

18 Months of Microsoft AI Workshop Reality

What MCTs Need to Know

Tokyo 2025 MCT Summit



Thank you
to our
sponsors!

TechBoost
Summit 2025



go deploy



TRAINOCATE
JAPAN



estudian

Edifist

エディフィストラーニング株式会社

DaaS Ltd.



VOLTEGE
LEARNING



Yona Yona
Azure Club

NTT DATA

株式会社NTTデータ先端技術



優伝合同会社



Official MCT since 2019
Training MS since 2012
Training since last millennium (1997)

I'm Speaking!



Alejandro Araujo Rajzner

This session shares practical lessons from 18 months of delivering Copilot Studio and Azure AI Foundry training to Microsoft partners worldwide. It highlights what worked, what didn't, and how to better position these tools for real impact. MCTs will gain insights to help participants truly grasp the disruptive potential of AI.

MCT Summit Japan 2025

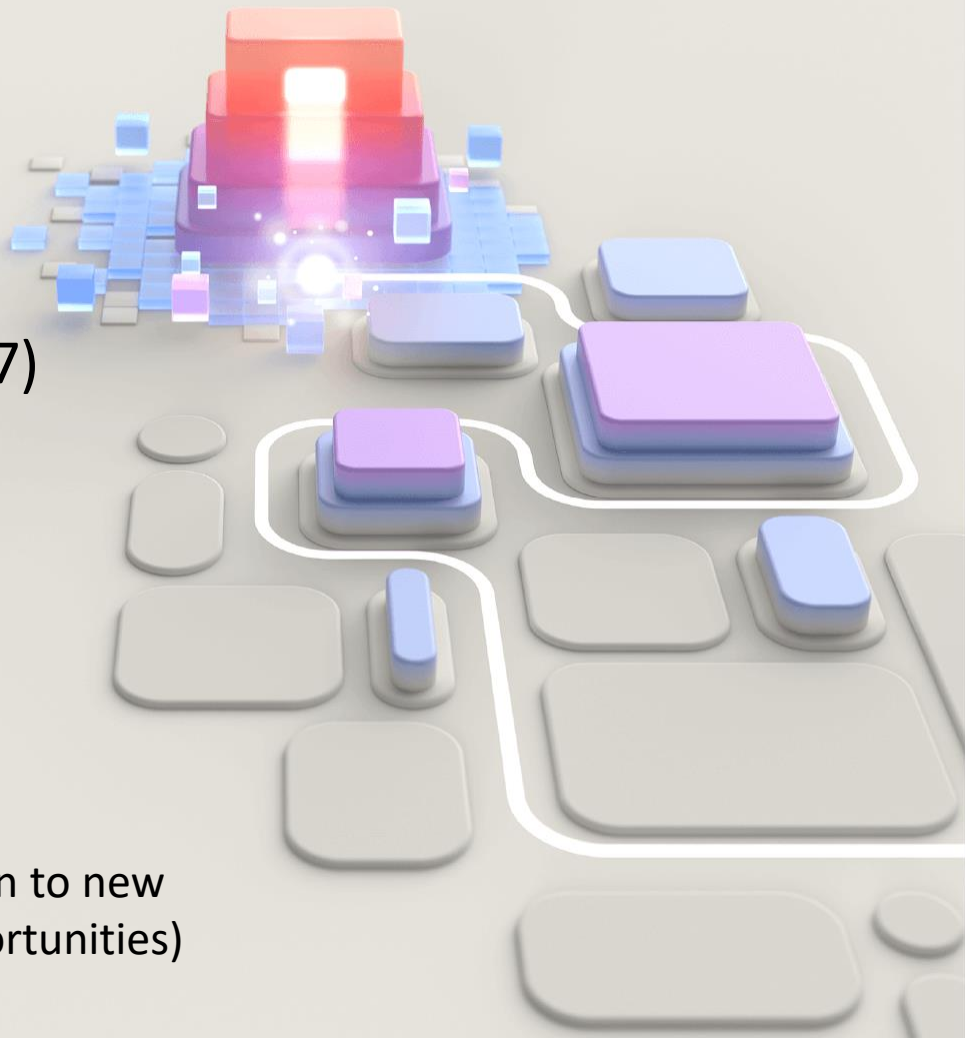
Session Schedule

- ✓ October 12th, 2025
- ✓ Time: 4:15-5:00 PM JST
- ✓ Delivery Method:

Session Title:
Copilot Studio and Azure AI Foundry: Lessons from 18 Months of Partner Training Worldwide"

Participating from...
Switzerland

(Open to new Opportunities)



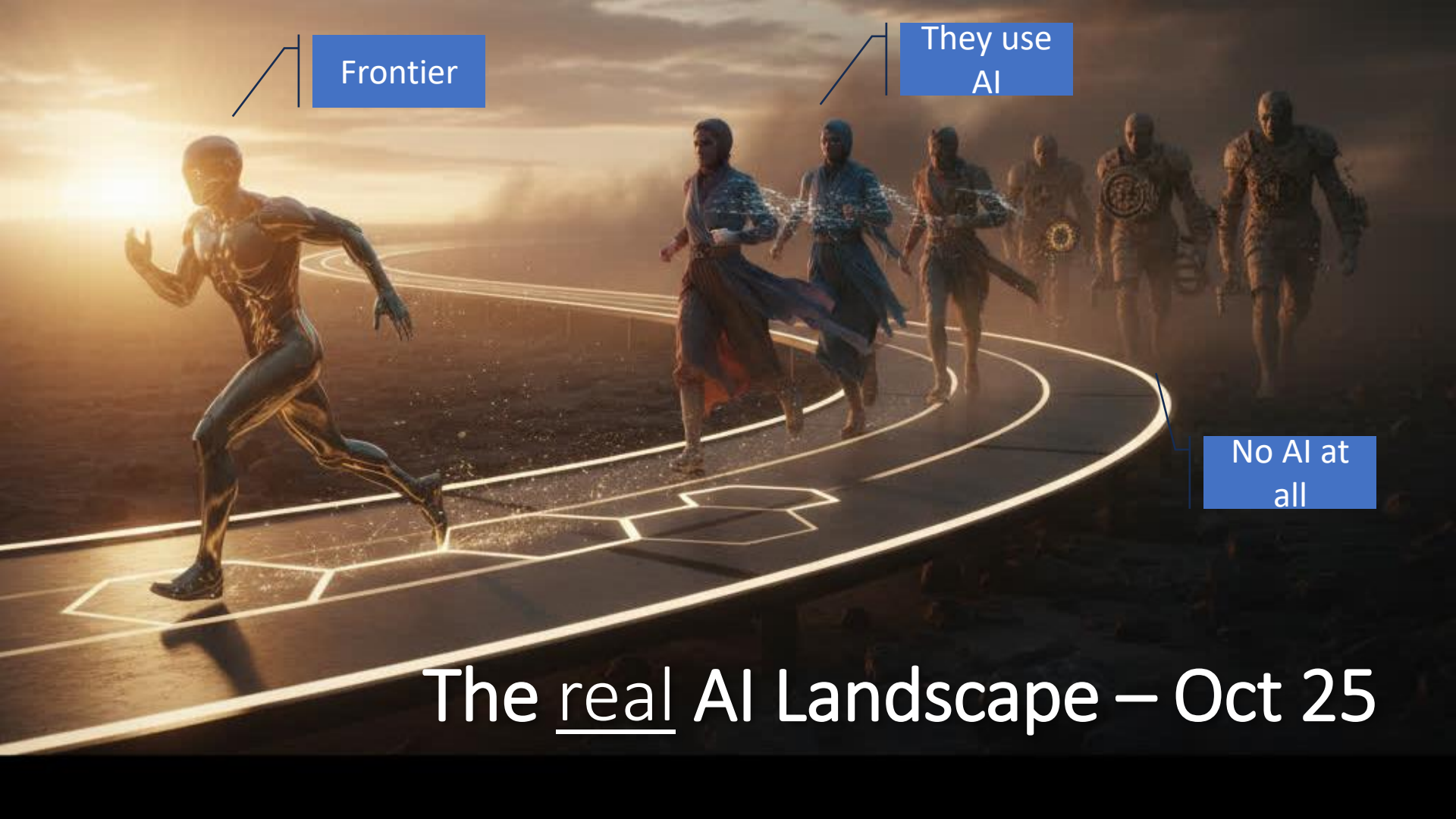
The AI Landscape — Oct 2025

GPT-5

Agent
Framework

Wave 2

Chatbots → Autonomous Agents

A conceptual image of a race. On the left, a sleek, metallic, humanoid figure representing AI is running towards the right. On the right, a group of seven knights in medieval armor are running towards the left. They are on a glowing, curved track that has a hexagonal pattern on the ground. The background is a sunset or sunrise over a dark, hazy landscape. Three blue callout boxes with white text are positioned above the runners. The first box, labeled 'Frontier', points to the AI runner. The second box, labeled 'They use AI', points to the first two knights. The third box, labeled 'No AI at all', points to the last knight in the group.

Frontier

They use
AI

No AI at
all

The real AI Landscape – Oct 25

Business Value Delivered

67%

Faster onboarding

\$2.4M

Annual cost savings

4 hours

Reduced to 30 minutes

89%

User adoption rate

aka.ms/WTI

The Golden AI Triangle

Copilot Studio

Rapid prototyping

Azure AI Foundry

Enterprise scale

Agent Framework

Orchestration





Workshop Formats that Drive Adoption

(product and attendee wise)

1 More Hands-on, less talk

2 Don't assume the audience knows

Equalize the knowledge audience first.
Ask questions!

3 Change Management

Embedded from Day 1, not afterthought
Support the buy-in from stakeholders

aka.ms/scenariolibrary

Hands Up Poll

Which workshop format gets best adoption?



A

Technical Deep-Dives



B

Business Value
Scenarios



C

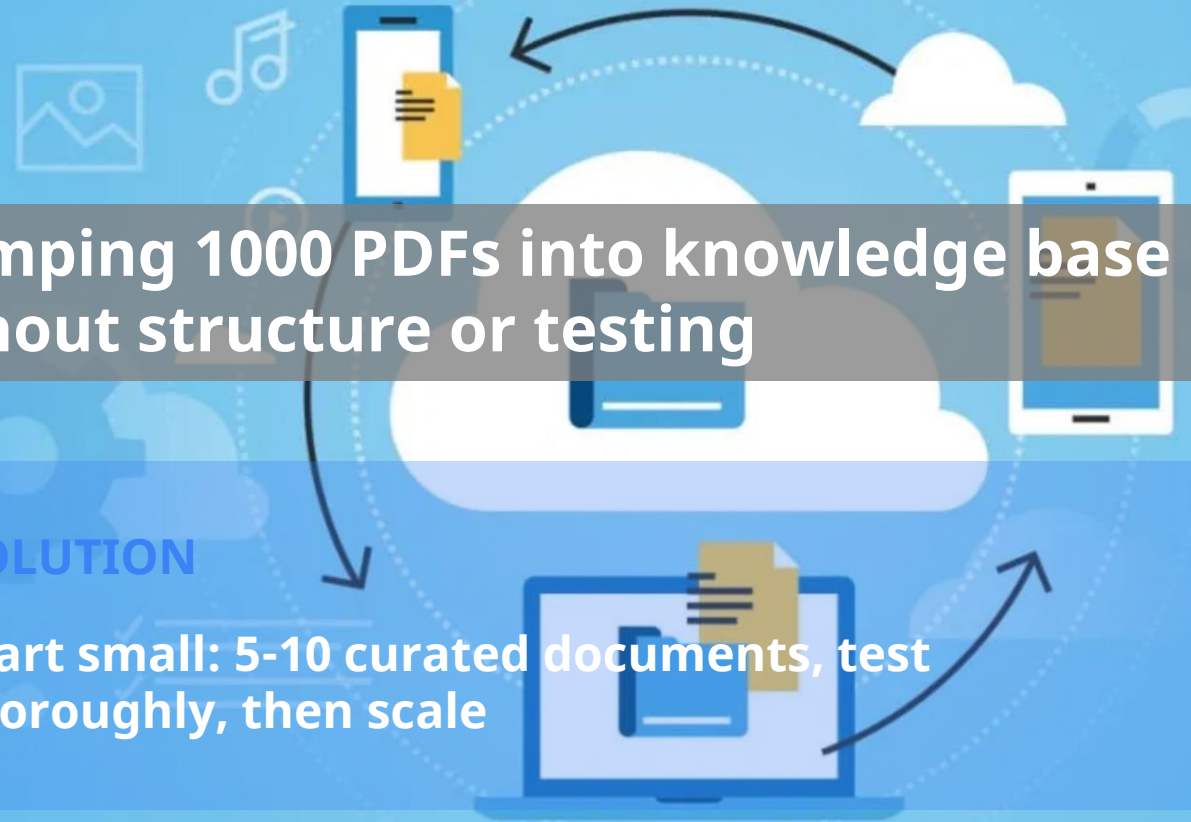
Hands-On Labs



D

Mixed Approach

The "Upload & Pray" Mistake



The diagram shows a central cloud icon with a document icon inside it. To the left is a smartphone icon with a document icon, and to the right is a tablet icon with a document icon. Below the cloud is a laptop icon with a document icon. Arrows indicate a cycle: from the smartphone to the cloud, from the cloud to the tablet, and from the laptop to the cloud. There are also faint background icons: a picture icon, a musical note icon, a bar chart icon, and a pie chart icon.

Dumping 1000 PDFs into knowledge base without structure or testing

SOLUTION

Start small: 5-10 curated documents, test thoroughly, then scale

Governance Afterthoughts Kill Deployments

The Pattern

Demo → Excitement → Stalled → Lost Funding

Missing Pieces

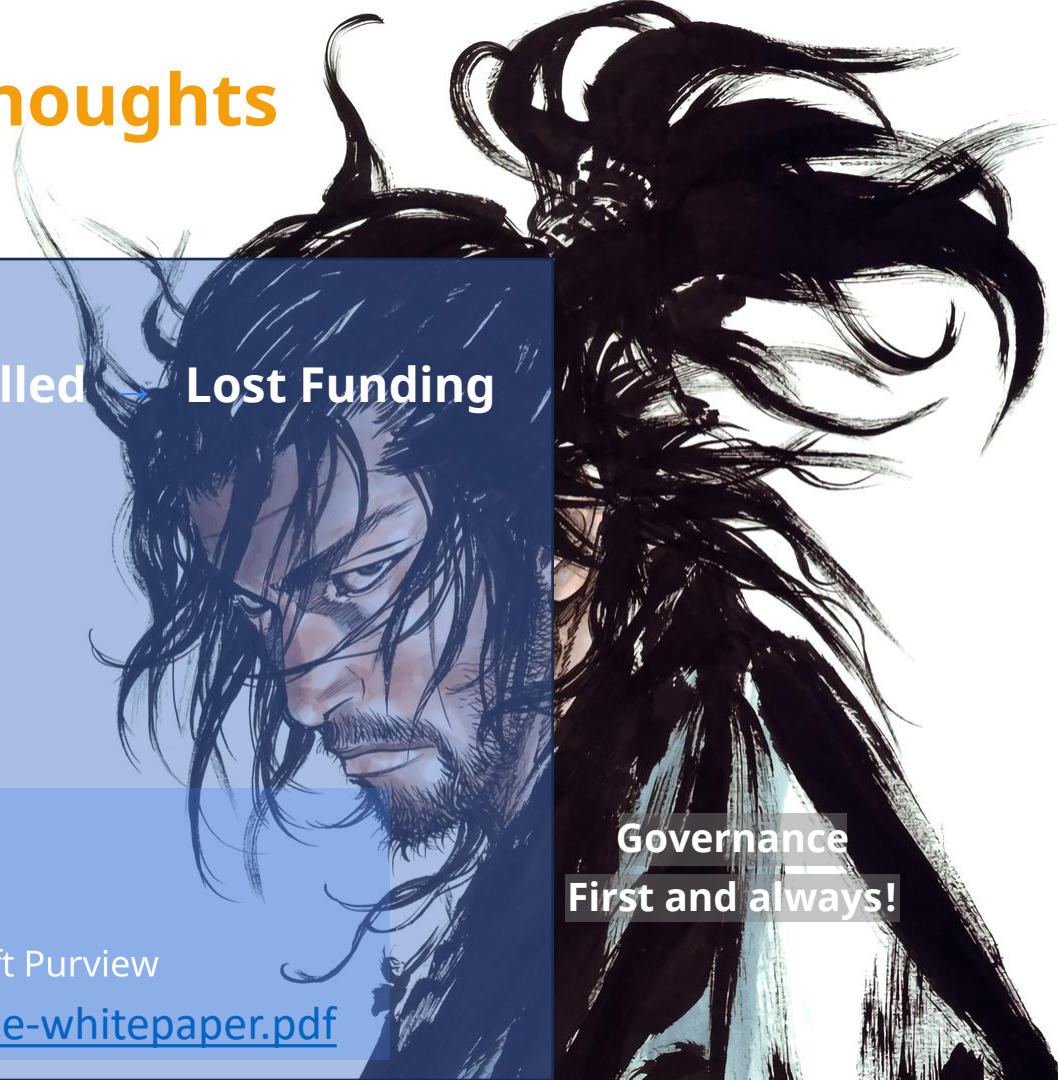
- Observability
- Compliance Frameworks
- Output Drift Monitoring

Solution

Start with governance using Microsoft Purview

[Agent-governance-whitepaper.pdf](#)

**Governance
First and always!**



The Technical vs Business Value Trap



Problem

Feature-led sessions create "wow" moments but poor adoption

Solution

Start with business problems, then demonstrate technical solutions

EXAMPLE

✓ "Cut HR onboarding from 4 hours to 30 minutes"

✗ "Deploy RAG architecture"

EXAMPLE

✓ "HR agent can free up to 4 hs/week / HR Rep"

✗ "Agents will help you improve your work"

Documentation Gaps



! Challenge

Copilot Studio updates outpace documentation

💡 Solution

Create your own checklists and lesson summaries

Share resources in MCT Lounge for peer benefit



War Stories Session

30-Second Share

Your biggest workshop challenge and how you solved it



1-3 volunteers share experiences



Keep it to 30 seconds each



Focus on practical solutions

Platform Decision Framework

A traditional Japanese temple with a two-story wooden structure and a tiled roof, surrounded by lush greenery and a pond. The scene is captured in autumn, with some trees showing yellow and orange foliage. The temple is reflected in the calm water of the pond.

1

Explore

Copilot Studio for M365 teams

2

Scale

Studio + Foundry hybrid approach

3

Govern

Azure AI Foundry for critical workflows

A man in a dark suit stands at the front of a room, gesturing towards a large screen displaying a bar chart. The audience, seen from behind, has many hands raised in the air, indicating an interactive session. The room has large windows on the left and a wooden door on the right.

Questions/Debate

Building Your AI Training Practice



Stay Current

Azure AI Foundry blog for monthly updates



Community

MCT Lounge for peer learning and resources



Specialization

Focus on specific verticals or use cases

Takeaways

01

Business Value First

02

Integration > Single Platform

03

Community Accelerates Success

Commitment & Connections

One thing you'll implement in your next AI workshop?



Share your
commitment



Exchange contacts



Build your network

Stay Connected



Scan to Connect



Connect on LinkedIn



Join MCT Lounge Community
(aka.ms/mctlounge)



alejandro.araujo@araujoinnovations.ch

Let's Continue the Conversation

Thank you for your engagement and dedication as MCTs