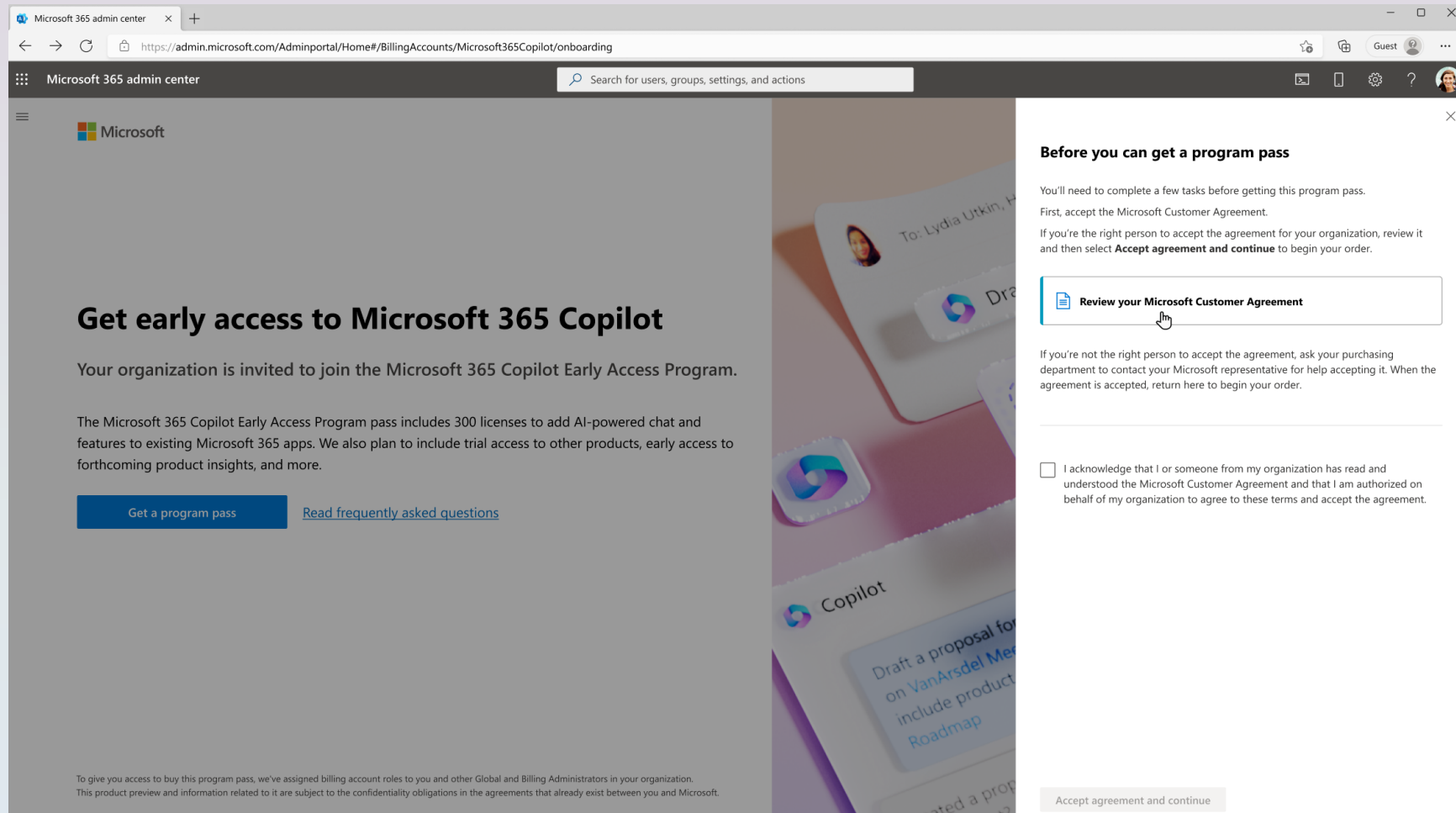


Overview: Heather's Copilot work

2023-2025

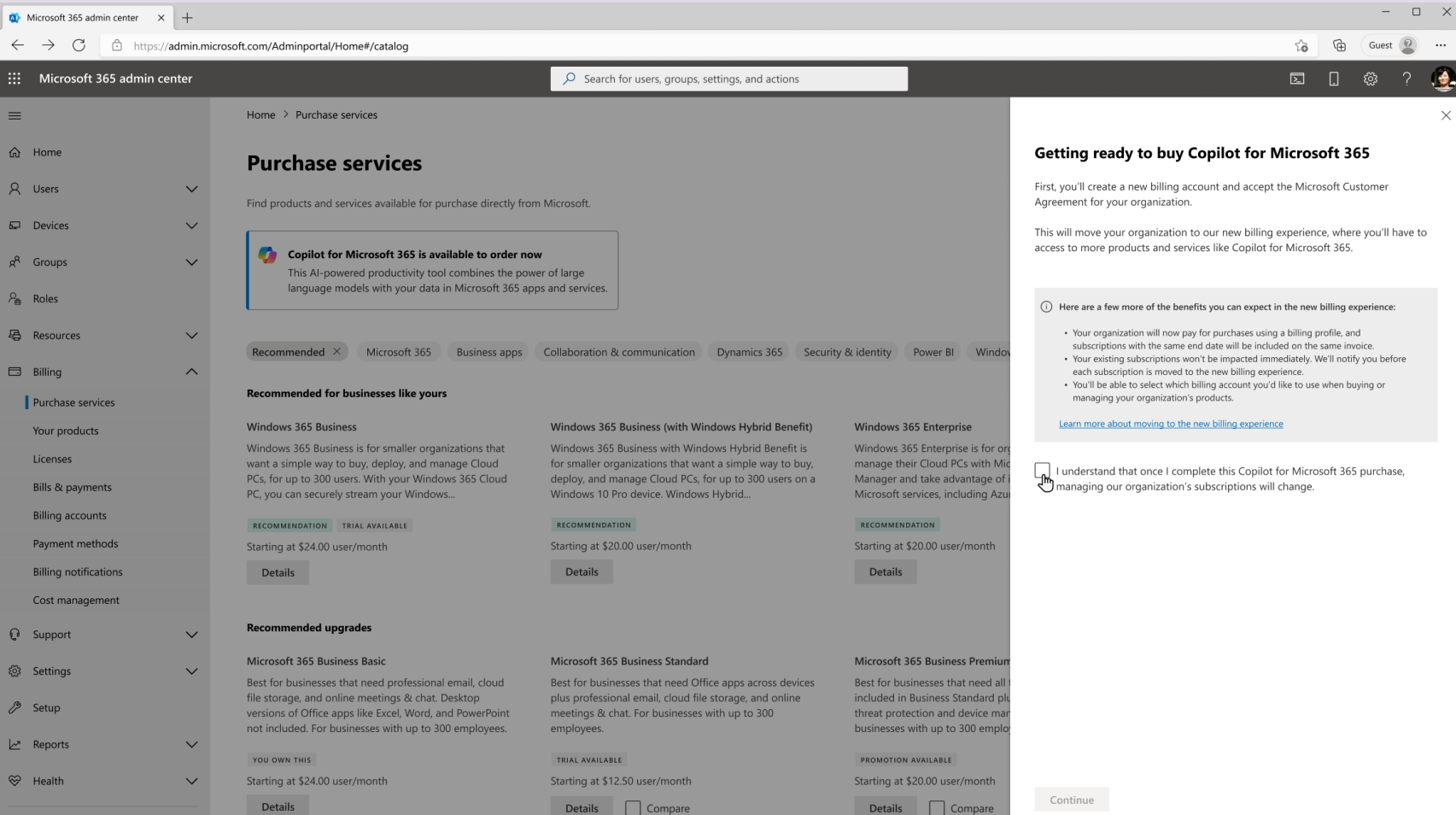
Building a pass program for early enterprise adopters

While Allison explored the guidance and UX for Copilot, I worked with the Commerce v-team to create purchase experiences for both the early access program and GA launches.



Creating a new purchase path for GA launch

Both products required new and complex purchase flows, as we asked customers to both prepare their data and move to the new Commerce system before they could buy and use Copilot.



New: Microsoft 365 Copilot Chat pay-as-you-go billing

Another way to meet our OKR to increase adoption of Copilot? Offer different payment and billing methods. We're now building a way to turn on a pay-as-you-go version of Copilot Chat within the admin center. *MVP launch date: February 18, 2025*

The screenshot shows the Microsoft 365 Admin Center interface. The left sidebar contains navigation links for Home, Users, Devices, Teams & groups, Roles, Resources, Billing, Copilot, Support, Settings, Setup, Reports, and Health. The main content area is titled 'Copilot' and includes a search bar and a 'Dark mode' toggle. Below the title, there is a table of Copilot settings. The 'Copilot pay-as-you-go billing' setting is highlighted with a blue arrow.

Name ↓	Description	Applies to
Copilot diagnostic logs	Send diagnostic logs for Copilot on behalf of individual users who are having issues.	Microsoft 365 Copilot
Copilot for Sales	Choose whether users can see Sales Copilot content in Microsoft apps, and more.	Copilot for Sales
Copilot in Bing, Edge, and Windows	Manage how your organization uses Copilot, your AI-powered chat for the web.	Bing Microsoft Edge Windows
Copilot in Teams meetings	Go to the Microsoft Teams admin center to change how Copilot is used in meetings.	Copilot in Microsoft Teams
Copilot in Viva Engage	Manage Copilot in Viva Engage.	Copilot in Viva
Copilot in Viva Goals	Manage Copilot in Viva Goals.	Copilot in Viva
Copilot pay-as-you-go billing	Set up pay-as-you-go billing for Copilot and pay only for what people in your organization use.	Microsoft 365 Copilot Chat
Data security and compliance	Go to Integrated apps to choose who can use apps designed for Copilot.	Microsoft 365 Copilot
Extensions	Allow Microsoft 365 Copilot to reference web content in its chat responses.	Microsoft 365 Copilot
Improved responses with web content in Microsoft 365 Copilot	Control product trials and purchases to enable for end users in your organization.	Microsoft 365 Copilot
Microsoft 365 Copilot self-service purchases	Choose whether users have Copilot pinned to the navigation bar in Microsoft 365 and more.	Microsoft 365 Copilot Chat Microsoft 365 app Outlook Microsoft Teams

What's pay-as-you-go billing?

Organizations can pay only for the amount Copilot Chat their team uses, instead of a paying a flat license fee. This is done by connecting to an Azure subscription, created in the Azure portal. Next up: Refinements to MVP, exploring ways to educate admins about Azure subscriptions.

Search for users, groups, settings, and actions

Copilot

Home > Copilot > Copilot pay-as-you-go billing

Copilot pay-as-you-go billing

Pay-as-you-go billing is a flexible way to pay for Microsoft 365 Copilot with no upfront costs - only pay when the product is used. Select an item below to set up billing and activate the service.

Manage costs

Name	Pay-as-you-go billing	Azure subscription name
Microsoft 365 Copilot Chat	<input type="radio"/> Off	

Set up billing and turn on Copilot Chat

With pay-as-you-go billing, your organization pays only for what it uses. Once billing is set up, users can access Microsoft 365 Copilot Chat. [Learn more about <Microsoft 365 Copilot Chat>](#)

If you don't have an Azure subscription and resource group, start by creating them in the Azure portal.

Select a Azure subscription, resource group, and region. You need to be assigned an Owner or Contributor role for each.

Azure subscription

Select a subscription

Select an Azure subscription within the same tenant as this product. [Create an Azure subscription in the Azure portal](#)

Resource group

Select a resource group

Select a resource group within that Azure subscription. [Manage resource groups in the Azure portal](#)

Region

Select a region

The region you select determines where the service's metadata is stored.

Terms of service

Read [terms of service](#), [privacy statement](#), and [pricing details](#).

☐ I accept the pay-as-you-go billing terms of service.

Save