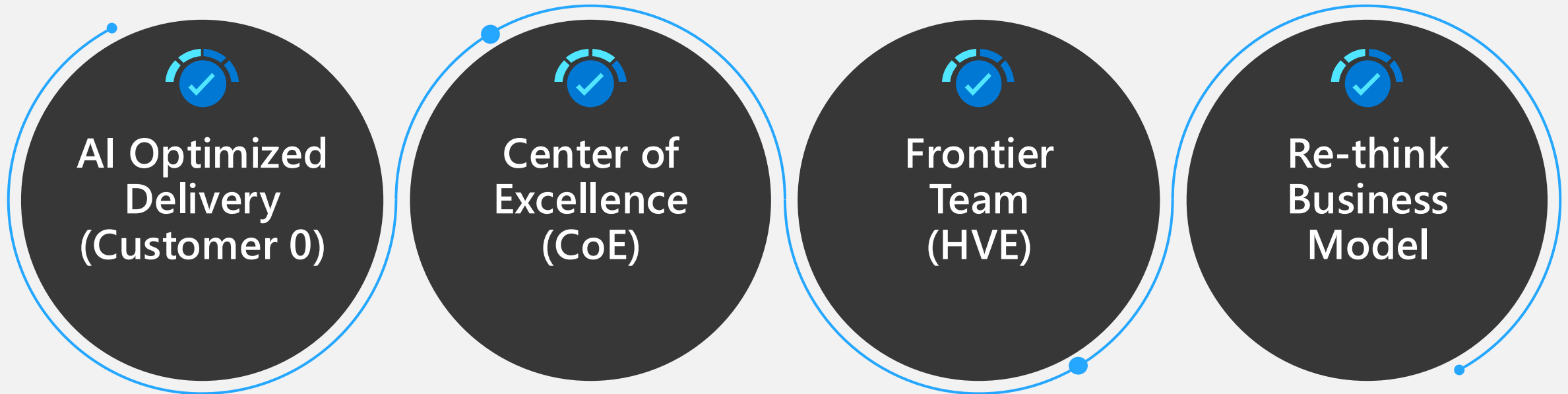


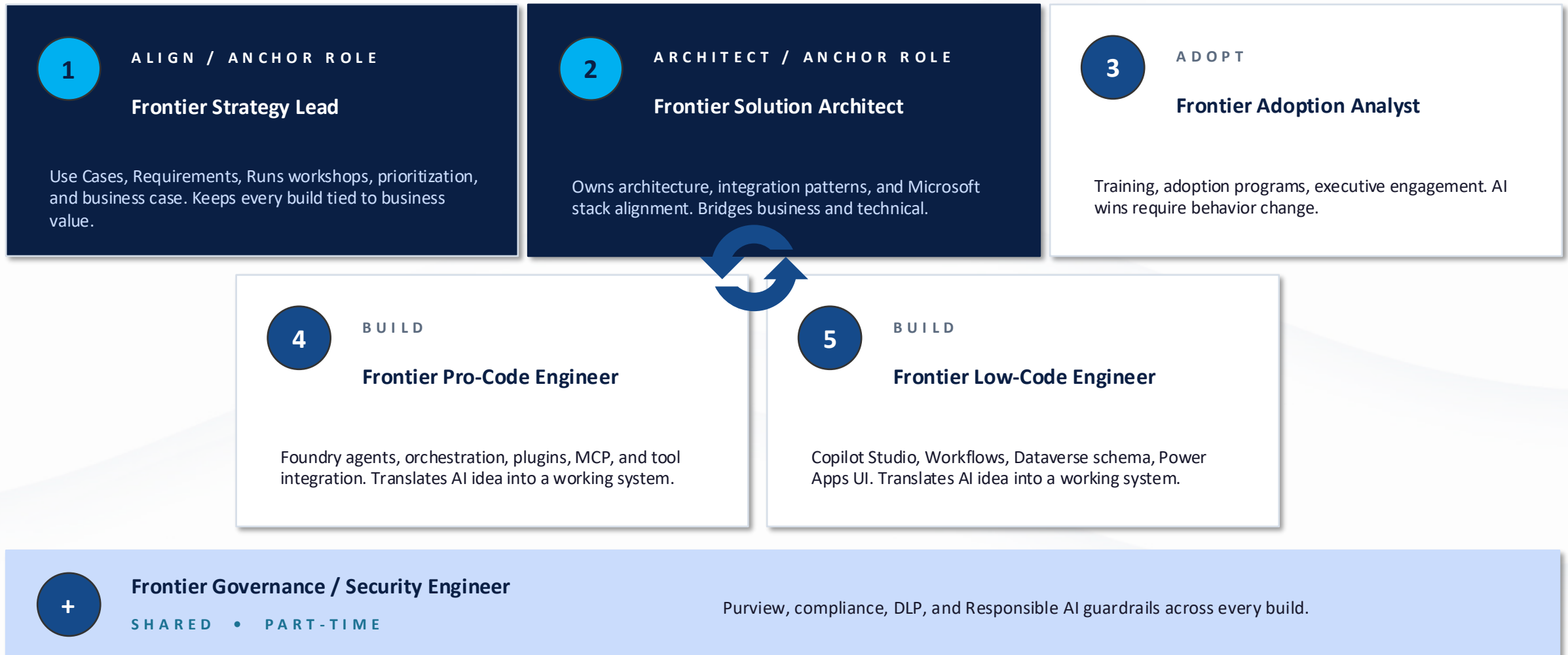


FY27 AI Strategy

Key Themes



Frontier HVE Pod – 5+ team members, Microsoft-optimized.



On-Demand Specialists – Augment as Required

Data Scientist

Advanced ML / forecasting use cases

Data / Knowledge Engineer

Fabric models, SharePoint knowledge, data ingestion, and context modeling

MLOps / Observability

Production monitoring and agent telemetry

Industry SME

Banking, manufacturing, construction, healthcare, etc.

THE RATIO MATTERS

Most Microsoft AI value comes from workflow + Copilot + data — not from custom ML. Build the core pod first; add bench roles when a real use case asks for them.

Single-practice lanes won't unlock the agentic opportunity

If Intelligence + Trust is the differentiator, the deal is cross-solution by definition. Partners can't sell or deliver the agentic moment from inside a single product lane.

THE OLD LANES

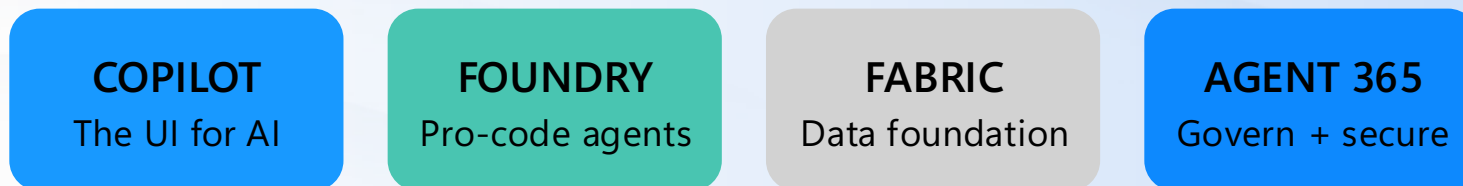
Single-practice motions

- Modern Work only
- Copilot only
- Security only
- Data only

Caps deal size. Loses the agentic opportunity.

THE CROSS-SOLUTION PRACTICE

Copilot + Foundry + Fabric, bound by Intelligence + Trust



PACKAGE THE PLATFORM, NOT THE POINT PRODUCTS

Moving beyond single-SKU motions to packaged, cross-solution offers—that's where the agentic margin is.



Key Initiatives

Sequencing the AI strategy — from incubation and Customer Zero to hypervelocity, customer-scale delivery.

01

02

03

04

Q3 · FY26

Microsoft Q1 · Jul-Sep 2026

Frontier HVE Pod (5)

Certified Frontier Transformation Engineers

HBS CoE Customer Zero

Q4 · FY26

Microsoft Q2 · Oct-Dec 2026

AI Optimized Delivery

Blueprints Optimizing Requirements & Architectures

CoE for Client Delivery

Q1 · FY27

Microsoft Q3 · Jan-Mar 2027

HVE Client Delivery

Operationalize CoE

Agent Governance, Adoption & Security Offering

Q2 · FY27

Microsoft Q4 · Apr-Jun 2026

Scale HVE Delivery

Full Scale Reusable Client Agents

Manage Service Development

RUNNING THROUGHOUT
HBS Business Model

Managed Services

→ Evolved Fixed Pricing

→ Value-Based Pricing

Thank you!