

# Microsoft Copilot for Finance

Russel Hercules  
Wayne Wilson  
James Edwards  
Marek Rolecki  
Haytham Said



# Agenda

Introduction to Copilot for Finance

Demo

Upcoming features

Roadmap

Architecture

Requirements and limitations in public preview

Key Takeaways

Resources

Q&A



# 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

+



+



+



+



  
Commercial data  
protection

  
The  
Internet

Microsoft Graph  
grounding

Microsoft 365  
Apps

Enterprise-grade  
data protection

Copilot  
Studio



# Microsoft Copilot for Finance

Your everyday AI assistant for finance professionals

## Natural Language



Large Language  
Models (LLMs)



Web  
grounding



Microsoft Graph  
grounding



Enterprise-grade  
data protection



ERP and Financial  
Systems



Commercial data  
protection



The  
Internet



Microsoft 365  
Apps



Copilot  
Studio

Finance-specific actions, insight,  
and recommendations

# Microsoft Copilot for Finance

Accelerate business impact and reduce cost with a copilot in the flow of work.

Copilot for Finance is experienced in Microsoft 365 and connects to your financial systems

Northwind Traders  
Cash flow forecast

Sum of Amount	1/1/2023	1/1/2023	1/1/2024	1/1/2024	1/1/2024	1/1/2024	1/1/2024	1/1/2024	1/1/2024
Row Labels	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
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25									

## Accelerate impact

Deliver new insight and reduce the time it takes to compile and analyze data

Analyze variances

Create summary report

Selected criteria and variances

Criteria

- February forecast varies from actuals more than 10%

Variances

- 2 pairs of variances have been identified that match this criteria.
- E9 F9: The variance of \$755,705, representing an approximately 12% decrease. Washington state sales was \$505,685 resulting in the biggest impact to actuals and driving difference to forecast. The second biggest contributor was Oregon.
- E12 F12: In February 2024, the actual loan proceeds reached \$2,044,802, marking a variance of nearly 25% from the initially forecasted amount of \$1,635,842 for the same period. The difference is due to the changes in "Lease and rent breakdown.xlsx."

AI-generated content may be incorrect

Edit summary Regenerate Add criteria

Outlook

Email from: Kristin Watson  
2/23/2024, 9:55 AM

Save email

Finance insights

- Jane Cooper is the primary contact for the customer Fabrikam (US).
- Fabrikam specializes in crafting immersive and premium tea experiences, highlighting ethically sourced leaves and a diverse range of delicate flavors.

Customer

358 overdue invoices. See details

Contact

Saved in SAP (1)

Jane Cooper  
Fabrikam (US) • Account manager

Note

New note

## Reduce cost

Drive efficiency by applying AI to optimize manual, labor-intensive processes

# Microsoft



“Based on pilot usage, the data reconciliation capabilities in Microsoft Copilot for Finance saves an average of 20 minutes/account, or a 22% costs savings in average handling time. It’s a huge timesaver for an organization as complex as Microsoft.”

— Anita Mehra, Corporate Vice President, Global Treasury & Financial Services

**Customer:**

- Microsoft

**Industry:**

- Software

**Country:**

- United States

**Products and services:**

- Microsoft Copilot for Finance

**Situation:**

At Microsoft, there are teams spending, on average, 1-2 hours per week reconciling data, across hundreds of accounts in a month.

**Solution:**

A group from the Treasury and Financial Planning and Analysis teams at Microsoft piloted Copilot for Finance to automate and simplify the data reconciliation process and improve productivity.

**Impact:**

- Reconciliation helps reduce manual plotting of invoices and saves an average of 20 mins/account
- 1-2 hours spent reconciling data is now done in 10 minutes

Demo time!



Coming next – Variance analysis

https://microsoft-my.sharepoint.com/...

Cash-Flow-Forecast-FY-2023

Search (Alt + Q)

File Home Insert Formulas Data Review View Automate Help

11

B

General

Copilot for Finance

A1

Northwind Traders

Cash flow forecast

Sum of Amount	Column Labels									
	11/1/2023	12/1/2023	1/1/2024	2/1/2024		3/1/2024	4/1/2024	5/1/2024		
Row Labels	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast		
Inflow	\$ 30,940,442	\$ 30,608,026	\$ 35,214,249	\$ 28,567,057	\$ 29,051,103	\$ 30,070,388	\$ 24,934,504	\$ 17,387,133		
Cash sales	\$ 1,468,420	\$ 6,228,510	\$ 2,300,202	\$ 6,297,544	\$ 7,053,249	\$ 2,211,727	\$ 3,351,033	\$ 2,374,627		
Incoming customer payments	\$ 4,026,395	\$ 3,162,797	\$ 6,843,719	\$ 6,857,213	\$ 7,508,648	\$ 6,745,103	\$ 6,929,477	\$ 1,418,492		
Interest, other income	\$ 8,102,267	\$ 2,287,059	\$ 7,811,033	\$ 5,043,858	\$ 4,849,863	\$ 8,163,324	\$ 2,283,242	\$ 4,443,671		
Loan proceeds	\$ 4,742,563	\$ 7,513,302	\$ 2,698,274	\$ 2,044,802	\$ 1,635,842	\$ 7,248,951	\$ 1,170,729	\$ 1,283,643		
Other receipts	\$ 8,157,609	\$ 5,812,170	\$ 7,834,662	\$ 5,812,568	\$ 5,589,008	\$ 4,728,041	\$ 3,953,341	\$ 2,573,561		
Returns and allowances	\$ 4,443,188	\$ 5,604,188	\$ 7,726,359	\$ 2,511,073	\$ 2,414,493	\$ 973,242	\$ 7,246,682	\$ 5,293,139		
Outflow	\$ 21,353,294	\$ 26,399,174	\$ 22,499,150	\$ 25,164,531	\$ 24,741,141	\$ 20,239,536	\$ 20,753,235	\$ 25,414,047		
Advertising	\$ 1,571,927	\$ 729,393	\$ 1,767,547	\$ 988,806	\$ 950,775	\$ 393,665	\$ 1,301,347	\$ 785,597		
Commissions and fees	\$ 1,616,199	\$ 1,931,286	\$ 585,231	\$ 1,054,967	\$ 1,107,715	\$ 1,339,487	\$ 925,661	\$ 1,881,836		
Contract labor	\$ 1,224,329	\$ 274,757	\$ 598,882	\$ 907,969	\$ 873,047	\$ 1,286,271	\$ 1,226,480	\$ 1,573,157		
Employee benefit programs	\$ 552,463	\$ 937,842	\$ 1,403,186	\$ 511,754	\$ 492,071	\$ 325,931	\$ 1,151,418	\$ 393,953		
Insurance (other than health)	\$ 381,560	\$ 622,243	\$ 801,886	\$ 1,458,221	\$ 1,402,136	\$ 43,536	\$ 172,190	\$ 1,492,913		
Interest expense	\$ 1,854,117	\$ 664,358	\$ 980,614	\$ 1,210,106	\$ 1,163,563	\$ 1,499,784	\$ 1,629,730	\$ 1,721,656		
Materials and supplies (in COGS)	\$ 488,578	\$ 1,331,378	\$ 1,437,766	\$ 1,629,287	\$ 1,710,751	\$ 1,203,142	\$ 1,436,881	\$ 500,920		
Meals and entertainment	\$ 1,398,781	\$ 1,685,580	\$ 272,555	\$ 143,228	\$ 137,719	\$ 65,387	\$ 891,949	\$ 1,522,106		
Miscellaneous	\$ 1,026,940	\$ 157,262	\$ 1,829,845	\$ 1,382,503	\$ 1,329,330	\$ 115,481	\$ 616,712	\$ 1,172,743		
Mortgage interest	\$ 194,710	\$ 1,189,551	\$ 1,141,450	\$ 1,028,919	\$ 1,080,365	\$ 408,070	\$ 192,987	\$ 1,623,956		
Office expense	\$ 1,707,982	\$ 1,942,299	\$ 1,433,354	\$ 1,019,329	\$ 1,070,295	\$ 1,549,957	\$ 189,200	\$ 533,568		

Cash flow forecast

Calculation Mode: Automatic

Workbook Statistics

Copilot for Finance

Analyze variances

Variance settings

AI-generated content may be incorrect

Description

Incoming customer payments: Forecast vs a...

Variances (1)

E10 F10

Selected cells correspond to the variance in Incoming customer payments for February. The actual income (\$6,857,213) missed the projection (\$7,508,648) by approximately 9%. Analysis reveal a deviation from the consistency in Fabrikam's payment schedule with February outstanding balance of \$530,000 as the main contributor. Given the significance of Fabrikam, it is highly recommended to follow up with Accounts Receivable Department to gain insights into the reasons behind the payment delays.

1 reference

AI-generated content may be incorrect

Add variance analysis



# Roadmap

02/29/2024

## Public preview

### Quick Wins

- Data reconciliation
- Collections with Dataverse support for Notes and email summaries
- Variance analysis \*

Q2 CY24

## GA\*\*

### Comprehensive Copilots

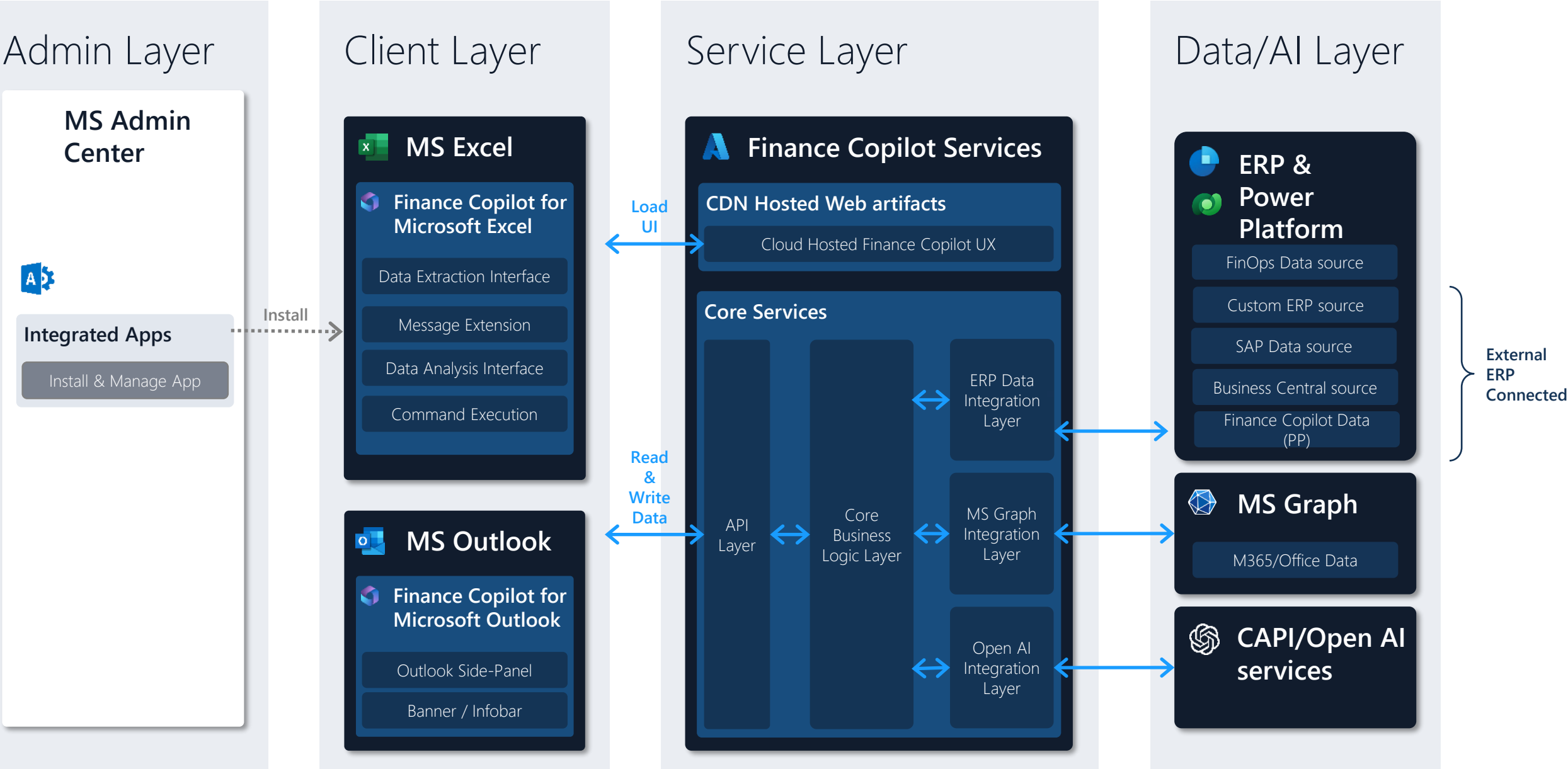
- Native M365 Copilot Integration
- Generic Connector Support for Customer Communications
- Business Central and SAP connector support
- Enhancements to public preview use cases: Collections, Data reconciliation and Variance analysis

\* To be released in May/June timeframe prior to GA

\*\* Next set of use cases to be finalized closer to GA in collaboration with Microsoft Finance and other key customers

# Copilot for Finance Architecture

# High Level Architecture



# Requirements and limits in Public Preview

- Preview is free for anyone with M365 E3 or E5 license. Does not include Copilot for M365. GA pricing is not disclosed
- Requires Office for the web or desktop 2016 or above
- English only (user interface, conversational AI)
- US regional settings supported for the public preview
- Can be deployed from most regions
- License redemption is not a must but recommended. Requires viral adoption permissions on the tenant
- **Excel scenario**
  - Excel Scenario connecting to ERP coming soon
  - Reconciliation scenario requires Data to be in a table format in Excel
- **Outlook scenario**
  - Finance and Supply chain environment (Tier 2, Cloud Hosted Dev box, Trial) 10.0.38 Latest build or higher
  - Only supported with users on the same tenant
  - Linked Finance/Supply Chain and Dataverse environment
  - [Required Dynamics 365 Finance permissions | Microsoft Learn](#)

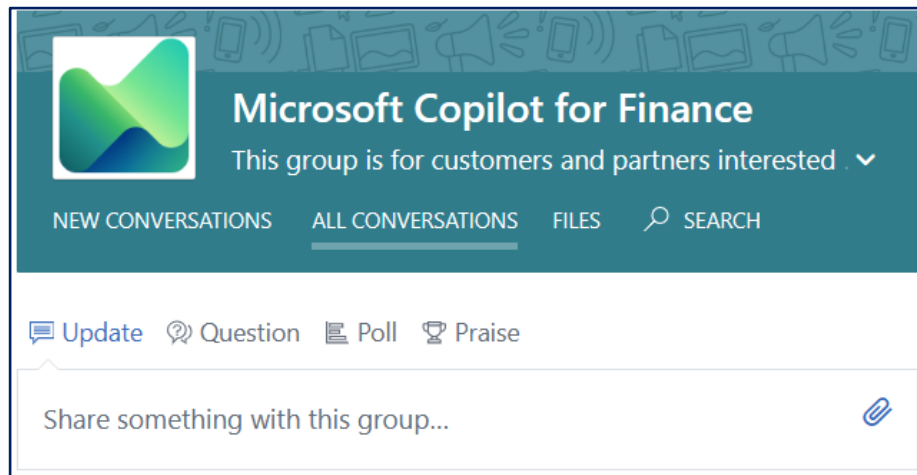
# Key Take aways

Sign up, try it, it is currently free

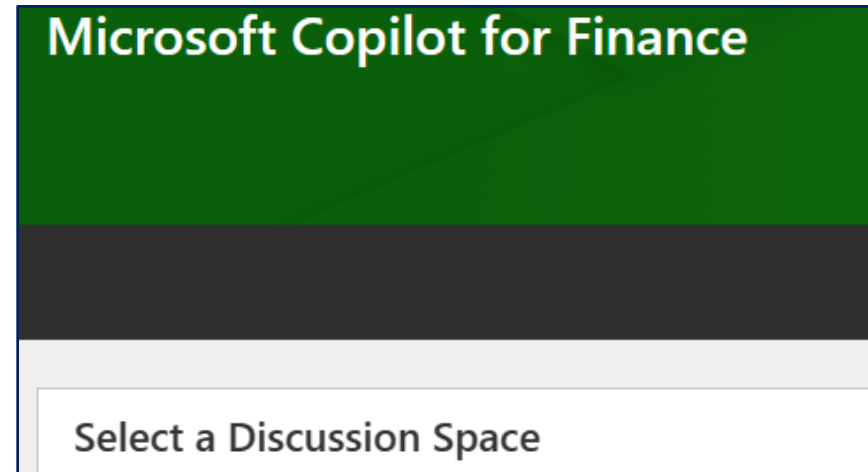
Reconciliation and collections...Share your feedback

Variance analysis coming soon

## Join The Yammer Group



## Join the Tech Community





# Resources

[\(6\) Viva Engage : Dynamics 365 and Power Platform Preview Programs : Microsoft Copilot for Finance : All Conversations \(yammer.com\)](#)

[Microsoft Copilot for Finance - Microsoft Community Hub](#)

[Microsoft Copilot for Finance documentation | Microsoft Learn](#)

[Sign up Flow FAQ \(preview\) | Microsoft Learn](#)

[Microsoft Copilot for Finance | AI-Driven Finance Operations](#)



# QUESTIONS



Thank You!

