



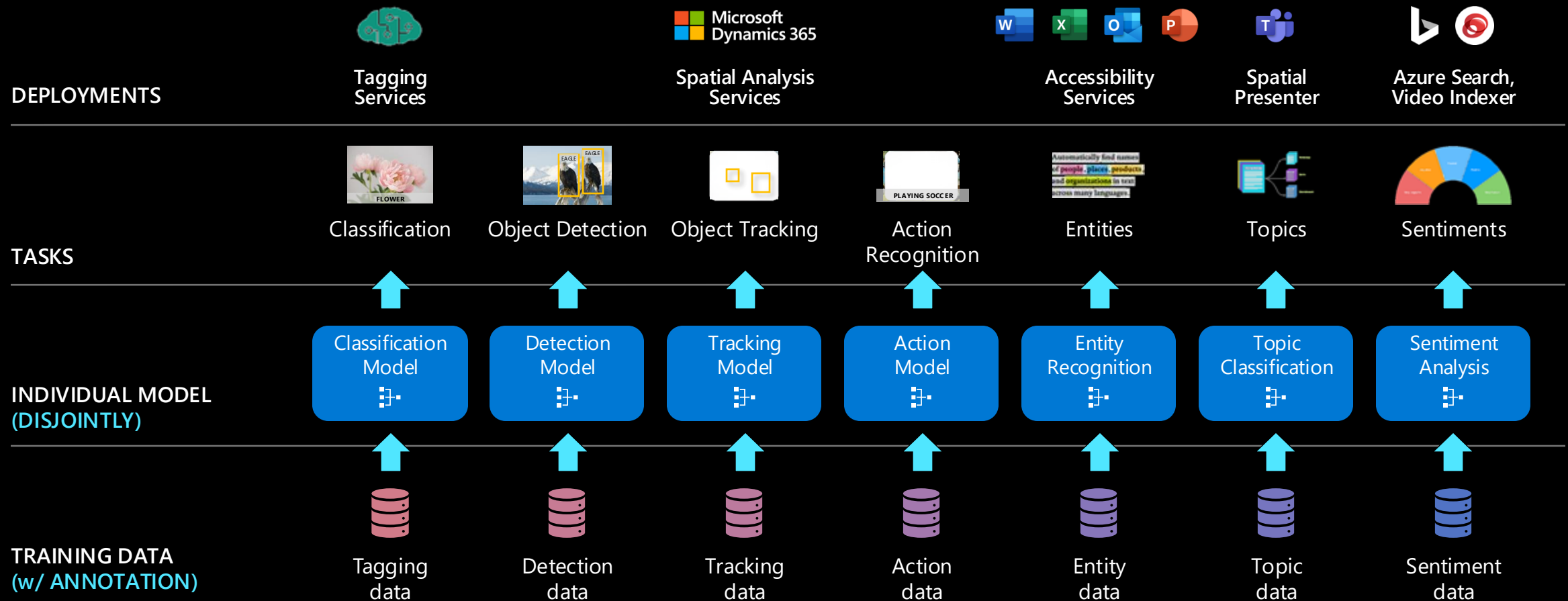
AI Transformation in an Agentic world



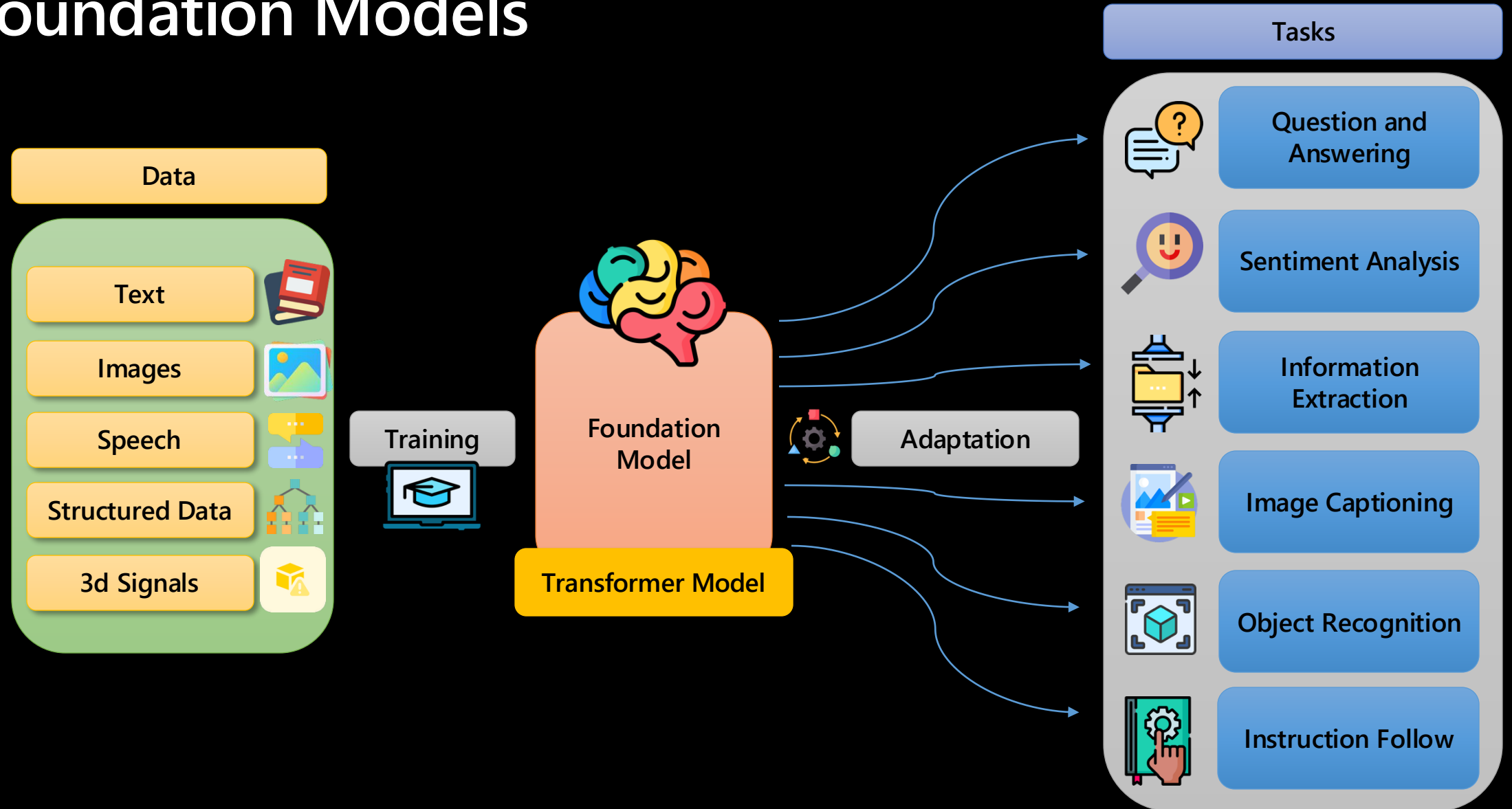
Stein Vermeulen
Sales Director –
Small/Medium Enterprises & Channel

Traditional model development

High cost and slow deployment—each service is trained disjointly



Foundation Models



175B
GPT-3 | 2020

17B
Turing-NLG | 2020

340M
BERT-Large | 2018



OpenAI



The era of Reasoning AI is now

Chain-Of-Thought Models: Navigating The Path To Explainable AI

New technique helps LLMs rein in CoT lengths, optimizing reasoning without exploding compute costs

Amazon is reportedly developing its own AI 'reasoning' model

Anthropic's Claude 3.7 Sonnet reasoning model can think for as long as you want

AI reasoning models can cheat to win chess games

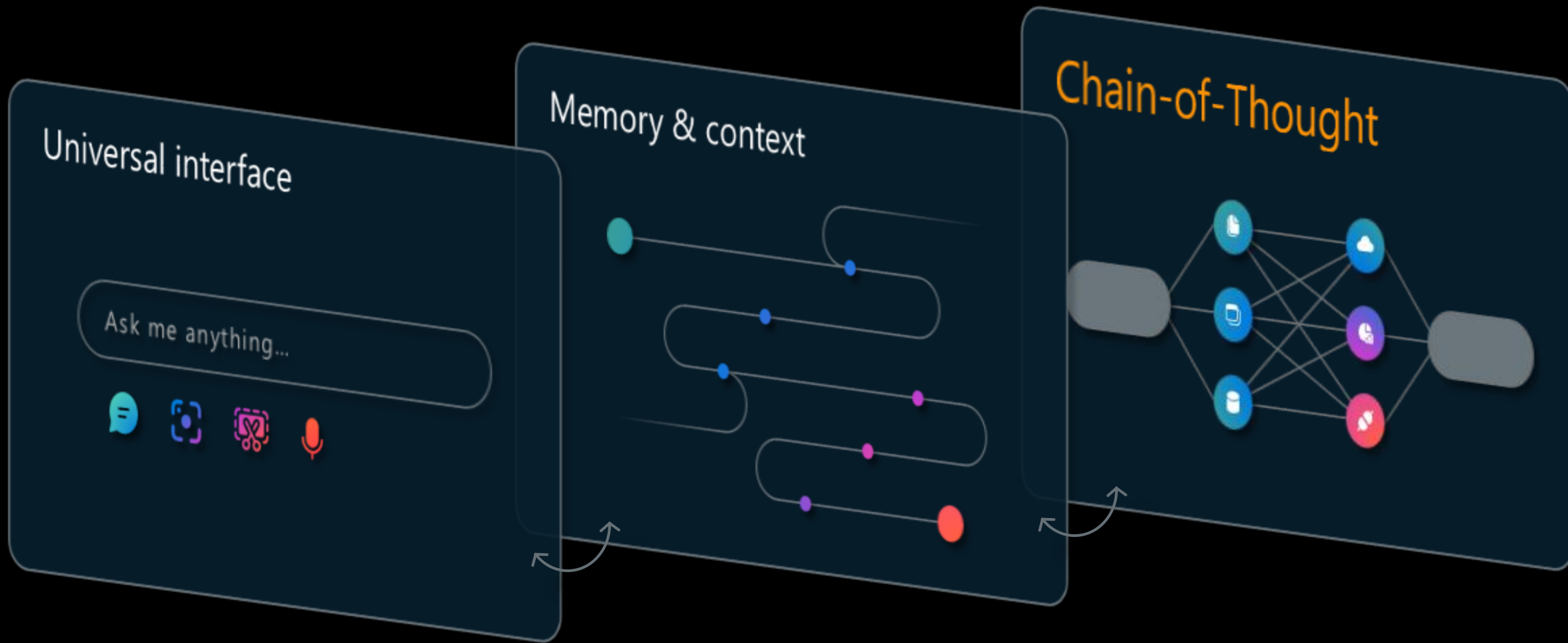
Announcing the availability of the o3-mini reasoning model in Microsoft Azure OpenAI Service

R1: A New Frontier In Reasoning AI

OpenAI's Reasoning Model Is Now Free on Copilot

Alibaba stock soars as new AI reasoning model rivals DeepSeek, OpenAI

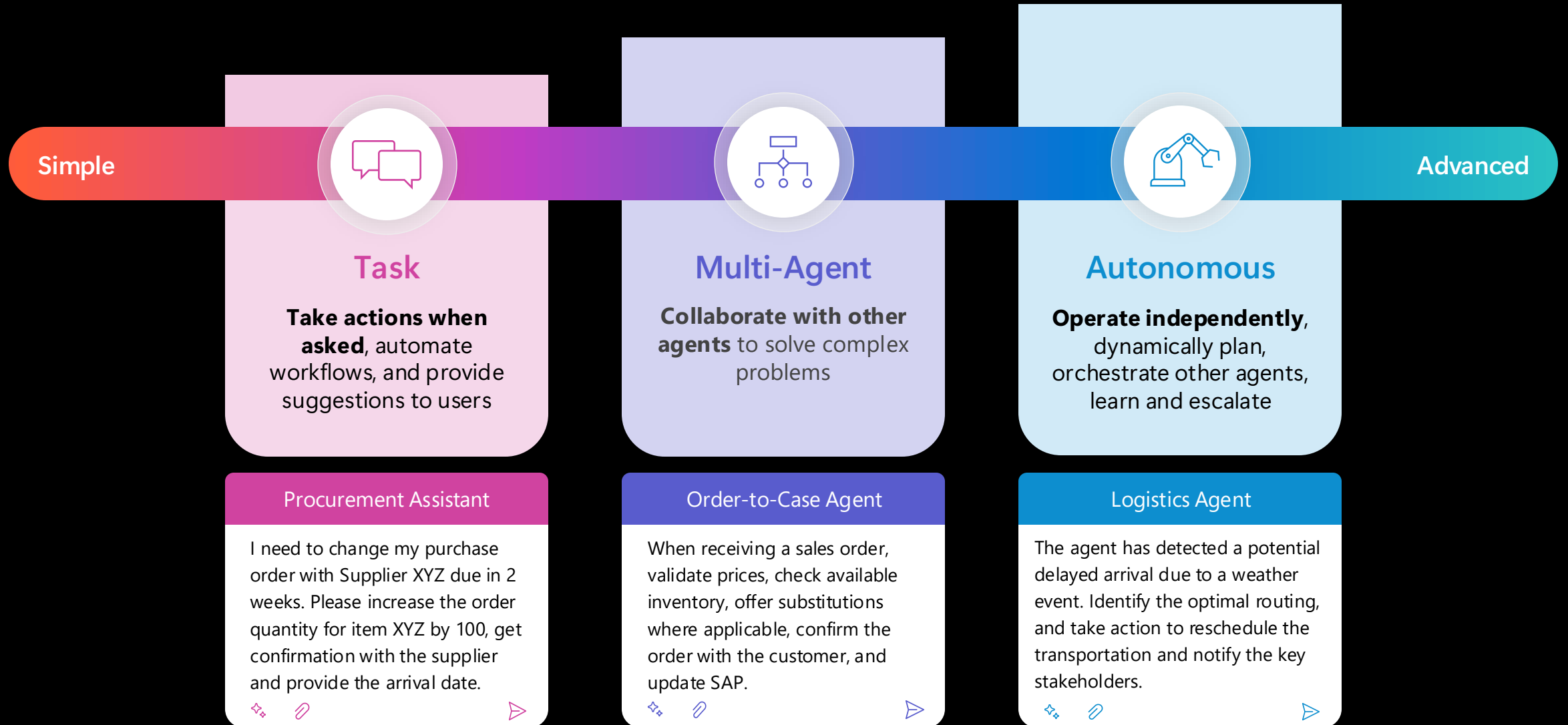
Reasoning brings **Chain-of-Thought** to Generative AI



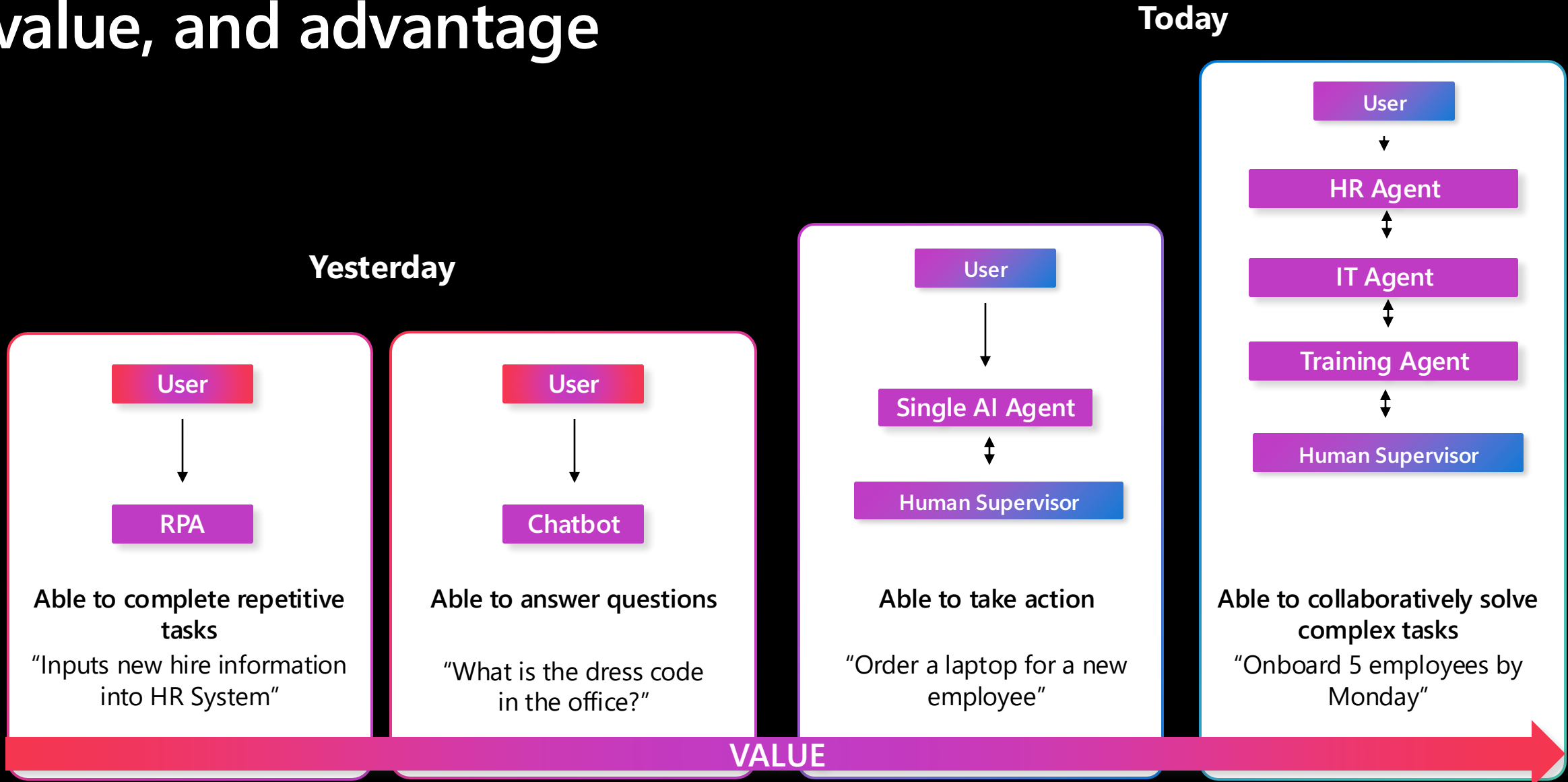
A new frontier:

Agentic AI

A spectrum of agents



Promising even more efficiency, value, and advantage



One capability | Unlimited use cases

Supply Chain Optimization

- **Tech Agent:** Predicts demand, manages inventory.
- **Procurement Agent:** Automates purchasing decisions.

Product Compliance Assurance

- **Legal Agent:** Validates industry standards.
- **Product Agent:** Monitors compliance.

Product Quality Monitoring

- **Product Agent:** Identifies defects.
- **Tech Agent:** Suggests improvements.

Expense Reporting and Invoice Reconciliation

- **Expense Billing Agent:** Verifies receipts.
- **Invoice Reconciliation Agent:** Matches invoices with expenses.

IT Support Automation

- **HR Agent:** Handles technical issues.
- **Tech Agent:** Resolves support requests.

Contractor Invoice Verification

- **Procurement Agent:** Manages contractor payments.
- **Invoice Reconciliation Agent:** Validates invoices.

Privacy-compliant Data Collection

- **Legal Agent:** Ensures privacy regulations.
- **Marketing Agent:** Collects customer data.

Intellectual Property Compliance

- **Marketing Agent:** Ensures IP adherence.
- **Legal Agent:** Reviews content.

Vendor Contract Negotiation

- **Legal Agent:** Evaluates contracts.
- **Procurement Agent:** Negotiates terms.

Employee Development Recommendations

- **HR Agent:** Recommends training programs.
- **Product Agent:** Suggests career growth opportunities.

Vendor Evaluation and Cost Optimization

- **Procurement Agent:** Selects suppliers.
- **Product Agent:** Assesses quality.

Legal Compliance in Marketing Content

- **Legal Agent:** Reviews marketing materials.
- **Marketing Agent:** Ensures compliance.

Software Compliance Management

- **Tech Agent:** Ensures licensing compliance.
- **Legal Agent:** Reviews software contracts.

Tax-compliant Expense Reporting

- **Expense Billing Agent:** Ensures tax compliance.
- **Legal Agent:** Reviews expenses.

Personalized Product Recommendations

- **Product Agent:** Analyzes customer behavior.
- **Marketing Agent:** Tailors recommendations for campaigns.

Legal Compliance in Marketing Content

- **Legal Agent:** Reviews marketing materials.
- **Marketing Agent:** Ensures compliance.

Marketing Campaign Cost Analysis

- **Invoice Reconciliation Agent:** Analyzes costs.
- **Marketing Agent:** Evaluates ROI.

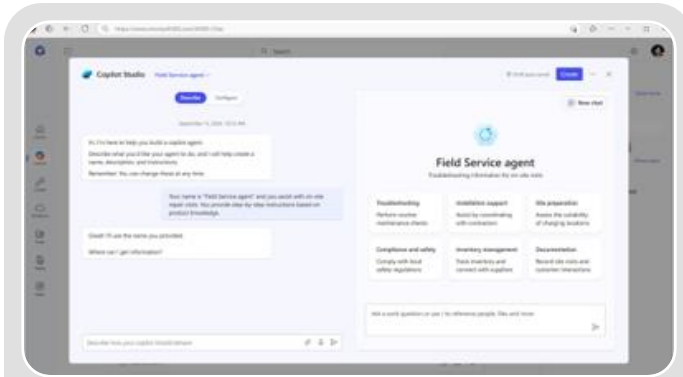
Employee Onboarding Automation

- **HR Agent:** Verifies documents, generates contracts.
- **Legal Agent:** Ensures compliance with employment laws.

Microsoft strategy

AI Agents

Microsoft AI Agents

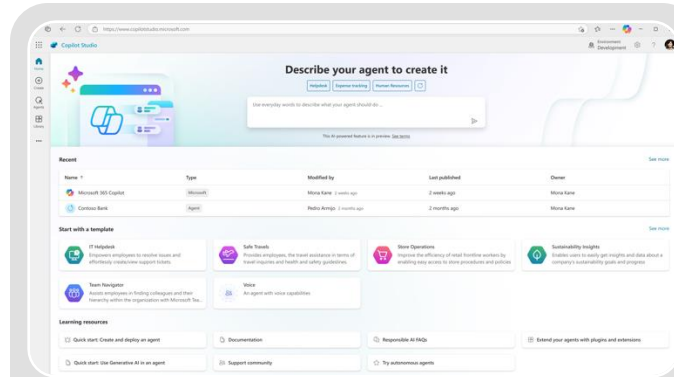


Natural
Language



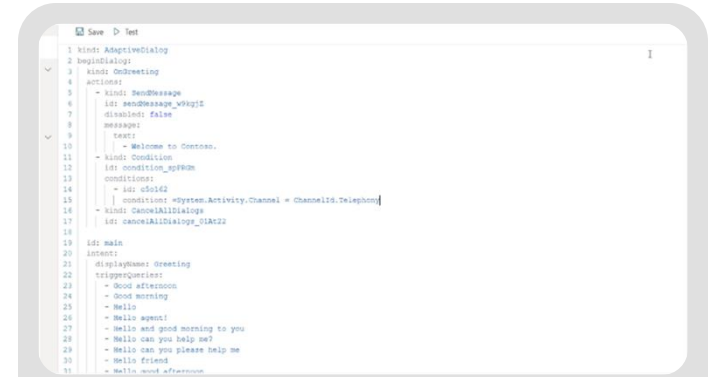
M365 Copilot
Agent Builder

For End Users



Copilot Studio
+ Azure AI Foundry

For Makers



Code
first

**Visual Studio/GitHub/
Azure AI Foundry**



Semantic Kernel



Azure AI Agent Service

For Developers

Agents are expanding AI opportunities

Individual focus

Personal productivity

My own AI assistant

I ask my assistant to do things for me



Organizational focus

Process transformation

Orchestrating complex processes

Can act on behalf of people and teams



M365 Copilot

Every employee has a Copilot

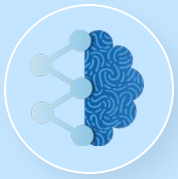


Agents

Every business process transformed by agents

Successfully developing AI Agents requires

4 primary considerations



Knowledge

Providing agents with the right context



Actions

Giving them the tools to complete their tasks



Security

Ensuring they only have access to what they should

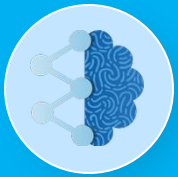


Evaluation

Ensuring they complete their tasks correctly

Successfully developing AI Agents requires

4 primary considerations



Knowledge

Providing agents with the right context



Actions

Giving them the tools to complete their tasks



Security

Ensuring they only have access to what they should



Evaluation

Ensuring they complete their tasks correctly



Microsoft Fabric

The data platform for the era of AI

Bring your teams together on a complete data platform

Give your data teams all the tools they need in a unified experience that reduces the cost and effort of integration and simplifies governance.

Unify all data into one single estate for analytics

Simplify data integration from nearly any source, and work from the same copy of data across analytics engines and languages.

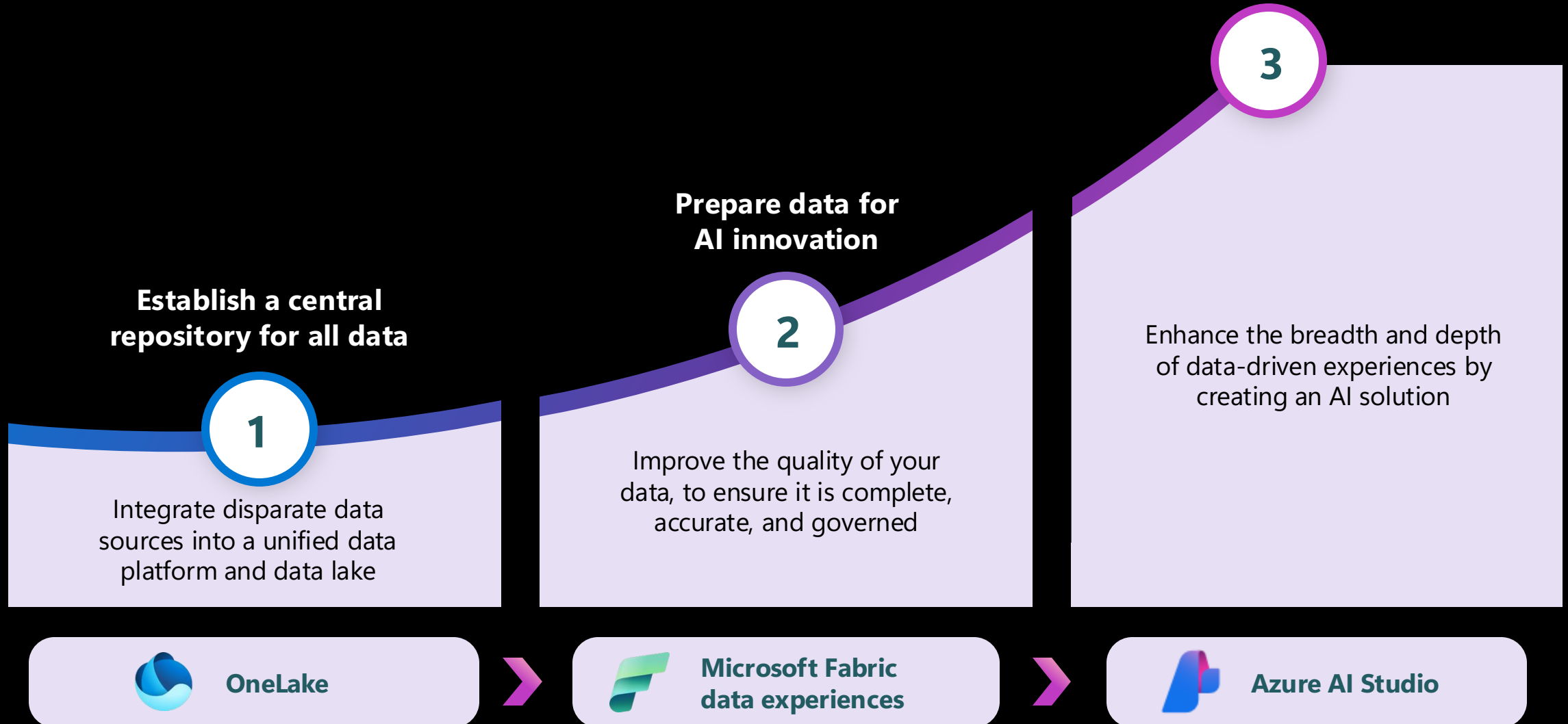
Empower your business users

Quickly go from data sitting in a lakehouse to stunning visuals in Microsoft 365 apps, empowering more people with insights.

Supercharge productivity with AI

Adopt a data platform that's infused with AI at every layer to help you get more done, faster.

Fuel your journey to AI innovation by getting your data AI ready





How will you adapt?

<https://aka.ms/2025WorkTrendIndex>



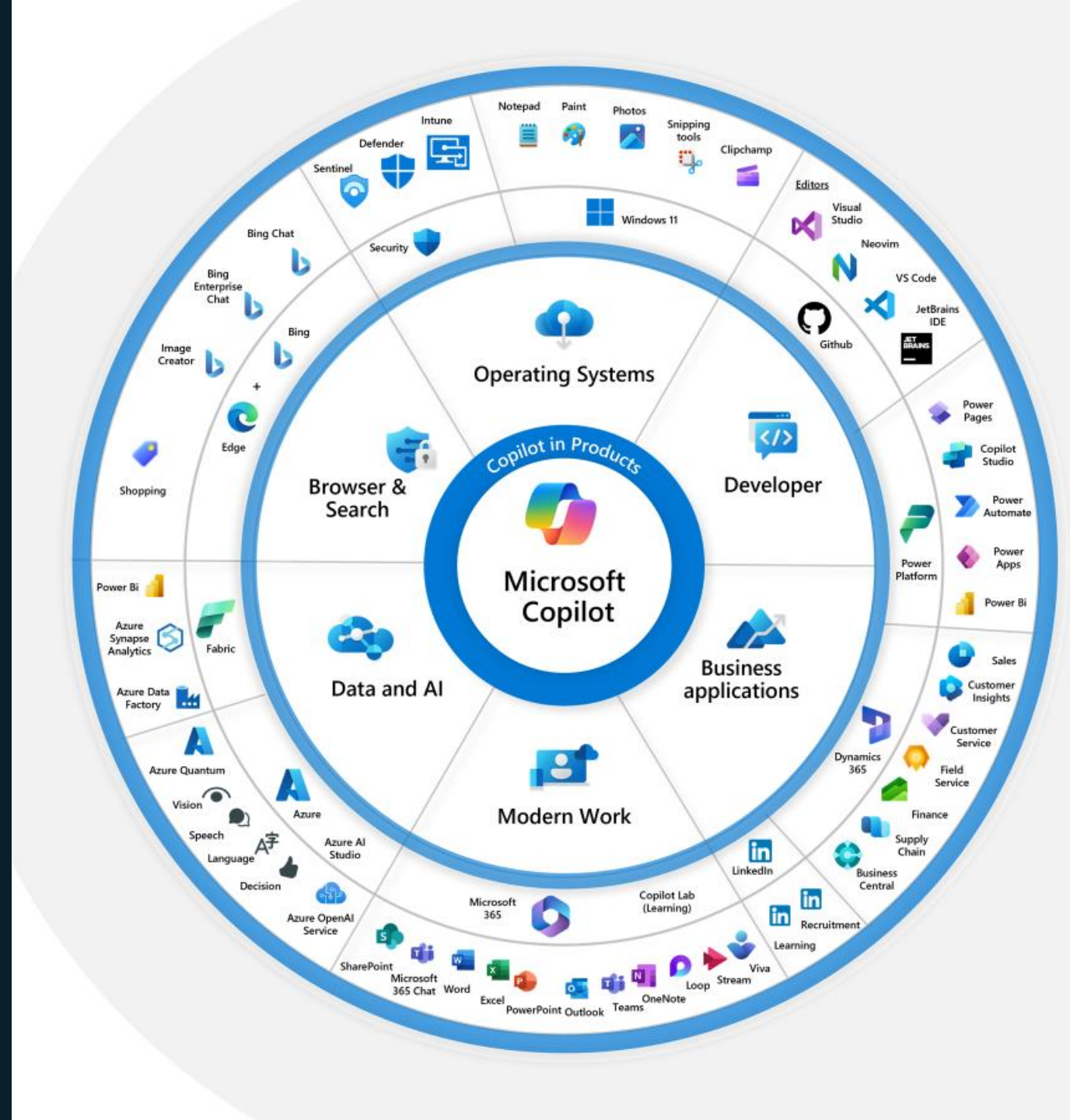
Partner Transformation in the era of AI



Wouter Vandendriessche
Partner Development Manager –
Microsoft BeLux

Transformation of the Go To Market

Converging Products & Services



AI Transformation

Opportunities



Enrich
employee
experiences



Reinvent
customer
engagement



Reshape
business
processes



Bend the curve
on innovation

Microsoft AI Cloud Partner Program

Benefits

Skilling

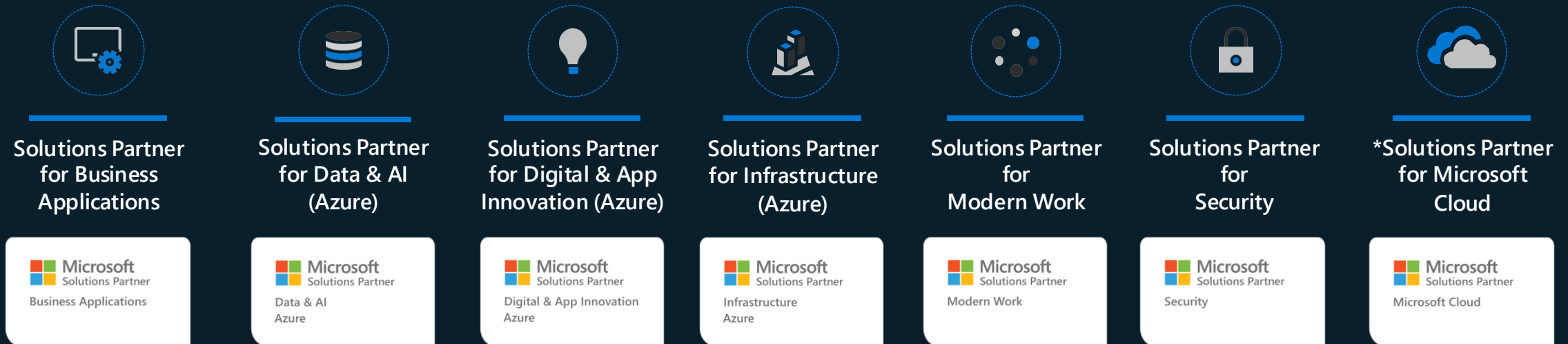
Designations & Specializations

Co-sell

Incentives

A foundation for success

Distinguish yourself with Solutions Partner designations



Designations aligned to the Microsoft solution areas recognize your broad technical capabilities and demonstrated success delivering technology solutions.

In turn these **designations are a catalyst for co-sell**, including additional benefits such as pre/post sales funding, skilling and various forms of support.

The strengths of our Partnership

Opportunities



Enrich
employee experiences



Reinvent
customer engagement



Reshape
business processes



Bend the curve
on innovation



Approach



Holistic platform approach



Deep Industry Expertise



Unique Alistar DNA

11u00 – 11u30

Floorplan & info: www.alistar.net/dday

- M. Farady Customer on Stage: Business Central voor productie bij Gluecom
- L. Pasteur Service is de nieuwe sales in een 360° customer-service aanpak
- Auditorium Altijd en overal inzicht in je data met Analytics4Dynamics
- A. Nobel Energiek met FuelVision365

11u30 – 12u00

- A. Nobel Blijf uw concurrent een stap voor met Business Central voor productie
- M. Farady Optimaliseer je voorraadbeheer met Business Central
- L. Pasteur Dynamics 365 CE voor Sales en Marketing (Case DSM Keukens)
- Auditorium Microsoft 365 Copilot AI

11u30 – 12u00

- Network lunch

Appendix

AI, Copilot & Agents at Microsoft Build

Monday, May 19

BRK128

Build agent-first solutions with Power Platform and Copilot Studio

Speakers: Evan Lew

Time: 2:45 – 3:45 PM EDT

BRK140

What's new in Copilot Studio

Speakers: Omar Aftab, Brian Hodel

Time: 4:30 – 5:30 PM EDT

BRK160

Build autonomous agents in Copilot Studio

Speakers: Jonathan Shen, Ray Smith

Time: 7:30 – 8:30 PM EDT

Tuesday, May 20

BRK176

Architecting your multi agent solutions with Copilot Studio and M365 Agents SDK

Speakers: Salem Bacha, Gary Pretty

Time: 2:45 – 3:45 PM EDT

Wednesday, May 21

BRK177

Fine-tune models for task-specific agents in Microsoft 365 Copilot

Speakers: Ranveer Chandra, Kaylan Ayloo, Khushboo Aggarwal

Time: 3:30 – 4:30 PM EDT

Thursday, May 22

BRK158

Building agents in Copilot Studio using Model Context Protocol, open standards and more

Speakers: Mads Bolaris, Zankar Desai

Time: 1:00 – 2:00 PM EDT

Wednesday, May 21

BRK132

Collaborate with a team of agents to build intelligent solutions

Speakers: Marc Schweigert, Clay Wesener

Time: 12:00 – 1:00PM EDT

BRK132

Enhancing Agent Management Controls for AI Ready Enterprises

Speakers: Ryan Jones, Shawn Nandi

Time: 5:00 – 6:00 PM EDT

BRK125

Build and deploy AI apps faster with low code and DevOps

Speakers: Casey Burke, Marcel Ferreira

Time: 1:00 – 2:00 PM EDT

BRK163

Create agents for Microsoft 365 Copilot with Microsoft 365 Agents SDK

Speakers: Renil Abdulkader, Matthew Barbour, Sarah Critchley, Gaurave Sehgal

Time: 12:00 – 1:00 PM EDT

BRK167

Add more knowledge to Microsoft 365 Copilot with Copilot connectors and actions

Speakers: Eran Aloni, Sébastien Levert, Rachit Kumar Malik

Time: 6:30 – 7:30 PM EDT

Agentic AI – Path to Success

