

Utvecklingen av AI & Partnerskap med Medius

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Microsoft & Medius partnership

Vision- transform Finance departments across the globe through tech innovation



Partnership components

Platform built upon Microsoft Azure Technology

Efficiency, scaling, Security, Compliance in SaaS delivery ongoing conversations.

AI Innovation

New value to end users infused via Microsoft AI components into the Medius Platform

Go to Market Collaboration

Joint events, topics and customer conversations with Microsoft Account teams across the globe.

Marketplace & MACC

Support Modern procurement of Medius via the Microsoft Marketplace for customers across the globe

C-level Exec alignment & Tech2Tech

Tech & Go To Market alignment to drive better together value to joint customers

Medius Wins 2024 ISV Partner of the Year Award in Sweden



Therese Treutiger, Director of Global Partner Solutions & Innovation at Microsoft, commented: “Medius's innovative approach and commitment to excellence have set a new standard in the industry. Their ability to leverage Azure OpenAI and Azure AI to transform finance departments globally is truly remarkable. We are proud to recognize Medius as the ISV of the Year.”

<https://www.medius.com/news/cid-3783785232DF0562/medius-wins-2024-isv-partner-of-the-year-award-in-sweden/>

The Microsoft marketplace is purpose-built

to help



Increase efficiency



Meet all your business needs in one place



Simplify procurement



Onboard vendors quickly



Get flexible terms and pricing



Buy with confidence



Try before you buy



The most comprehensive catalog of vetted solutions



Get solutions that work with your technology



Keep channel partner relationships



Spend smarter



Maximize investments



Balance agility and control



Focus on what matters



587% ROI with the marketplace¹

With cloud investments growing, buying roles expanding to multiple teams



BDM / LoB

Needs: Flexibility and speed
to solve business problems



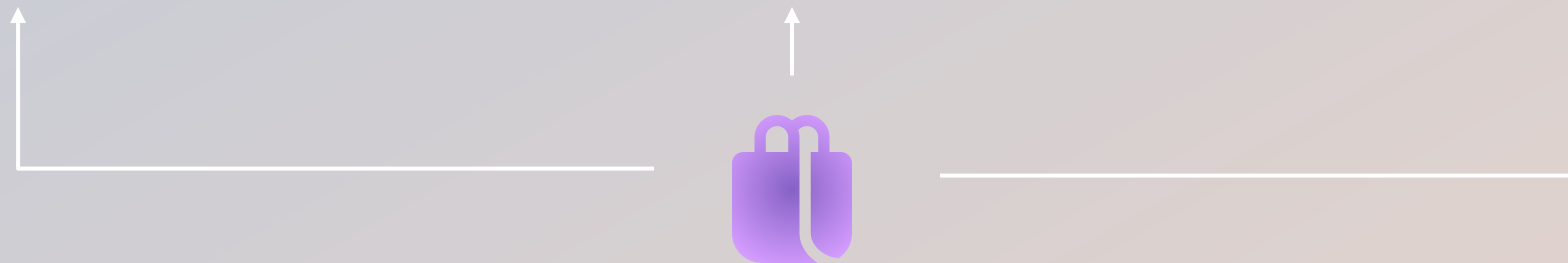
Procurement / buying office

Needs: Governance, spending
optimization



IT Admin

Needs: Meet the needs
of the organization, securely



**Microsoft commercial
marketplace**

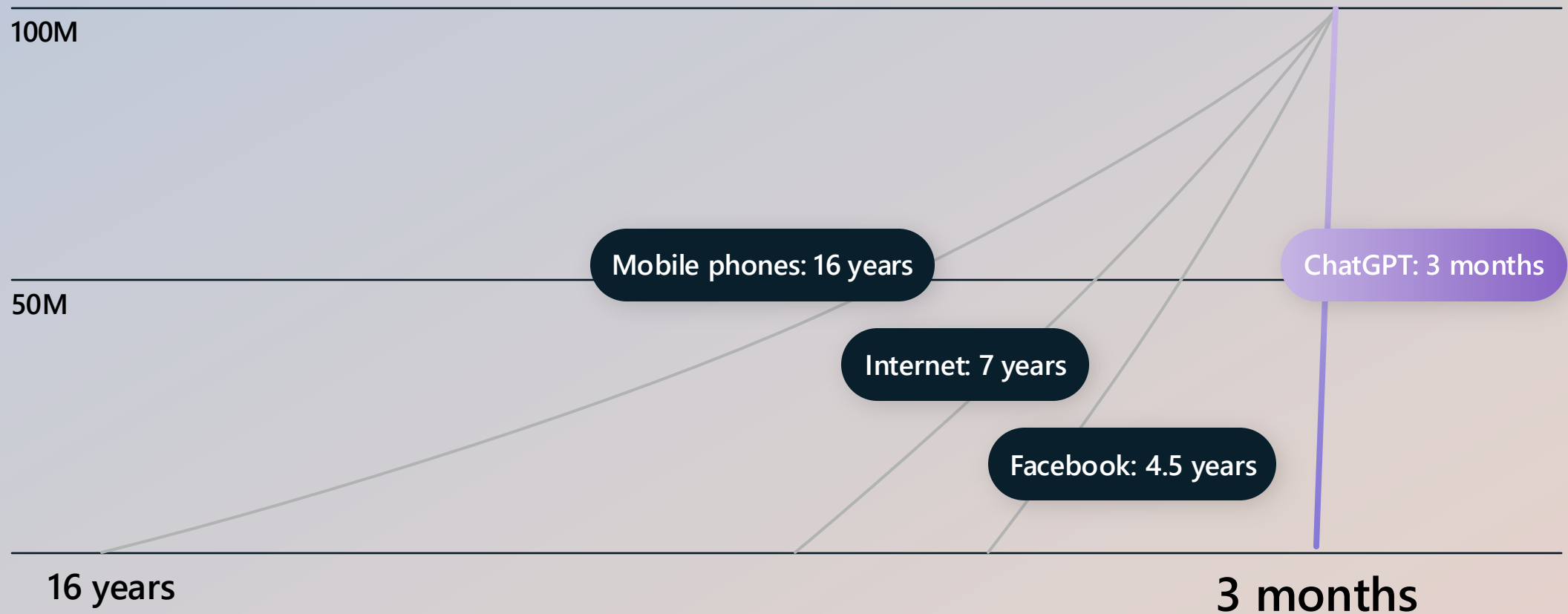


AI at Microsoft Responsibility and Technology



Generative AI technology is here

Time to reach 100M users



The most common fallacy is believing that
AI is **only about technology**

Microsoft's Responsible AI approach

Principles

Fairness • Privacy & security • Transparency
Reliability & safety • Inclusiveness • Accountability

Corporate standard

Goals • Requirements • Practices

Implementation

Training • Tools • Testing

Oversight

Monitoring • Reporting • Auditing • Compliance

Microsoft is built on trust

1

Your data is
your data

2

Your data is
not used to
train or enrich
foundation
AI models

3

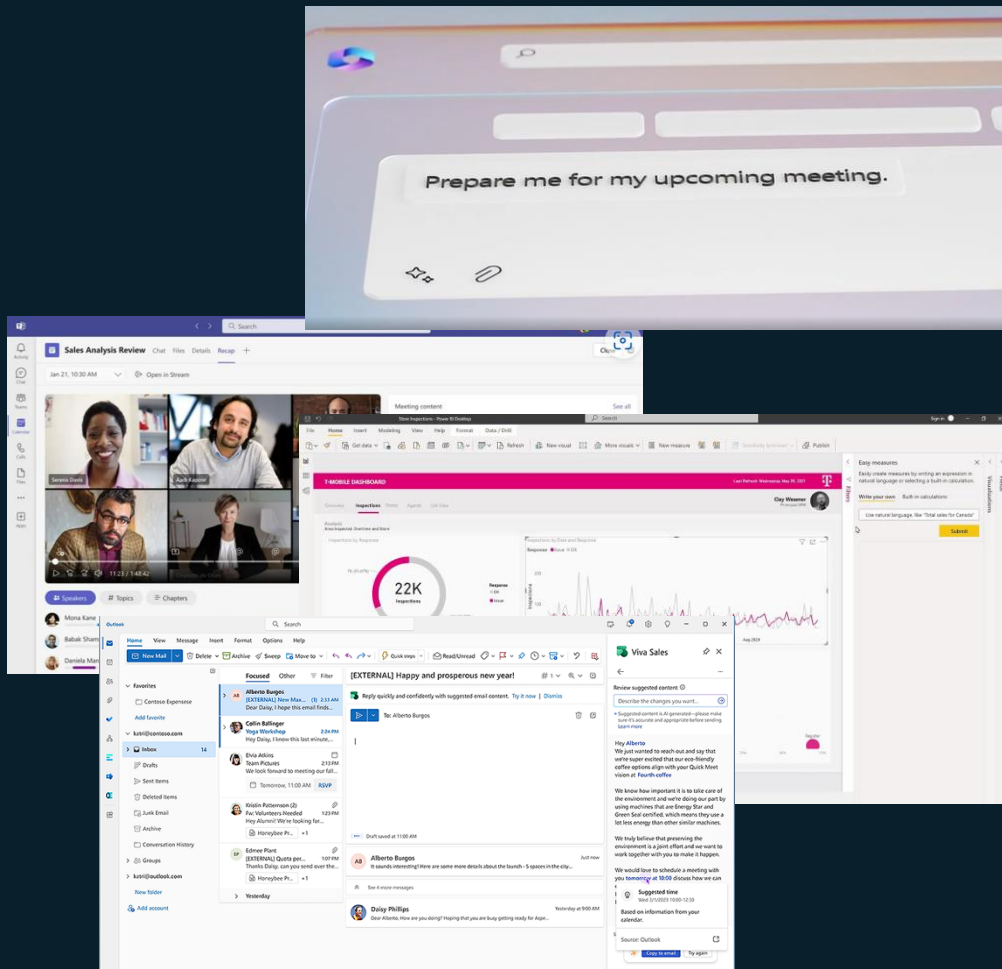
Your data and
AI models are
protected at
every step

4

Our Customer
Copyright
Commitment

Microsofts AI Strategy

Co-pilots



Azure (Open)AI Service



Built-in responsible AI to detect and mitigate harmful use



Enterprise-grade security with Azure AD, role-based access control (RBAC), Customer Managed Keys and Private Link and Network security



Deployed within your Azure subscription, secured by you, accessed only by you, and tied to your datasets and applications

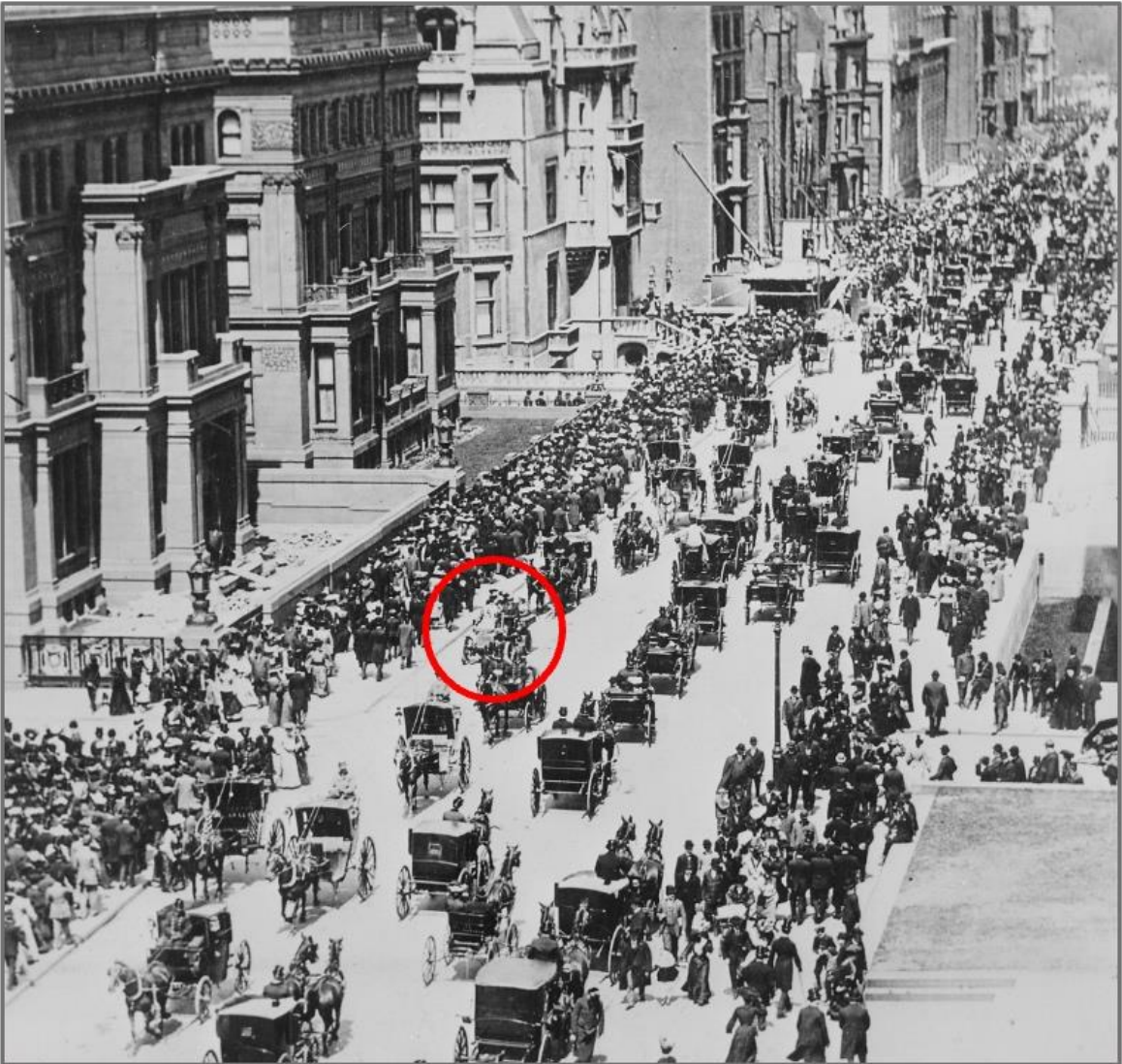


Large, pretrained AI models to unlock new scenarios

Responsible AI, trusted by enterprise

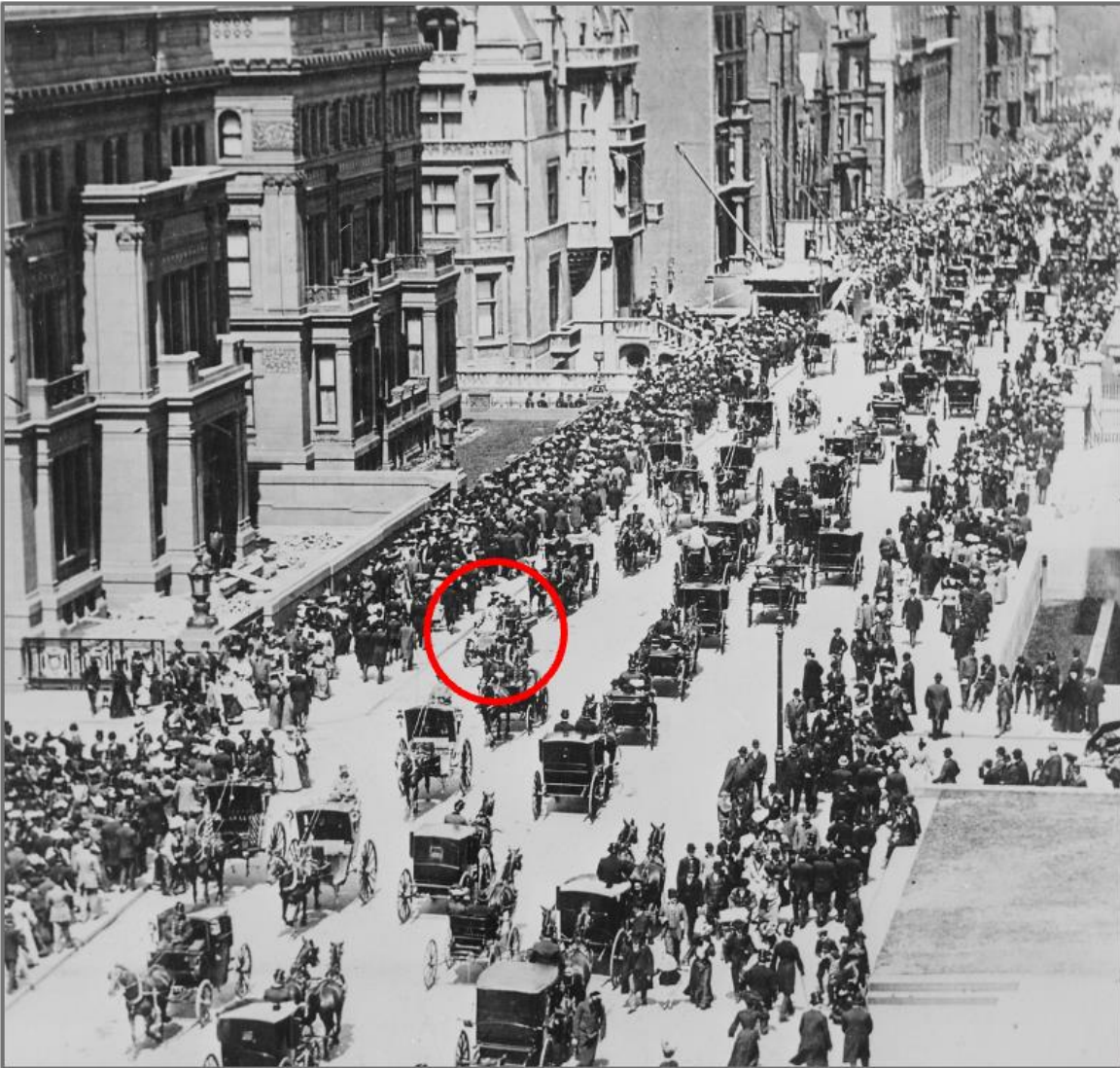
**AI is a tsunami of change
for people, processes and tech**

Let's take a look back

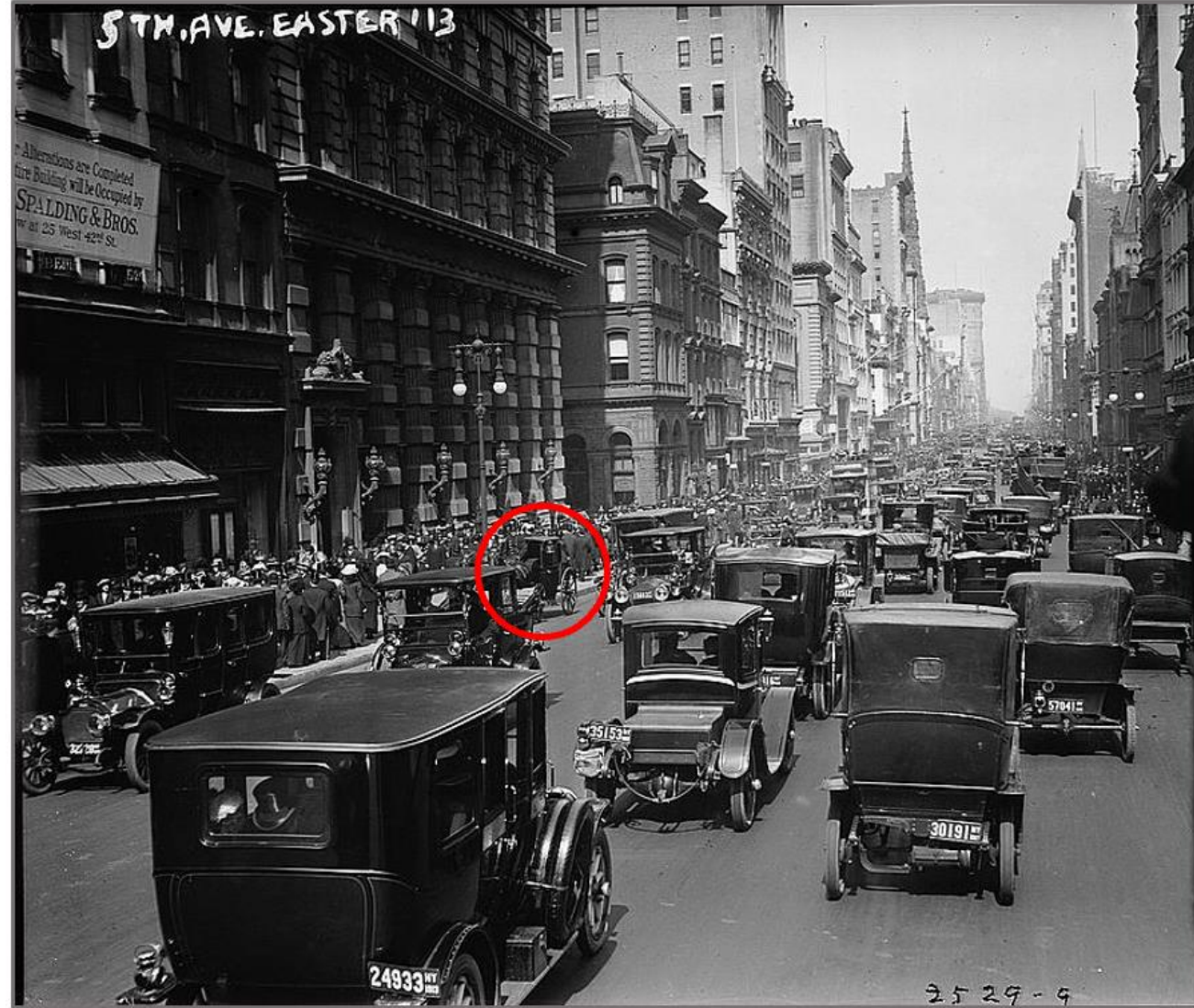


New York City, 1900

Let's take a look back



New York City, 1900



New York City, 1913

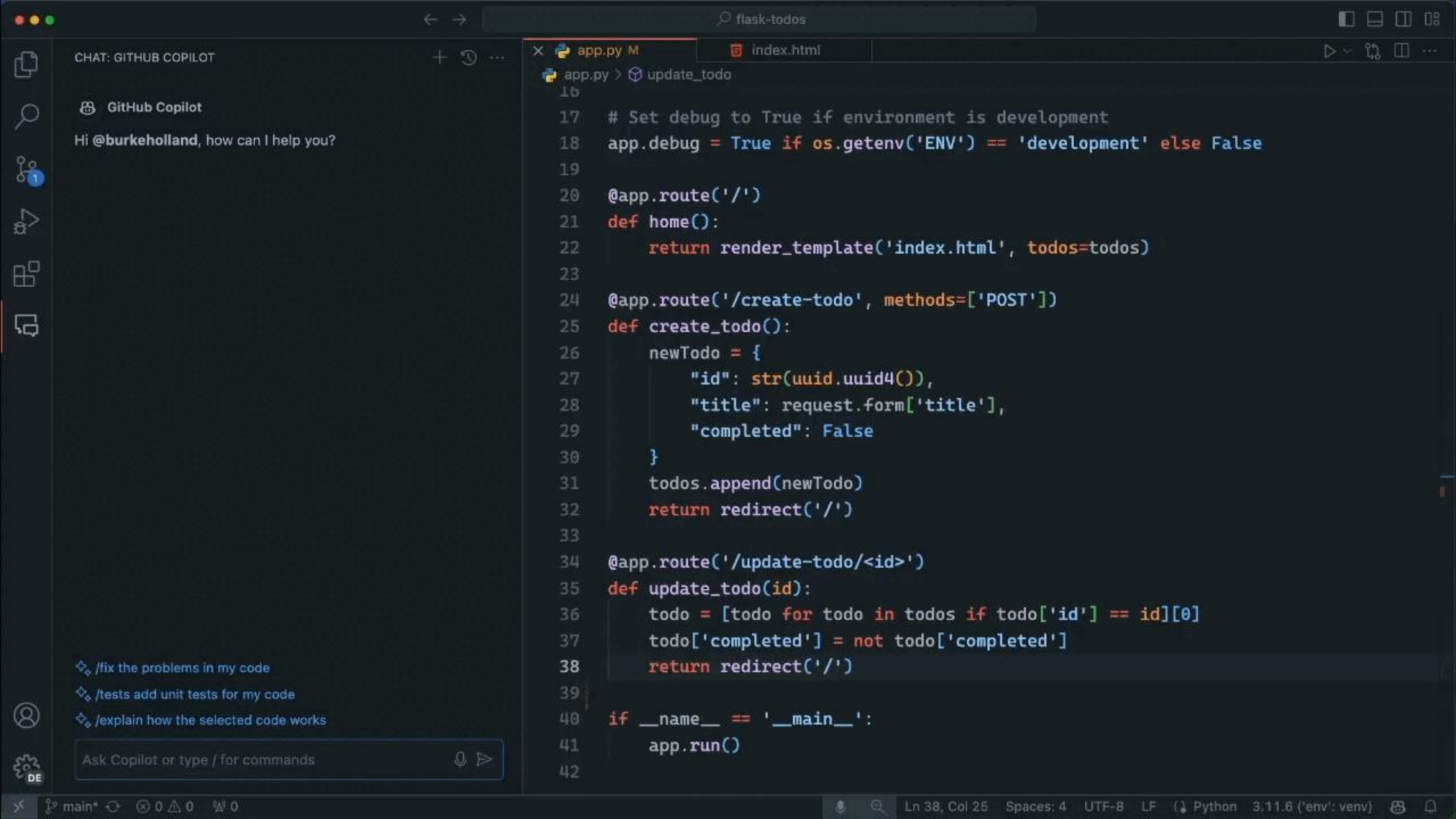
We always make things easier to use



**AI will (and already have) changed
the way we work and live.**

Let's embrace it.

How life as a programmer
has changed



CHAT: GITHUB COPILOT

GitHub Copilot

Hi @burkeholland, how can I help you?

`/fix the problems in my code`

`/tests add unit tests for my code`

`/explain how the selected code works`

Ask Copilot or type / for commands

app.py M

index.html

```
app.py > update_todo
16
17 # Set debug to True if environment is development
18 app.debug = True if os.getenv('ENV') == 'development' else False
19
20 @app.route('/')
21 def home():
22     return render_template('index.html', todos=todos)
23
24 @app.route('/create-todo', methods=['POST'])
25 def create_todo():
26     newTodo = {
27         "id": str(uuid.uuid4()),
28         "title": request.form['title'],
29         "completed": False
30     }
31     todos.append(newTodo)
32     return redirect('/')
33
34 @app.route('/update-todo/<id>')
35 def update_todo(id):
36     todo = [todo for todo in todos if todo['id'] == id][0]
37     todo['completed'] = not todo['completed']
38     return redirect('/')
39
40 if __name__ == '__main__':
41     app.run()
42
```

**Building AI solutions
is not as difficult as you think**

AI safety and security

Copilot extensibility

Generative AI applications

Microsoft Copilot | Your copilots | Partner copilots



AI tooling & app services



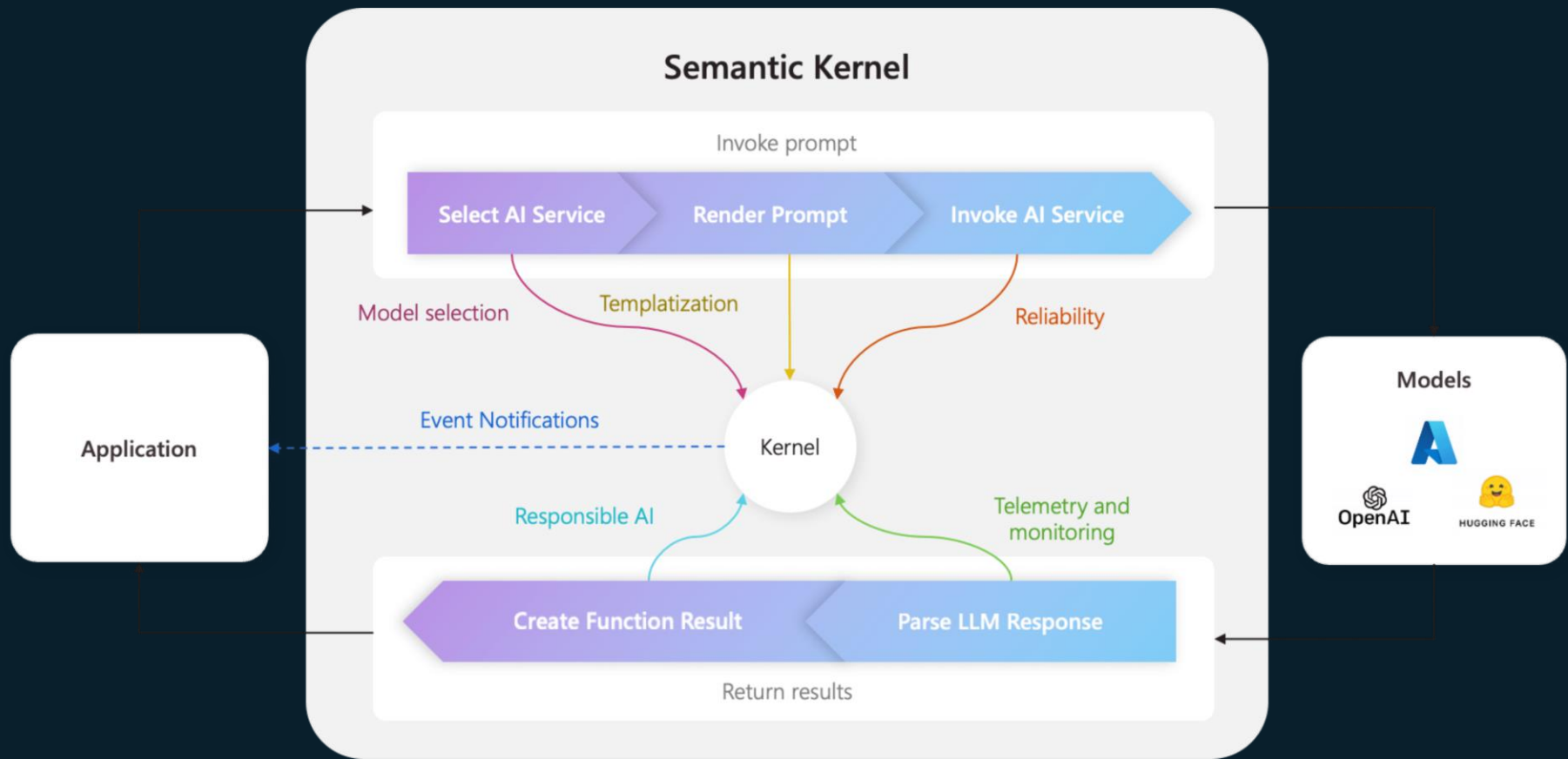
Your data

Foundation models

Model Catalog | Models as a Service | Azure OpenAI Service

AI infrastructure

Microsoft Cloud



```
var history = GetChatHistoryWithSystemPrompt(request.SessionId);

history.AddUserMessage(request.Prompt);

var service = _kernel.GetRequiredService<IChatCompletionService>();
var results = service.GetStreamingChatMessageContentsAsync(
    history,
    _executionSettings,
    _kernel,
    cancellationToken);

var lastResponse = string.Empty;
await foreach (var response in results)
{
    if (response.Content == null)
    {
        continue;
    }

    yield return response.Content;
    lastResponse += response.Content;
}

history.AddAssistantMessage(lastResponse);
```

Thank you
