

# Sales Enablement Agent

## Solution Overview

Deal Manager Assistant is an enterprise-focused deal support capability designed to accelerate execution by analyzing contextual data, surfacing relevant insights, and generating clear summaries, approvals, and next steps. It enables consistent, accurate, and efficient deal decisioning across complex commercial engagements.

### Business Use Case

Contracting and compliance guidance for Professional Services (Industry Solutions Delivery and Unified Support) is complex, fragmented, and time-critical. Teams often rely on manual expert escalation, which creates delays, inconsistent answers, and increased compliance risk—especially in regulated customer scenarios.

### Benefits

- **Standardized UI:** Centralizing context, surfacing relevant enterprise data, and translating complex deal inputs into clear summaries, approvals, and next steps.
- **Efficiency Gains:** Reduces manual effort, improves accuracy, and increases consistency across commercial engagements.
- **Speed to Insights:** unlocks faster decision making due to accelerated analysis, clarifying risk and structure which enables users to manage deals more efficiently
- **Compliance:** maintain compliance and focus on strategic outcomes rather than administrative overhead.

### Key Results

# 3.5K hours

Annual time savings

# \$280K

Annual cost savings

### Technology

- Copilot Studio
- Agent Builder in M365
- M365 Copilot / Bing Chat
- Power Automate
- Office O365
- Microsoft Teams

### Time taken

Launched in 1-3 months