

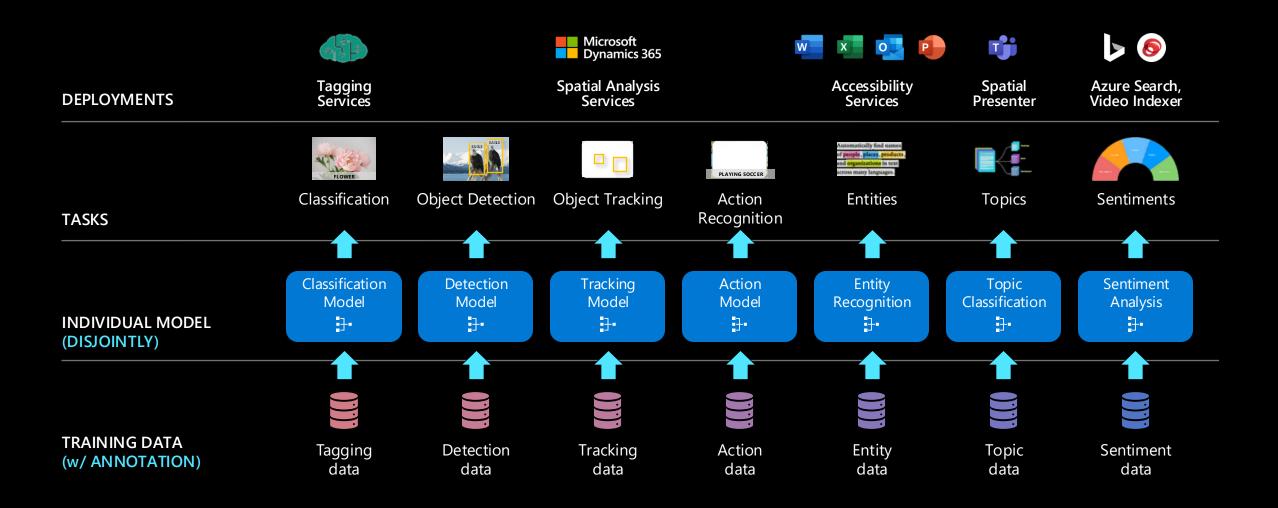
Al Transformation in an Agentic world



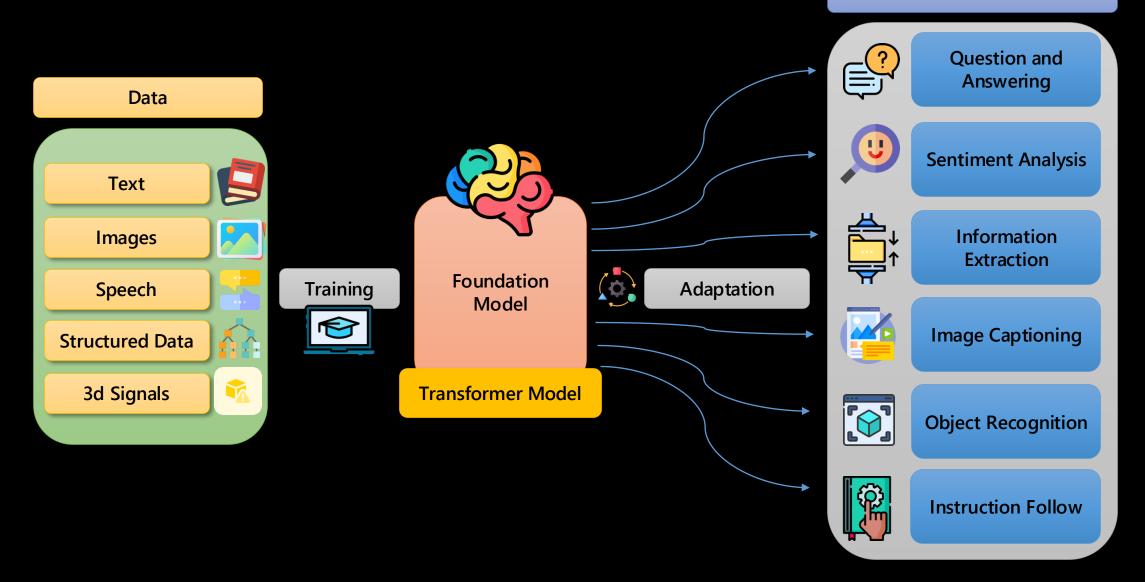
Stein Vermeulen
Sales Director –
Small/Medium Enterprises & Channel

Traditional model development

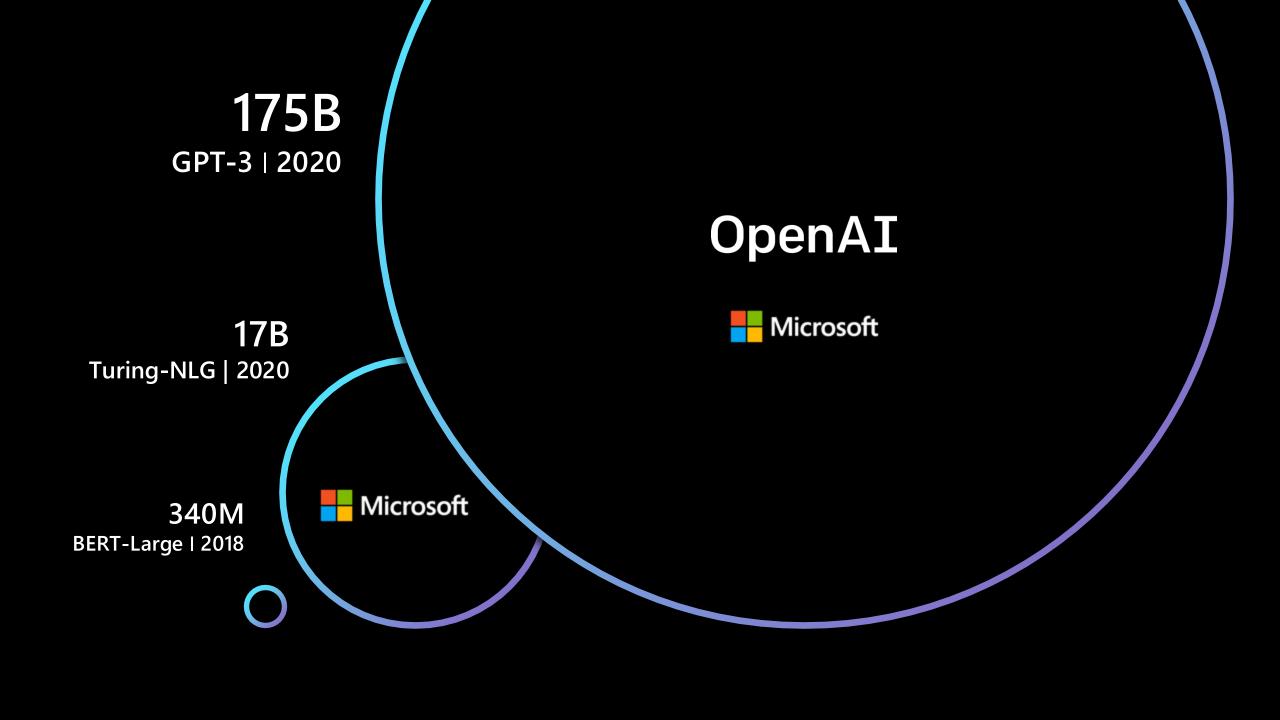
High cost and slow deployment—each service is trained disjointly



Foundation Models



Tasks



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

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

R1: A New Frontier In Reasoning AI

Amazon is reportedly developing its own AI 'reasoning' model

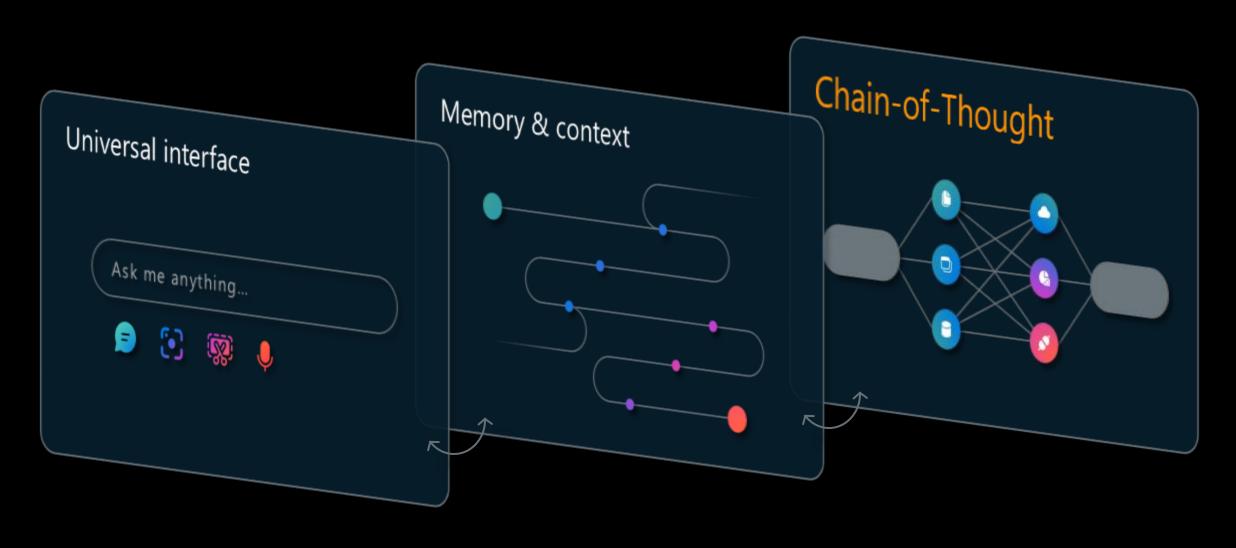
OpenAI's Reasoning Model Is Now Free on Copilot

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

Al reasoning models can cheat to win chess games

Alibaba stock soars as new Al reasoning model rivals DeepSeek, OpenAl

Reasoning brings Chain-of-Thought to Generative Al



A new frontier:

Agentic Al

A spectrum of agents









Advanced

Task

Take actions when asked, automate workflows, and provide suggestions to users

Multi-Agent

Collaborate with other agents to solve complex problems

Autonomous

Operate independently, dynamically plan, orchestrate other agents, learn and escalate

Procurement Assistant

I need to change my purchase order with Supplier XYZ due in 2 weeks. Please increase the order quantity for item XYZ by 100, get confirmation with the supplier and provide the arrival date.







Order-to-Case Agent

When receiving a sales order, validate prices, check available inventory, offer substitutions where applicable, confirm the order with the customer, and update SAP.







Logistics Agent

The agent has detected a potential delayed arrival due to a weather event. Identify the optimal routing, and take action to reschedule the transportation and notify the key stakeholders.



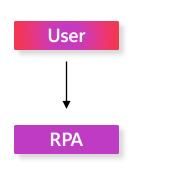




Promising even more efficiency, value, and advantage

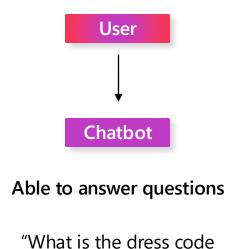
Today

Yesterday

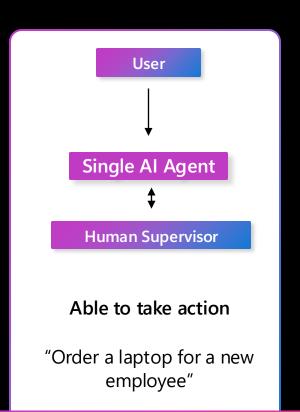


Able to complete repetitive tasks

"Inputs new hire information into HR System"



in the office?"





VALUE

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.

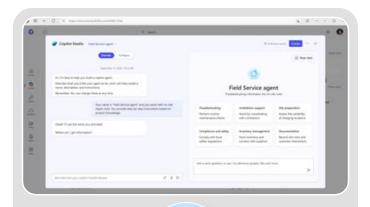
Employee Onboarding Automation

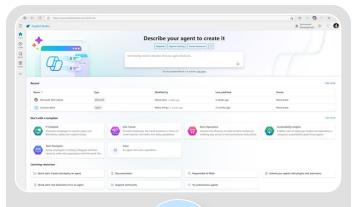
- HR Agent: Verifies documents, generates contracts.
- Legal Agent: Ensures compliance with employment laws.

Microsoft strategy

Al Agents

Microsoft Al Agents







Natural <u>La</u>nguage







M365 Copilot

Agent Builder

For End Users

Copilot Studio

+ Azure Al Foundry

For Makers

Visual Studio/GitHub/ Azure Al Foundry



Semantic Kernel



Azure Al Agent Service

For Developers

Agents are expanding AI opportunities

Individual focus

Personal productivity

My own Al 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 Al 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 Al Agents requires

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Microsoft Fabric The data platform for the era of Al

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 Al

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

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

Build generative AI experiences on top of your data

3

Establish a central repository for all data

1

Integrate disparate data sources into a unified data platform and data lake

Prepare data for Al innovation

2

Improve the quality of your data, to ensure it is complete, accurate, and governed

Enhance the breadth and depth of data-driven experiences by creating an Al solution



OneLake



Microsoft Fabric data experiences





Azure Al Studio



How will you adapt?

https://aka.ms/2025WorkTrendIndex



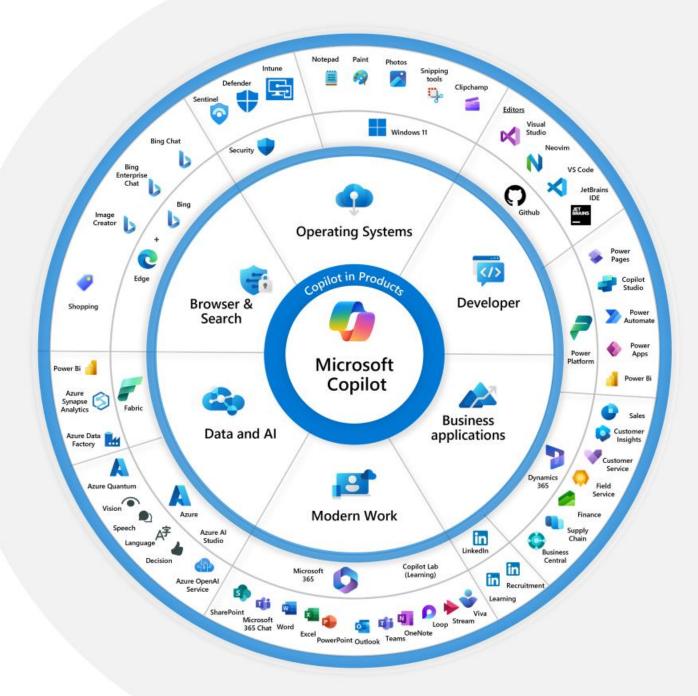
Partner Transformation in the era of Al



Wouter Vandendriessche
Partner Development Manager –
Microsoft BeLux

Transformation of the Go To Market

Converging Products & Services



Al Transformation



Microsoft Al Cloud Partner Program



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

 (\Rightarrow)

Opportunities

- Enrich employee experiences
- Reinvent customer engagement
- Reshape business processes
- Bend the curve on innovation

Approach

4 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

<u>Build agent-first solutions with Power</u> <u>Platform and Copilot Studio</u>

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

BRK132

Collaborate with a team of agents to build intelligent solutions

Speakers: Marc Schweigert, Clay Wesener

Time: 12:00 – 1:00PM 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

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

BRK132

Enhancing Agent Management Controls for Al Ready Enterprises

Speakers: Ryan Jones, Shawn Nandi

Time: 5:00 – 6:00 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

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

BRK125

Build and deploy Al apps faster with low code and DevOps

Speakers: Casey Burke, Marcel Ferreira

Time: 1:00 – 2:00 PM EDT

Agentic AI – Path to Success

- Executive Alignment: Establish a clear vision for Agentic Al. Identify key business outcomes.
- Use Case Prioritization: Select high-impact, low-risk use cases.
- Governance Framework: Define ethical guidelines, compliance standards, and risk management protocols.

Strategy & Vision - Define the purpose and scope of Agentic Al in the organization. Infrastructure & Enablement Build the technical and organizational foundation.

- **Technology Stack**: Choose platforms. Integrate with existing systems.
- · Landing Zones, WAF
- · LLMOps, Tools Readiness
- Data Readiness: Ensure data quality, accessibility, and security.
- Agent Frameworks: Develop reusable agent templates. Enable orchestration and memory management.
- API Framework GraphQL, REST

- MVP Development: Create minimum viable agents for selected use cases.
- Human-in-the-Loop (HITL): Implement oversight mechanisms for critical decisions.
- **Tool Integration**: Equip agents with APIs, databases, and plugins to act autonomously

Development & Experimentation - Build, test, and refine Agentic Al solutions. Deployment & Scaling -Operationalize and scale Agentic Al across the enterprise.

- Pilot Launch: Deploy in controlled environments with real users.
- Change Management: Train employees on working with Al agents.
- **Scalability Planning**: Expand to additional departments and use cases.

Evaluation of Models

- **Perfor mance Monitoring:** Track KPIs. Use dashboards for real-time insights.
- Feedback Loops: Collect user feedback to improve agent behavior.
- Model Updates: Regularly retrain or fine-tune models with new data.
- Ethical Audits: Periodically review for bias, fairness, and compliance.

Monitoring & Continuous Improvement - Ensure longterm success and adaptability.

- ➤ AI Center of Excellence (CoE): Centralize expertise, governance, and best practices.
- > Establish Agent Frameworks & Architectural Oversight
- > Agentic Al Intake process
- > Security & Compliance: Ensure agents adhere to Compliance
- Innovation Culture: Encourage experimentation and cross-functional collaboration.