



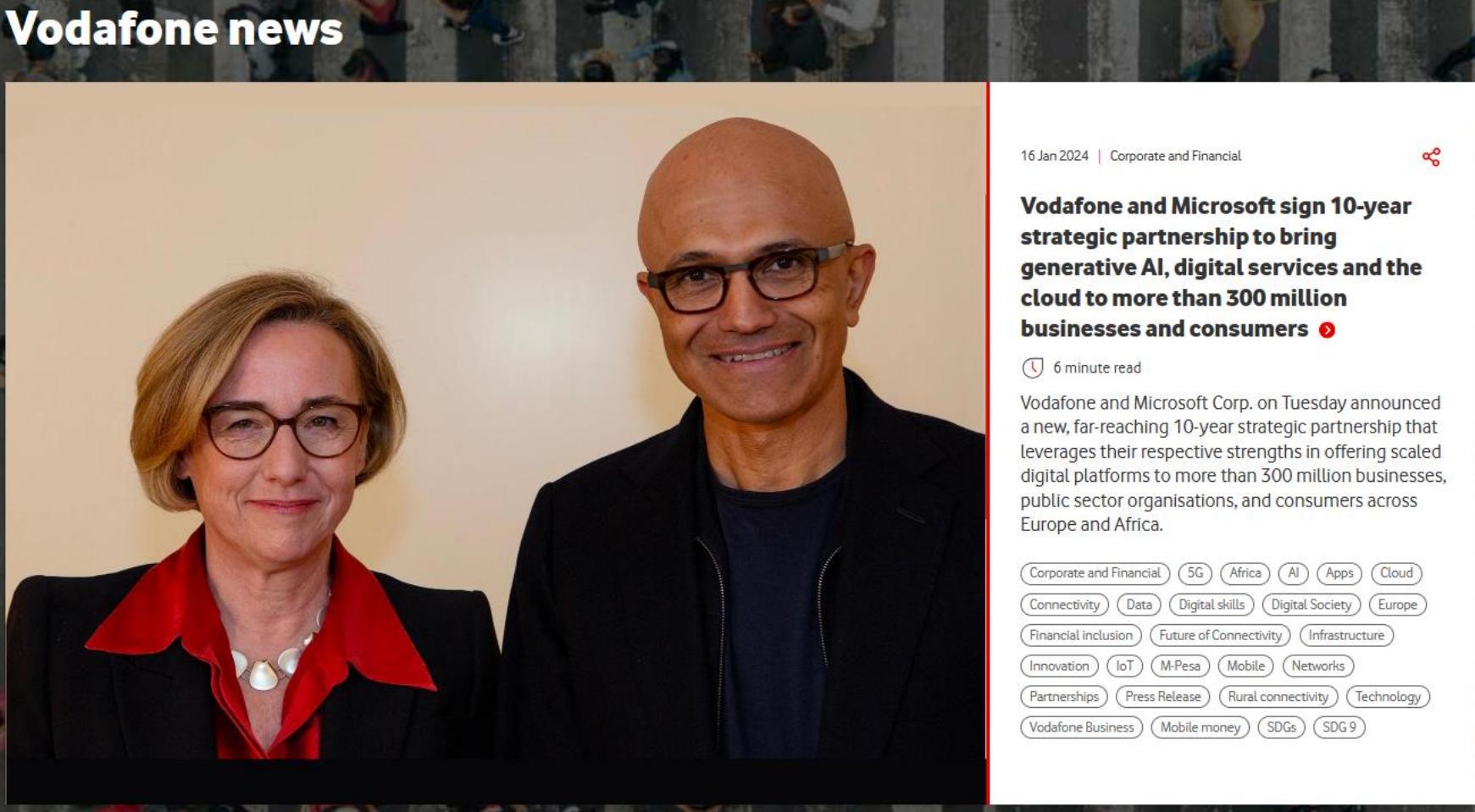
Leading the ERA of AI - "Don't be shy with AI"

Thorsten Graß - Microsoft

Stephan Pepersack - Microsoft

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

16 Jan 2024 | Corporate and Financial Share

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 Read more

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

10-YEAR
#STRATEGICPARTNERSHIP

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



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The AI Race: Startups to Watch | AI Is Rewiring Finance | AI

Technology | AI

Microsoft to Invest €3.2 Billion in German AI Infrastructure

- President Brad Smith says investments planned over two years
- Microsoft is investing heavily in data centers to fuel AI boom



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

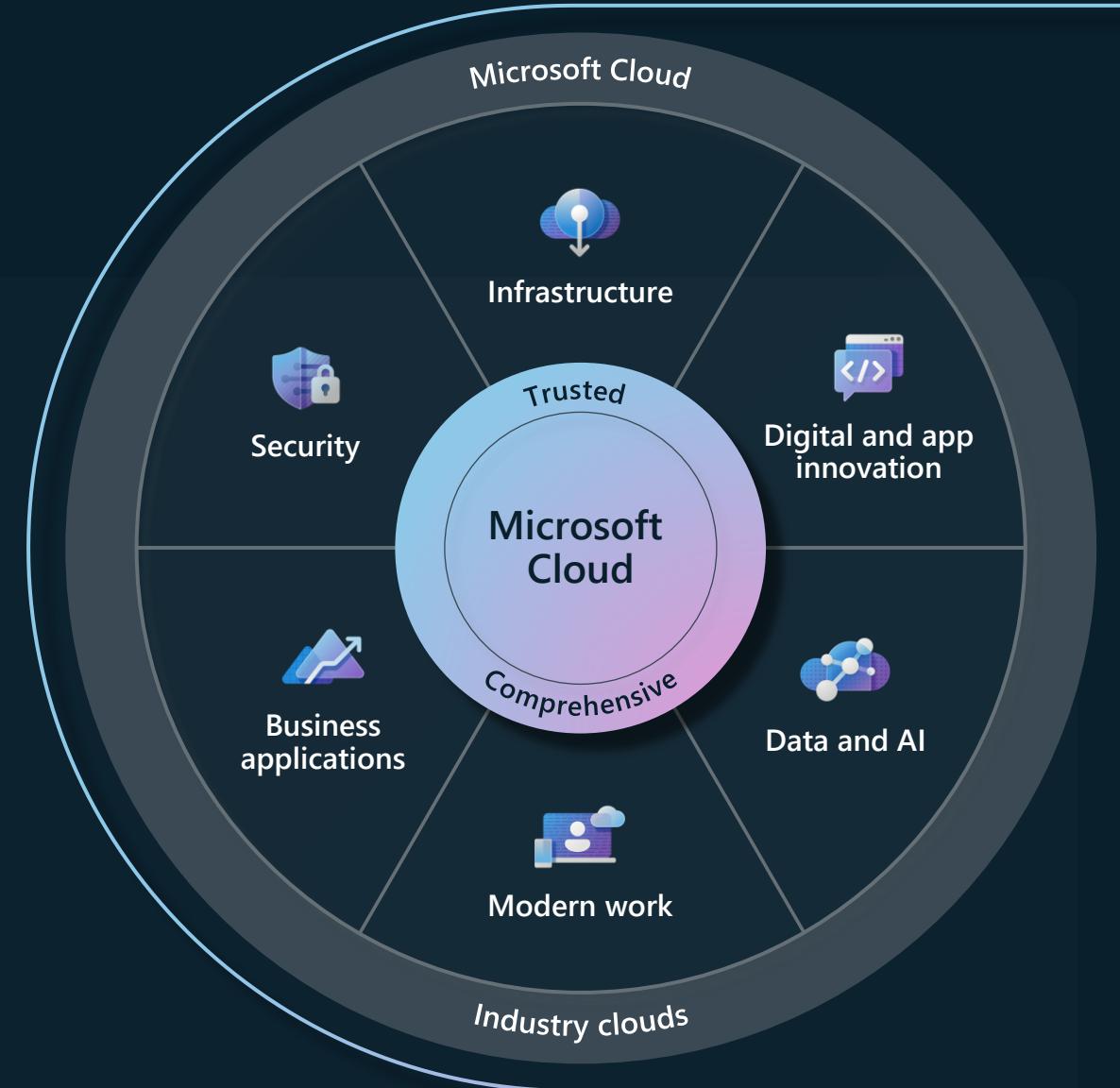
Average time it takes for organizations to
realize a return on their AI investment

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

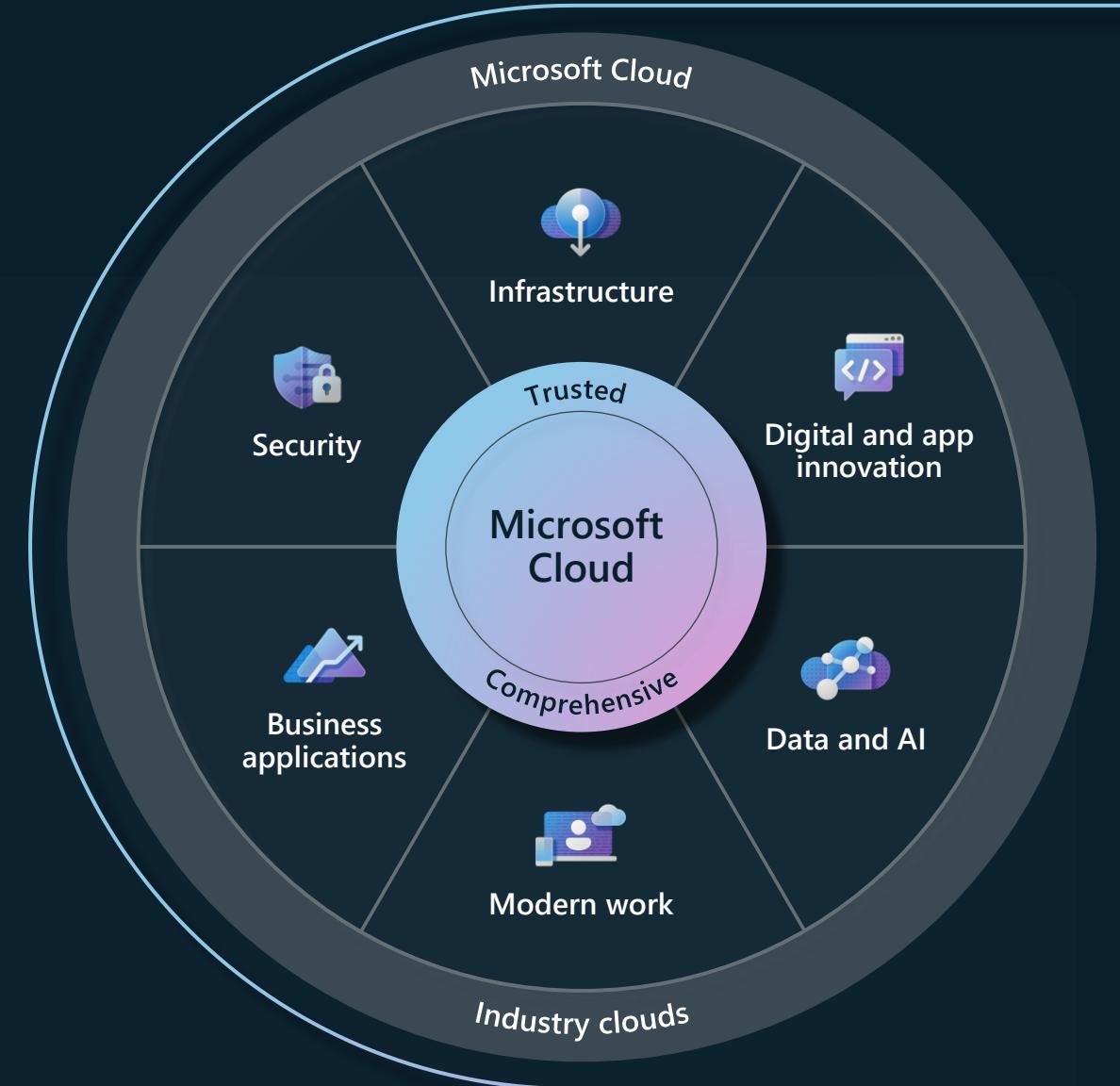


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Microsoft Copilot



Microsoft Copilot

Your everyday AI **companion**

Natural Language



Large Language
Models (LLMs)

+



Web
grounding

+



Commercial
data protection

+



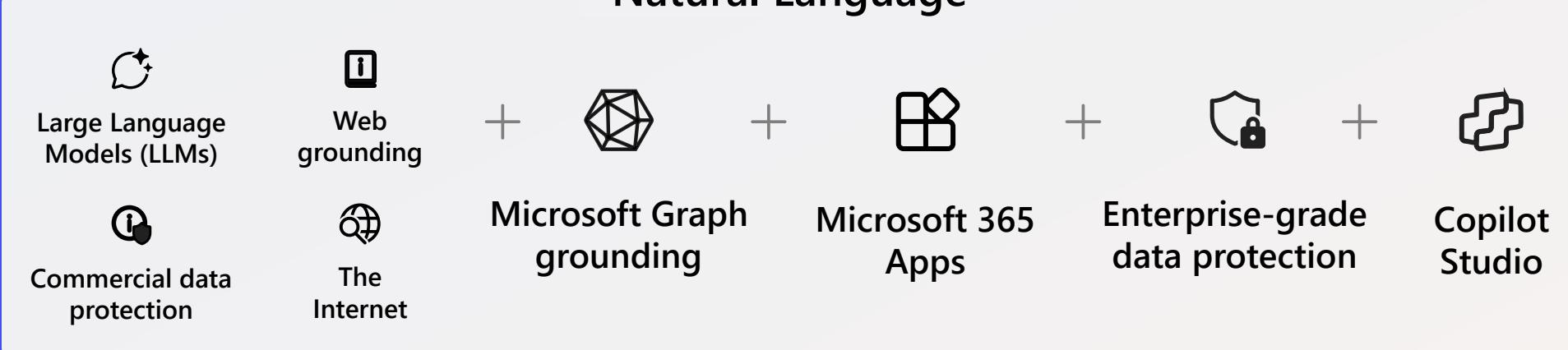
The
Internet



Microsoft Copilot for Microsoft 365

Your everyday AI **companion** at work

Natural Language



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%

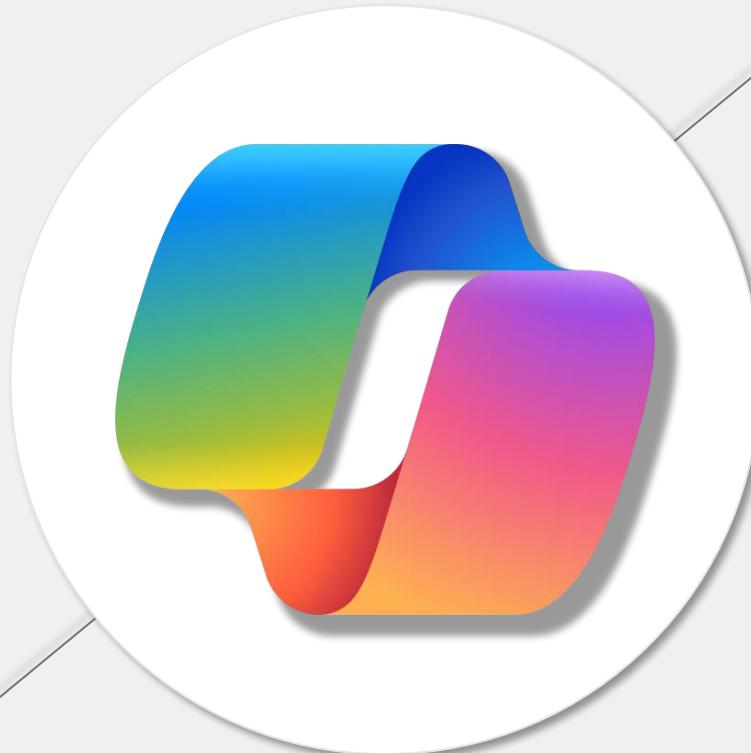
said Copilot improved the quality of their work

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

PREVIEW

Microsoft Copilot for Service

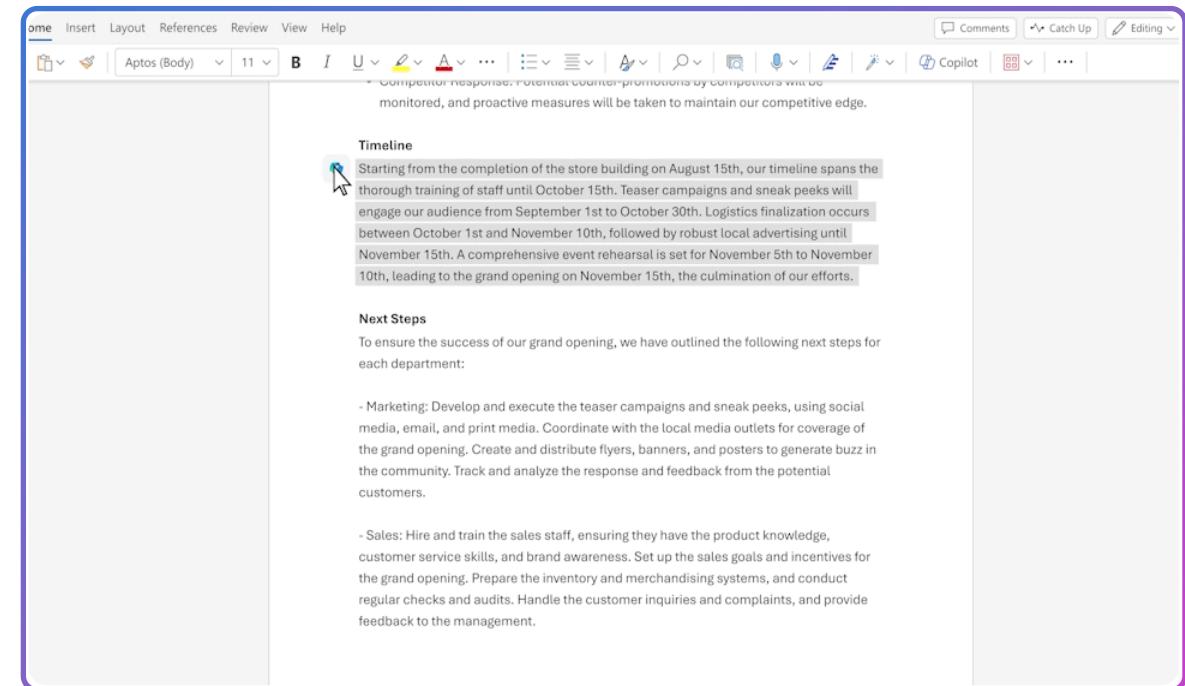
Modernize your contact
center with a copilot
designed for service



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



Copilot in Word



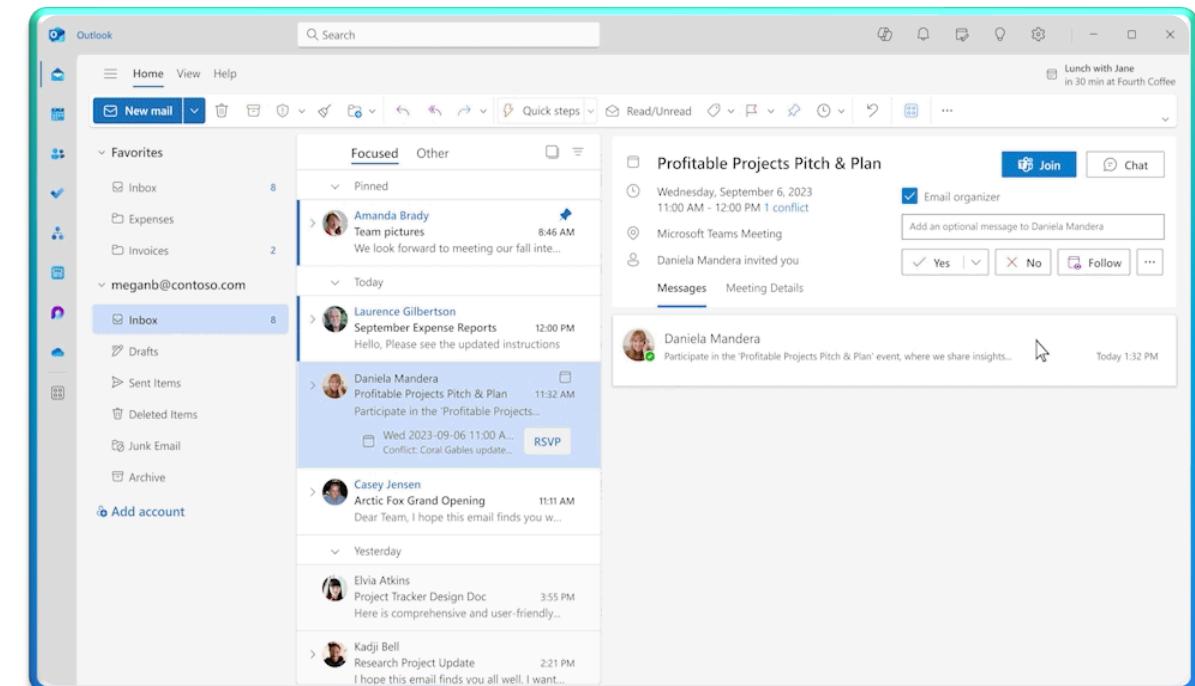
Stay focused on closing deals with an AI assistant for email

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

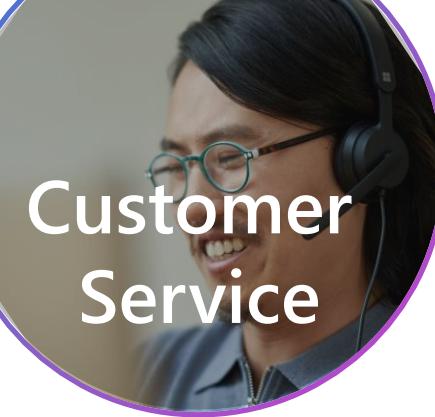
- Customize an email prompt with options for length and tone
- Include people's viewpoints in conversation summaries
- Prepare for meetings with a meeting prep summary

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



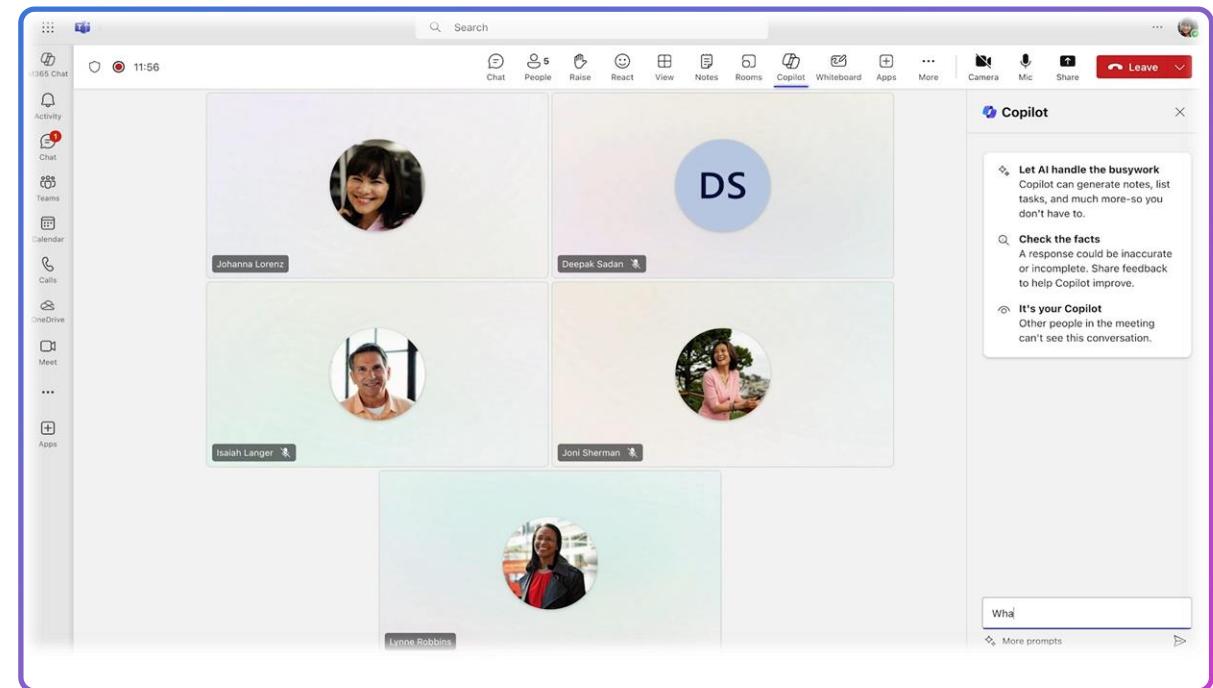
Stay coordinated as a team to resolve more customer issues

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

A screenshot of Microsoft Excel showing a data table titled "Store expansion Sales Forecasts". The table has columns: A (row 1), B (Store Code), C (Store Name), D (Location), E (Year), F (Quarter), and G (Sales). The data spans from row 2 to 26, showing sales figures for stores CHI031 and CHI032 across different quarters and years. The Copilot sidebar is open on the right, showing a preview of the data and a text input field that says "Describe what you'd like help with or select ⚙️".

A	B	C	D	E	F	G
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
25	CHI032	ContosoHI 32	Tucson, Arizona	2021	Q2	\$ 5,200,000

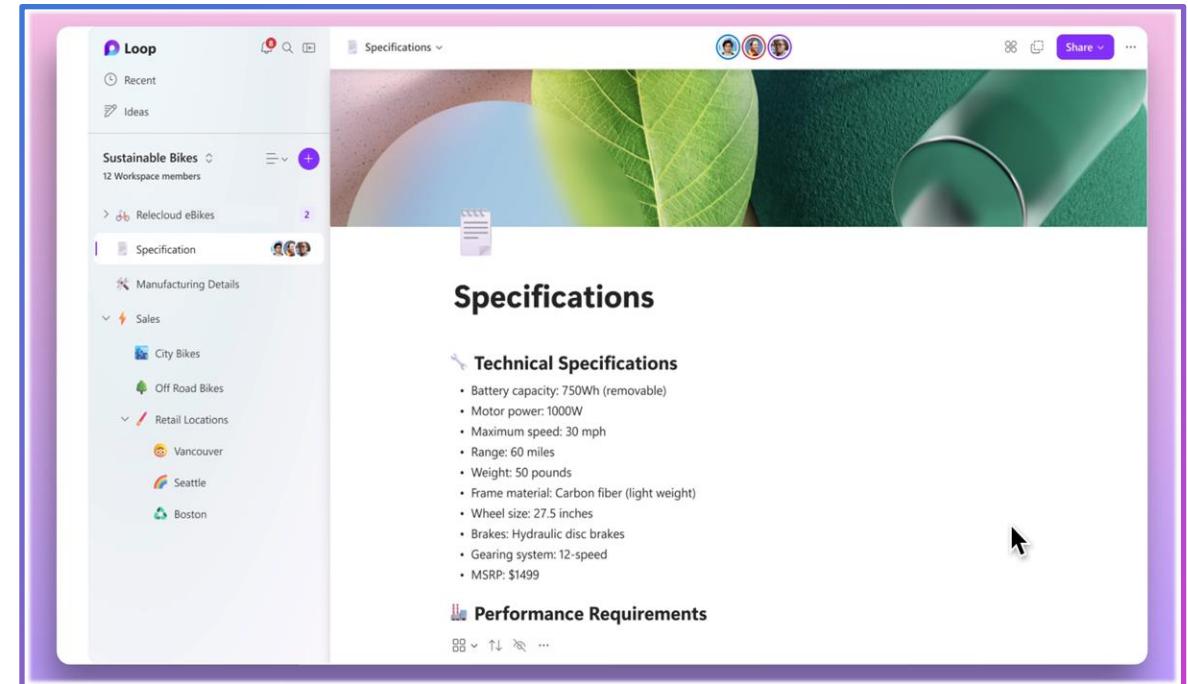
 Copilot in Excel



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



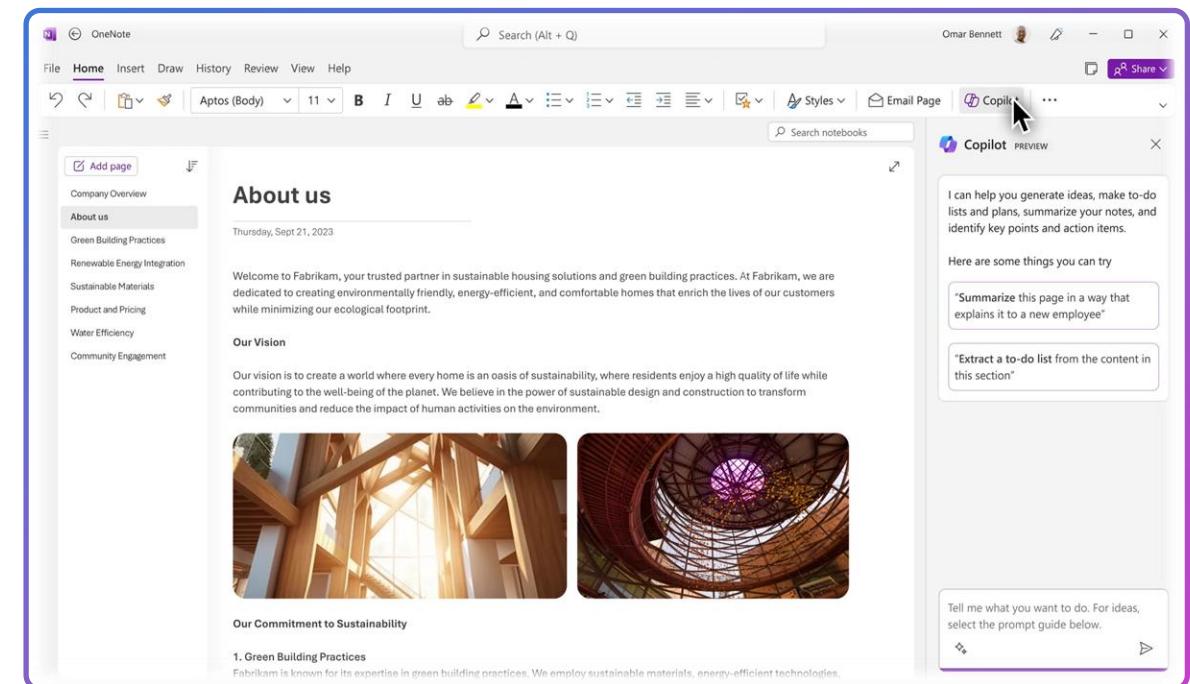
 Copilot in Loop



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



Copilot in OneNote

Public Preview



Copilot Studio

In Copilot for Microsoft 365

Make Copilot work for you

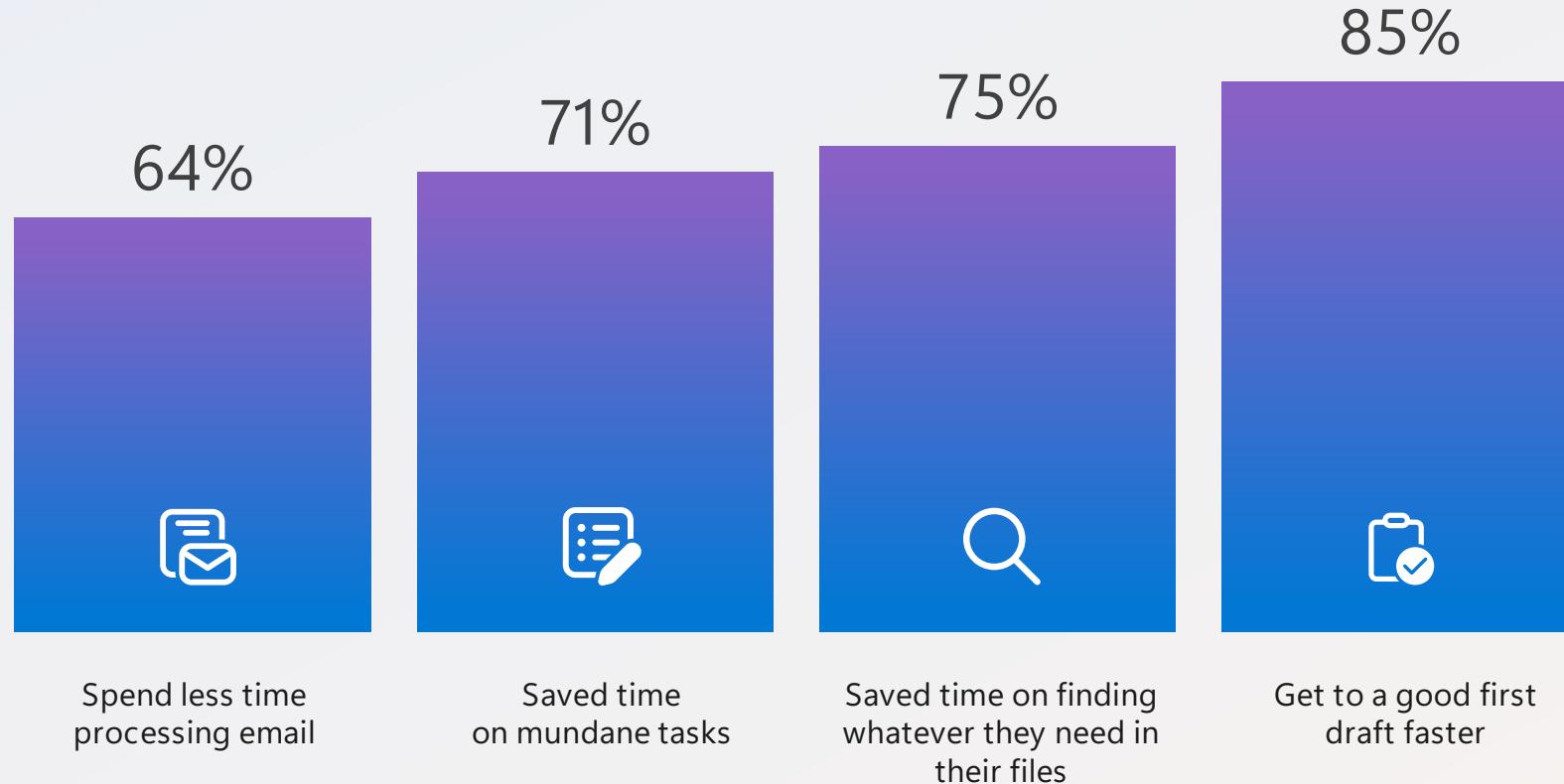
Connect Copilot
to your data
everywhere

Customize copilot to
your business needs
and workflows

Control & manage
customizations
centrally

Copilot users are more productive

Copilot users said they:



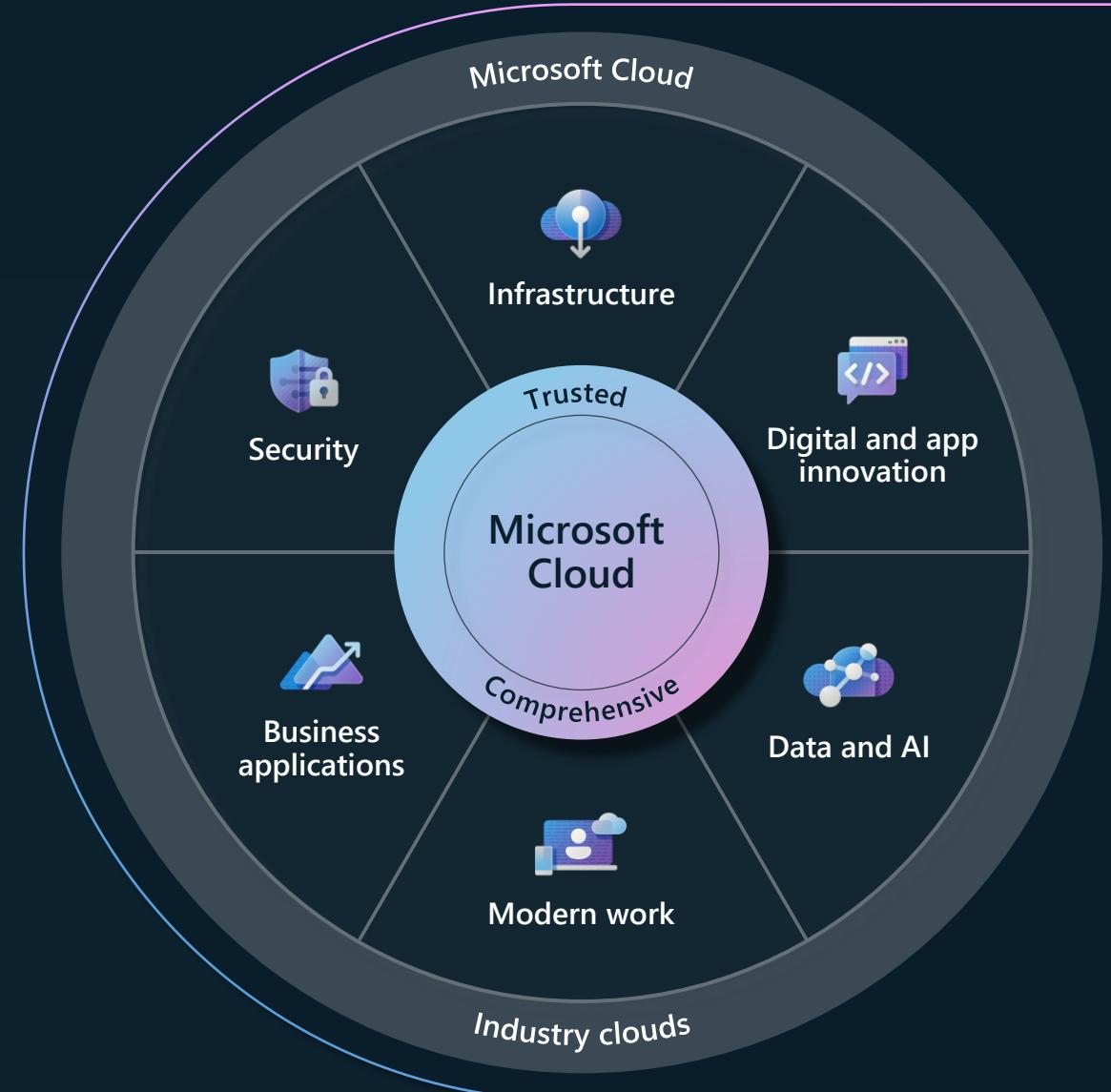
Source: Survey of Copilot for Microsoft 365 Early Access Program users, October 2023; *The missed meeting* study; *Email effectiveness* study; *The strain of searching* study.

Enabling AI transformation

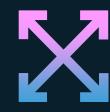
Unlock productivity across your business with Microsoft Copilot

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

Co-innovate with trust and safeguard your business



Build your own AI capability



Customize
Microsoft Copilot



Build your own
copilots



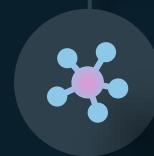
Partner with
Microsoft partners

Customize Microsoft Copilot

Use cases



Control over conversational topics



Unique business needs and processes



Bring in your own data



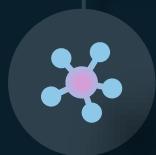
Managing customizations

Build your own copilots

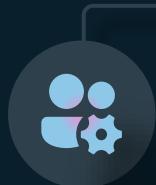
Use cases



Trend forecasting



Product design and development



Fraud detection



New & exciting customer experiences



Thank you!

Achieve more
together