




ROBOTICS
DIVISION



Fusion5 Robotics Division

The  Microsoft Power Platform
and ~~ChatGPT~~



Azure OpenAI

Troy Gerber

Senior Microsoft Solution Strategist



ROBOTICS DIVISION



Who am I today?

I'm a CTO

I'm the Power Platform Developer

I'm a Business Analyst

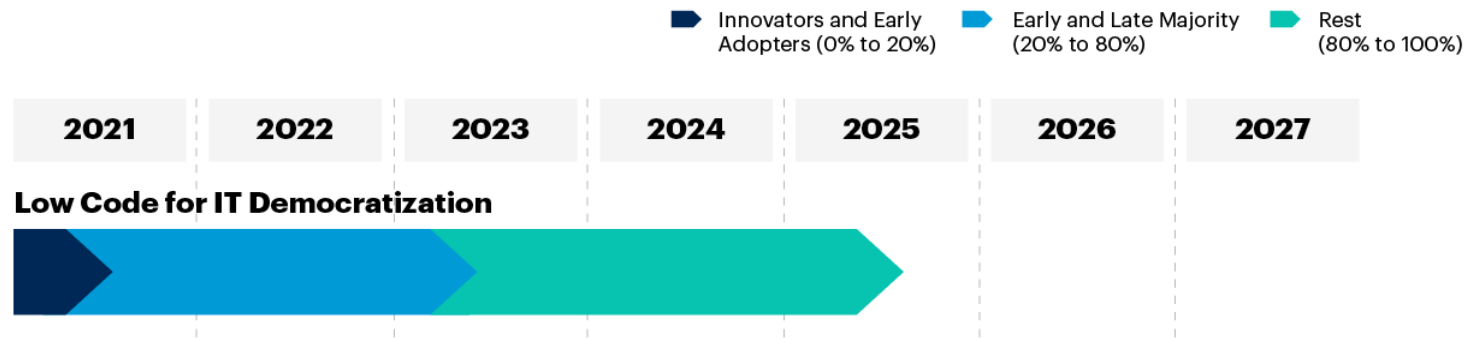
I'm a Health and Safety Rep





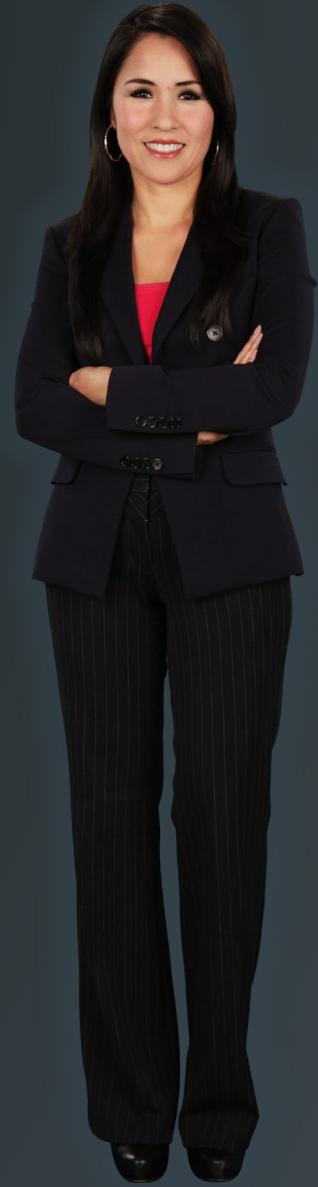
Why do we Low Code?

Low-Code Evolution Spectrum



Source: Gartner
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Gartner.



Why do we Low Code?

Microsoft named a Leader in 2023
Gartner® Magic Quadrant™ for
Enterprise Low-Code Application
Platforms

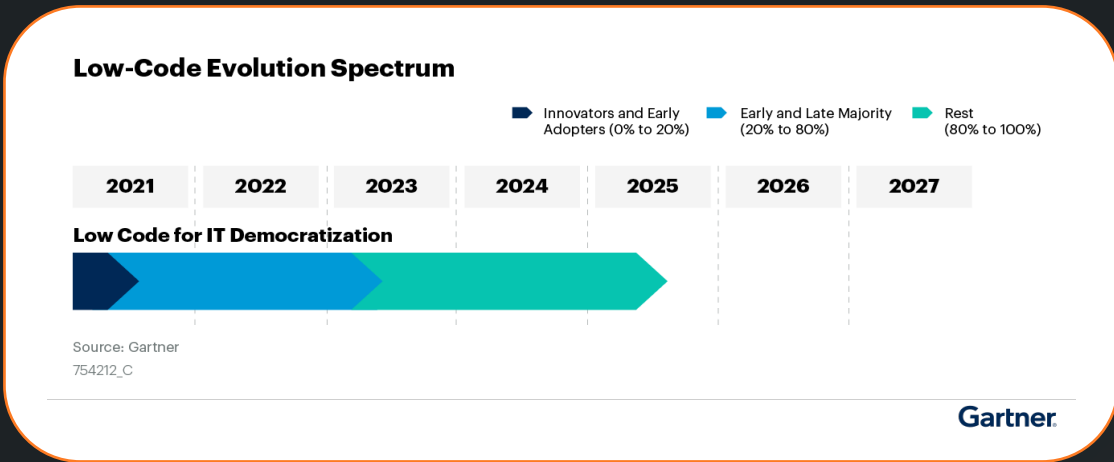


Figure 1: Magic Quadrant for Enterprise Low-Code Application Platforms



Source: Gartner (August 2022)



Why Generative AI?

Gartner predicts that:

By 2024, 40% of enterprise applications will have embedded conversational AI

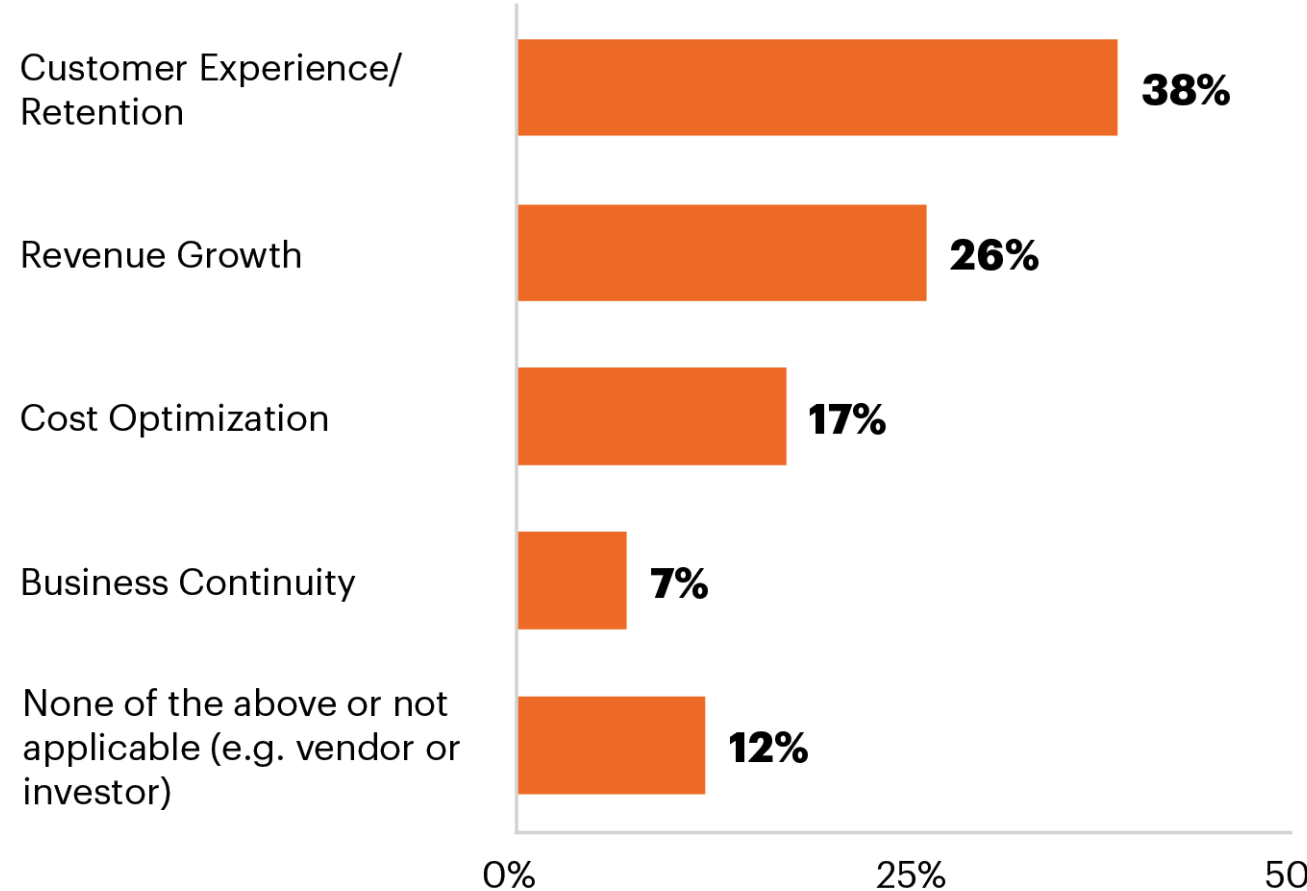
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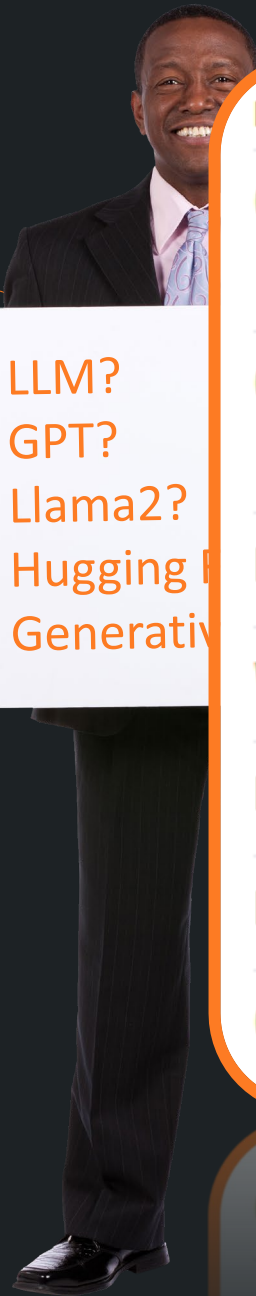
In a recent Gartner webinar poll of more than 2,500 executives, 38% indicated that customer experience and retention is the primary purpose of their generative AI investments.

Primary Focus of Generative AI Initiatives



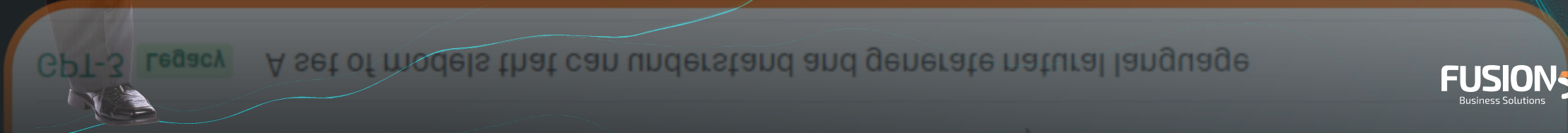
[gartner.com](https://www.gartner.com)

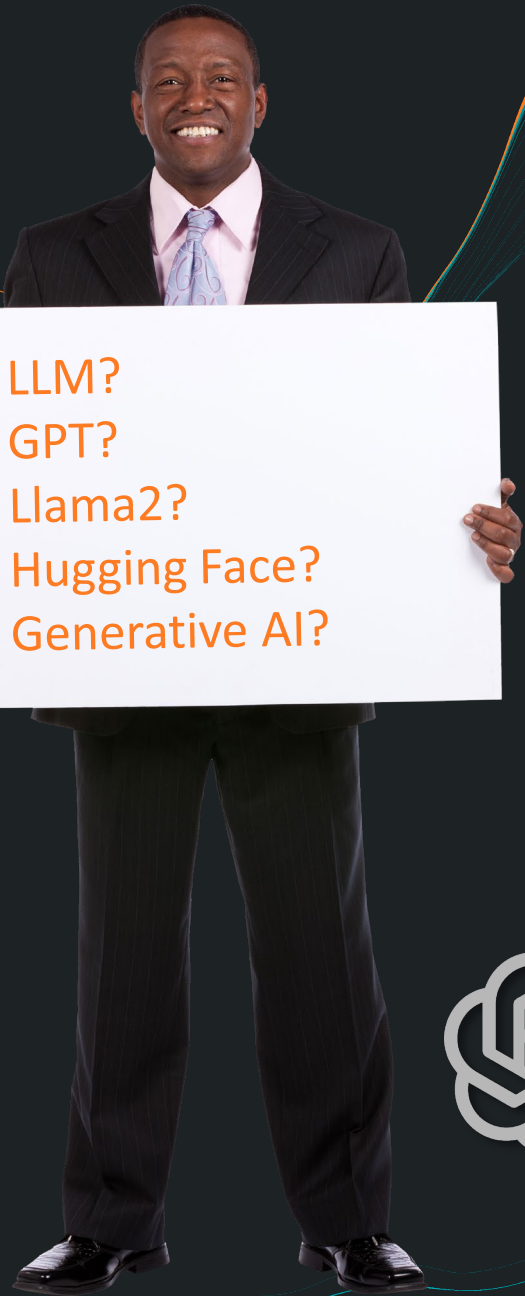
Source: Gartner
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LLM?
GPT?
Llama2?
Hugging F
Generativ

MODELS	DESCRIPTION
GPT-4	A set of models that improve on GPT-3.5 and can understand as well as generate natural language or code
GPT-3.5	A set of models that improve on GPT-3 and can understand as well as generate natural language or code
DALL-E	A model that can generate and edit images given a natural language prompt
Whisper	A model that can convert audio into text
Embeddings	A set of models that can convert text into a numerical form
Moderation	A fine-tuned model that can detect whether text may be sensitive or unsafe
GPT-3 Legacy	A set of models that can understand and generate natural language

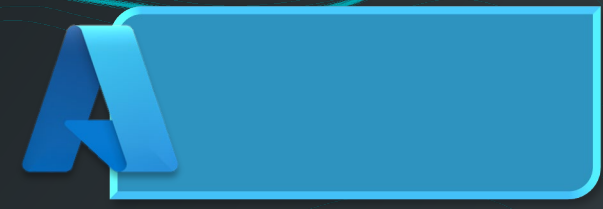




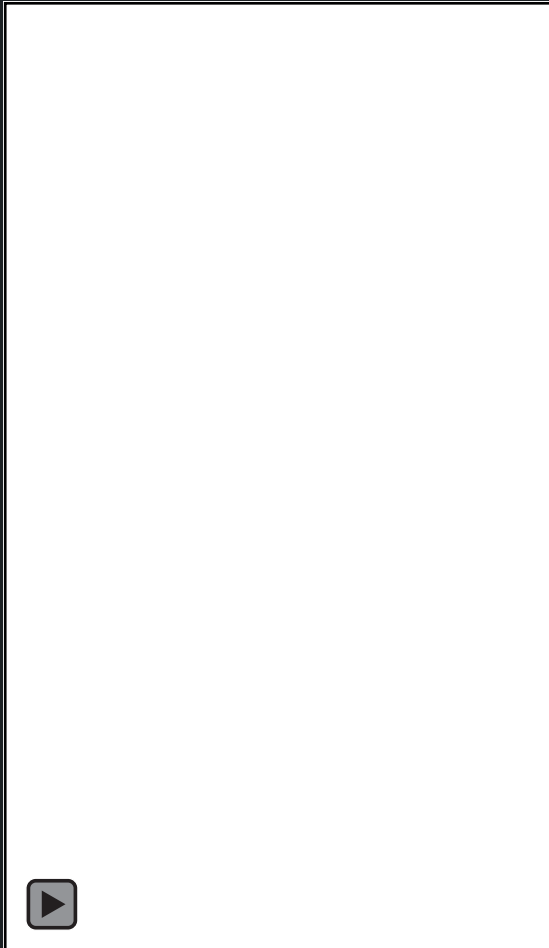
LLM?
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 Generative AI?

A OpenAI

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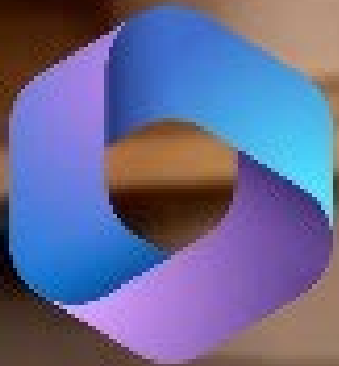


What is a Copilot?

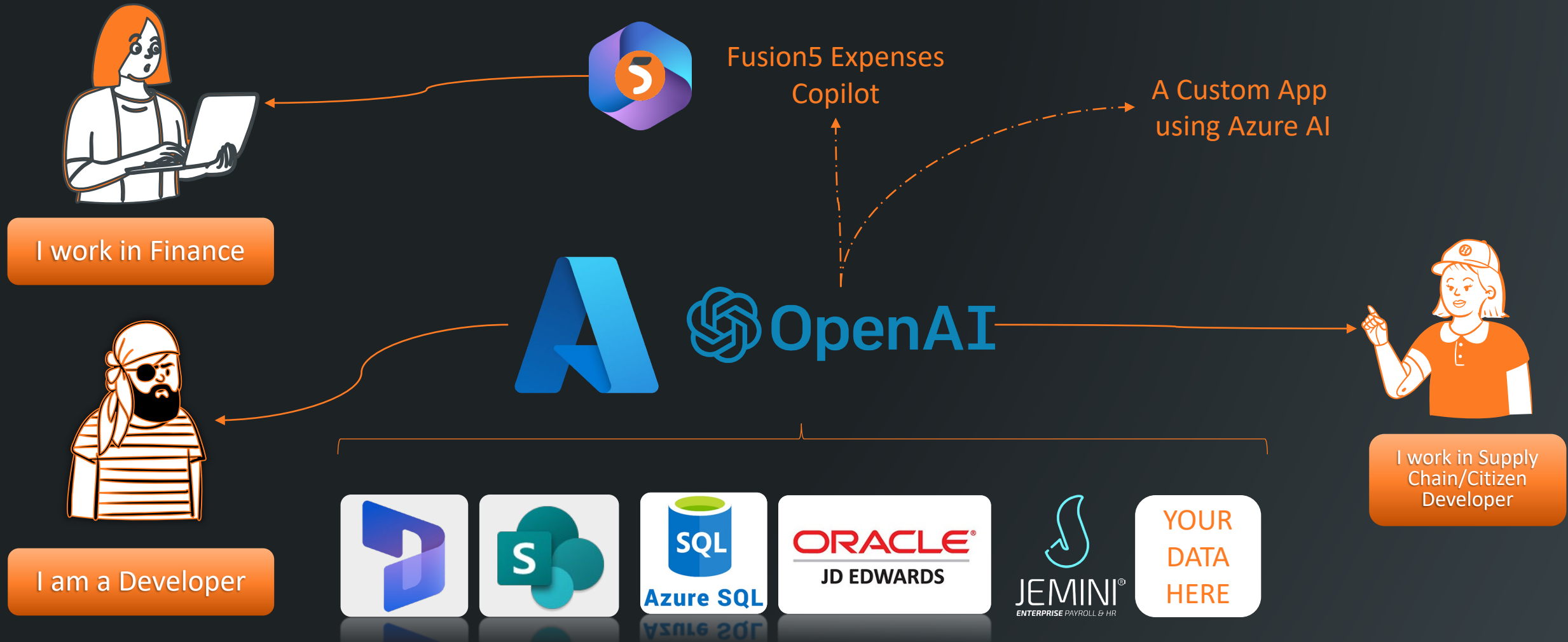


Copilot is your
“In the flow of work”
assistant.

YOU GET A COPILOT



But I want a Copilot on my own data!



I work in Finance

I am a Developer

I work in Supply Chain/Citizen Developer

YOUR DATA HERE

Fusion5 Expenses Copilot

A Custom App using Azure AI

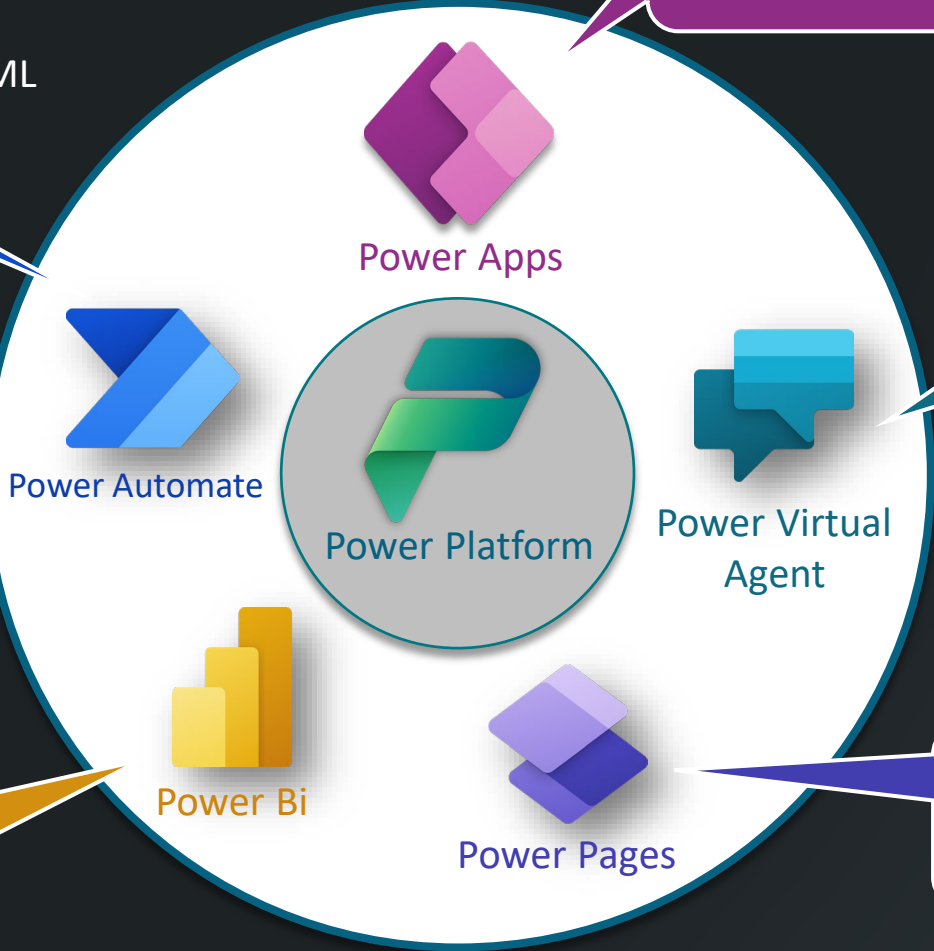
OpenAI

- Azure logo
- S logo
- Azure SQL logo
- ORACLE JD EDWARDS logo
- JEMINI ENTERPRISE PAYROLL & HR logo

Reminder: The Power Platform

Hyper Automation

- BPM
- RPA
- AI/ML



Application Builder

- Canvas Apps
- Model Driven Apps

Intelligent Virtual Agents

- Build bots quickly
- Deploy across channels

Business Intelligence

- Deliver fresh insights
- Use familiar tools

Websites

- Secure
- Low-code

AI Builder

Power FX

Dataverse

1000 +Connectors



**We can “do more with less”
using
the **Microsoft Power Platform**
and **Azure OpenAI****



Copilot

DEMOS



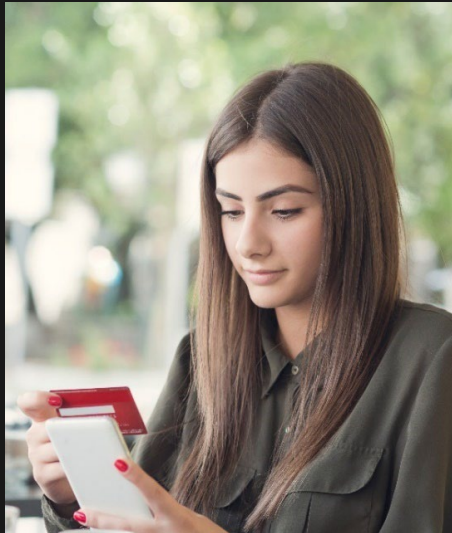


Fusion5's Manufacturing and Distribution Roadshow

Kristy Brown

Microsoft Country Manager

The COVID-19 post-pandemic focus will be the catalyst for change and addressing organizational priorities



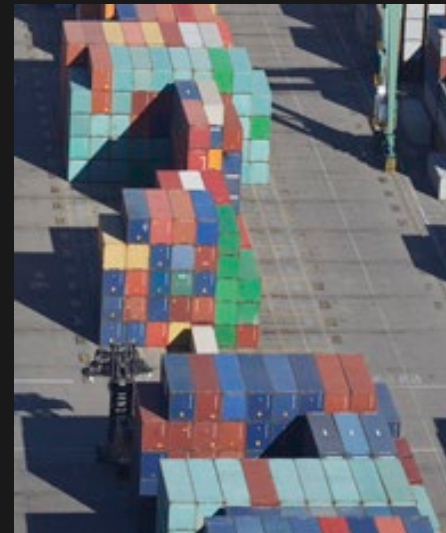
Customer engagement



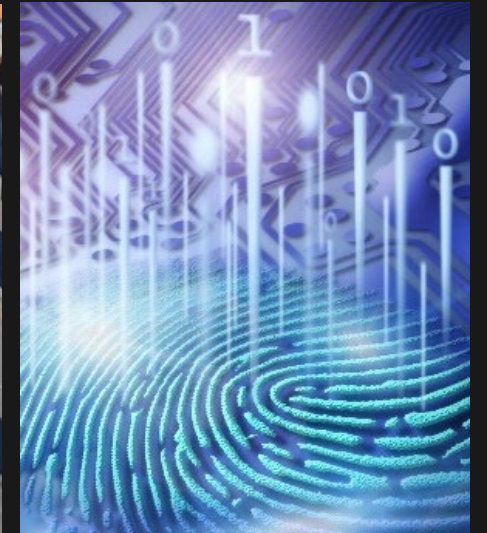
Workforce transformation



Agile factories



Resilient supply chains



Security and compliance

As a result, manufacturers are looking for a new approach to pave the way for future stability and resiliency

84% | of manufacturing leaders said they were accelerating automation initiatives in response to the crisis and embedding digital technologies into the core of their business (BCG)



The pandemic validated cloud's value proposition. The ability to use on-demand, scalable cloud models to achieve cost efficiency and business continuity is providing the impetus for organizations to rapidly accelerate their digital business transformation plans. The increased use of public cloud services has reinforced cloud adoption to be the 'new normal' now more than ever.



— Sid Nag
Research Vice President, Gartner

Data-Driven Transformations Yield Significant Benefits

54% increase in
revenue performance

44% faster time
to market

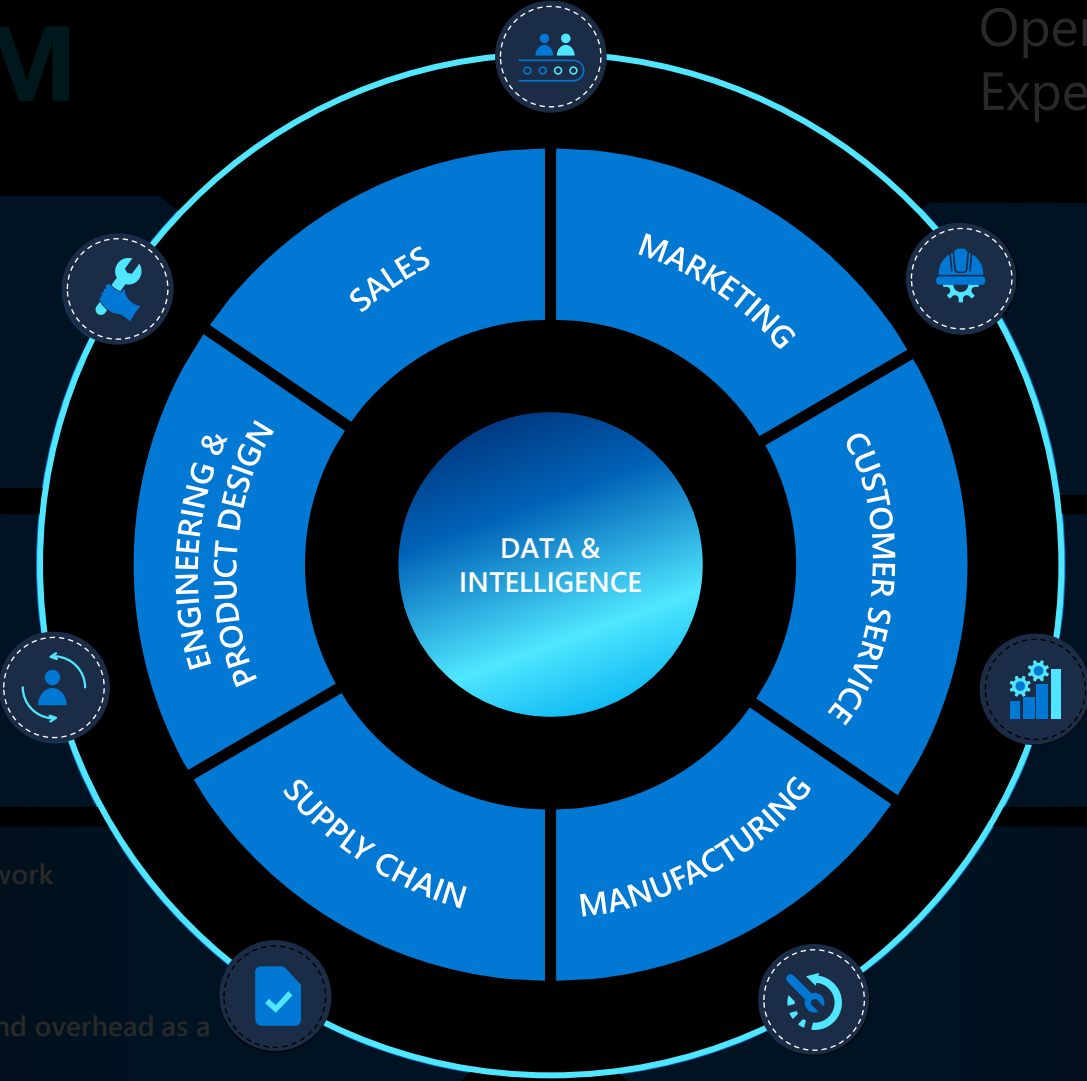
62% improvement in
customer satisfaction

54% increased
profit results

Connecting your business processes to drive more value

Revenue Growth **+\$32.8M**

Operational Expenses **-\$28.8M**



\$ 3.7 M 1.4 points increase in Up-Sell cross-sell as a % of revenue.

\$ 3.8 M 1.4 points increase in Revenues from new customers.

\$ 0.4 M 2.8 points decrease in time to market - new products.

\$ 2.3 M 0.2 points decrease in scrap and rework costs as a percentage of sales

\$ 6.5M 0.9 points decrease in labor costs and overhead as a percentage of cost of goods sold.

\$ 5.1 M 2.0 points increase lead to opportunity conversion.

\$ 2.5 M 0.9 points increase customer retention rate as a % of revenue

\$ 1.4 M 9.9 points Increase in First call resolution rate

\$ 1.6 M 9.0 decrease in average Handling Time (54 seconds).

\$ 3.4 M 0.4 points decrease in unplanned machine downtime as a percentage of scheduled run time.

\$ 0.9 M 1.5 points decrease stockout losses.

Non-exhaustive list of KPIs. Improvements refer to percentual points

The era of AI

How to get started



Form a common understanding



Know your business



Know how AI is solving problems to form a roadmap



Avoid the Bellbird syndrome

How is AI helping manufacturers today?



AI Scheduling
Agents



Knowledge
Discovery



AI enabled
Product System
Design



Product
Performance
Optimisation



AI Augmented
Root Cause
Analysis

Proven Business Outcomes of some of Microsoft's Manufacturing Customers



musictribe
We Empower. You Create.

300% Increased in organization productivity



25% Reduced operating expenses



89% Increased in New contacts



SIEMENS
Ingenuity for Life

45 min Reduced average service calls



98% Reduced reporting time on data analysis

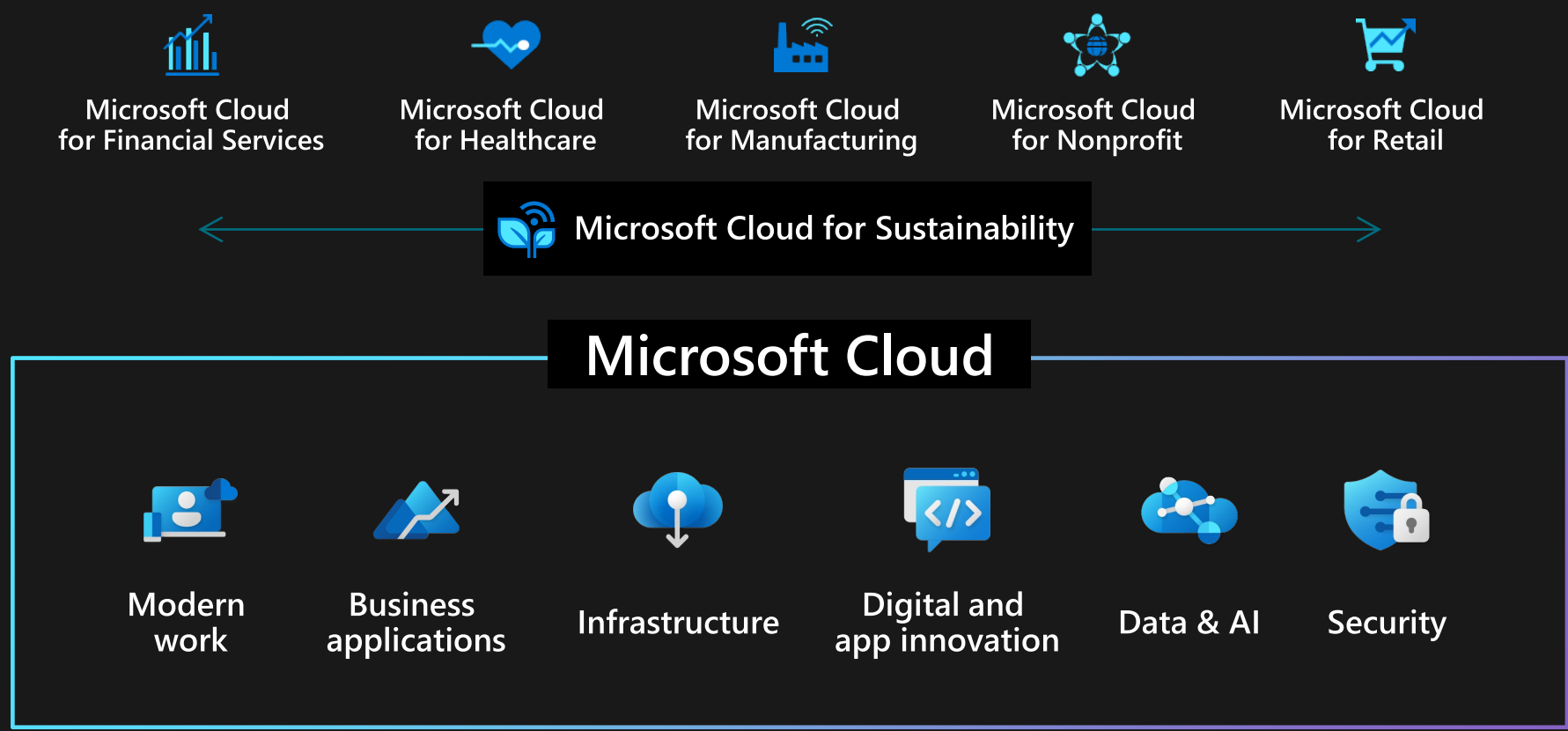


100s Hours of data entry eliminated



CHAMPION
Windows • Sunrooms • Home Exteriors

30% Reduction in inventory



The most trusted and comprehensive cloud

A bit *about* Fusion5



APPLICATIONS



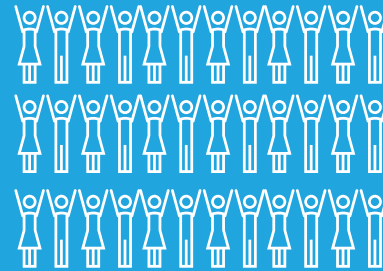
INNOVATION & INTEGRATION



ENTERPRISE CLOUD & SECURITY



TRANSFORMATION ADVISORY



1,000+
Customers



Multi-Award-Winning



Year after Year



**Reliable
Innovative
Available**

20 Years of growth

700+ Employees



9 OFFICE
LOCATIONS
Australia &
New Zealand

Introducing.... Your presenters today



Kristy Brown
Microsoft
Country Manager



Paul Hutchings
Industry Director



Nathan
Woodward
Principal
Consultant



Mark
Montgomery
Principal
Consultant



Tom Veitch
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Travis Hault
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Stephane Budo
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Senior Microsoft
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Gareth Boyle
Marketing
Manager

Introducing... Fusion5 Robotics



ROBOTICS DIVISION

