

How Microsoft 365 E7

Gives You the Tools
to Enable AI at Scale



CORE

TRANSFORMING BUSINESS
THROUGH TECHNOLOGY

Introduction

Artificial intelligence has moved beyond experimentation. Organisations are now under pressure to operationalise AI, govern it effectively, and deliver measurable business value at scale. Microsoft E7 has been designed to support this transition-not simply as another Microsoft 365 licence, but as a framework for enterprise AI operations.

However, technology alone is not enough.

As Microsoft's own messaging has evolved, the focus has shifted away from AI pilots towards enterprise-wide execution. Success depends on governance, identity, security, lifecycle management and organisational change just as much as the AI tools themselves.

This whitepaper explores why Microsoft E7 matters, where organisations often go wrong, and how businesses can use E7 as the foundation for secure, scalable AI adoption.

AI has entered a new phase

In recent years, many organisations enthusiastically embraced AI pilots. But many programmes stalled before reaching enterprise adoption.

“Many organisations successfully launched a few AI pilots but then struggled to demonstrate ROI. Without a clear business case, they found it difficult to move beyond experimentation and achieve enterprise-wide adoption.

- Eamon McGann
Client Solutions Director at Core



Microsoft E7 represents Microsoft's response to this challenge. Rather than helping organisations experiment with AI, E7 is intended to help organisations operate AI safely and consistently across the business.

The emphasis is no longer on testing AI. The emphasis is running AI.

E7 is about operating AI at scale

One of Microsoft's core messages around E7 is that AI should become an operational capability rather than a collection of disconnected tools.

Microsoft repeatedly described E7 as supporting:

- AI transformation
- Standardised governance
- Standardised security
- Standardised identity
- Enterprise AI execution

This is an important distinction. Many organisations naturally view licensing as a procurement decision. Microsoft increasingly views E7 as an operational decision.

Moving beyond AI pilots

One of the strongest themes emerging from Microsoft's messaging is organisational readiness. Not every organisation is ready for E7.

Before investing in enterprise AI, organisations should already have:

- An AI strategy
- Executive sponsorship
- Governance structures
- Security controls
- Defined business outcomes
- Experience from successful pilots

Without these foundations, scaling AI simply scales existing problems.



Why governance matters more than ever

One of the biggest challenges organisations now face is the rapid, often uncontrolled growth of AI.



The situation mirrors the rise of spreadsheets over the past two decades. Individual departments created their own Excel-based solutions to solve immediate business problems. Over time, many of those spreadsheets evolved into business-critical systems operating outside IT oversight, creating governance, security and compliance challenges.

AI agents risk following a similar trajectory. As organisations encourage experimentation, hundreds-or even thousands-of agents can be created across different teams without consistent oversight.

This can lead to:

- Agent sprawl
- Governance gaps
- Security risks
- Uncontrolled access to business data

Microsoft E7 is designed to address these challenges through capabilities such as Agent 365, providing organisations with greater visibility and control through:

- Agent discovery
- Agent observability
- Lifecycle management
- Governance
- Centralised administration

The goal is not simply to enable the creation of more AI agents, but to ensure organisations understand:

- What agents exist
- Who owns them
- What data they can access
- How they are governed throughout their lifecycle



Identity is the foundation of AI

One consistent message throughout Microsoft's E7 positioning is that AI cannot be separated from identity.

Organisations that already struggle with identity management will struggle even more when AI agents begin acting alongside employees.

Microsoft therefore positions Entra Suite as a critical component of enterprise AI.

Identity becomes the foundation for:

- Role-based access
- Zero Trust
- Privileged access
- Agent permissions
- Lifecycle management

Without mature identity management, AI introduces significant operational and security risk.

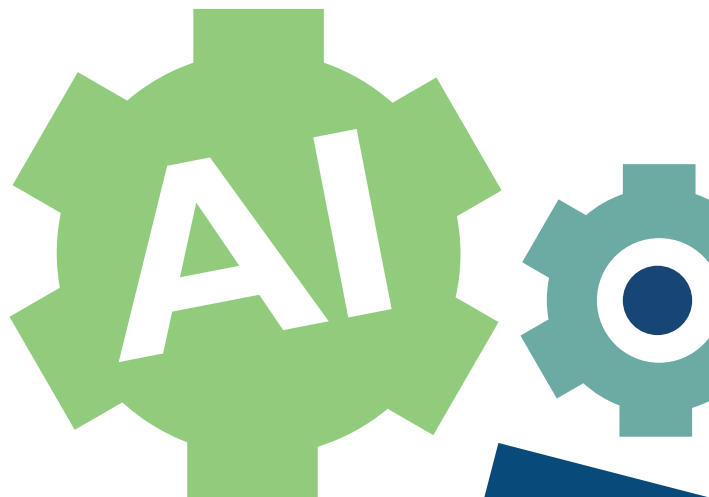
AI is not just about tools

Many organisations assume purchasing AI technology automatically creates value. It doesn't. AI success depends on changing how work is performed.

That means:

- Redesigning workflows
- Training users
- Embedding new ways of working
- Supporting adoption
- Measuring business outcomes

Technology enables transformation. People deliver it.



Think ecosystem, not licence

Another common misconception is treating E7 as a standalone solution. Instead, Microsoft increasingly positions E7 as part of a broader AI ecosystem.

That ecosystem includes:

- Microsoft Copilot
- Agent 365
- Copilot Control System
- Entra
- Microsoft Purview
- Microsoft Defender

These technologies work together to deliver:

- Security
- Identity
- Compliance
- Governance
- Operational control

Managing one without the others creates unnecessary complexity and operational risk.



Hidden costs organisations should understand

Although E7 bundles significant capability, organisations should not assume it represents the total cost of enterprise AI.

Several areas still require investment to ensure AI can be deployed securely, effectively, and at scale.

1. Identity and security remediation

Poor identity hygiene becomes highly visible once AI begins operating across an organisation.

Common issues include:

- Orphaned accounts
- Weak conditional access policies
- Poorly designed roles
- Excessive permissions



Building AI on top of weak identity and security foundations increases both risk and complexity. Organisations should ensure these core systems are robust before expanding AI adoption, as strong identity governance remains a fundamental prerequisite for secure enterprise AI.

You don't put an extension on the top of your house if the walls are crumbling underneath.

- **Eamon McGann**
Client Solutions Director at Core



2. Governance and adoption

Enterprise AI also requires investment in:

- Governance
- Change management
- User enablement
- Workflow redesign
- AI operating models



Without these, organisations often experience:

- Low adoption
- Poor ROI
- Stalled AI programmes

3. AI compute costs

E7 also does not remove every operational cost.



E7 is the management of agentic AI... It's not the running of it.

- **Eamon McGann**
Client Solutions Director at Core



Depending on how organisations deploy AI agents-particularly externally-they may still incur:

- Azure compute costs
- Copilot credits
- Agent execution costs

Understanding these operational costs is essential when building long-term AI business cases.



Turning AI into business value

Technology alone does not create measurable outcomes.

Successful organisations connect AI initiatives directly to business objectives.

This includes:

- Business value discovery
- Scenario planning
- Workflow analysis
- Governance frameworks
- Adoption programmes
- Ongoing optimisation



The organisations seeing the greatest AI success are those treating AI as an ongoing operational capability rather than a one-time deployment.

The real opportunity

Microsoft E7 should not be viewed as simply another Microsoft licence. It represents Microsoft's vision for enterprise AI operations.

Its value lies in enabling organisations to:

- Govern AI consistently
- Manage AI identities securely
- Reduce agent sprawl
- Standardise AI operations
- Scale AI safely across the enterprise

These capabilities provide the foundation for managing AI across the organisation. However, technology alone is not enough. Real success depends on combining these tools with strong governance, effective identity and security controls, a well-defined operating model, and organisational change.

Organisations that invest in these foundations will be better positioned to move confidently from AI experimentation to secure, scalable enterprise adoption.



Where Core delivers real value

This is where Core's approach becomes especially important.

Rather than treating E7 as a standalone deployment project, Core helps organisations build the operational foundations required to scale AI safely and effectively.

Identity and lifecycle management through Aurora

Core's Aurora platform helps organisations manage:

- Identity lifecycle management
- Role-based access control
- Privileged access
- Governance automation
- Zero Trust alignment

Those same principles now extend naturally into agentic AI environments. As AI agents increasingly behave like digital workers, organisations need the same governance controls they already apply to human identities.

That becomes a major differentiator.

Governance by design

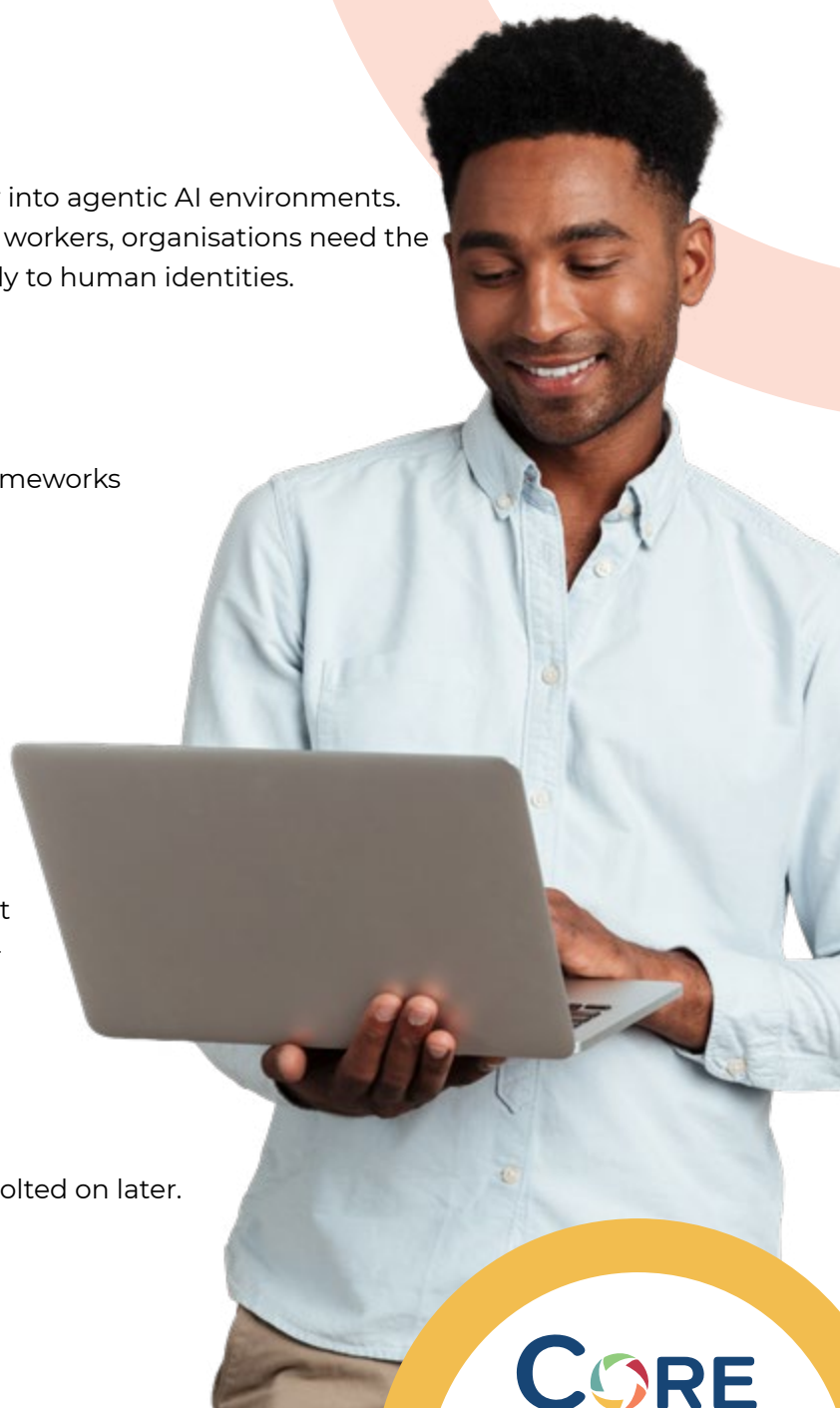
Core also brings established governance frameworks into AI adoption.

That includes:

- AI workflow discovery
- Agent discovery
- Governance modelling
- Lifecycle management
- Operational readiness

One area gaining particular traction is Agent Development Lifecycle (ADLC) governance - helping organisations manage agents from initial discovery through deployment, optimisation, and retirement.

In other words: AI governance becomes operationalised from the start rather than bolted on later.





Moving beyond AI pilots

Perhaps the biggest value Core brings is helping organisations move beyond isolated AI experiments.

Because many businesses are now stuck in the same place:

- A few successful pilots
- Some disconnected use cases
- No enterprise operating model
- Unclear ownership
- Limited ROI visibility

As one of the few Microsoft partners with the skills and capability to deliver enterprise AI transformation through E7, Core helps organisations bridge that gap. From strategy and governance through to operational rollout, adoption, and managed services, the focus is on turning AI into measurable business outcomes-not just technical capability.

AI transformation needs an operating partner

The organisations getting the most value from E7 aren't simply buying licences. They're building an AI operating model.

That requires:

- Governance
- Identity management
- Security alignment
- Workflow redesign
- Operational oversight
- Lifecycle management
- Adoption support

And that's ultimately where Core positions itself. Not simply as a deployment partner. But as an AI operating partner - helping organisations operationalise AI securely, govern it effectively, and scale it with confidence.

With E7, success isn't about turning AI on. It's about making AI work properly.

- Eamon McGann
Client Solutions Director at Core



Curious what Microsoft E7 could look like in your organisation?

[Book a demo](#) to explore how your organisation can move from isolated AI initiatives to enterprise-wide transformation.

We'll walk you through the practical steps to build the right operating model, governance, and Microsoft E7 foundation needed to deliver secure, scalable AI with measurable business outcomes.

[Book a demo](#) 🔍