

Power your transformation with AI

Tony Surma CTO for Microsoft's Americas Global Partner Solutions

87% of organizations believe AI will give them a competitive edge

Source: MIT Sloan Management Review

Power your AI transformation

Amplify human ingenuity with a copilot for everyone

Deliver transformational experiences by building your own intelligent apps Safeguard your business and data with the most trusted AI platform

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Employees are ready to embrace Al

64%

Employees lack time & energy to do their job

3.5X

More likely to struggle with strategic thinking

70%

Employees willing to delegate work to Al

of leaders say a lack of innovation is a concern

Empowering everyone to achieve more











Every employee



Functional business roles



Security & IT professional



Developer & data professional

What every employee wants from Al

to to



What sellers want from AI

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What security pros want from Al

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What developers want from AI

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The potential of AI is clear... the question is what will you build?

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Generative AI makes apps truly intelligent



Top use cases for

Generative AI



Enterprise ChatGPT Better knowledge mining



Intelligent Call Centers Better analytics and service



Build your own copilot Your data. Your apps. Your people



Content Generation New products and services



Hyper-personalization Better sales and marketing

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Establishing digital trust hinges on what we do today

72%

Want transparency on company AI policies



Confidence in finding company AI policies

68%

Equal or more trust on AI vs non-AI products **1.6x**

Digital-trust leaders seeing 10% growth

Microsoft's Responsible AI principles



Microsoft Cloud Al you can trust

Your data is your data

Your data is <u>not</u> used to train the OpenAI foundation models without permission

Your data is <u>protected</u> by the most comprehensive enterprise compliance and security controls

Al will reinvent every industry

Al will reinvent every industry

Personal Healthcare

Safe

Finance

Retail

Sustainable

More effective patient treatment plans Accurate drug development and discovery Precise medical imaging and diagnoses

Protect loan/credit privacy with sharable data Detect suspicious and fraudulent transactions Turn data trends into risk assessments

Tailor inventory and pricing based on demand Authentic virtual try-ons and less returns Generative product design and style transfers

Efficient Manufacturing Optimize inventory tracing in the supply chain Amplify humans with collaborative cobots Navigate the inner complexity of machines

Characteristics of companies that win



The opportunity is yours to lead the AI transformation

