



From AI Readiness to Confidence



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AvePoint at a glance...

AvePoint is the global leader in modern **data protection**, unifying **data security**, **governance**, and **resilience** to provide a trusted foundation for AI.

Founded in
2001

AVPT
Nasdaq Listed

Global HQ:
**Jersey City,
NJ (USA)**

SGX:
AVP



25K+
Customers



14
Global Cloud
Instances



535+ PB
Managed
Customer Data



5,000
Channel
Partners

Enterprises ploughing ahead with AI deployment despite gaps in data governance and security concerns

Louise Mair | 13 June, 2024

LOHRMANN ON CYBERSECURITY

What Factors Slow Enterprise AI Implementations?

Several recent studies highlight what is happening in the public and private sectors regarding artificial intelligence initiatives, along with detailing barriers and cybersecurity challenges to address.

Mastering The Challenges Of AI: Privacy, Security And Compliance Strategies

Forbes

Funmipe "VF" Olofinlade Former Forbes Councils Member
Forbes Technology Council COUNCIL POST | Membership (Fee-Based)

[The Business Opportunity of AI \(microsoft.com\)](#)
[24 Top AI Statistics & Trends In 2024 - Forbes Advisor](#)

COMPUTERWORLD



by Matthew Finnegan
Senior Reporter

Microsoft 365 Copilot rollouts slowed by data security, ROI concerns

News Analysis

AI isn't failing - readiness and confidence are.

Common misconceptions leave many organisations stuck

1

AI doesn't create security issues, it reveals them.

AI exposes and exacerbates underlying data security and information health issues that *already existed*.

2

Just being safe & ready won't get you there.

Technology and data readiness alone don't yield ROI and transformation.

Managing risk and opportunity is a balancing act.

Streamlined operations

Enhanced Insights and Quality

Employee Engagement

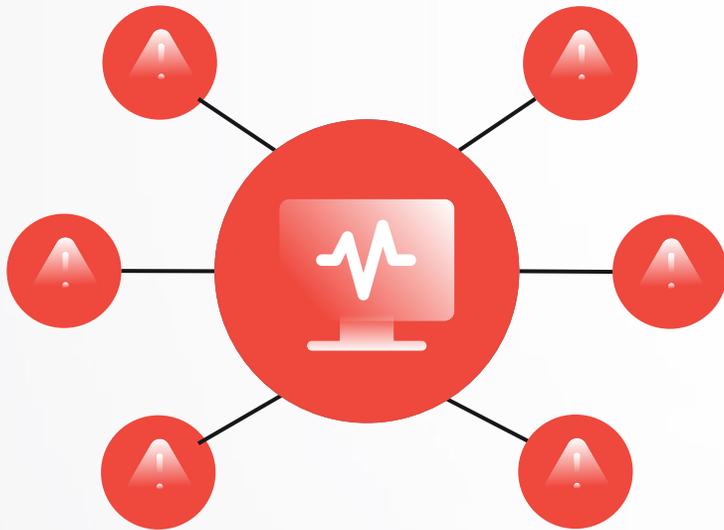
Competitive Edge



- **Data Protection** – Ensuring company-wide policies are adhered to and preventing overexposure of sensitive information
- **Poor Results and Distrust** – Preventing garbage AI responses grounded off irrelevant information
- **Unclear ROI Under Budget Pressures** - Proving the value of IT investments amidst tight budgets and rising operational costs.
- **Driving Innovation with AI** - Leveraging AI to reimagine workflows and empower teams to do more with less.



Agentic AI is a Force Multiplier of Risk



AI agents will create more endpoints with access to critical data...



...and the autonomy to make decisions and act on your behalf...

50%

...that will cut the time to exploit account exposures in half.



Agentic AI Examples within the industry



- **Axa + Shift** - Shift Technology and AXA renewed a multi-year partnership to deploy AI decisioning across claims, fraud detection, and underwriting in ~15 countries, highlighting “explainable” and “responsible” AI as part of scaling.
- **Aviva** - Aviva announced an AI summarisation tool for life underwriting that analyses and summarises GP medical reports (often 90+ pages), with underwriters reviewing summaries and making final decisions; Aviva notes extensive testing/controls and a phased rollout.
- **Zurich** - utilises Azure OpenAI Service to translate unstructured customer inputs (emails, reports, images, local language) into more efficient underwriting/risk evaluations, reducing turnaround time.





*In every one of these examples, the value comes from the agent being able to **take action**, and the risk comes from the same thing. Governance and visibility are what let you scale autonomy safely, without turning automation into amplified operational risk.*

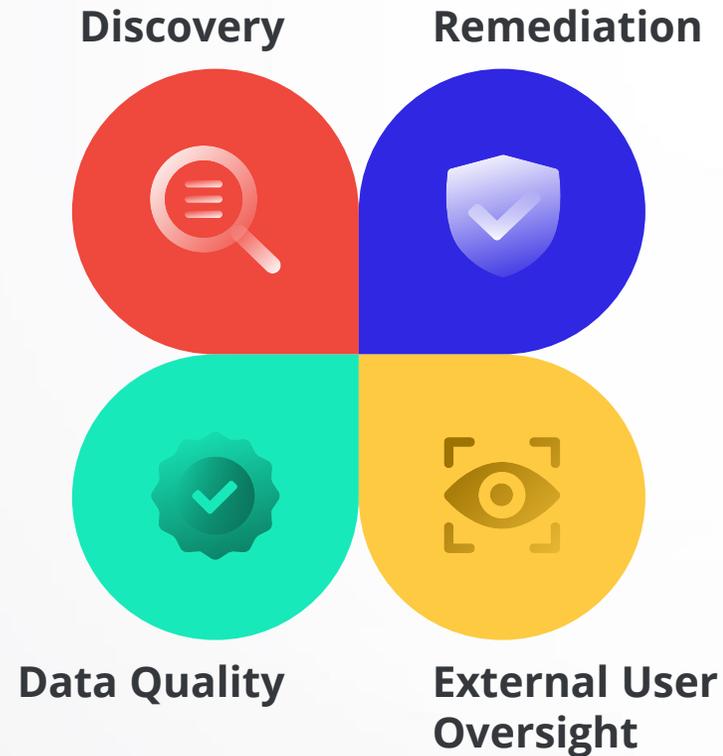


Jon Garrett
AvePoint EMEA



Your AI Readiness Journey

AI READINESS



AI CONFIDENCE

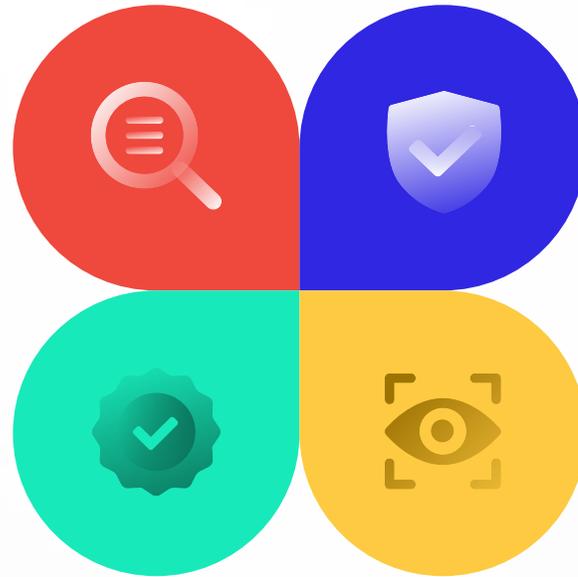


Your AI Readiness Journey

Discovery

Understand the current state of oversharing and overexposure of sensitive information.

- Confirm where you have sensitive data
- Pinpoint where that data is overexposed
- Start to build a plan for how to remediate



Remediation

Mitigate risk by proactively identifying and remediating oversharing through automation.

- Permissions cleanup
- Public sharing governance
- Sensitivity & classification alignment

Data Quality

Improve the quality of AI responses through archival or deletion of outdated data.

- Identify redundant, outdated, trivial data
- Archive or delete ROT data
- Enable self-service management for restore

External User Oversight

Enforce guest user policies, monitoring, and lifecycle management to protect your data.

- What files are overshared with external?
- Who are our external users?
- Monitor external collaboration going forward

Driving AI Confidence

Interaction Monitoring

Capture prompts, actions, and results for Microsoft 365 Copilot and custom agents.

- Inline DLP Enforcement (Microsoft + External AI)
- Risky AI interaction detection
- Shadow-AI visibility & control



Workspace Management

Drive lifecycle management using automation to enable business users to manage their data.

- Enable workspace attestation
- OneDrive assessment
- Going-forward provisioning processes

Agent Lifecycle Mgmt.

Manage development, testing, approval, connections, and retirement of agents.

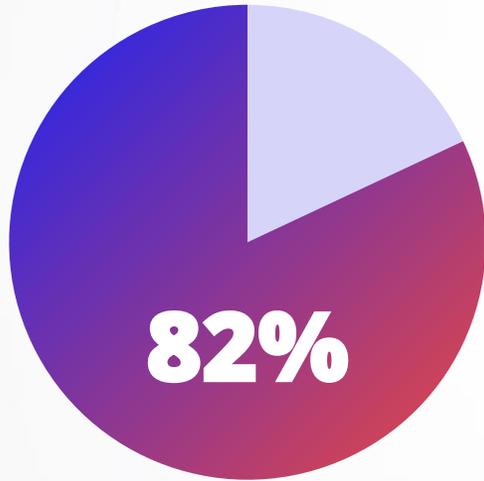
- Complete inventory of all agents
- Business purpose of every agent captured
- Innovation is balanced with risk mitigation

Measuring Adoption

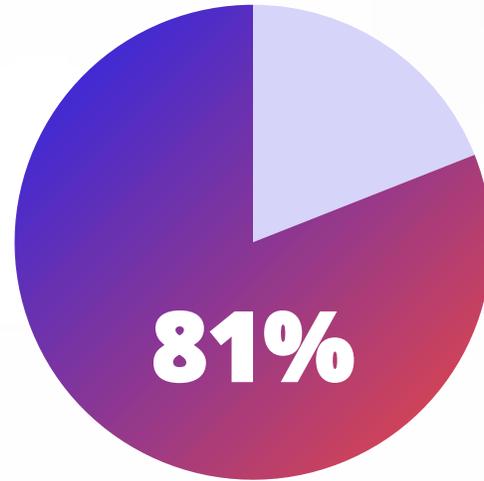
Analyse usage depth, task-completion time, and user sentiment.

- Granular visibility into adoption
- Understanding enterprise usage trends
- Benchmarking against your peers

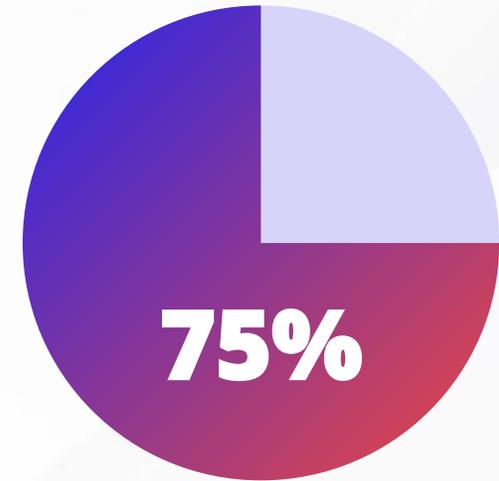
The Future of AI Governance Is Now



Leaders who believe 2025 is a pivotal year to rethink key aspects of strategy and operations



Leaders who expect AI agents to be moderately or extensively integrated into their company's strategy in the next 12 to 18 months.

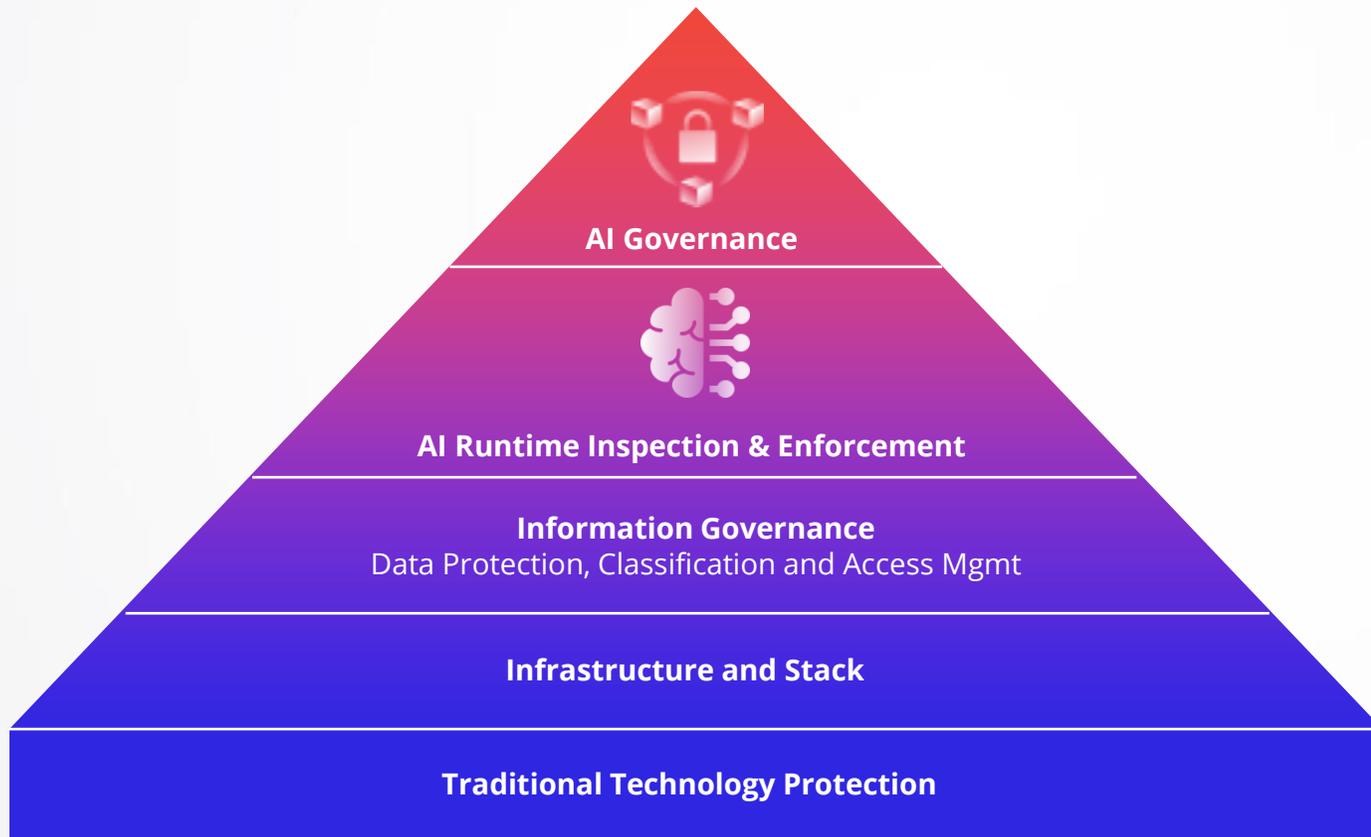


By 2026, 75% of orgs running GenAI will reprioritize data security toward unstructured data.

Source: *2025: The Year the Frontier Firm is Born*
Source: Gartner



The Industry is Taking Note... (AI) TRiSM



Gartner

FORRESTER®

IDC

OMDIA



avpt.is/trism



Most organisations and vendors have tried to address this from specific siloes — e.g., security, data protection, identity, or compliance — rather than improving information governance by bringing together the siloed groups for a consolidated view and coordinated actions.



**Market Guide for AI Trust,
Risk & Security
Management (TRiSM)**

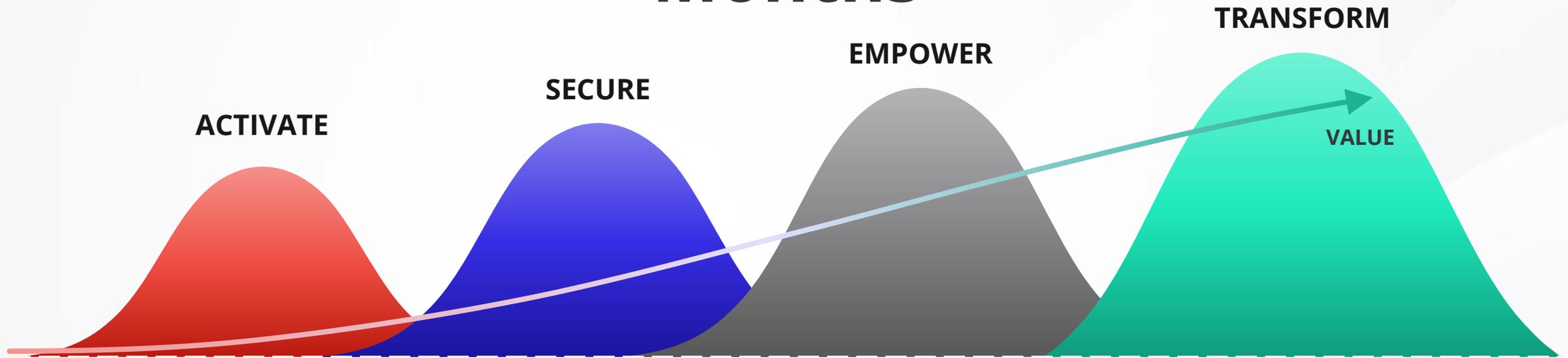
GARTNER RESEARCH



Single Framework for the Complete Digital Lifecycle



Proven Customer Success with AVPT | 2 - 4 Months



ACTIONS

- ✓ Ingest existing workspaces and prepare for future collab spaces.
- ✓ Perform data discovery and build a baseline highlighting risk
- ✓ Outline success for data remediation..

- ✓ Build policies to remediate through technology & automation
- ✓ Pilot remediation approach, confirm results, and re-design as needed
- ✓ Execute wave-based remediation efforts to ensure data is protected and controls are enforced

- ✓ Implement a self-service catalog to enable secure collaboration
- ✓ Activate a shared accountability model through change management & on-demand training
- ✓ Enable governance through automation and safe data-sharing

- ✓ Enable end-users to consume and get quick value for leveraging and adopting Copilot
- ✓ Empower data owners to manage and cleanup their workspaces
- ✓ Targeted service catalogue for end-users to meet individual Op Co policies

MEASUREMENT

Data Discovery

Data Security Remediation

Self-Service Governance

Value-Driven Adoption



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Gracias

ευχαριστώ

Danke

Grazie

Paldies

Hvala

Obrigado

Kiitos

شكراً

Tak

Ahsante

Teşekkürler

متشكراً

Salamat Po

감사합니다

Cám ơn

شكريه

Terima Kasih

Dank u Wel

Děkuji

நன்றி

Köszönöm

ありがとう
ございます

ขอขอบคุณครับ

Dziękuję

谢谢

Tack

Mulțumesc

спасибо

Merci

תודה

多謝晒

дядкую

Ďakujem

धन्यवाद