

# Modern Work Recap session



Allard Beerthuizen



Eric Liket



Microsoft  
Ignite 2024

# Agenda

- Introduction Ignite
- Microsoft 365 Copilot
- Windows 365
- Microsoft license changes 2025
- Windows 11 & Microsoft Edge
- Microsoft Teams
- Q & A



# Introduction Ignite



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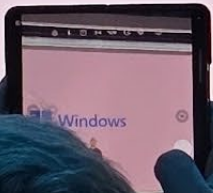
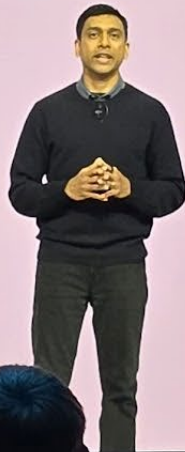


# KEYNOTE BY SATYA NADELLA





# Windows







Latest Innovations  
For AI Transformation

Microsoft



Apps

GitHub Co  
Visual Stu

The most widely adopted  
programmer meets the m  
popular IDE

EMERGENCY EXIT

TO CENTRAL CONCOURSE

Security

Microsoft  
Security Copilot

Data

Microsoft

Apps

Microsoft

Microsoft

Microsoft

Microsoft

Microsoft

Microsoft

Microsoft

Microsoft

Microsoft

Microsoft



# Benefits designed to drive success

	Partner Launch \$345	Partner Success: Core \$895	Partner Success: Expanded \$3,995	Solutions Partner \$4,730	Specializations \$--
Microsoft software	Up to 5 users across 8 software products	Up to 25 users across 19 software products	Up to 35 users across 37 software products	Up to 200 users across 42** software products	Up to 50 users across 11 key software products
Examples include M365, D365, Visual Studio Pro	\$13,092	\$57,468+	\$381,684+	\$+	\$+
Azure credits for production	\$700	\$2,400	\$4,000	\$6,000 - \$24,000	\$4,500 - \$114,000
Support services					
Technical pre-sales and deployment	-	Deduct hours	Unlimited hours	Unlimited hours	Unlimited hours
Technical support and consultation	-	5 hours \$1,000	10 hours \$2,000	50 hours \$10,000	\$+
Signature Cloud Support	-	2 incidents \$1,200	5 incidents \$3,000	50 incidents \$30,000	
<b>Total retail value*</b>	<b>\$13,792</b>	<b>\$62,068+</b>	<b>\$390,684+</b>	<b>\$+</b>	
Unlock profitability					
Incentives	-	-	-	CSP, Engagements	CSP
Co-sell	-	-	-	all eligible	
Marketplace	-	-	-	offerings	

\* Retail value is based on Microsoft list pricing and reflects the potential fees for access to Microsoft software. + Represents areas with additional value potential where Microsoft pricing cannot be reliably determined. Source: Microsoft, IDC summation and validation on retail value, 2024. IDC: "New Changes Bring New Opportunities: Evaluating Microsoft's Partner Benefits Packages"



Microsoft  
Ignite



# Microsoft 365 Copilot



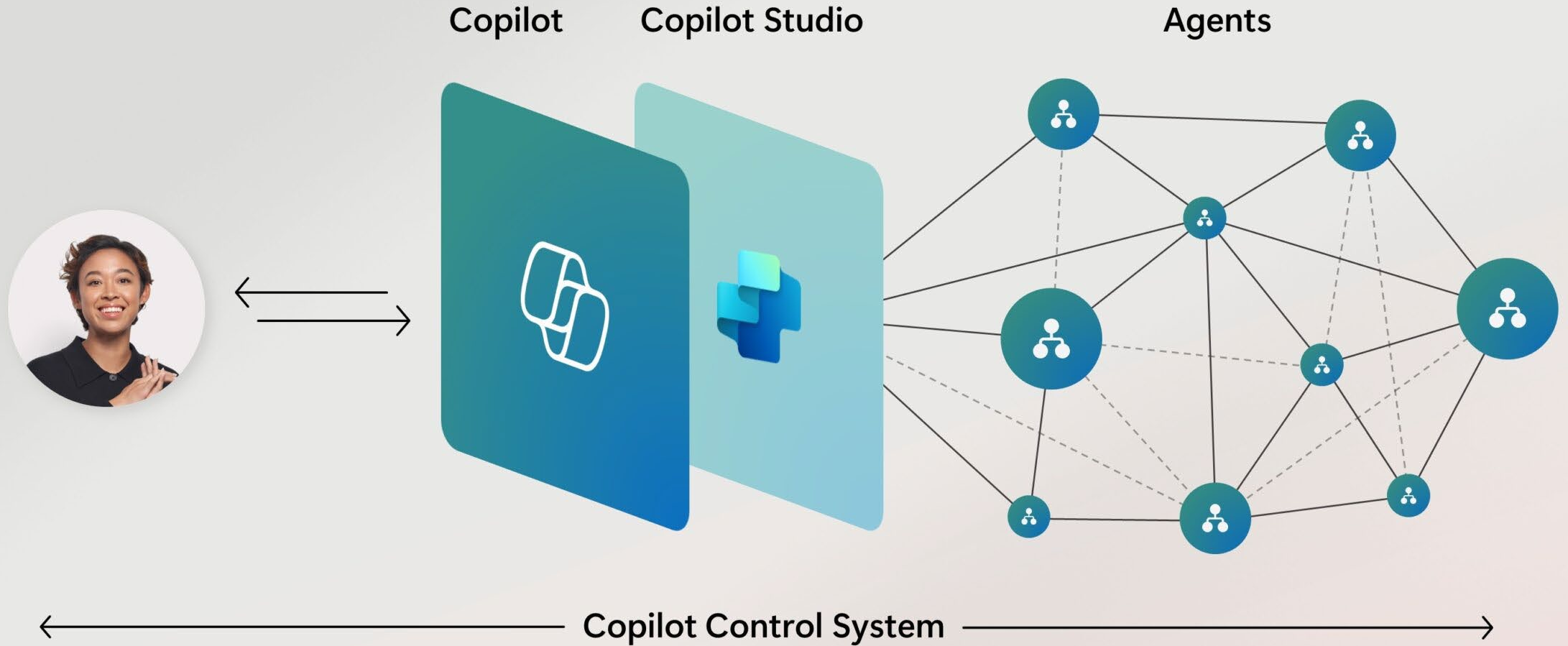
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# Trust

# Copilot is the UI for AI






**LIVE DEMO**

 Microsoft Copilot

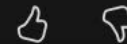
logo for a live demo about Microsoft AI solution Copilot

 Download

 Add to pages

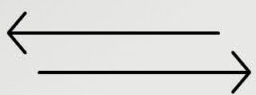
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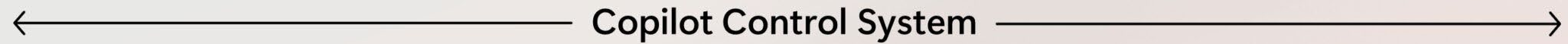
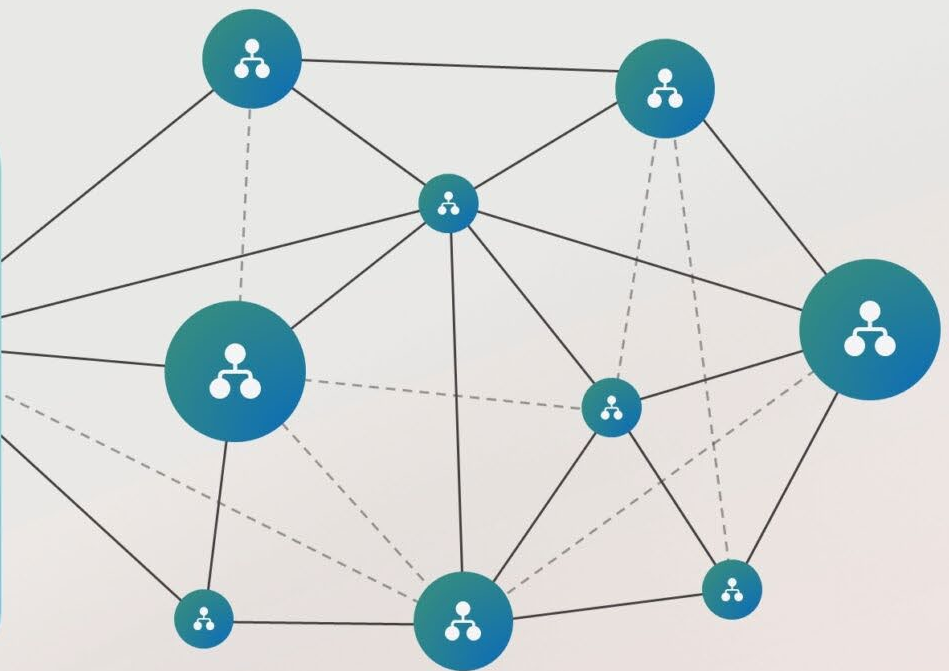
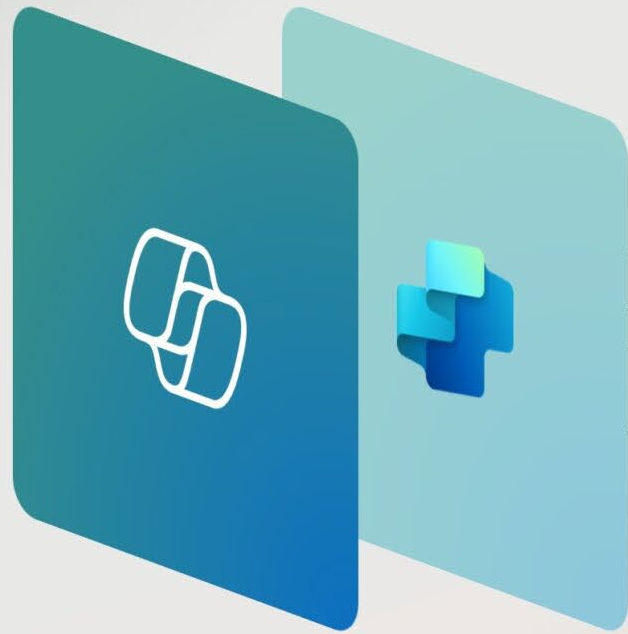
# Copilot is the UI for AI



Copilot

Copilot Studio

Agents



Copilot Control System

Data Protection

Copilot in M365 Admin centers

Copilot Analytics



## Recommended individual-level business outcome metrics for analysis

Mensen werken sneller met Copilot<sup>1</sup>:

**27% sneller zoeken:**

17 min. 54 sec. versus  
24 min. 18 sec.

**Vergaderingen vier keer sneller samenvatten:**

11 min. 13 sec. versus  
42 min. 34 sec.

**43% sneller een eerste concept schrijven:**

8 min. 12 sec. versus  
12 min. 48 sec.

**Meerdere taken 29% sneller afhandelen:**

29 min. 42 sec. versus  
42 min. 6 sec.

Mensen die werken met Copilot<sup>2</sup>:

**57%**

geeft aan dat Copilot hen helpt het creatieve proces op gang te brengen.

**68%**

geeft aan dat het hen creatiever maakt.

**72%**

zei dat het hen hielp ideeën te genereren tijdens het schrijven.

**68%**

zei dat het de kwaliteit van het werk verbeterde.

[Microsoft Copilot Scenario Library](#)

[Microsoft ebook](#)

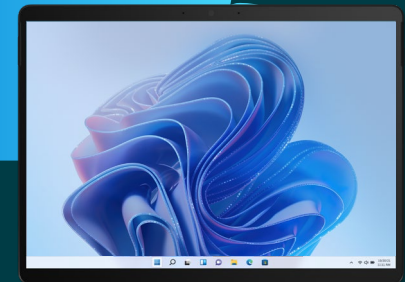
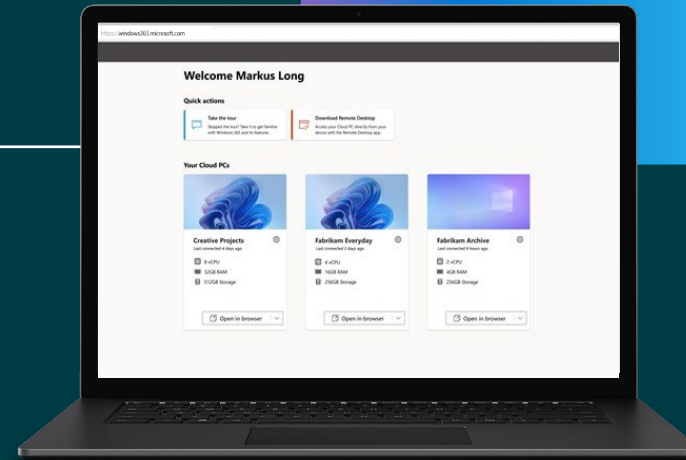
# Windows 365



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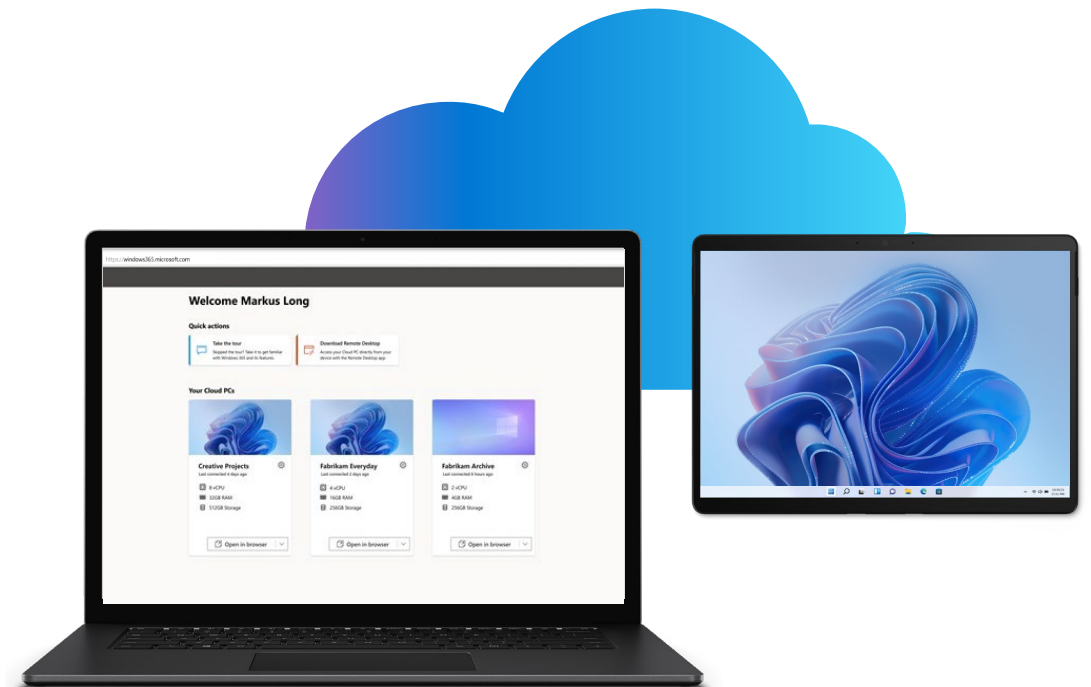


Trust

# What is Windows 365?

*Windows 365 provides a personalized, powerful, simple, and secure full Windows 11 experience*

- **Personalized:** All your apps, content and settings, streamed from the Microsoft cloud to any device.
- **Powerful:** Scalable Cloud PCs bring the Windows 11 experience to you, on any device
- **Simple:** Provision and deploy Windows on a Cloud PC today, right from Microsoft Intune or at [windows365.microsoft.com](https://windows365.microsoft.com)
- **Secure:** Enhancing the security benefits of Cloud PCs with new Windows 11 security features





# Windows 365 work scenarios



## Data security

Improve regulatory compliance and IP protection via data centralization and a reduced threat surface.



## Disaster recovery

Help ensure continuity and access for your workforce and company data, even in the most challenging circumstances.



## BYOPC programs

Enable secure Cloud PCs, even on personal devices.



## Temporary workforces

Simplify and accelerate the onboarding and offboarding process for elastic workforces.



## High-capacity computing

Cloud-scale compute and storage to support specialized workloads such as design and manufacturing.



## Limited or shared physical device

Give frontline and shift workers affordable Cloud PCs without the hassles of sharing physical PC resources.



## Mergers & Acquisitions

Provide seamless transitions and access for growing businesses.

**valid**

1

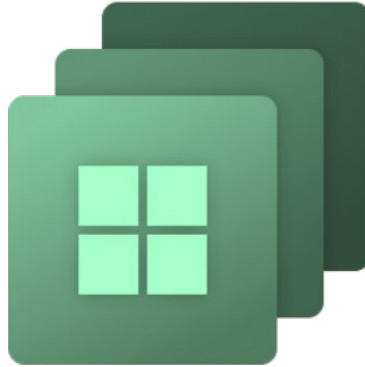
## Windows 365 Business

- Simple onboarding and administration through [windows365.microsoft.com](https://windows365.microsoft.com)
- No licensing prerequisites
- Supports Microsoft Entra Join
- Manage each user
- Limited to businesses < 300 users

2

## Windows 365 Enterprise

- Deploy & manage through Microsoft Intune
- Must be licensed for Windows 11 or 10 Enterprise, Microsoft Intune, and Microsoft Entra ID P1
- Choice of Microsoft Entra Join or Microsoft Entra Hybrid Join
- Choice of Microsoft gallery image or customer-provided image
- Rich reporting and actionable insights
- Unlimited number of users



3

## Windows 365 Frontline Dedicated

- License for concurrent usage
- One license allows for one connection and three Cloud PCs.
- Frontline Cloud PCs will be turned off if they are not in use.
- Add users to a group and use the group in a provisioning policy
- Personal Cloud PC
- Persistent

4

## Windows 365 Frontline Shared

- License for concurrent usage
- Use then users only need access to a desktop for a short period of time.
- The actual cloud PC is shared between users that sign in.
- The Cloud PC remains powered on.
- Not persistent

# Windows 365 Link



Becoming generally available for purchase at \$349 in select markets starting April 2025

# Specifications

## ■ Hardware

- Built as a compact, fanless, lightweight device: 4.72 inches x 4.72 inches x 1.18 inches and weighs less than one pound
- Boasts dual 4K monitor support with one HDMI and one DisplayPort, 3 USB-A, 1 USB-C port, a 3.5mm audio port, an Ethernet Port, Wi-Fi 6E, and Bluetooth 5.3

## ■ Windows based operating system

- Purpose-built to boot directly to Windows 365
- Small OS footprint with minimal applicable configuration policies
- Security baseline policies enabled by default



# The benefits

- Cloud-powered performance
- Secure by design
- Simplified IT management
- Aligned with sustainability goals



User productivity



IT efficiency



Security



Sustainability

# Cloud-powered performance

*Maximize productivity with Cloud PC devices that offer responsive, high-fidelity experiences*

- Windows 365 Link takes **seconds to boot and instantly wakes up** so users can quickly get started
- **Connects directly to Windows 365** where users can work in a familiar Windows experience
- Offers **local processing for high-performance video** playback and conferencing, including high-fidelity Microsoft
- Seamless to use with **wired or wireless peripherals**



# Secure by design

*Reduce the attack surface with locked-down devices and passwordless authentication*

- Windows 365 Link has **no local data, no local apps, and no local admin users**
- **Security baseline policies are enabled** by default and security features cannot be turned off
- Login is simple and secure with **passwordless authentication using Microsoft Entra ID** and the Microsoft Authenticator app or USB security keys
- Includes a **Kensington lock port** for physical security



# Simplified IT Management

*Efficiently configure and manage alongside other PCs using Microsoft Intune*

- Windows 365 Link is compact and lightweight, **convenient to ship** to users
- **Configurable within minutes** in a few simple steps
- Simple to manage alongside other PCs using **Microsoft Intune**, with familiar actions such as Restart or Wipe
- Automatically **stays up to date**





# Aligned with sustainability goals

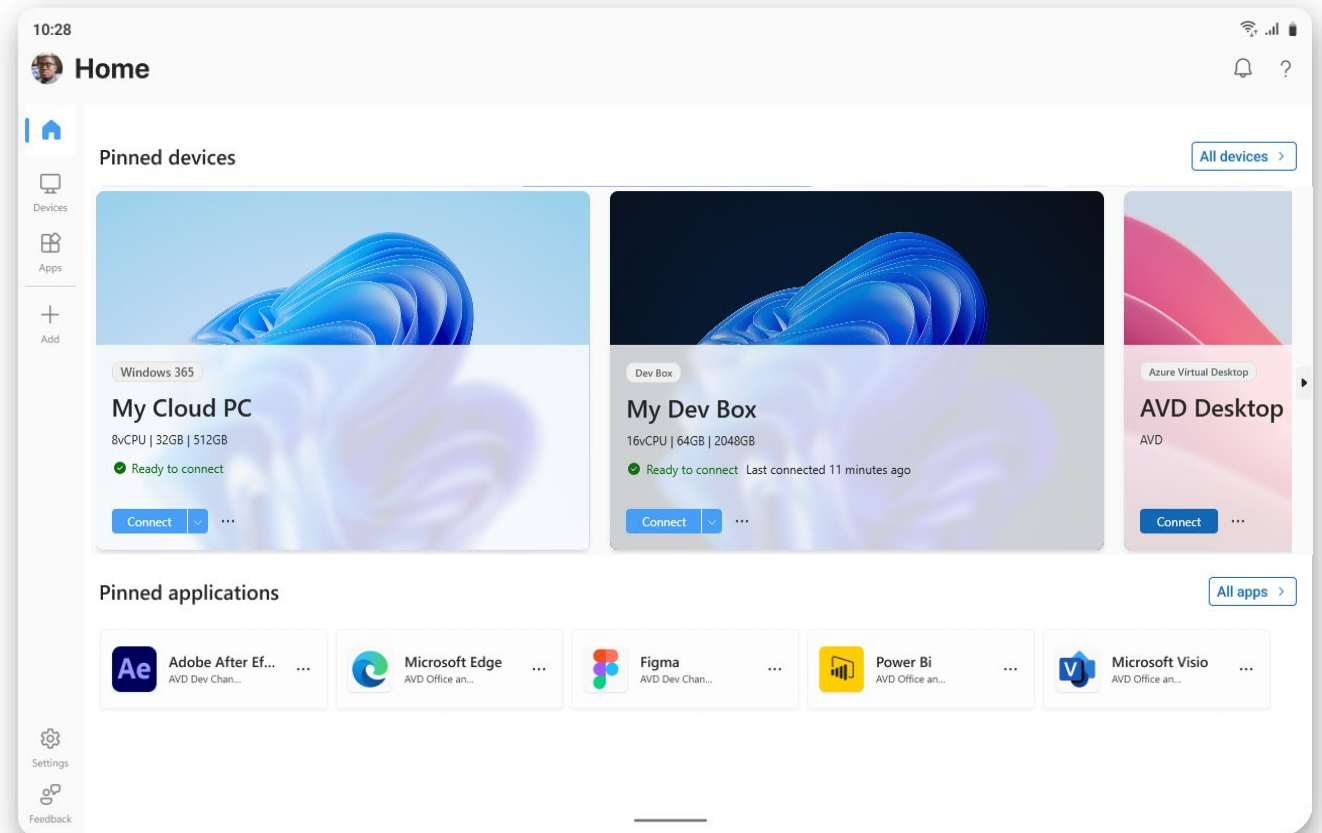
*Advance sustainability with energy efficient, long-lasting, and repairable devices*

- Windows 365 Link contains a minimum of **50% recycled content** and has **100% paper-based packaging**.
- ENERGY STAR®-certified device, with a **lower energy consumption than most desktops** for users with external monitors and peripherals connecting to Windows 365
- Designed to be **long-lasting and repairable**



# Windows App (Public Preview)

- **Windows App** is the place to connect to any devices or apps across Windows 365, AVD, RDS, RDP, Microsoft Dev Box and more.
- **Windows 365 users on the web:** Users can navigate to [windows.cloud.microsoft.com](https://windows.cloud.microsoft.com) to view the Windows App experience.



valid



Windows 365



Azure  
Virtual Desktop



Remote  
Desktop



Remote  
Desktop Services



Microsoft  
Dev Box

# Microsoft License changes 2025



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# Microsoft License changes 2025

12-2024

- **Monthly Billing for Microsoft 365 Copilot Available**
- **15% discount Promo available for Copilot**

**Monthly billing for yearly commit +5%**

1-4-2025

1-1-2025

**15% discount Promo  
for M365 E5 Annual**

**Price increase**

<b>Power BI</b>	<b>+40%</b>
<b>Teams Phone</b>	<b>+30%</b>

1-4-2025

# Windows 11



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# Microsoft Secure Future Initiative

A multi-year commitment to advance the way we design, build, test and operate our Microsoft services to ensure that our solutions meet the highest possible standards for security

## Principles of the Secure Future Initiative



**Secure  
by design**



**Secure  
by default**



**Secure  
operations**



# New Windows 11 security



Smart App Control,  
App Control for Business



Safe language across  
operating system



Windows protected print



Personal Data Encryption (PDE)



Config Refresh



Delegated Managed  
Service Account



Hypervisor-enforced  
paging translation



Windows Hello with Recall

In preview



3P passkey manager support

Coming soon



Administrator protection

In preview



Win32 app isolation

In preview



Windows HotPatch

In preview



Zero Trust DNS

In preview



Device Health Attestation expanded

In preview

# Administrator Protection

*A security feature designed to enhance the safety of administrative tasks by requiring additional verification before allowing actions that need admin privileges.*

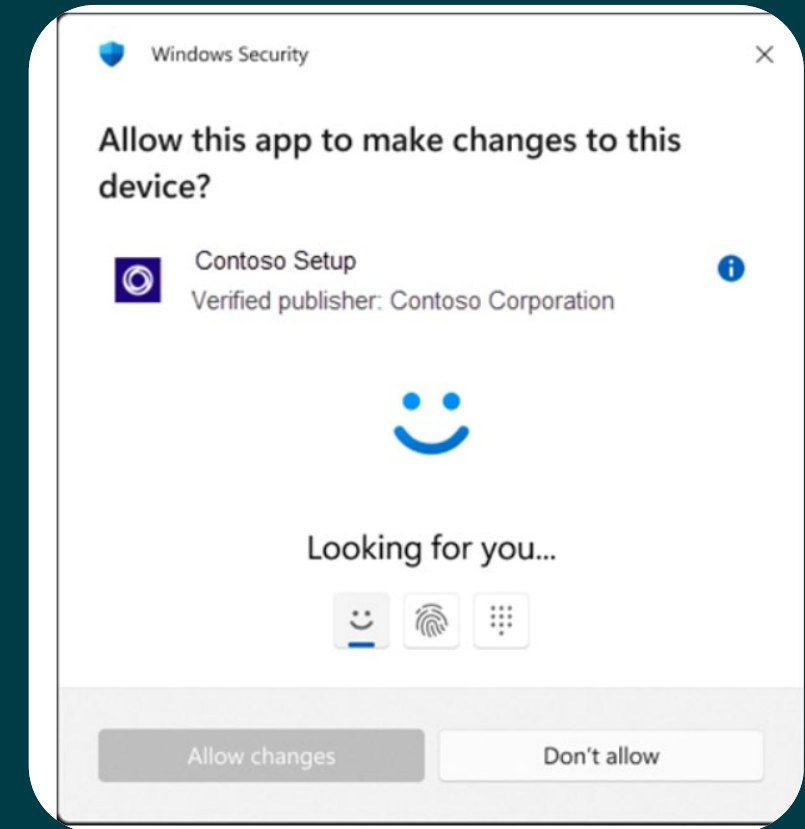
- Identity verification
- Just-in-Time Elevation
- Least Privilege Principle
- Enhanced Security

General Available next quarter

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Tech  
Trust



# Windows HotPatch

*Keeping customers secure and productive without interruptions*

- Immediate effect
- Reduced disruptions
- Security focussed
- Quartely cycle

Public preview



# Config Refresh

*Enhance the management and security of Windows devices through Microsoft Intune*

- Frequent Policy Refresh
- Automatic Policy Restoration
- Offline Functionality
- Pause for Maintenance
- Enhanced Security and Compliance

Generally available

**valid**

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# Windows Protected Print

*A security feature designed to enhance the safety and reliability of printing processes.*

- Modern Print Stack
- Enhanced security
- Easy Setup
- Automatic Compatibility Check

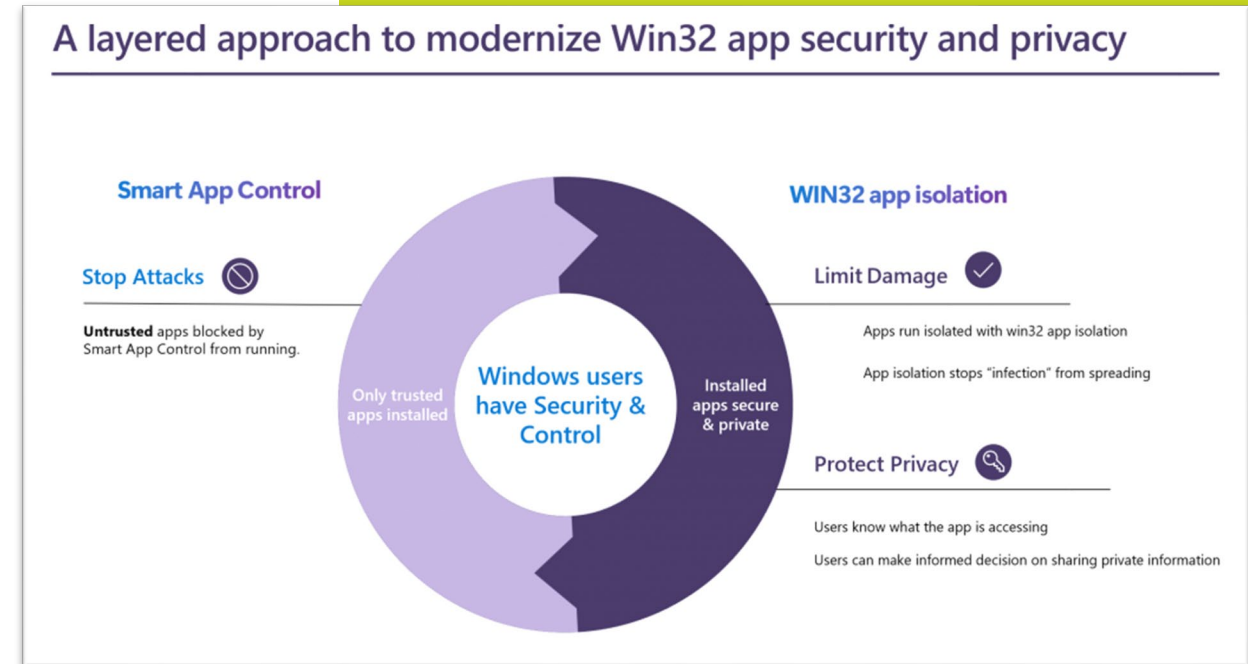
Generally available



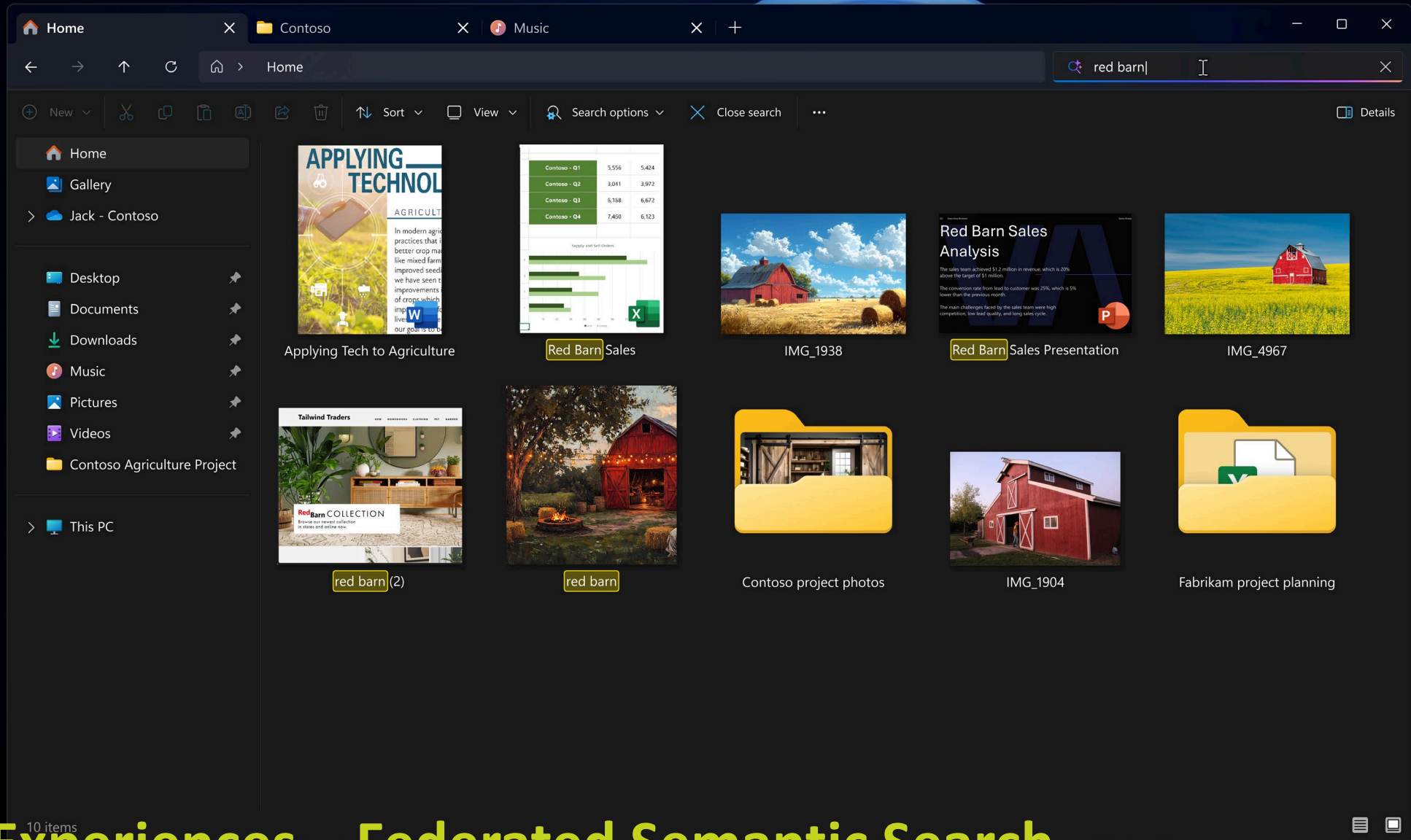
# Win32 App Isolation

A Security feature by isolating Win32 applications to contain potential damage and safeguard user privacy in the event of a compromise.

- Built on AppContainer
- Two-Step Process
  - Low integrity level process
  - Least privilege access by MSIX
- Enhanced security
- Developer Tools



Generally available



# New AI Experiences – Federated Semantic Search

Sep 21 at 11:45 AM  
Microsoft Teams

**Red Barn Sales Analysis**

The sales team achieved \$1.2 million in revenue, which is 20% above the target of \$1 million.

The conversion rate from lead to customer was 25%, which is 5% lower than the previous month.

The main challenges faced by the sales team were high competition, low lead quality, and long sales cycle.

Excel interface showing a spreadsheet with the following data:

	Daily Sales					
Contoso - Q1	5,556	5,424	6,700	5,568	6,844	6,324
Contoso - Q2	3,041	3,972	4,588	3,996	5,881	3,756
Contoso - Q3	6,168	6,672	6,732	7,032	6,504	6,804
Contoso - Q4	7,460	6,123	4,757	5,822	5,789	4,323

Additional charts and graphs visible in the spreadsheet:

- Supply and Sell Orders:** A horizontal bar chart comparing 'Sold' and 'Supply' orders across four categories.
- Red Barn Monthly Sales Barns and Heavy Machinery:** A line chart showing monthly sales for 'Elvin' and 'Omar' over 9 months.
- Sales Goal 71%:** A donut chart showing 71% completion with 214 sold and 86 left.
- Sales Goal 67%:** A donut chart showing 67% completion with 203 sold and 97 left.

# New AI Experiences - Recall

Open Excel

Today, 11:11AM

# New AI Experiences – Click to Do

The screenshot shows a Microsoft Teams meeting interface. At the top, the title bar reads "Team Sync" and the time is "22:06". The top navigation bar includes icons for Lists, People (6), Home, Meet, View, Notes, Rooms, Copilot, Whiteboard, Apps, Micro, Camera, Mic, and a "Leave" button. Below the navigation bar, a video gallery shows five participants: Elvin Yoo, Jenna Bates, Rodrigo Nemeth, and Cecilia Tamayo. The main content area displays a slide titled "01 / Chapter" with the subtitle "Crafting your vision". The slide content includes an image of a bedroom and a text block: "Our process is a creative and systematic approach to transforming a space into a functional and aesthetically pleasing environment. It typically begins with an initial consultation to understand needs, preferences, and budget. This is the conceptualization phase, where we create mood boards, sketches, and digital visualizations of ideas. The final phase is execution, where the design plan is executed, involving coordination with contractors and throughout the process, designers ensure the space not only looks beautiful but also meets the practical requirements of the client." A context menu is open over the bedroom image, listing actions: Copy (Ctrl+C), Save as (Ctrl+S), Share, Open with, Visual search with Bing, Blur background with Photos, Erase objects with Photos, and Remove background with Paint. On the right, a "Meeting chat" window shows a conversation: "I can help set up some time for us to discuss...", "Yes! That would be wonderful.", "Jenna, I can help you with the deck today. I've completed the initial costings for spring.", "I can help you with the rollout plan for EMEA as I've been working closely this week with the local marketing team to get the timings from the external AD agency and media buying team.", "That would be a great help, I will call you after to discuss.", "I've made a start with APAC and LATAM, now I'm just running through the plan for US.", and "Can we change the text on this slide to something shorter? Seems like a lot to take in on one slide...". The bottom of the screen shows the Windows taskbar with the date "9/24/2024" and time "7:30 PM".

# Microsoft Edge

- Intune deployment (Public Preview)
- Scareware Blocker
- Secure Password Deployment

Create a list of login credentials for specific websites to share with users.

	+ Add credentials	↓ Import	↑ Export
	Site URL ↓	Username	Password
Enterprise secure AI	<input type="checkbox"/> www.adatum.com	megan@adatum.com	*****
Organization branding	<input type="checkbox"/> www.relecloud.com	admin@relecloud.com	*****
Automatic profile switching	<input type="checkbox"/> www.consolidatedmessenger.com	admin@consolidatedmessenger.com	*****
<b>Password deployment</b>	<input type="checkbox"/> www.proseware.com	admin@proseware.com	*****
	<input type="checkbox"/> www.vanarsdeltd.com	admin@vanarsdeltd.com	*****
	<input type="checkbox"/> www.contoso.com	amanda@contoso.com	*****



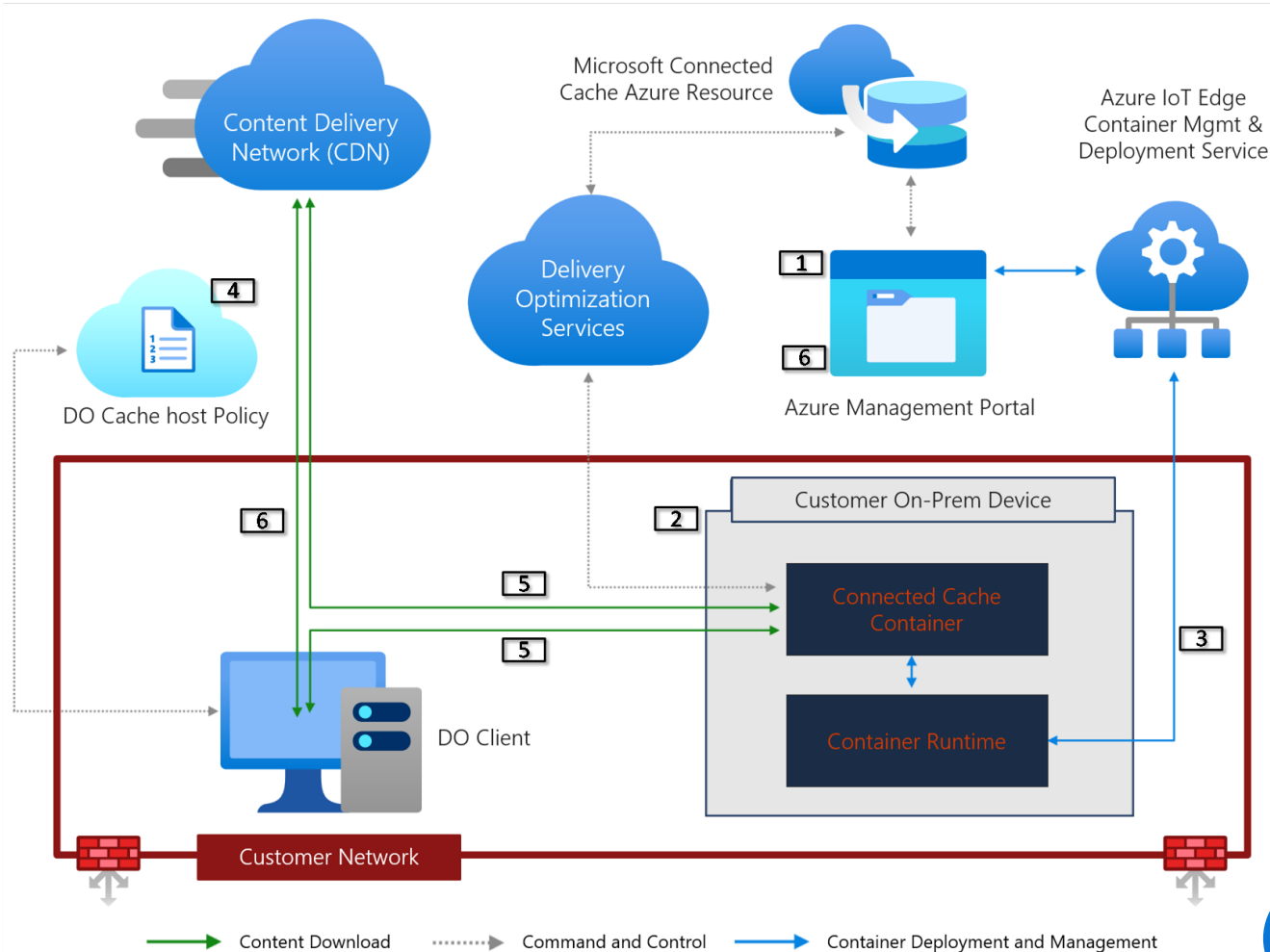
Public preview next quarter





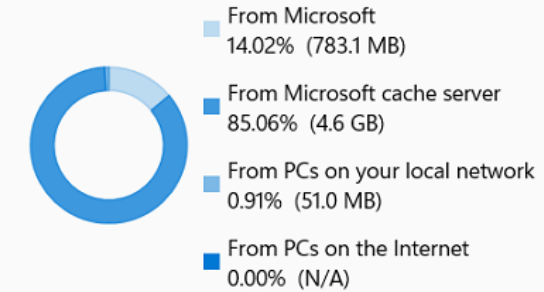
# Microsoft Connected Cache

Caching solution for reduce Internet bandwidth on office locations

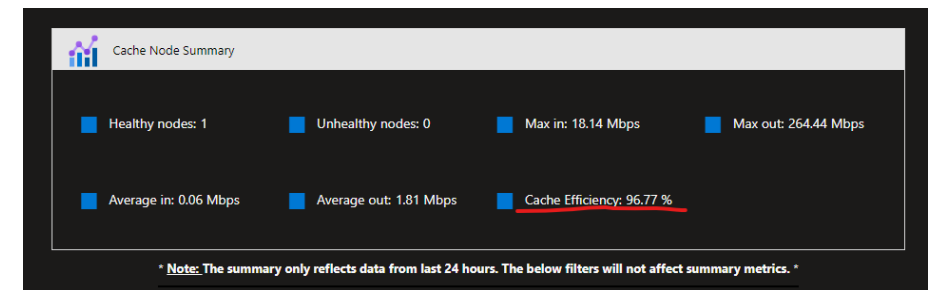


## Download Statistics

Since 11/1/2024



Average download speed (user initiated): 111.5 Mbps



Public preview

# Microsoft Teams



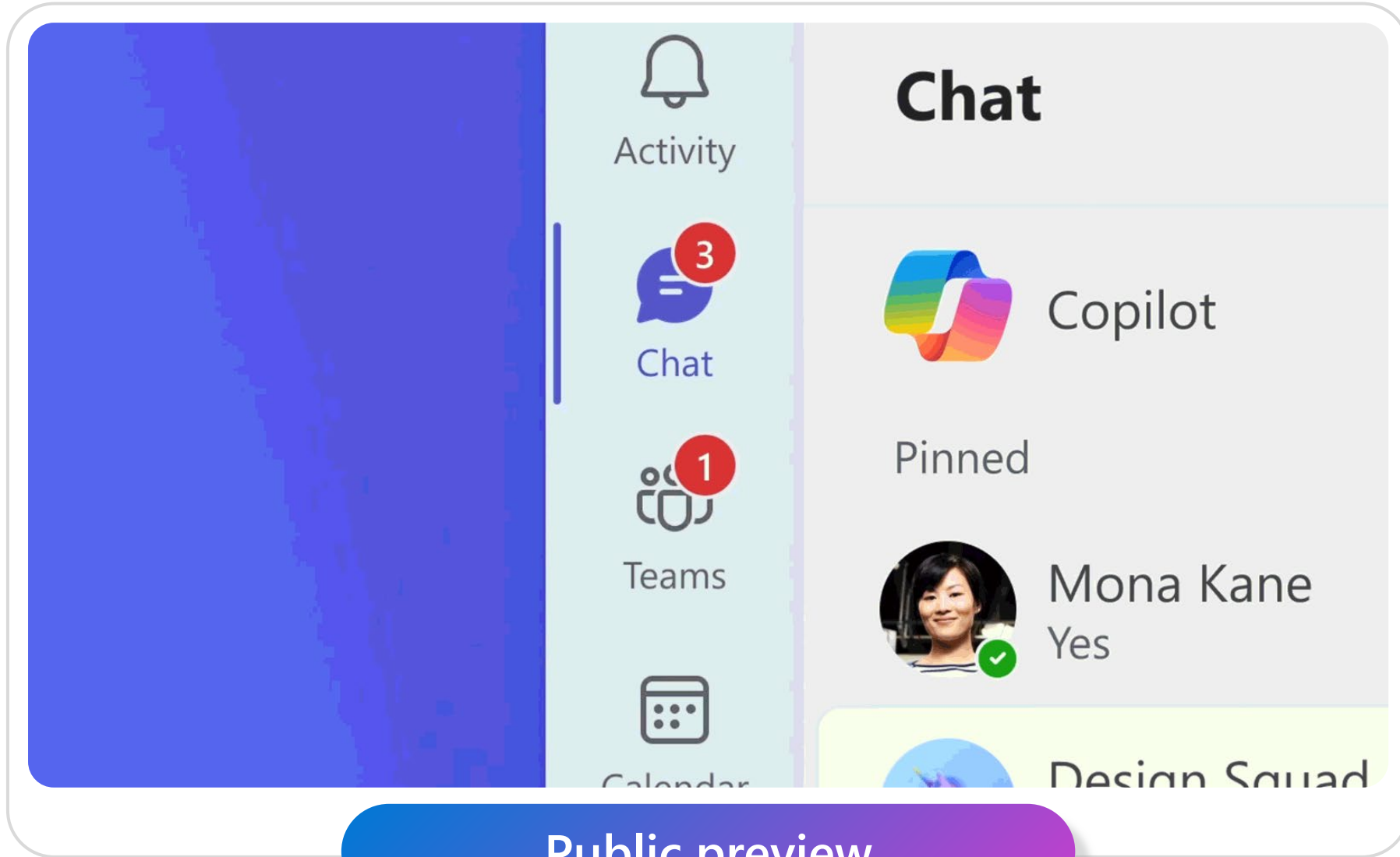
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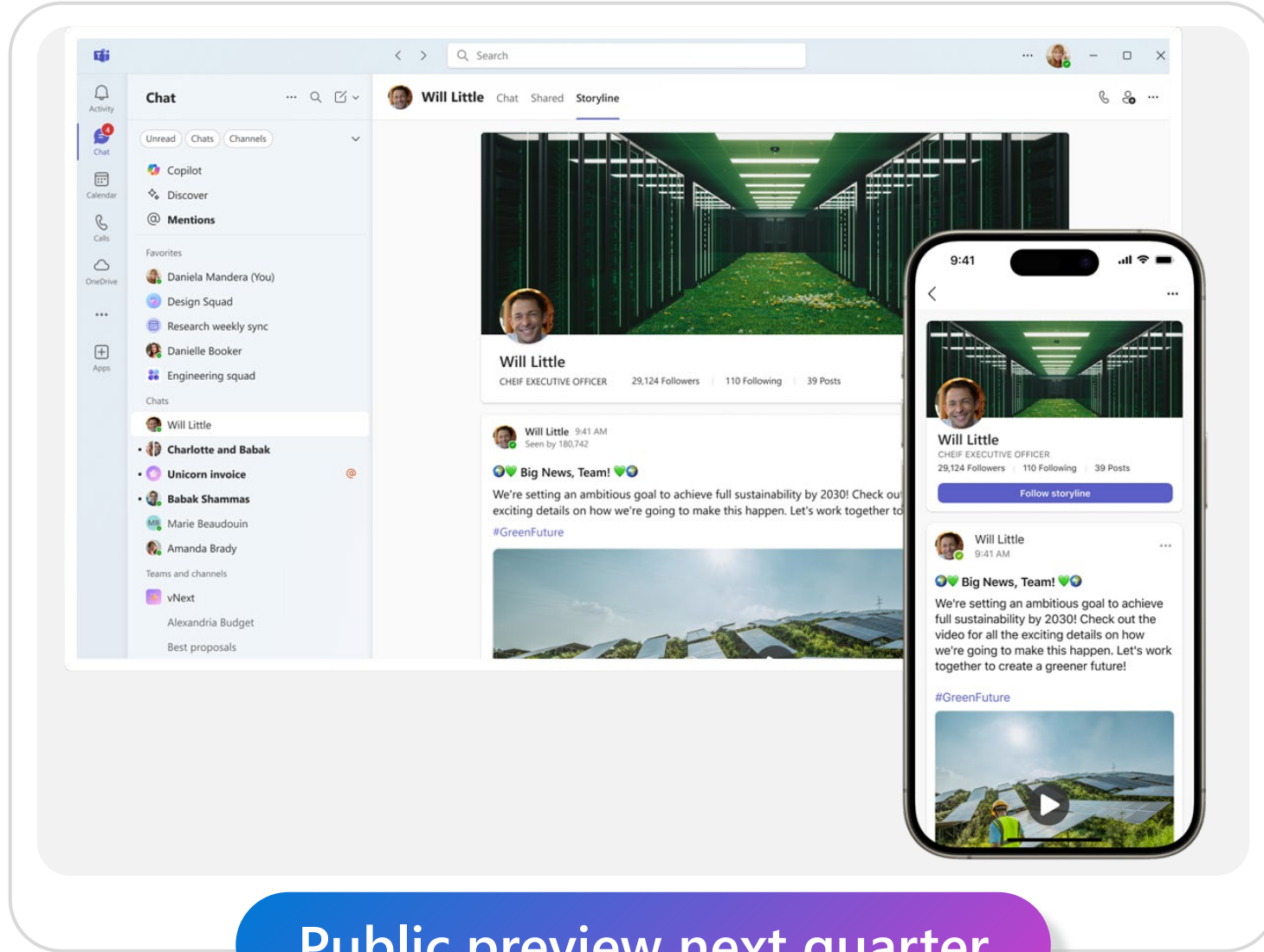
# Trust

# New chat and channels experience



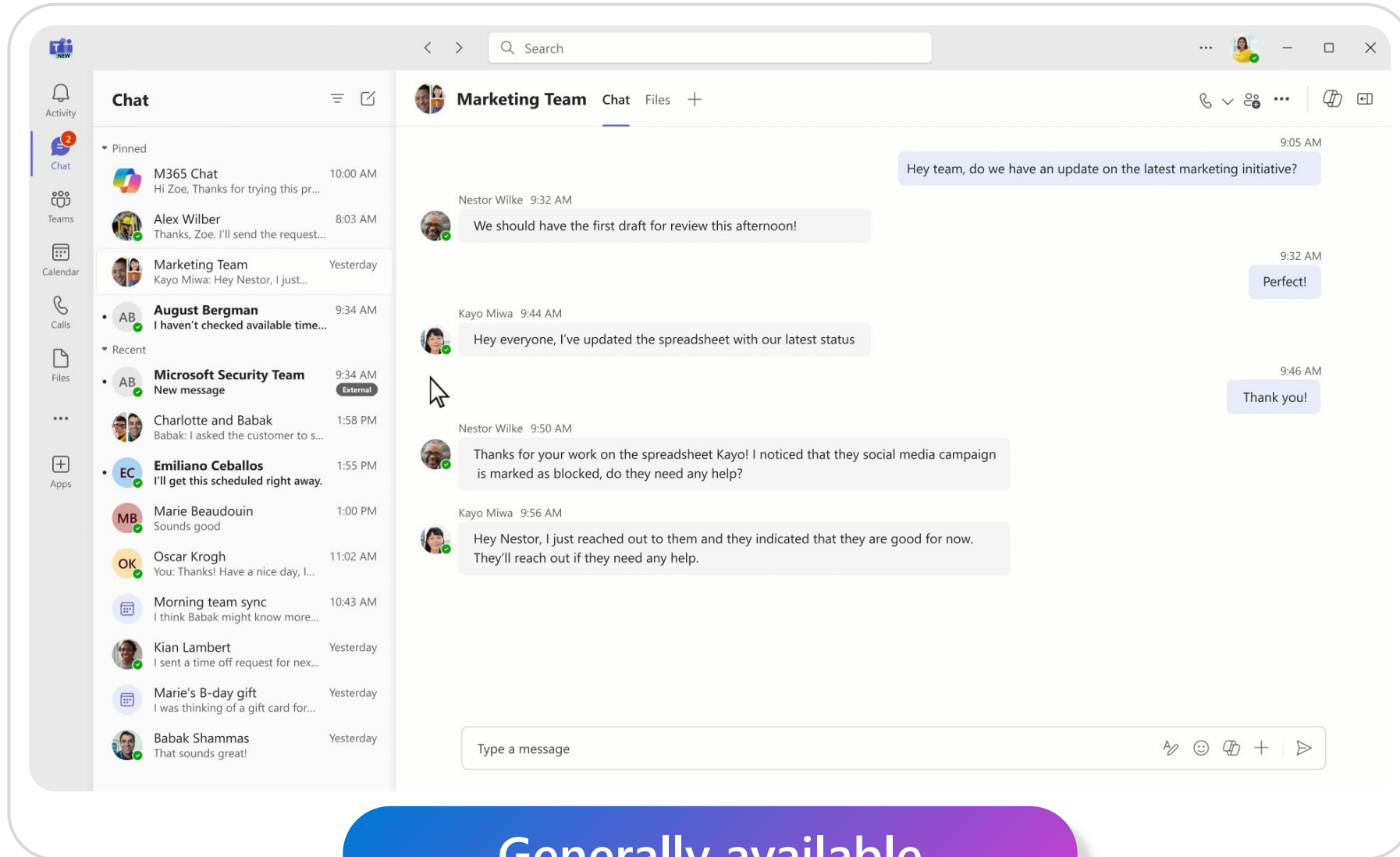
Public preview

# Storyline in Microsoft Teams



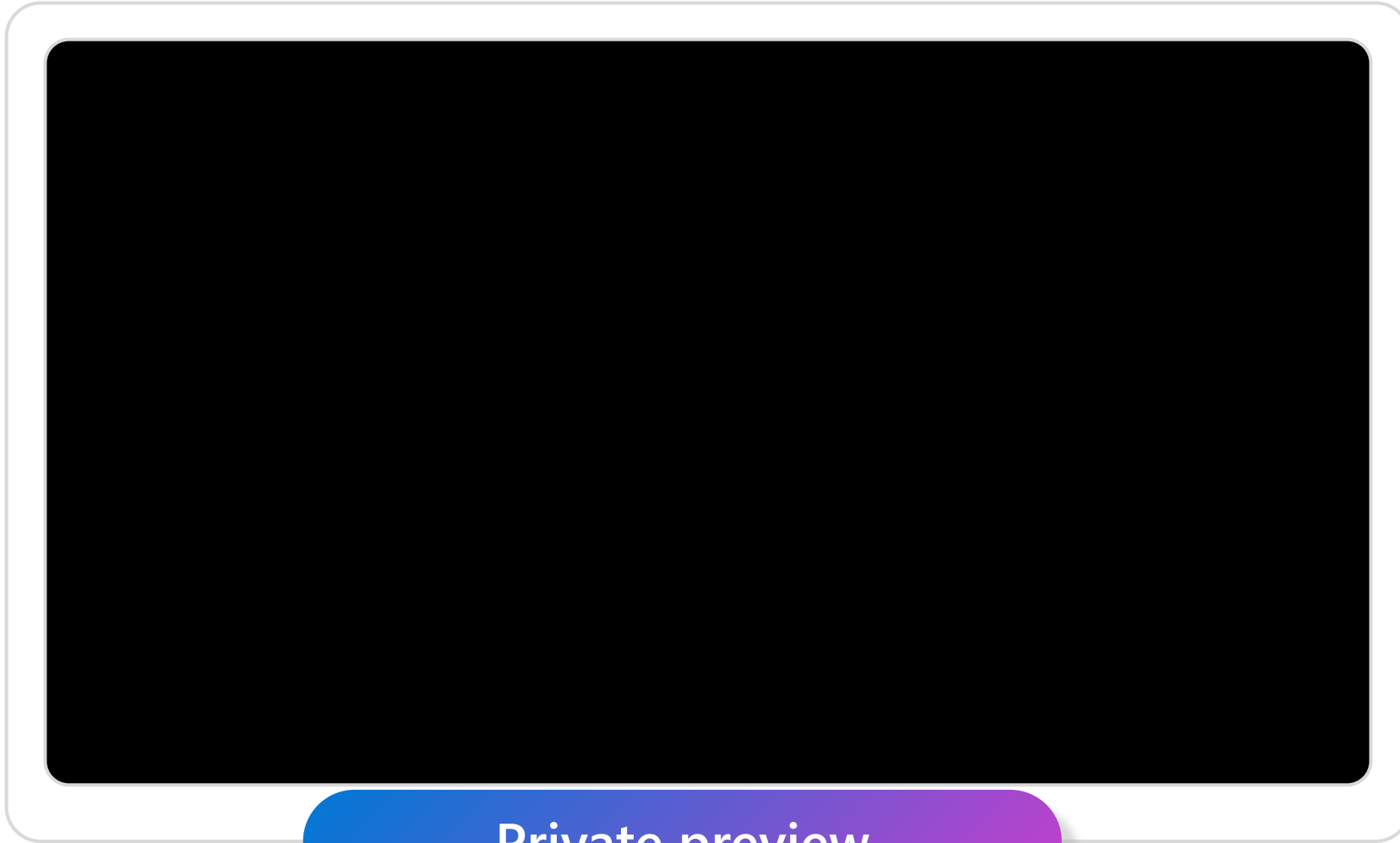
Public preview next quarter

# Brand impersonation phishing protection in Teams



Generally available

# Email verification for external participants in Teams



Private preview

**valid**

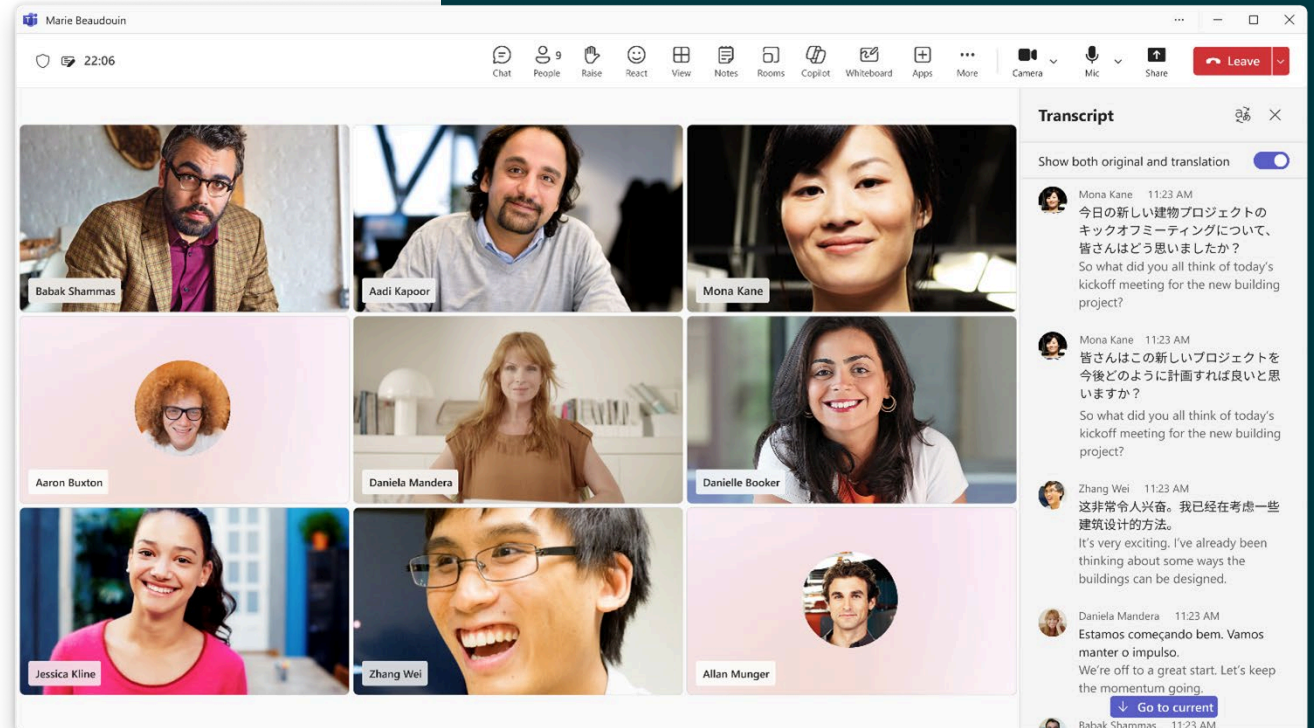
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Trust  
Tech  
Thrive<sub>46</sub>

# New features for breakdown language barriers

- Transcription for multilingual meetings
- Intelligent meeting recap translation



Generally available

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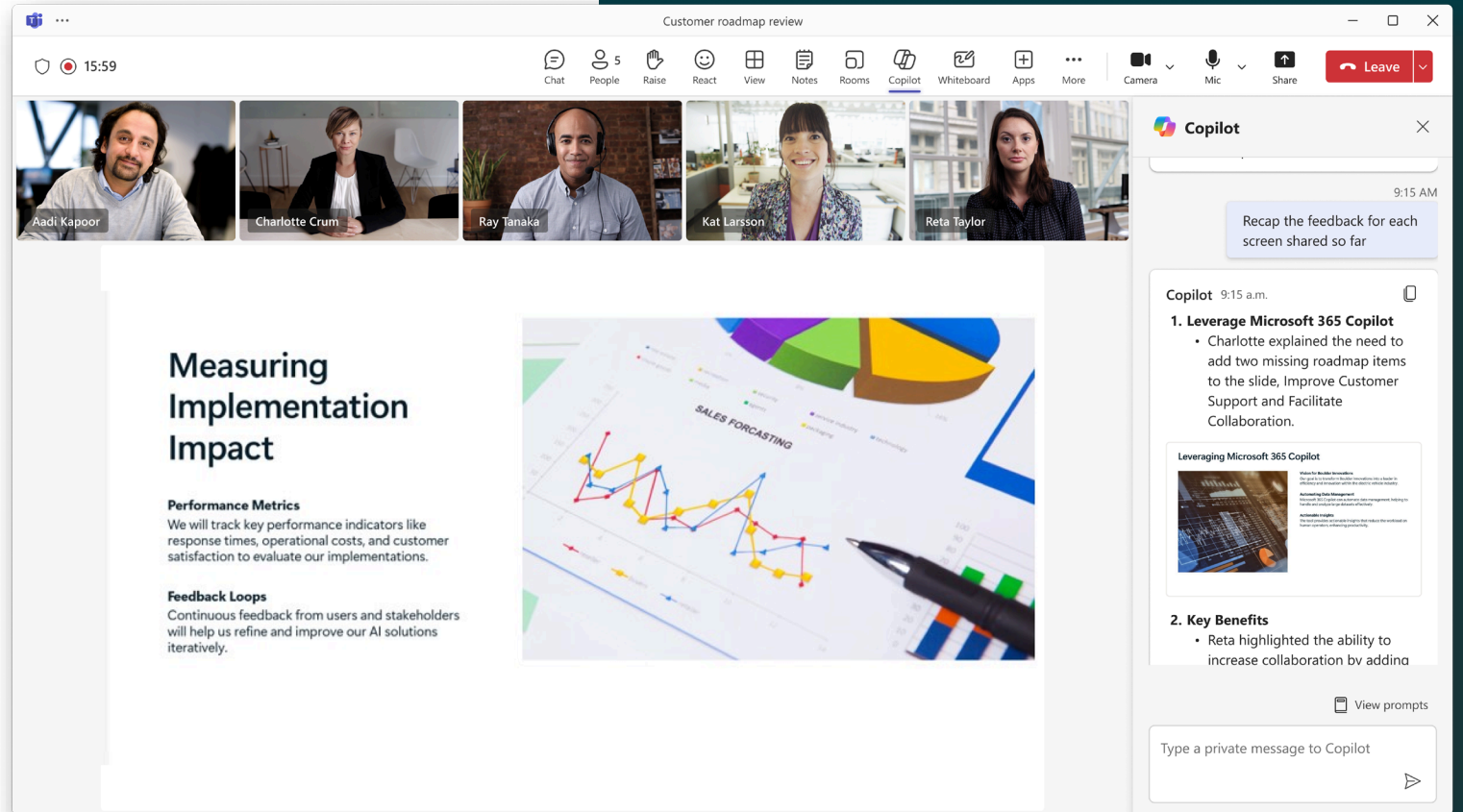
Thrive  
Tech  
Trust

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# Screen-shared content Co-pilot

*Allows Copilot to analyze and interact with content shared on-screen during a meeting.*

- Content Analysis
- Summarization and Information Retrieval
- Take suggestions and recommendations
- Integration with Meeting Transcript and Chat

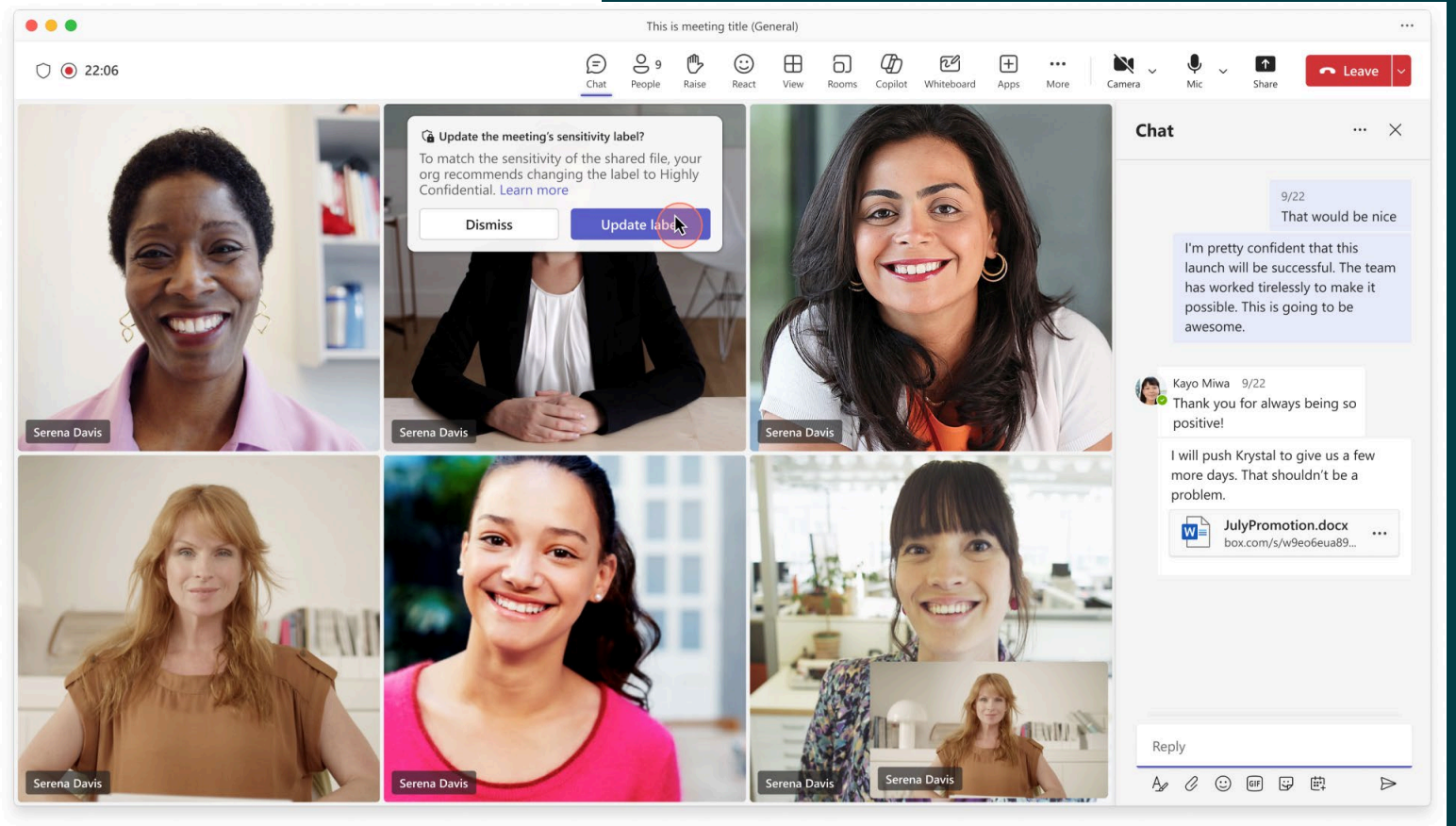




# Sensitivity upgrade notifications

*leverages sensitivity labels from Microsoft Purview Information Protection to help set the right protection settings for meetings*

- M365 E5 / Premium



Public preview next quarter

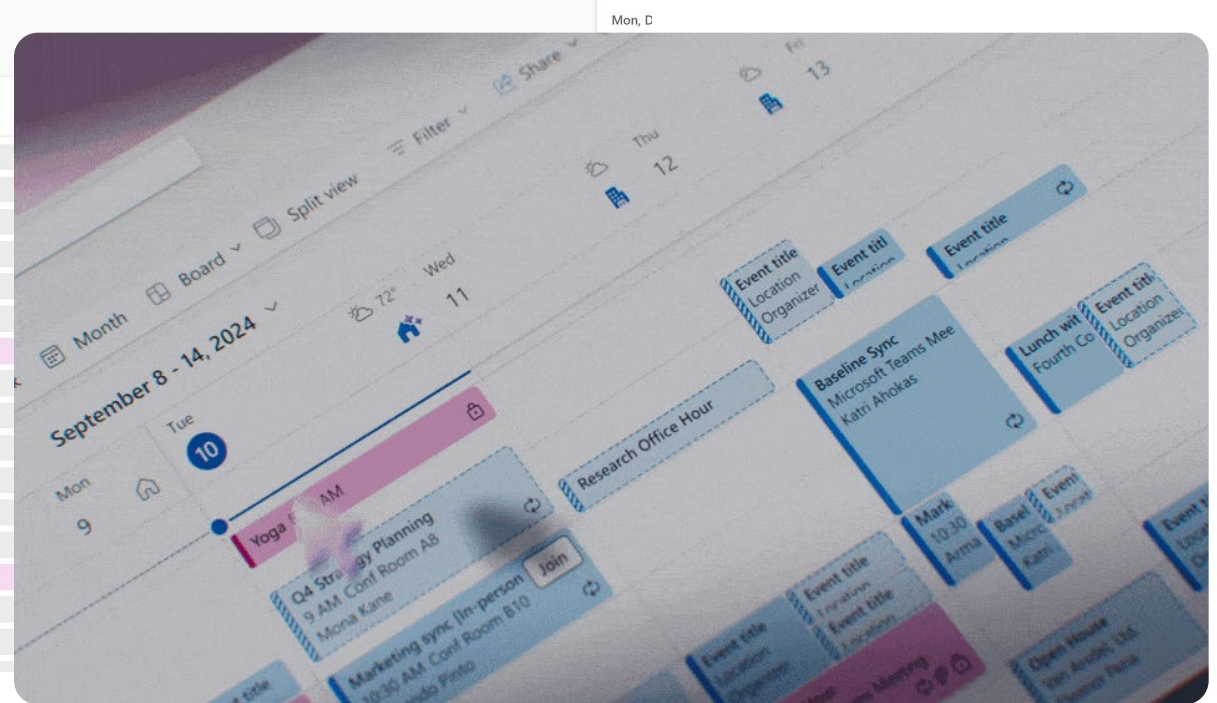
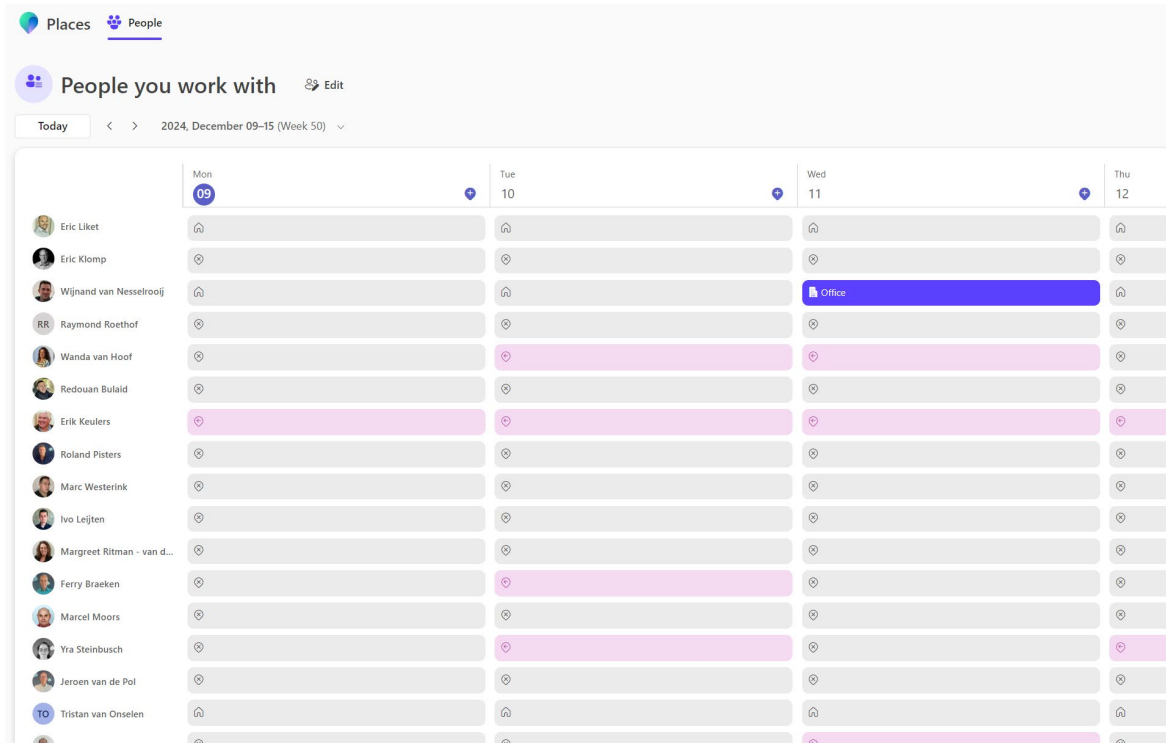


# iPad enhancements



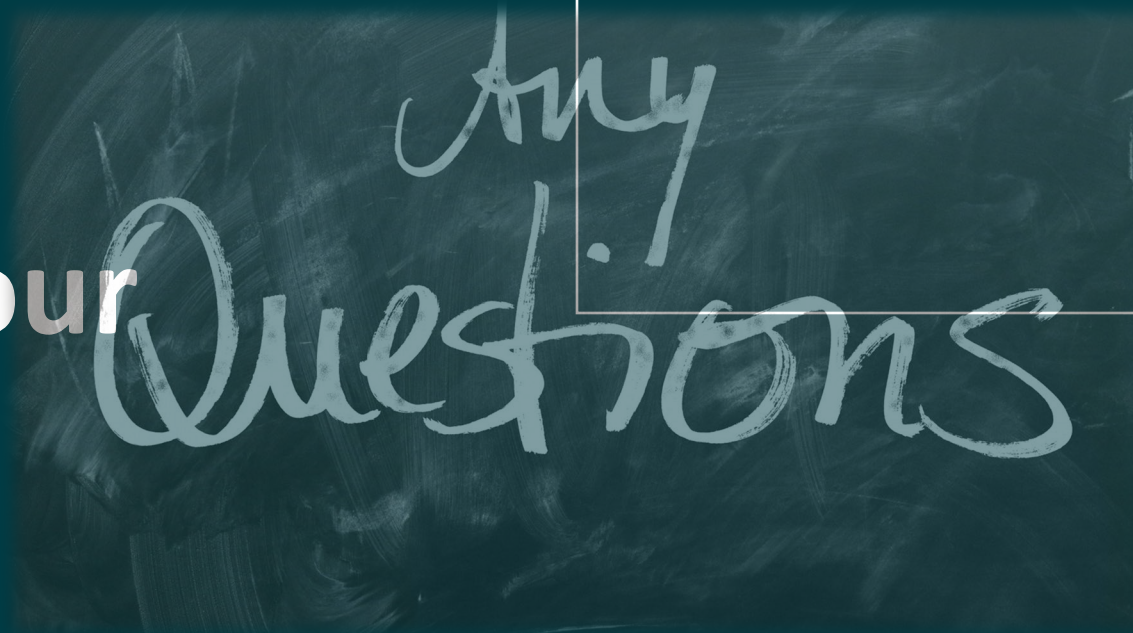
Coming next quarter

# Microsoft Places



Generally available

Thanks for your  
attention!



**valid**