


Leading the ERA of AI - "Don't be shy with AI" Achieve more together

Thorsten Graß - Microsoft


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10-Year STRATEGIC PARTNERSHIP

Vodafone and Microsoft sign 10-year strategic partnership to bring generative AI, digital services and the cloud to more than 300 million businesses and consumers

**Vodafone news**

**10-YEAR
#STRATEGICPARTNERSHIP**



16 Jan 2024 | Corporate and Financial

Vodafone and Microsoft sign 10-year strategic partnership to bring generative AI, digital services and the cloud to more than 300 million businesses and consumers

6 minute read

Vodafone and Microsoft Corp. on Tuesday announced a new, far-reaching 10-year strategic partnership that leverages their respective strengths in offering scaled digital platforms to more than 300 million businesses, public sector organisations, and consumers across Europe and Africa.

Corporate and Financial

5G

Africa

AI

Apps

Cloud

Connectivity

Data

Digital skills

Digital Society

Europe

Financial inclusion

Future of Connectivity

Infrastructure

Innovation

IoT

M-Pesa

Mobile

Networks

Partnerships

Press Release

Rural connectivity

Technology

Vodafone Business

Mobile money

SDGs

SDG 9

[Vodafone and Microsoft sign 10-year strategic partnership to bring generative AI, digital services and the cloud to more than 300 million businesses and consumers](#)

[Vodafone and Microsoft sign 10-year strategic partnership to bring generative AI, digital services and the cloud to more than 300 million businesses and consumers - Stories](#)

Microsoft's exceptional commitment on location DE

Federal Chancellor Olaf Scholz here in Berlin Office - February 15th



Microsoft is investing heavily in cloud infrastructure and data centers. Photographer: Zed Jameson/Bloomberg

- Investment 3,2 Milliarden Euro bis 2025
- Größte Einzelinvestition von Microsoft in DE
- Zwei neue Datacenter in NRW (Bedburg & Bergheim)
- Ausbau „Cloud-Region“ Frankfurt
- verstärkten Fokus auf die Vermittlung digitaler Kompetenzen für mehr als 1,2 Millionen Menschen in Deutschland

AI is shifting business **today**

Every
individual

Every
team

Every
industry

AI transformation opportunities



Enrich employee
experiences



Reinvent customer
engagement



Reshape business
processes



Bend the curve
on innovation

For every \$1 a company invests in AI,
it is realizing an average return of

\$3.50

14 months

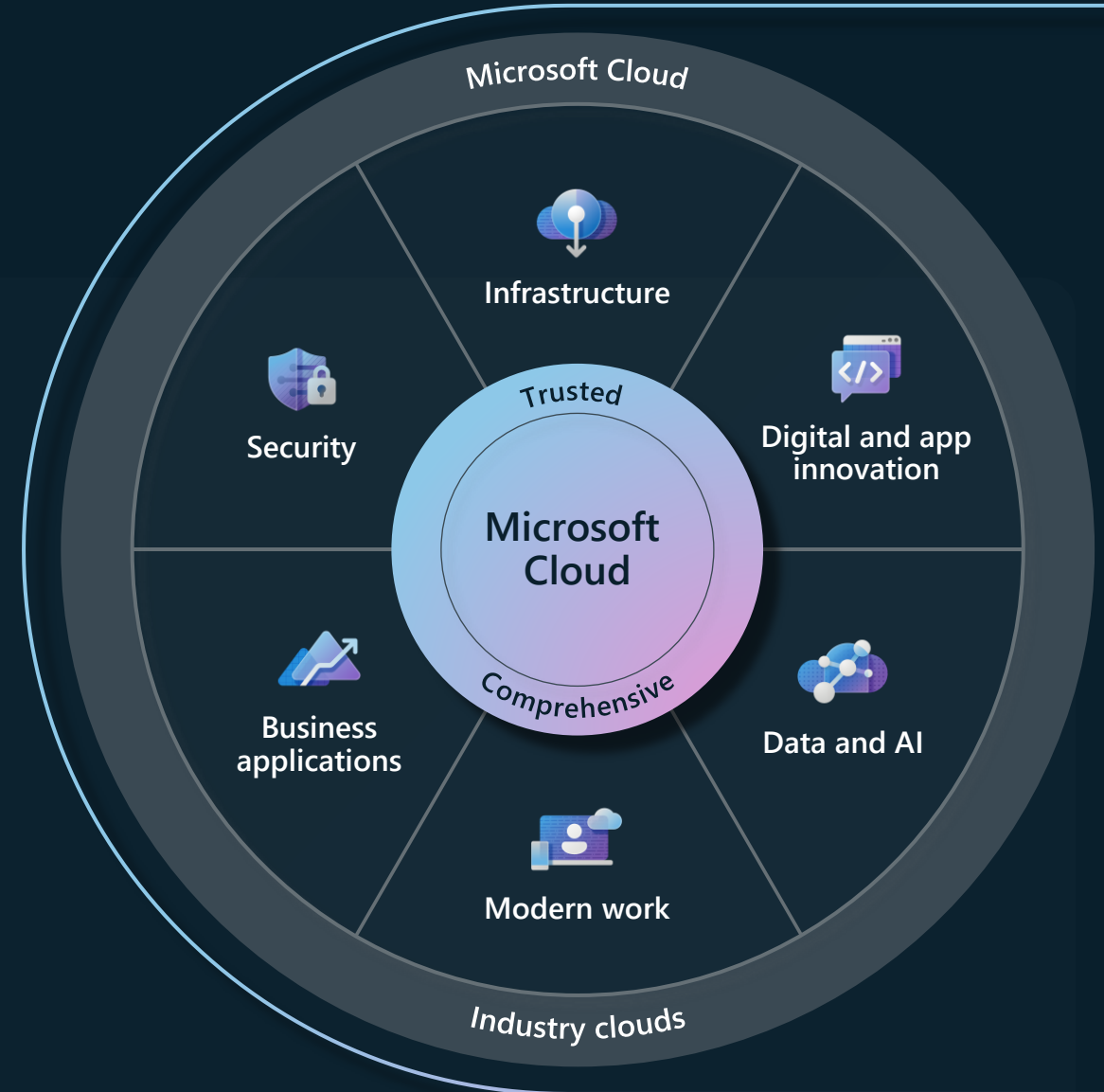
Average time it takes for organizations to
realize a return on their AI investment

Enabling AI transformation

Unlock productivity across your business with Microsoft Copilot

Build your AI capability with an open AI platform and partner ecosystem

Co-innovate with trust and safeguard your business

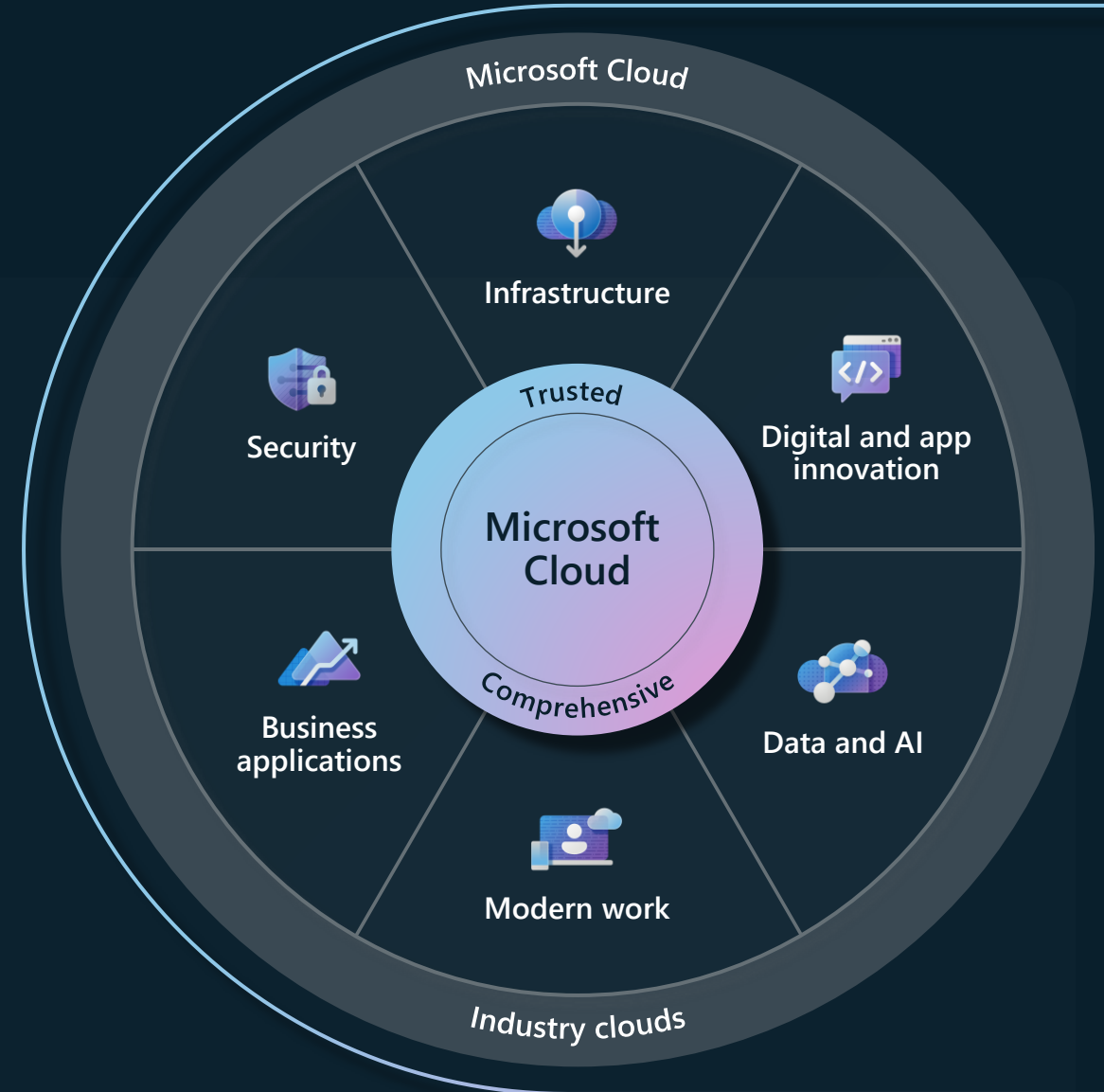


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Microsoft Copilot



Microsoft Copilot

Your everyday AI **companion**

Natural Language



+



+



+



Large Language
Models (LLMs)

Web
grounding

Commercial
data protection

The
Internet



Microsoft Copilot for Microsoft 365

Your everyday AI ~~companion~~ assistant at work

Natural Language



Large Language
Models (LLMs)



Web
grounding



Microsoft Graph
grounding



Microsoft 365
Apps



Enterprise-grade
data protection



Copilot
Studio



Commercial data
protection



The
Internet

Copilot for Microsoft 365 is transforming work

60%

of leaders say a lack of innovation or breakthrough ideas is a concern

64%

of people have struggled with finding time and energy to get their work done

70%

of people indicated they would delegate as much as possible to AI to lessen their workloads



68%

said Copilot improved the quality of their work

70%

said Copilot made them more productive

77%

said they didn't want to give Copilot up



Copilot for Microsoft 365

Built on Microsoft's comprehensive approach



Security



Compliance



Privacy



Responsible AI

Microsoft protects your data and enables you to control it

Protecting your data through the LLMs



Security and
Compliance



Data Usage
and Privacy



Committed to
responsible AI



Inheriting Microsoft 365 policies and controls



Data access &
permissions



User-tenant
focus



Customer data
protection



Data processing
and residency

Microsoft's AI principles



Fairness



Reliability
& Safety



Privacy &
Security



Inclusiveness



Transparency



Accountability

Microsoft Cloud — AI you can trust

Your data is **your** data.

Your data is **not** used to train the OpenAI foundation models without permission.

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

Microsoft Copilot for Sales

Maximize productivity
with the AI assistant
designed for sellers



Copilot for Microsoft 365

Microsoft Copilot for Service

Modernize your contact
center with a copilot
designed for service

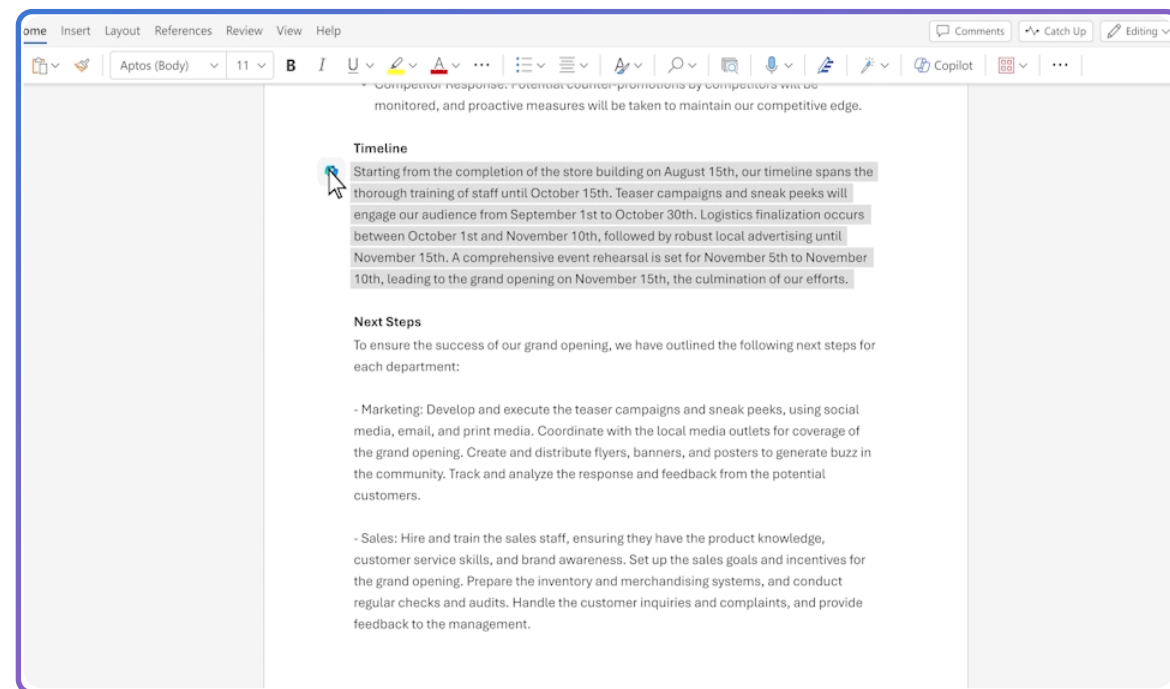
PREVIEW



Jumpstart the creative process and generate ideas while writing

With Copilot in Word, transform writing with efficiency and creativity.

- Create first draft by referencing up to three documents
- Rewrite sections or an entire document, or change the tone to refine existing documents
- Receive suggestions to strengthen arguments, smooth inconsistencies
- Save time and summarize text in lengthy documents
- Discover information—for example, ask if there is a call to action





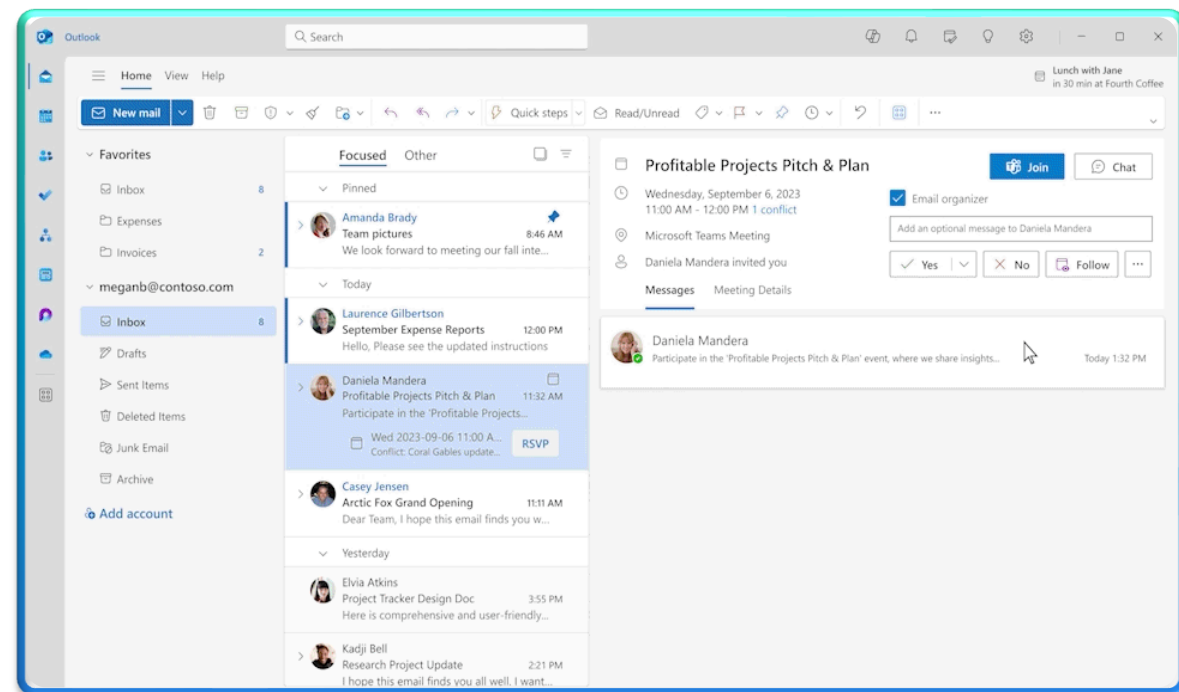
Stay focused on closing deals with an AI assistant for email

With Copilot in Outlook, stay on top of your inbox, manage meeting follow-ups, and create impactful communication in a fraction of the time.

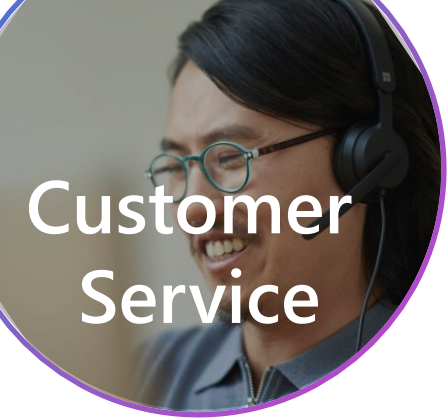
- Customize an email prompt with options for length and tone
- Include people's viewpoints in conversation summaries
- Prepare for meetings with a meeting prep summary

Copilot for Sales

- + Advance customer relationships with seamless connection to your CRM platform for real-time sales insights and customer-specific content creation



 Copilot in Outlook



Customer Service

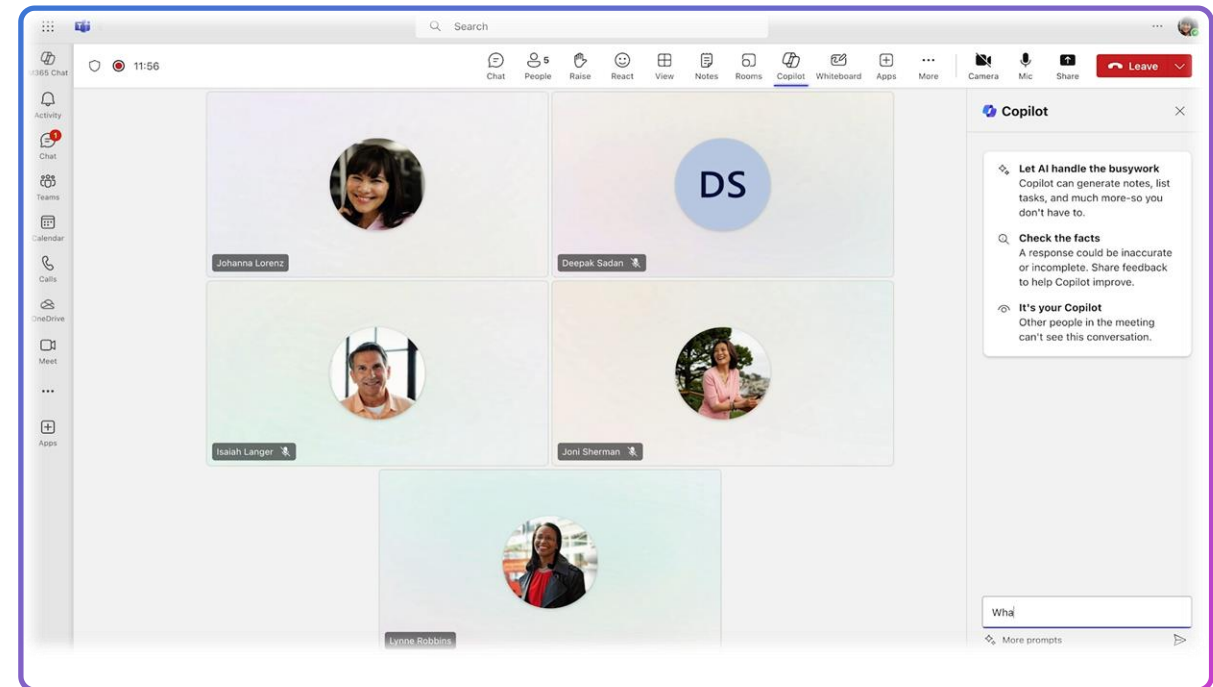
Stay coordinated as a team to resolve more customer issues

With Copilot in Teams, stay organized and on top of all your chats, meetings, and calls.

- Create new messages, meeting notes, table of ideas
- Build agendas based on chat history transcripts from other meetings or calls
- Discover answers to specific questions—such as what decisions were made—from chats or meetings

Copilot for Service

- + Modernize existing service solutions with generative AI to enhance customer experiences and boost productivity in the tools agents use every day



 Copilot in Teams

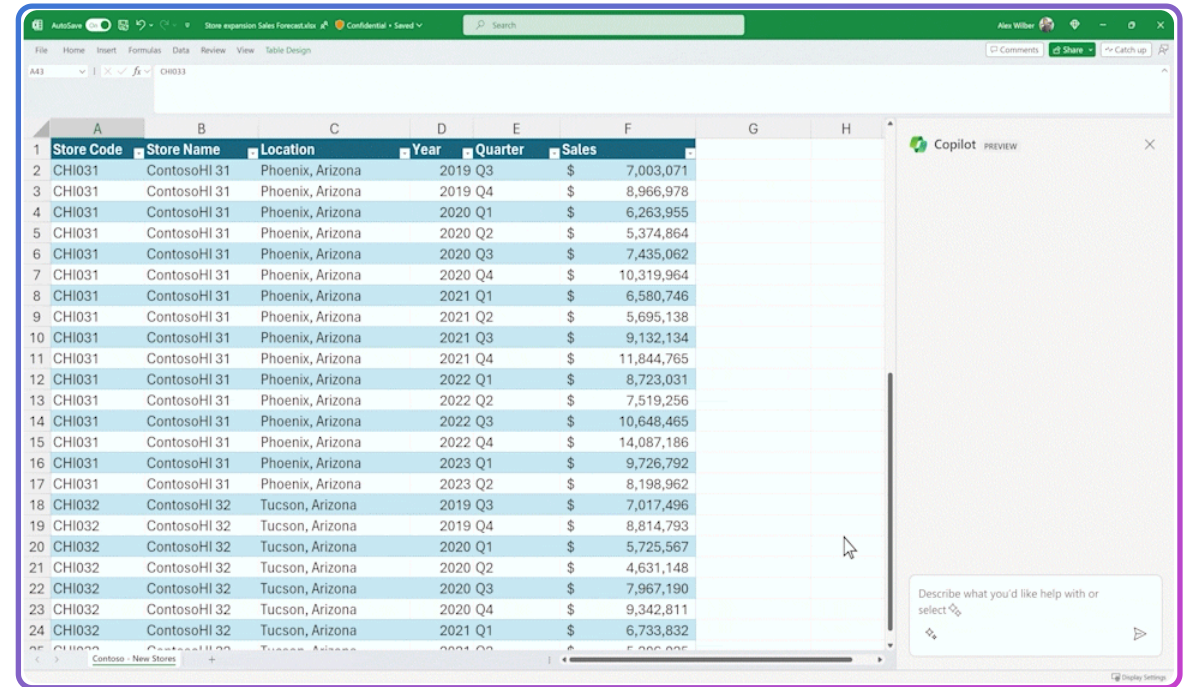


Finance

Simplify financial reporting and validating data quality

With Copilot in Excel, analyze, comprehend, and visualize data with ease.

- Create new formula columns or insert charts
- Insert pivot tables into new a sheet
- Refine data by providing simple commands
- Identify trends, create visualizations, or ask for recommendations with natural language queries



The screenshot displays an Excel spreadsheet with a table of sales data. The table has columns for Store Code, Store Name, Location, Year, Quarter, and Sales. The data spans from 2019 Q3 to 2023 Q1 for two store locations: Phoenix, Arizona (Store Code CHI031) and Tucson, Arizona (Store Code CHI032). The Copilot interface is visible on the right side of the screen, showing a 'PREVIEW' tab and a text input field for natural language queries.

	A	B	C	D	E	F	G	H
1	Store Code	Store Name	Location	Year	Quarter	Sales		
2	CHI031	ContosoHI 31	Phoenix, Arizona	2019	Q3	\$ 7,003,071		
3	CHI031	ContosoHI 31	Phoenix, Arizona	2019	Q4	\$ 8,966,978		
4	CHI031	ContosoHI 31	Phoenix, Arizona	2020	Q1	\$ 6,263,955		
5	CHI031	ContosoHI 31	Phoenix, Arizona	2020	Q2	\$ 5,374,864		
6	CHI031	ContosoHI 31	Phoenix, Arizona	2020	Q3	\$ 7,435,062		
7	CHI031	ContosoHI 31	Phoenix, Arizona	2020	Q4	\$ 10,319,964		
8	CHI031	ContosoHI 31	Phoenix, Arizona	2021	Q1	\$ 6,580,746		
9	CHI031	ContosoHI 31	Phoenix, Arizona	2021	Q2	\$ 5,695,138		
10	CHI031	ContosoHI 31	Phoenix, Arizona	2021	Q3	\$ 9,132,134		
11	CHI031	ContosoHI 31	Phoenix, Arizona	2021	Q4	\$ 11,844,765		
12	CHI031	ContosoHI 31	Phoenix, Arizona	2022	Q1	\$ 8,723,031		
13	CHI031	ContosoHI 31	Phoenix, Arizona	2022	Q2	\$ 7,519,256		
14	CHI031	ContosoHI 31	Phoenix, Arizona	2022	Q3	\$ 10,648,465		
15	CHI031	ContosoHI 31	Phoenix, Arizona	2022	Q4	\$ 14,087,186		
16	CHI031	ContosoHI 31	Phoenix, Arizona	2023	Q1	\$ 9,726,792		
17	CHI031	ContosoHI 31	Phoenix, Arizona	2023	Q2	\$ 8,198,962		
18	CHI032	ContosoHI 32	Tucson, Arizona	2019	Q3	\$ 7,017,496		
19	CHI032	ContosoHI 32	Tucson, Arizona	2019	Q4	\$ 8,814,793		
20	CHI032	ContosoHI 32	Tucson, Arizona	2020	Q1	\$ 5,725,567		
21	CHI032	ContosoHI 32	Tucson, Arizona	2020	Q2	\$ 4,631,148		
22	CHI032	ContosoHI 32	Tucson, Arizona	2020	Q3	\$ 7,967,190		
23	CHI032	ContosoHI 32	Tucson, Arizona	2020	Q4	\$ 9,342,811		
24	CHI032	ContosoHI 32	Tucson, Arizona	2021	Q1	\$ 6,733,832		

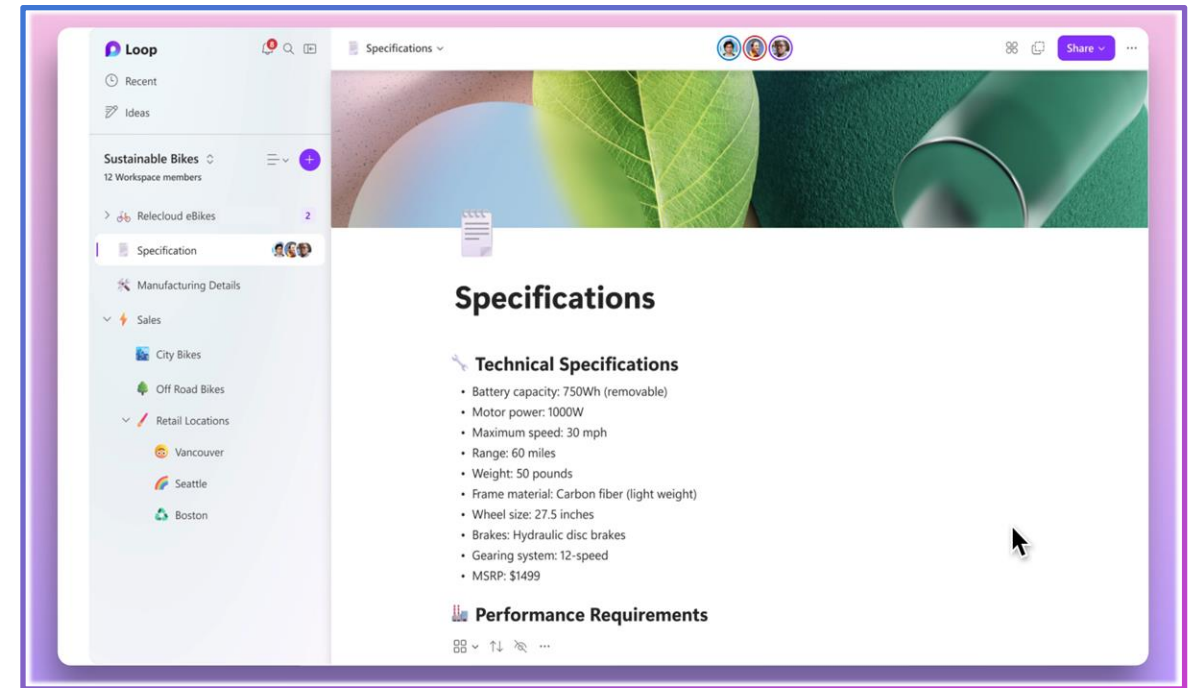


Data &
IT Pros

Effectively manage shared projects and track project progress

With Copilot in Loop, unlock the power of shared thinking—co-create, get up-to-speed, and stay in sync with your teammates.

- Create a new workspace or use one already created for you
- Summarize a page to easily understand content in the workspace to start collaborating immediately
- Produce new ideas or refine plans

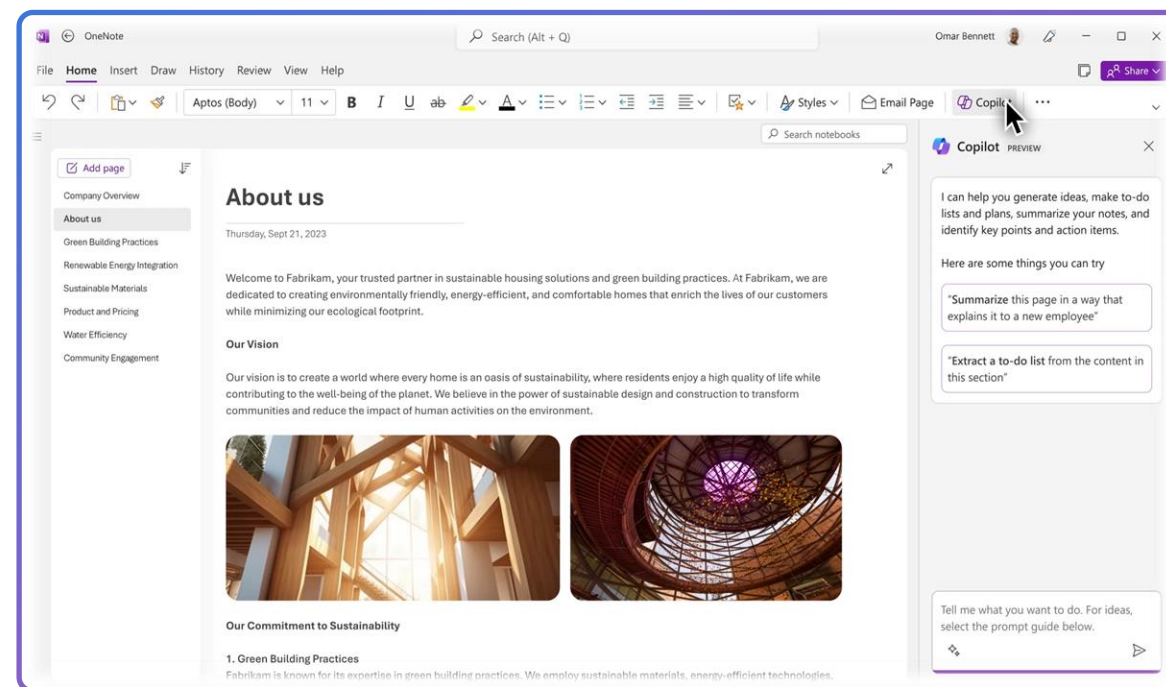




Store, access, and prioritize notes in a fraction of the time

With Copilot in OneNote, revolutionize the way you plan and organize staying better prepared and proactively take action.

- Discover deeper insights about your notes
- Summarize your OneNote content, so you can make better sense of longer page notes you've taken
- Get a Copilot-generated paragraph, bulleted list, or organized section



Public Preview



Copilot Studio

In Copilot for Microsoft 365

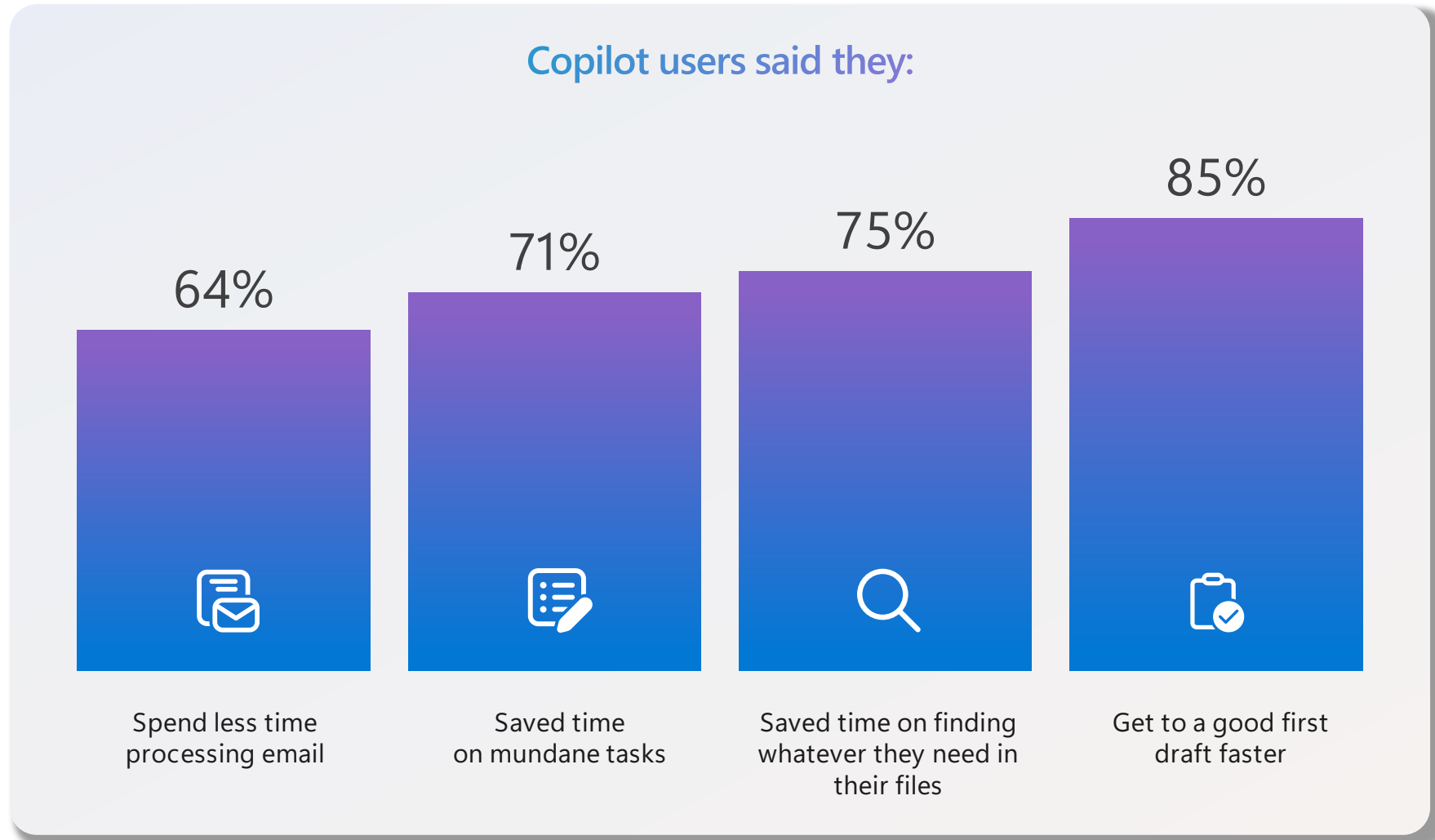
Make Copilot work for you

Connect Copilot
to your data
everywhere

Customize copilot to
your business needs
and workflows

Control & manage
customizations
centrally

Copilot users are more productive



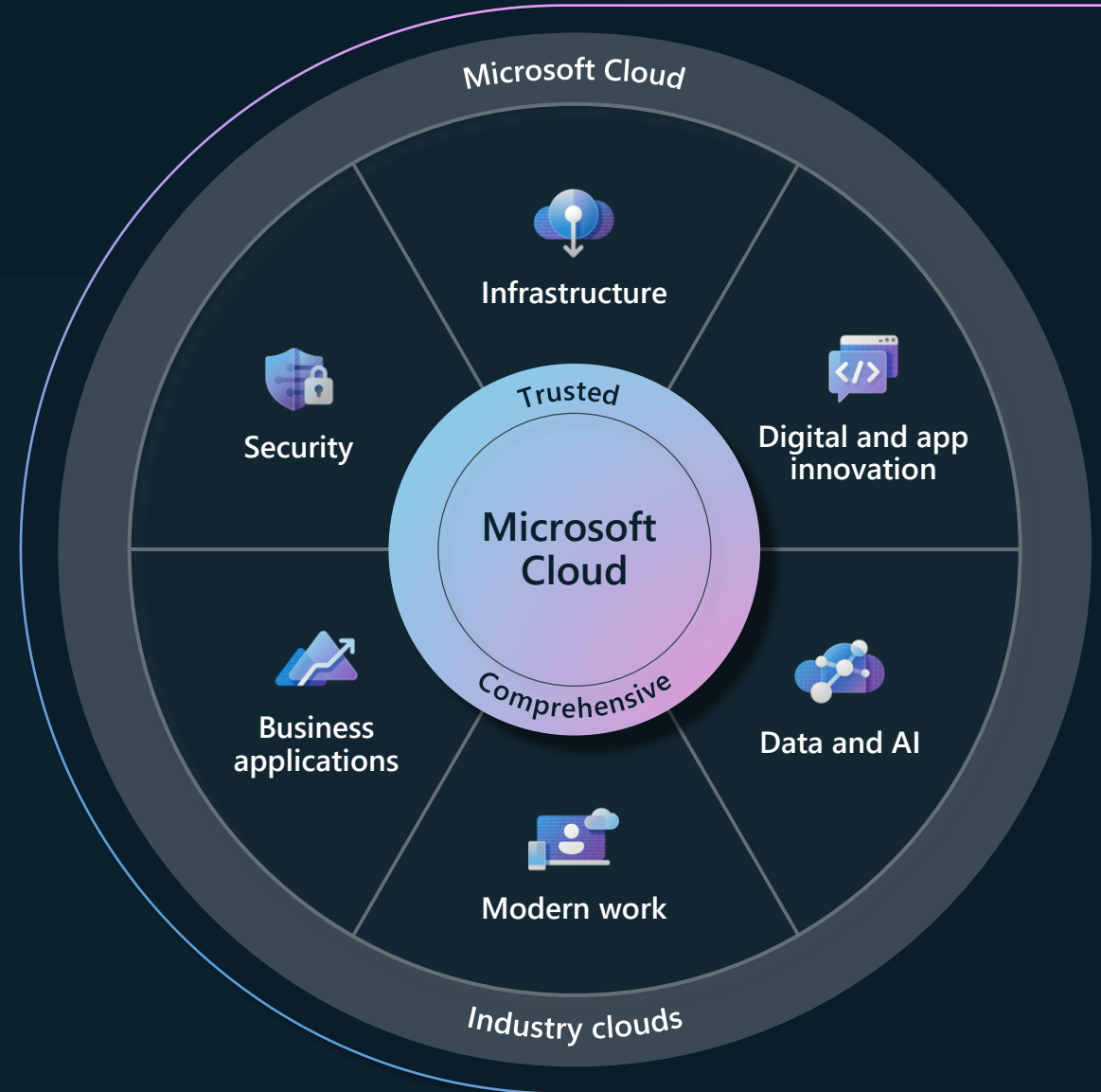
Source: Survey of Copilot for Microsoft 365 Early Access Program users, October 2023; *The missed meeting' study*; *'Email effectiveness' study*; *The strain of searching' study*.

Enabling AI transformation

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Co-innovate with trust and safeguard your business



Build *your own* AI capability



Customize
Microsoft Copilot



Build your own
copilots



Partner with
Microsoft partners

Customize Microsoft Copilot

Use cases



Control over conversational topics



Unique business needs and processes



Bring in your own data



Managing customizations

Build your own copilots

Use cases



Trend forecasting



Product design and development



Fraud detection



New & exciting customer experiences

Thank you!



Achieve more
together