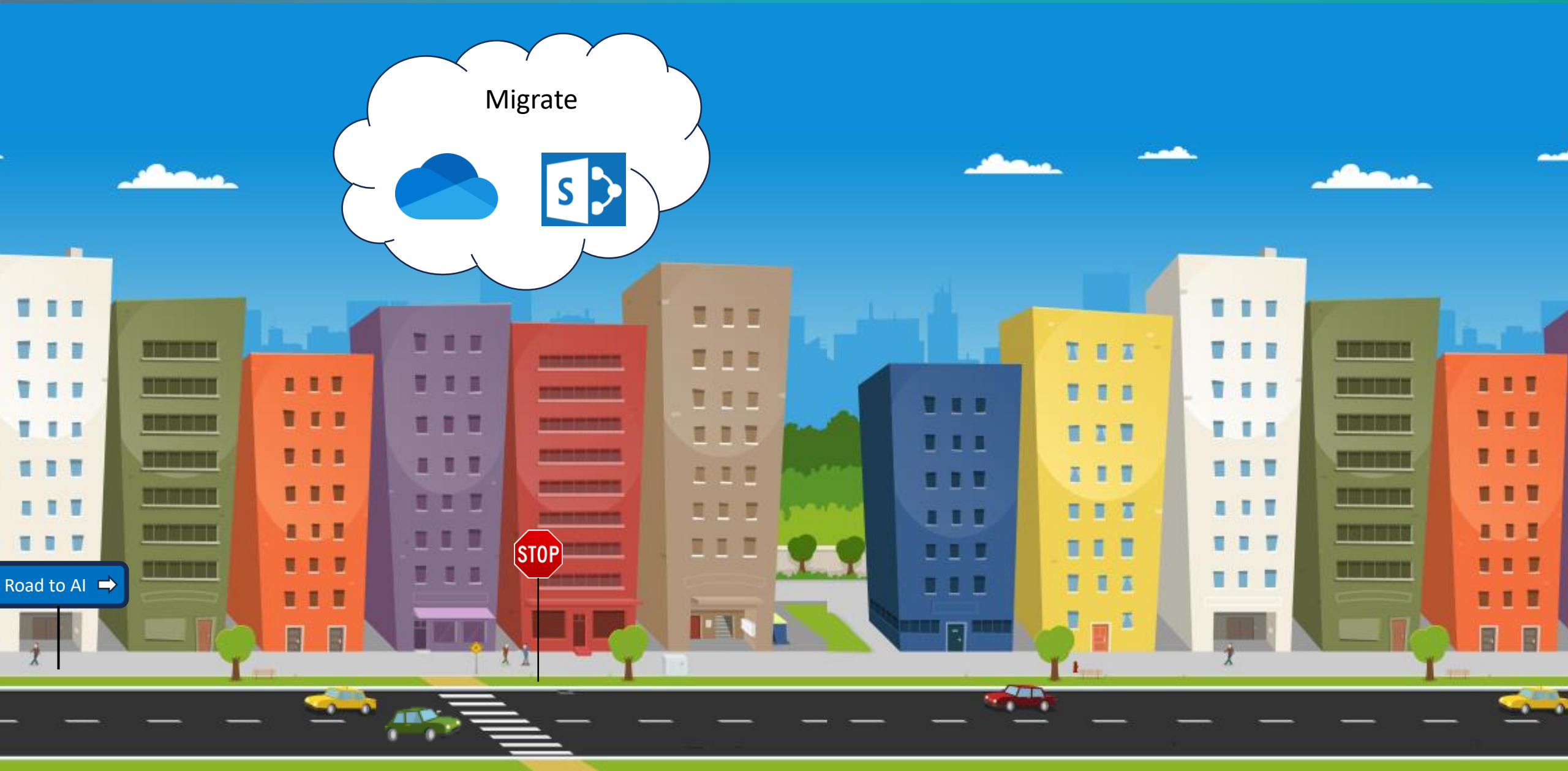
Thank You

inTEC BUSINESS

Road to AI

inTEC BUSINESS

inTEC BUSINESS



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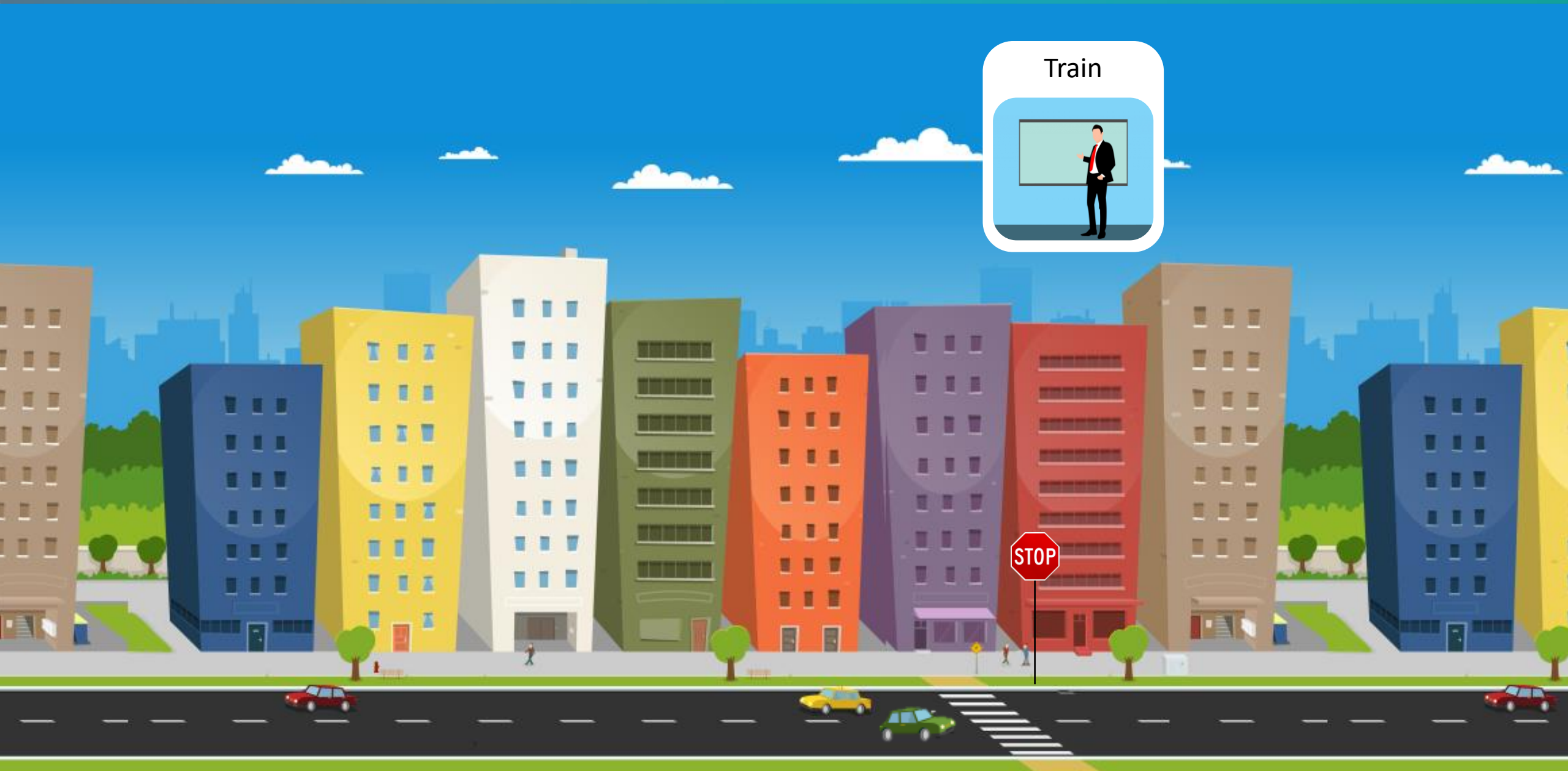
Train
STOP