

Ramon Ponte
Customer Success Unit Lead
Central and Caribbean Region

Who Am I?

Ramón Ponte

- Customer Success Lead –
 Caribbean and Central
 America
 - Ensure customer success through customers digital transformation
 - Establish vision and execution of Microsoft Technical Specialist Team
 - Business development with customers and partners
 - · Senior Leadership Team

20 Vagre in Microsoft



Humans + artificial intelligence

Human Intelligence

- Apply Reason
- Interact with Others
- Intuition
- Self Awareness
- Be Curious, Be Creative
- Perceive, think, learn complex concepts
- Cognitive and Perceptual
- Solve Logic Problems
- Make Decisions
- Acquire Knowledge

Humans + artificial intelligence

Human Intelligence

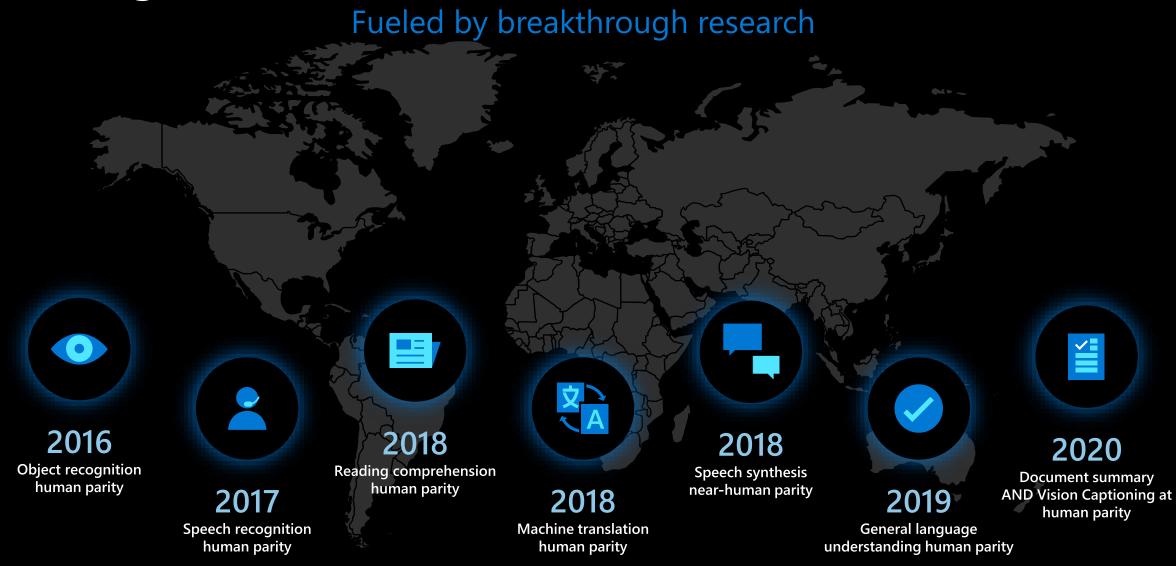
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Artificial Intelligence

- Extract Knowledge and from the World and Analyze and Reason
- Cognitive & Perceptual
- Solve Logic Problems
- Make Decisions
- Can Learn from Data and Experiences

An Amplifier Humans + artificial intelligence Help Us Make Predictions Optimize Outcomes Adapt to External Changes Augment our Capabilities Logic Vision Interact Reason Analyze Connect Speech **Predict Understand** Learn Think Language Perceive

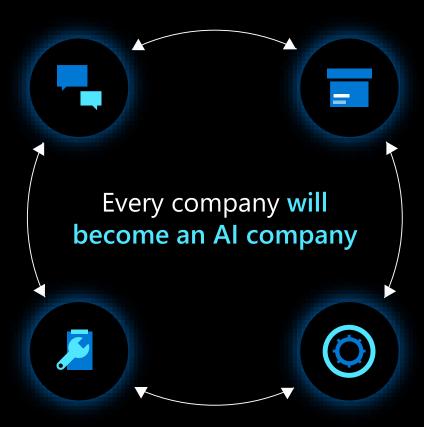
Driving innovation

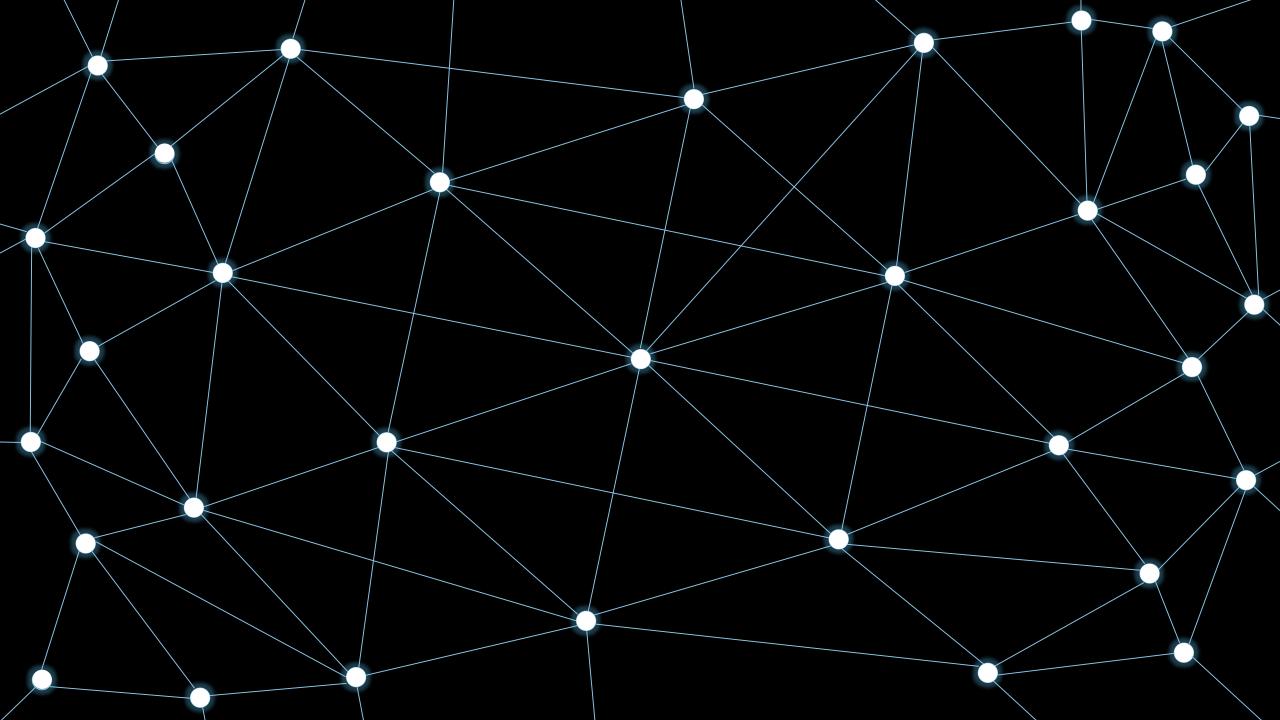


A seismic shift is happening

Ubiquitous access to cloud computing, *Everything*-as-a-Service, and changing customer expectations are driving traditional companies to rethink business as usual





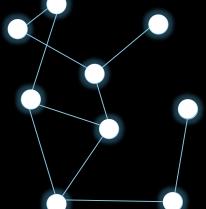


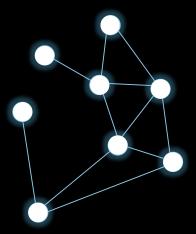


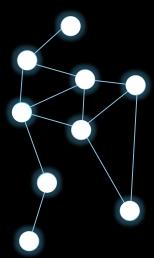


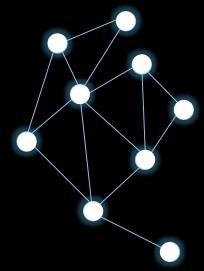




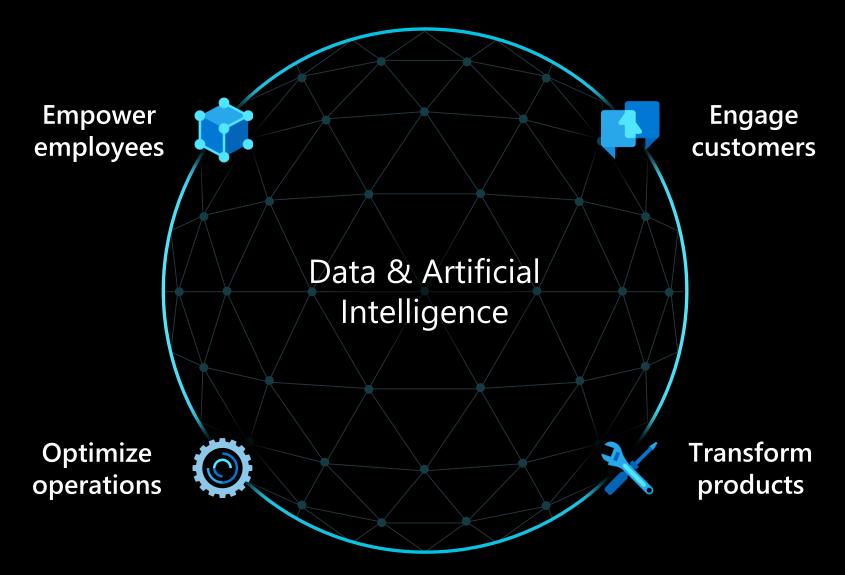


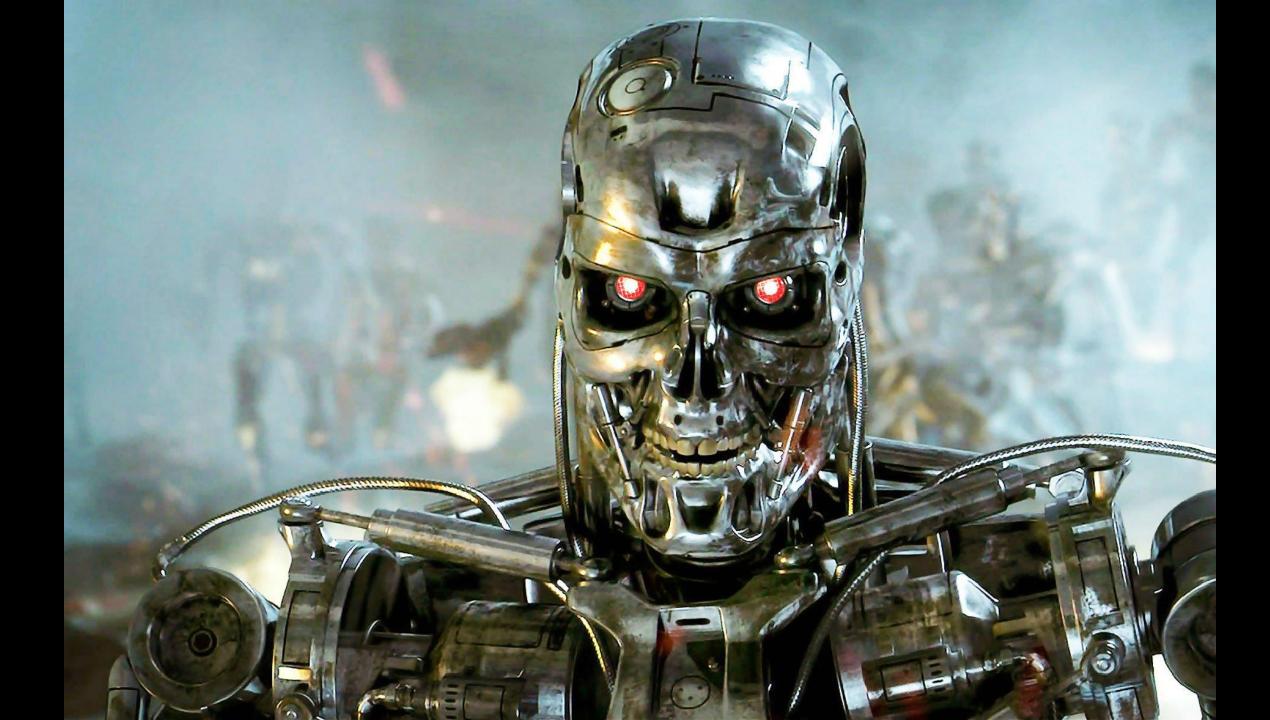


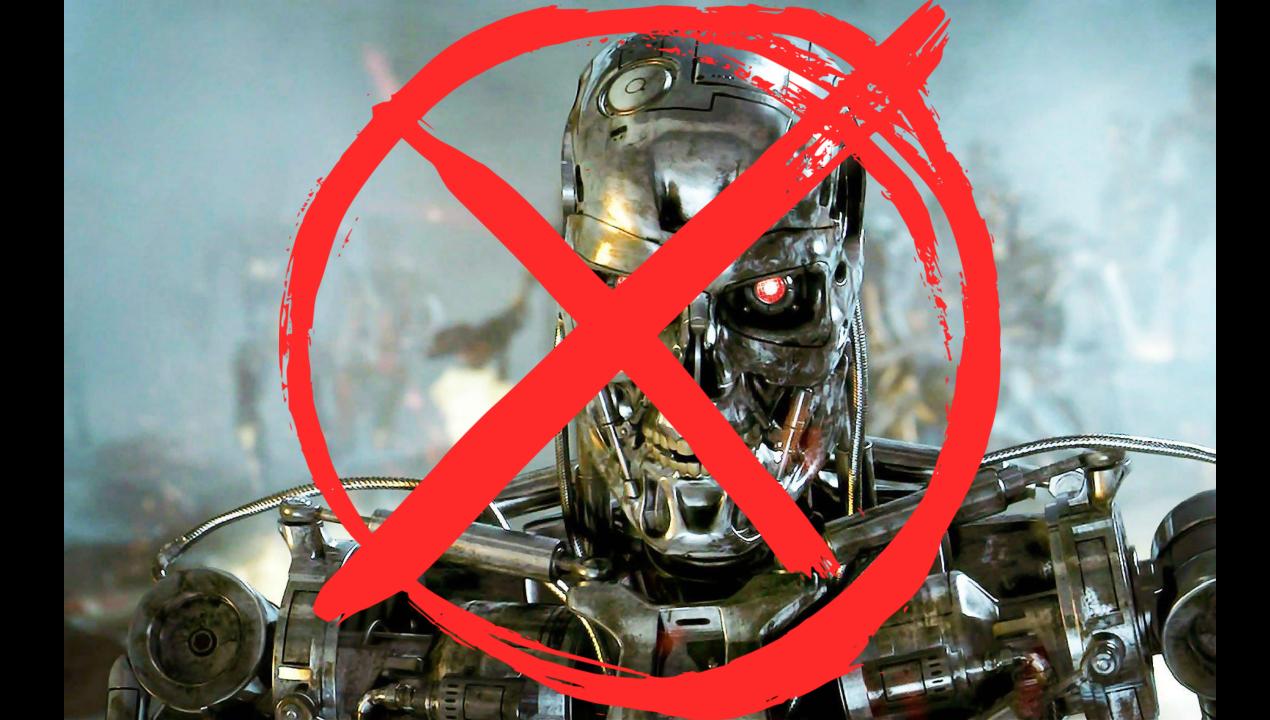




Digital Feedback Loop







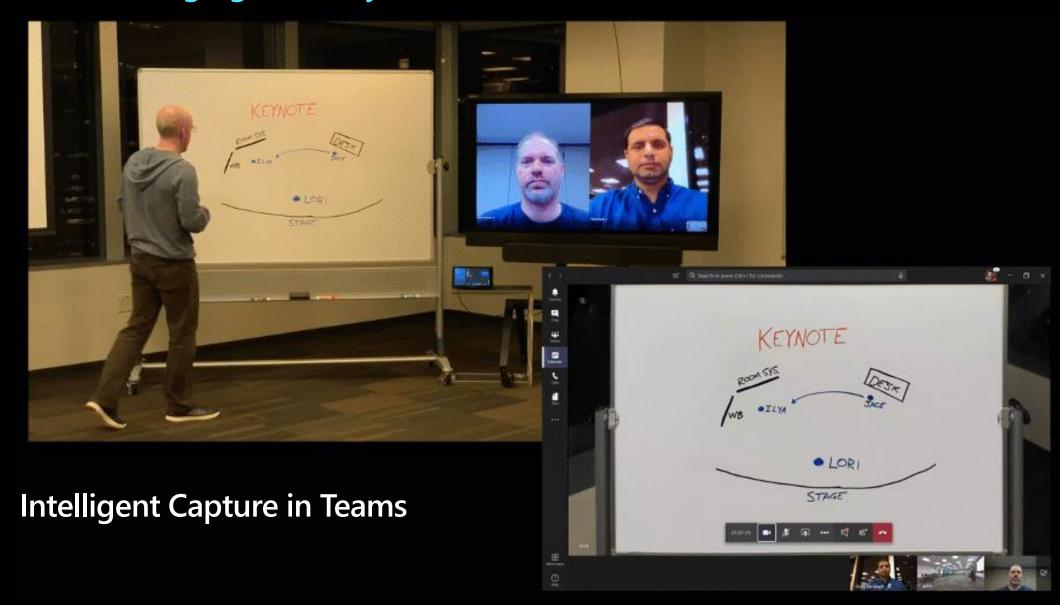
"Good AI makes life easier. Great AI gets out of the way."

Changing The Way We Work, Learn and Live

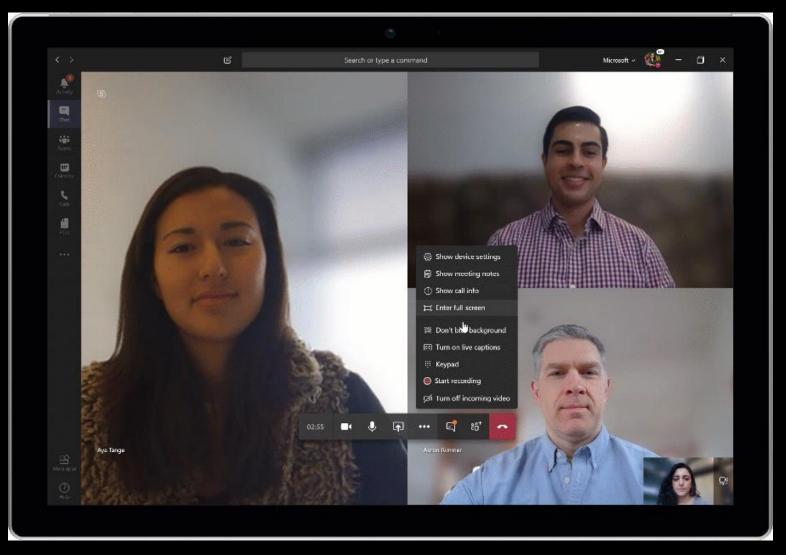




Changing The Way We Work, Learn and Live



Changing The Way We Work, Learn and Live



Live captions and subtitles in Teams meetings

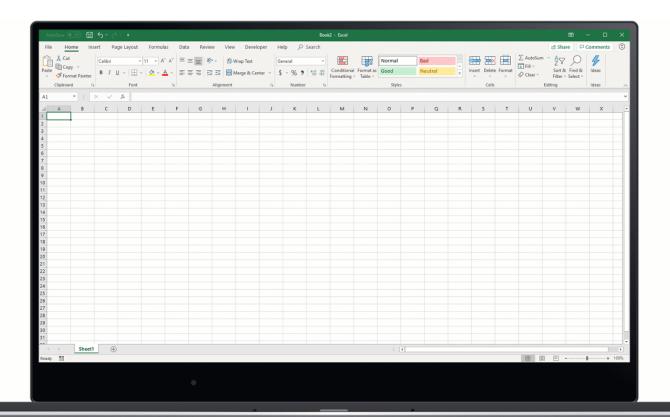


Changing The Way We Work, Learn and Live

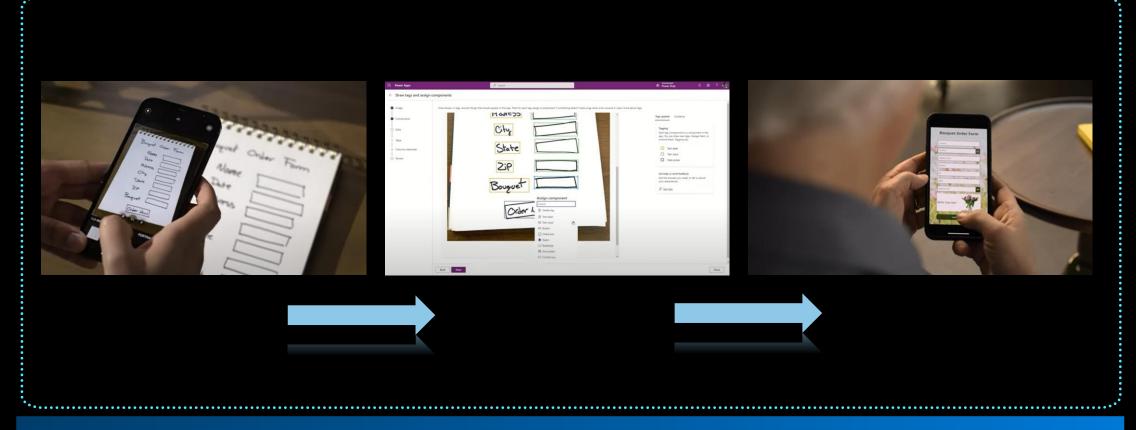
Add data to Excel directly from a photo via Android or iOS

Artificial Intelligence Changing The Way We Work, Learn and Live

Add data to Excel directly from a photo via Android or iOS



Changing The Way We Work, Learn and Live



Technology
[Low Code / No Code]

Changing The Way We Work, Learn and Live



Built on breakthrough AI research

Example of AI in Microsoft Products

Amplify skills and foster teamwork

- Designer in PowerPoint
- Editor in Word and Outlook
- Focused inbox in Outlook
- Learning Tools in OneNote and Word
- Morph in PowerPoint
- Researcher in Word
- Smart attachment in Outlook
- Smart lookup in PowerPoint
- Tap in Word
- Tap in Outlook
- Tell Me in Office Apps
- Translate in Office Apps
- Zoom in PowerPoint

- Automatic Alt Text in PowerPoint
- Automatic Alt Text in Word
- **Eye Control in Windows 10**
- Presentation Translator add-in for **PowerPoint**
- QuickStarter in PowerPoint
- Automatic video transcription and face detection in Microsoft Stream

- Background Blur in Microsoft Teams
- Dictate in Office Apps
- Editor in PowerPoint
- Forms design intelligence
- Ideas in PowerPoint
- Ink to text and shapes in PowerPoint
- Inline message translation in Teams
- Intelligent file recommendations
- Intelligent sharing in SharePoint and OneDrive
- Learning Tools in Edge
- Meeting recording transcription in Teams
- Mobile companion mode in Teams
- Resume Assistant in Word
- Smart room suggestions in Outlook
- Suggested replies in Outlook
- Text in image search in SharePoint and OneDrive
- · To-dos and @mentions in Word

- Data Types in Excel
- Nudges in MyAnalytics

Live captions and subtitles in **PowerPoint**

Acronyms in Word

Video and audio transcription in SharePoint and OneDrive

Automatic captions for Live Events

- Customized backgrounds, Intelligent capture and Live captions & subtitles for Teams meetings
- Ideas in Word
- Meeting Insights and Suggested reply with a meeting in Outlook on the web.

Uncover hidden insights and improve decisions Summary cards in Outlook

- Group Insights in Yammer
- Time to leave in Outlook
- Workplace Analytics

- Al capabilities in Power Bl
- Analytics in Sway
- Data Insights in SharePoint and OneDrive
- Microsoft Search in Office.com and Bing

- File Insights in SharePoint and OneDrive
- Ideas in Excel
- Insert data from picture in Excel
- LinkedIn highlights in Outlook
- Meeting Insights in Outlook
- Microsoft Search in Windows 10
- Microsoft Search in Office apps
- MyAnalytics insights from Teams, SharePoint and OneDrive
- Focus plan in MyAnalytics

Proactively secure your data and devices

- Cloud App Security
- Secure Score
- Windows Hello
- Conditional Access

- Safe-links in Outlook
- Threat Intelligence

Conditional Access for OWA

Principles to Empower Every Individual and Organization to harness the Potential of Al

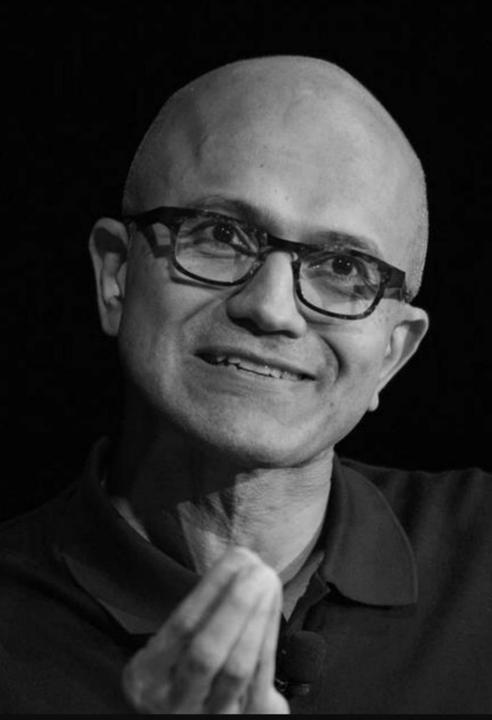






"We are pursuing Al so that we can empower every person and every institution with tools of Al so that they can go on to solve the most pressing problems of our society and our economy."

Satya Nadella ----



Principles to Empower Every Individual and Organization to harness the Potential of Al

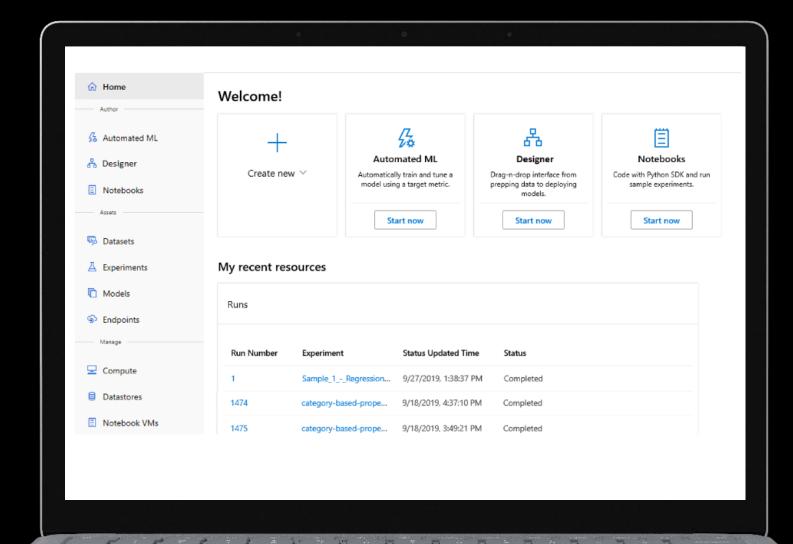




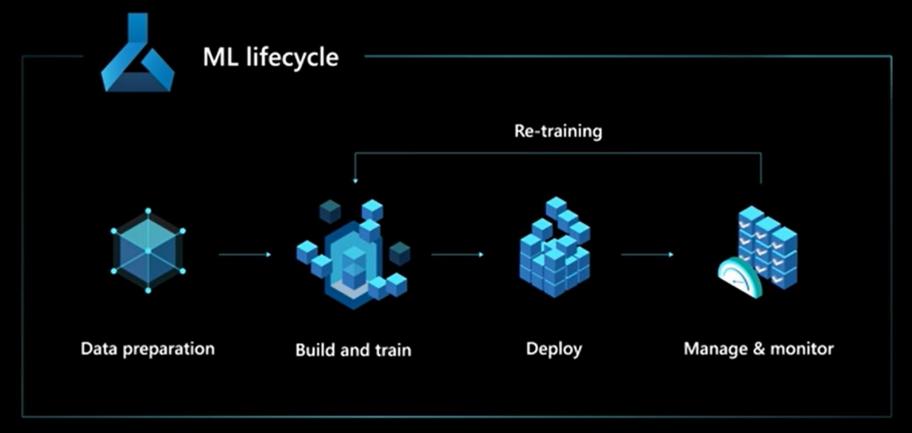


- Data Scientist
- Developer
- Business User

On Your Terms – Data Scientist



On Your Terms – Data Scientist





Data Labeling -> Data Preparation -> Dataset Definition

Endless Machine Learning Scenarios

Sales Forecasting Billing

Lead Generation Price Adjusting

Personalized Marketing Patient Data Analytics

Next Best Action Early Diagnosis

Call Classification Assisted Prescriptions

Fraud Detection Hiring

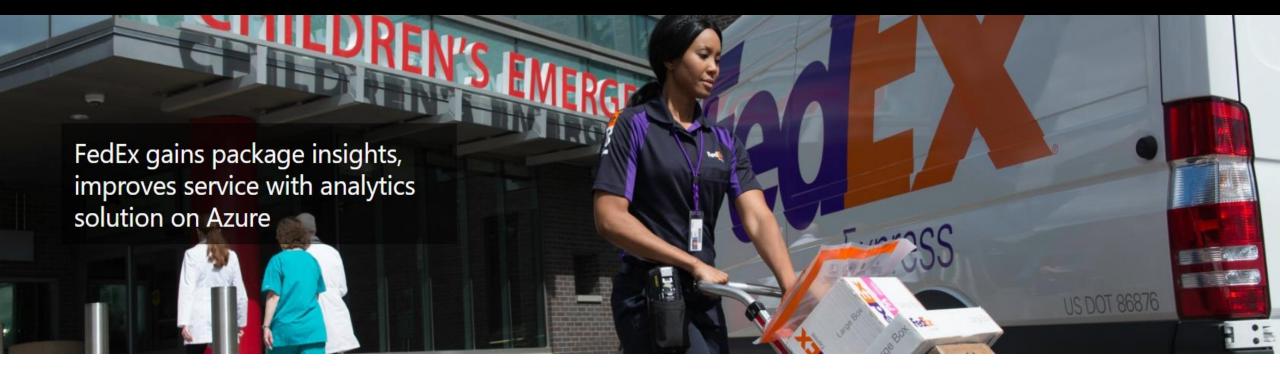
Customer Risk Profile Retention

Credit Lending & Scoring Predictive Maintenance

Inventory Optimization

On Your Terms – Data Scientist

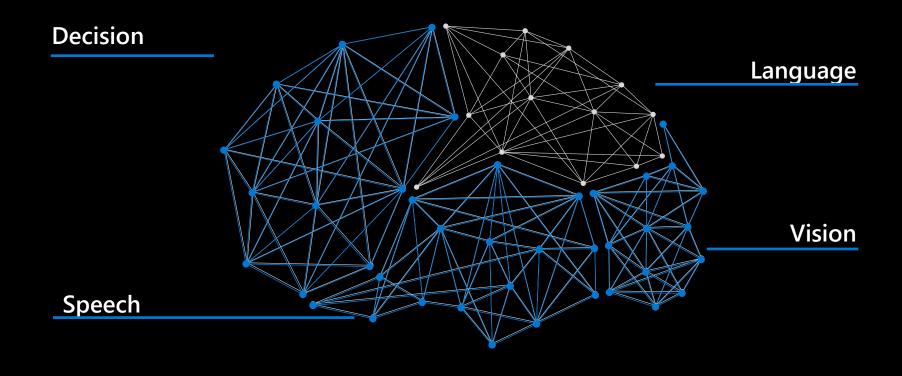
Machine Learning



FedEx Express handles more than 6.5 million packages a day in 220 countries and territories. As the business grew and technology evolved, its customers' expectations changed, too. To streamline operations and meet customer needs, FedEx developed a package analytics solution using the machine learning operations. The company reduced customer service calls, improved real-time visibility, and laid the foundation for continued innovation.



On Your Terms – Developer Cognitive Capabilities



On Your Terms – Developer Cognitive Capabilities

Vision Speech **Decision** Language Speech to text **Anomaly Detector Entity recognition Computer Vision** Identify potential problems early on. Transcribe audible speech into readable, searchable text. Identify commonly-used and domain-specific terms. Analyze content in images and video. **Content Moderator** Text to speech Sentiment analysis **Custom Vision** Detect potentially offensive or unwanted content. Convert text to lifelike speech for more natural interfaces. Automatically detect sentiments and opinions from text. Customize image recognition to fit your business needs. Speech translation Personalizer **Question Answering** Face API Create rich, personalized experiences for every user. Integrate real-time speech translation into your apps. Distill information into easy-to-navigate questions and answers. Detect and identify people in images. Speaker recognition Conversational language understanding Identify and verify the people speaking based on audio. Enable your apps to interact with users through natural language. **Translator** Translate more than 100 languages and dialects.

On Your Terms – Developer Spatial Analysis



On Your Terms – Developer Intelligent Bots



Major auto insurance provider Progressive may be best known for Flo, its iconic spokesperson. The company wanted to take advantage of customers' increasing use of mobile channels to interact with its brand. So Progressive used a Bot Service and Cognitive Services to quickly and easily build the Flo Chatbot - provides answers to customer questions, provides quotes, and even offers a bit of witty banter in Flo's well-known style



By using Microsoft Azure Bot Service and Cognitive Services ... we've been able to continue our own Progressive journey of digital innovation and do it in an agile, fast, and cost-effective way. Matt White, Marketing Manager – Progressive Insurance



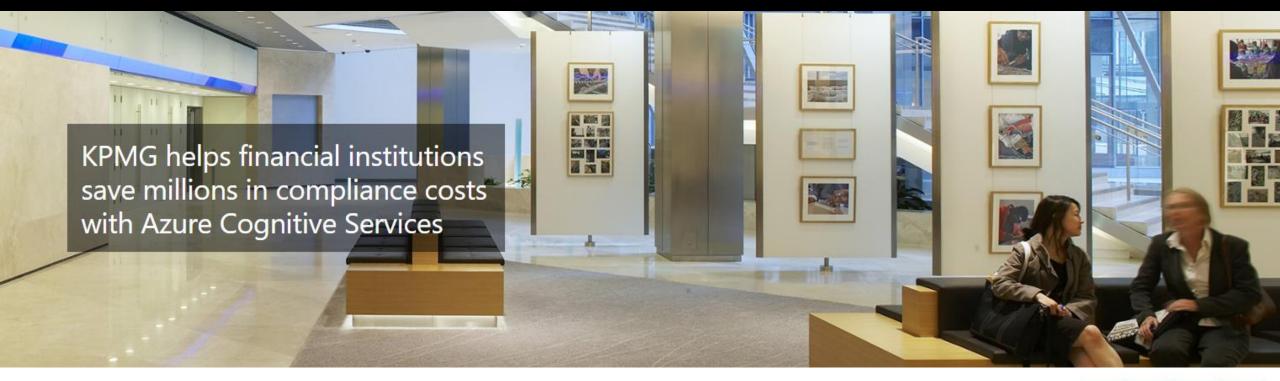
On Your Terms – Developer Knowledge





On Your Terms – Developer

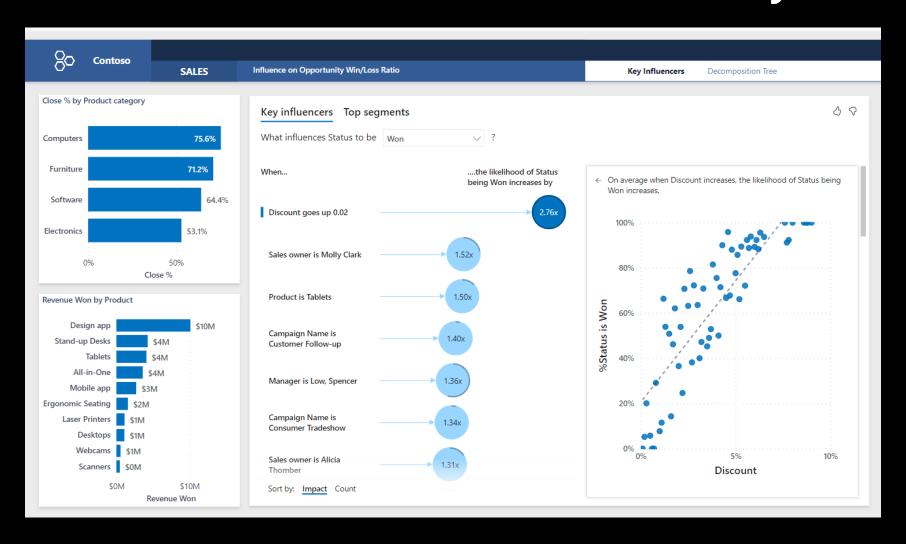
Speech to Text



How would your business meet a requirement to review and catalog hundreds—or thousands—of hours of recorded calls? It's a challenge KPMG is helping financial institutions solve with Al. This risk analytics solution uses Al to streamline call transcription, translation, and fraud analytics, cutting time, cost, and effort by as much as 80 percent.



On Your Terms – Business User / Data Analyst



Principles to Empower Every Individual and Organization to harness the Potential of Al







- Data Scientist
- Developer
- Business User

Responsible Al

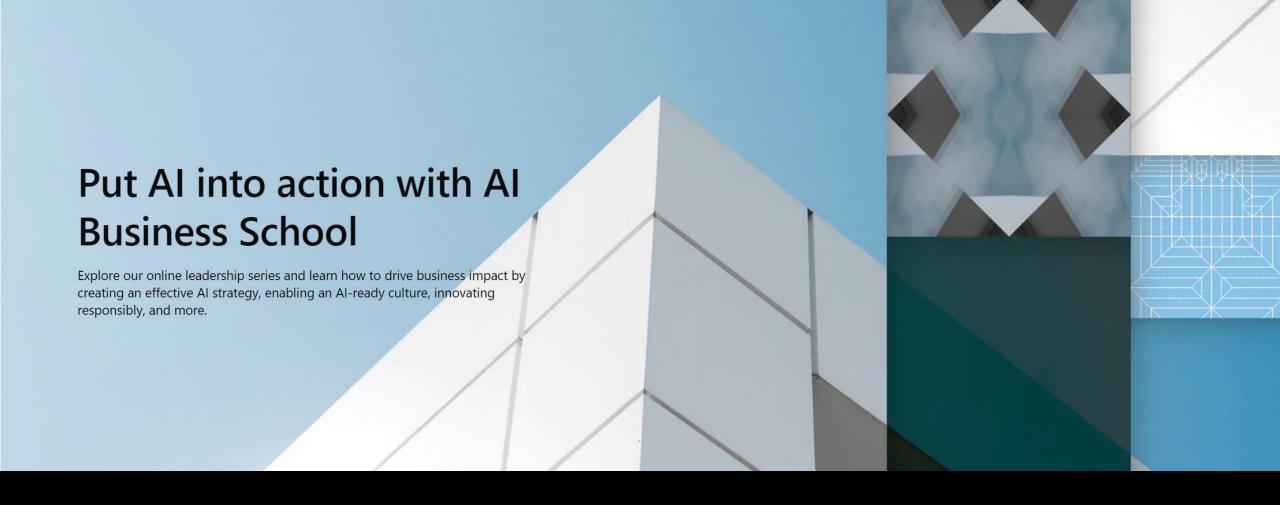


Al For Good



Al For Earth Al For Health Al For Accessibility Al For Humanitarian Action Al For Cultural Heritage

Data for Society



Al Business School Artificial Intelligence Courses - Microsoft Al

https://www.microsoft.com/en-us/ai/ai-business-school

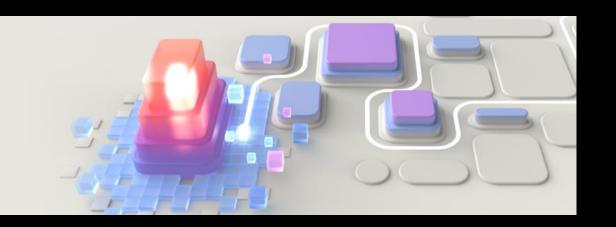
Certifications



COURSES

Course DP-100T01: Designing and Implementing a Data Science Solution on Azure

3 Days • Instructor-led training • Intermediate •
English, Chinese (Simplified), German, Italian, Japanese, Korean, Spanish



Exams	Description
<u>AI-900</u>	Microsoft Azure Al Fundamentals
<u>A-102</u>	Designing and Implementing a Microsoft AI Solution
<u>DP-900</u>	Microsoft Azure Data Fundamentals
<u>DP-100</u>	Designing and Implementing a Data Science Solution on Azure
<u>DP-203</u>	Data Engineering on Microsoft Azure

THANK YOU

Microsoft Research

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