

Claude vs. Copilot

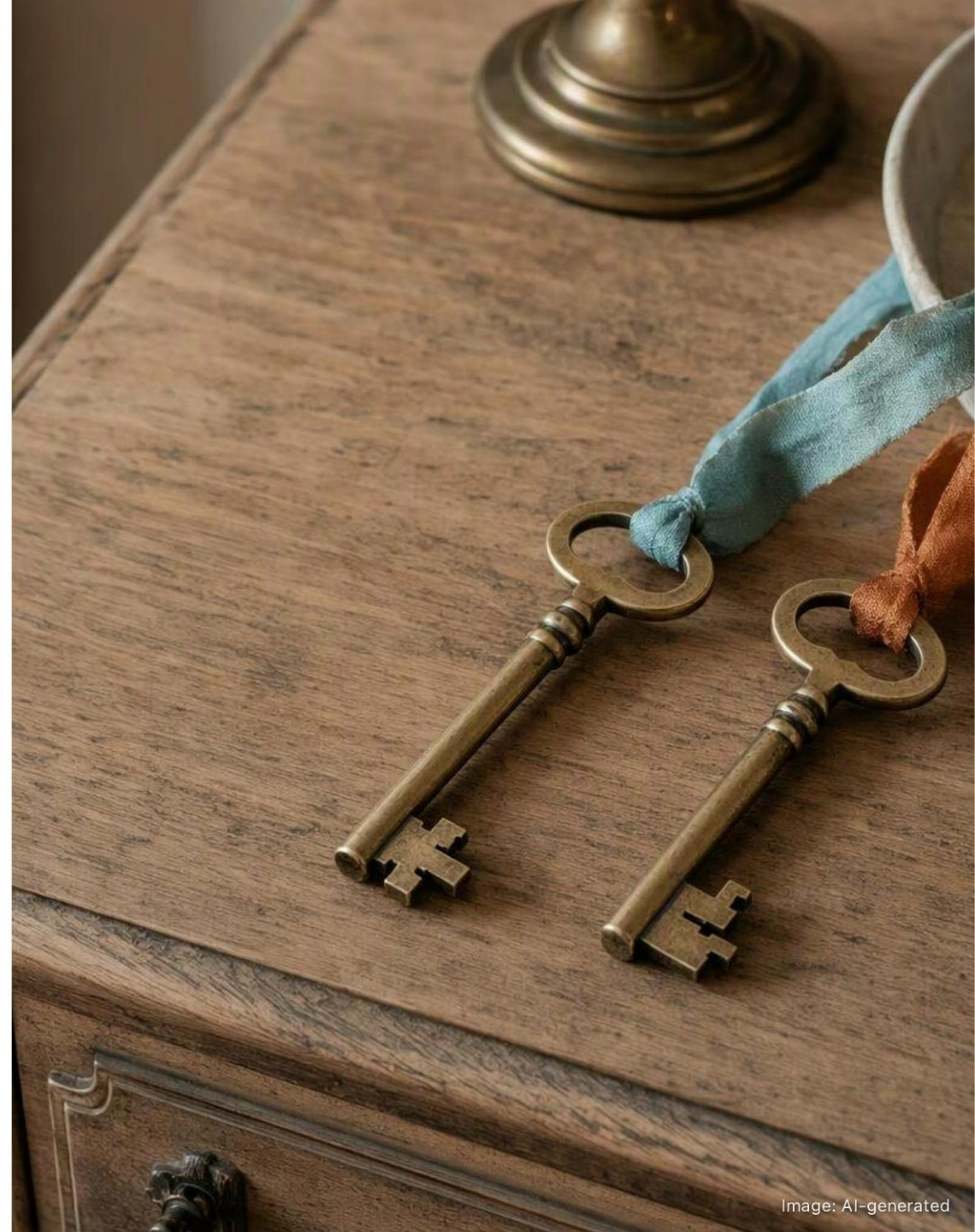
From office worker to dev

SPEAKERS

Stephan Bisser · Thomas Gölles

WHEN AND WHERE

Saturday, 24 October 2026 · 10:40 · Jupiter





Thanks to our sponsors!



Diamond

advantive



Gold



sopra  steria



Silver



Alistar¹



SharePint
ShareGate

Community
Lunch



runoevents



Organized by





Microsoft 365 and AI

Save **€300** with the
code **CDBrussels**

Microsoft 365 | AI | Security
Agents | Governance |
Modern Work and more

30 NOVEMBER - 03 DECEMBER 2026

Amsterdam**26**

Europe's premium Microsoft 365 and AI conference

120+ expert-led sessions



www.espc.tech

ECS 2027

31 MAY - 2 JUNE 2027 | DUSSELDORF | GERMANY

SEVEN FOCUS TOPICS

Microsoft 365 & Copilot

Core AI

Data

BizApps

Security

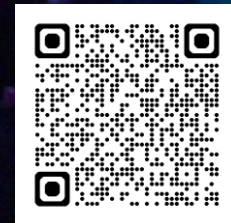
Development

Infrastructure

Europe's largest and leading Microsoft Business and Technology event. Reimagined.

<https://ecs.events>

Use code CDBE26 for a 15% discount



HI!

We're Stephan and Thomy.



Stephan Bisser

@stephanbisser
bisser.io



Thomas Gölles

@thomyg
thomygoelles.com



OUR FOURTH TIME HERE

Every year in Belgium, we told you one story about AI.

2023

AI in Microsoft 365: state of the nation

2024

Build your own custom Copilot

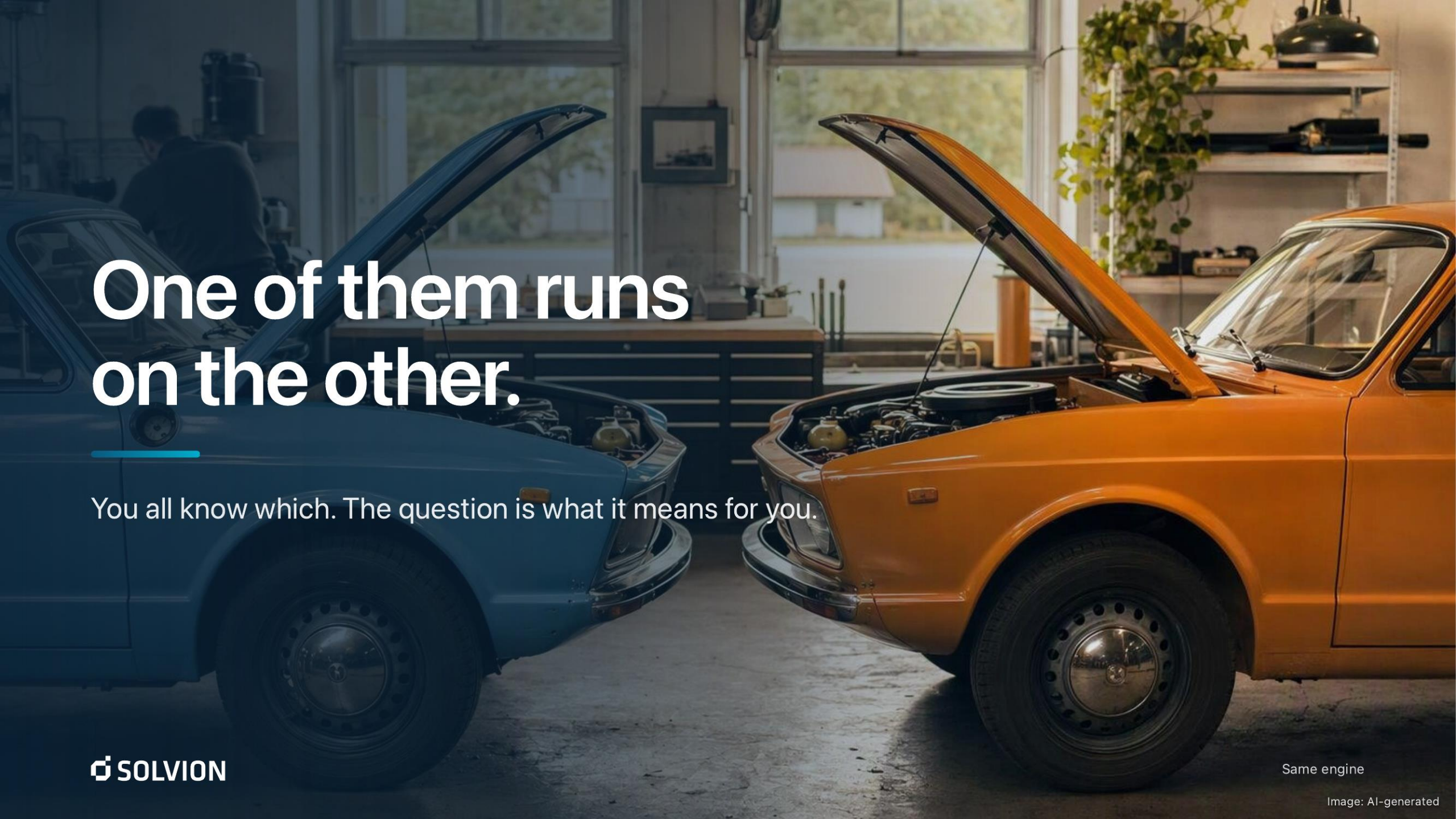
2025

Copilot agents, extensions and plugins demystified

2026

Claude vs. Copilot

Three years, one family: Copilot. This year there are two.

A photograph of a blue classic car and an orange classic car parked side-by-side in a garage. Both cars have their hoods open, revealing their engines. The blue car is on the left, and the orange car is on the right. In the background, there are shelves with tools, a potted plant, and a person working on another car. The text "One of them runs on the other." is overlaid on the left side of the image.

One of them runs on the other.

You all know which. The question is what it means for you.

"Copilot Cowork ... built by integrating the technology that powers Anthropic's Claude Cowork directly into Microsoft 365 Copilot."

Microsoft announcement of Copilot Cowork, Wave 3, when it was still called Microsoft 365 Copilot. GA on 16 June 2026.

Microsoft Copilot vs. Claude

● MICROSOFT COPILOT

Works where the work already is.

- In place in Word, Excel, PowerPoint, Outlook, Teams
- Grounded in your mail, chats and files (Work IQ), under existing permissions
- Stale content stays stale
- Free Copilot Chat is not the licensed product

● CLAUDE

Works across whatever you throw at it.

- Research across web and connected sources, with citations
- Artifacts, Docs and Slides you can keep editing
- Microsoft 365 needs admin consent in Entra
- No OneNote; write actions only if admins allow

REMEMBER ANNA FROM LAST YEAR?

Last year Anna sent us a long email. This year it's one line.



From Anna De Smet, IT Project Manager

Subject Quick question

Half of my people use Copilot, the other half secretly use Claude. Which one should we bet on?

Fictional persona. Adventure Works is a Microsoft sample company.



Collabdays Belgium Speaker Cheat Sheet



Just now

Find our Collabdays Belgium session material – the deck and the storyline in Stephan's OneDrive and our recent mails about it. Create a one-page speaker cheat sheet in Word: timing per block, who presents what, the three key lines. Then draft a short email to Stephan with the cheat sheet attached. Don't send anything without asking me.

Working on it

- Searching files for "Cowork Autopilot"
- ✓ Reading the storyline
- Thinking... >

Show more

Digging a little deeper

Workspace

Steps

0 / 3

- Finding the Collabdays Belgium deck, storyline and mails
- Building the one-page speaker cheat sheet
- Drafting the email to Stephan (not sent)

Plugins

- SharePoint
- Outlook
- Work IQ

Working on it. What's next?



Auto Medium



Copilot Cowork vs. Claude Cowork

	● Copilot Cowork	● Claude Cowork
CONTEXT	Work IQ (your mail, chats, files), plugins	Projects, connectors, local and cloud files
RUNS WHERE	Microsoft-managed cloud, keeps running with the laptop closed	Anthropic cloud sessions (beta), plus desktop for local files and browser
COST	Copilot licence plus Copilot Credits, metered per task	Claude plan with usage limits, or seat plus usage

GitHub Copilot vs. Claude Code

● GITHUB COPILOT

~~"It just completes lines."~~

Agent mode in the IDE, a CLI, cloud agents that open pull requests, code review. Multi-model, Claude included.

● CLAUDE CODE

~~"It's a terminal thing."~~

Terminal, VS Code, JetBrains, desktop and web. With skills, MCP servers (plug-ins to other systems) and sub-agents (helpers it hands work to).

Not a developer? This is where your apps, flows and integrations get built. It decides how fast your requests get done.

Twist number two: inside GitHub Copilot, you can assign an issue to Claude. GitHub bills it as Actions minutes and AI credits.

A WARNING FROM THE MODEL PICKER

Models are perishable.

Two changelogs in October: one Claude model deprecated in GitHub Copilot, three more models retiring on 16 November.

For everyone: the model under your Copilot changes without asking you.

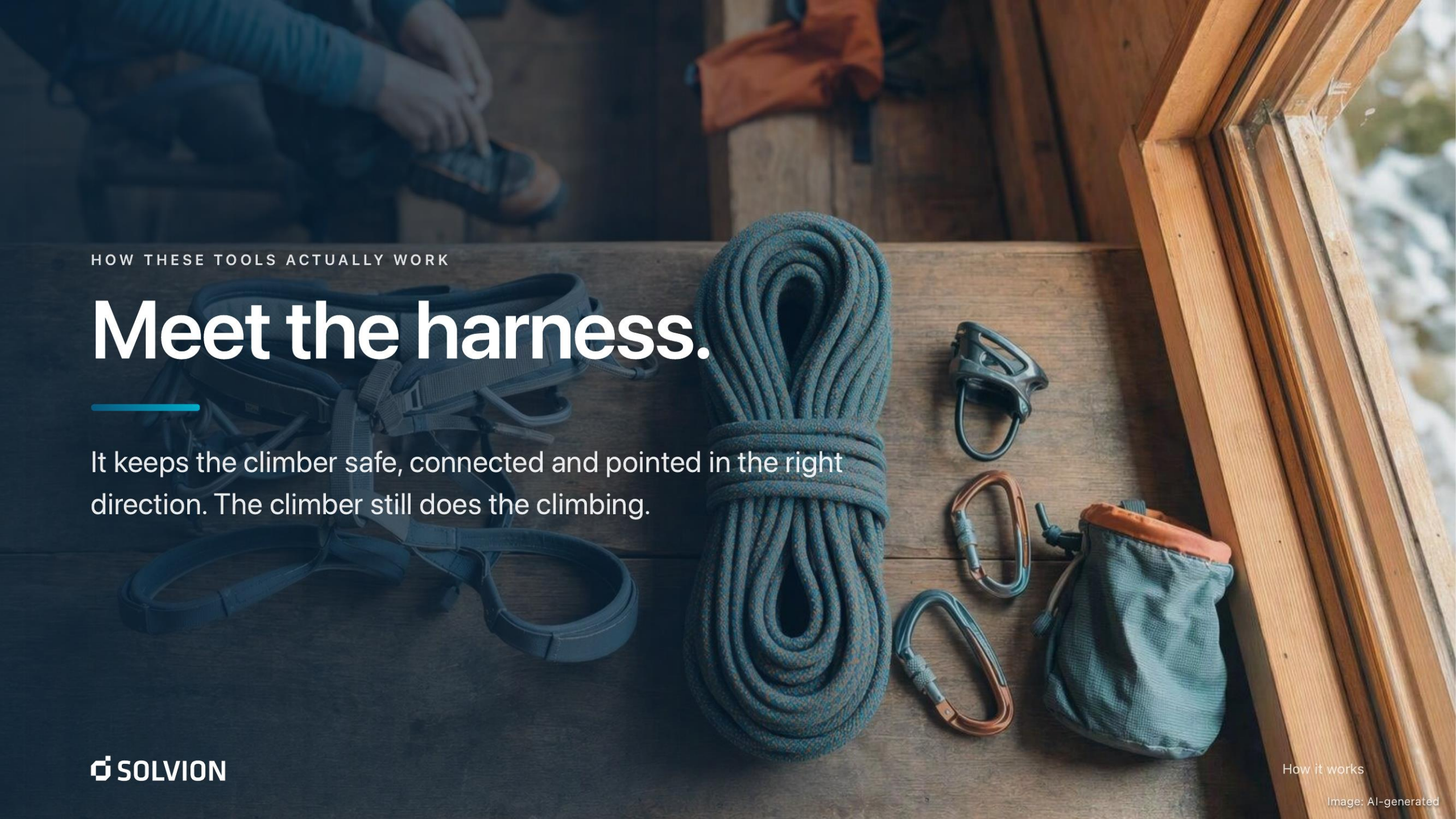
Pin the task, not the model.



Same agentic ancestry. Different neighbourhoods, different keys.

	Copilot Cowork	Claude Cowork
MODEL changes every few months	Anthropic Opus and Sonnet, GPT for early-access tenants	Claude Opus, Sonnet, Haiku
HARNESS the app around the model	Claude Cowork technology inside Microsoft's service	Claude agent harness
GROUNDING where context comes from	Your mail, chats and files (Work IQ), natively	Connectors, incl. a delegated Microsoft 365 connector
TRUST AND BILLING where it runs, who pays	Your Microsoft 365 tenant, Purview, Copilot Credits	Anthropic cloud or desktop, Claude admin controls, seats plus usage

So it's not Claude vs. Copilot. It's harness vs. harness.

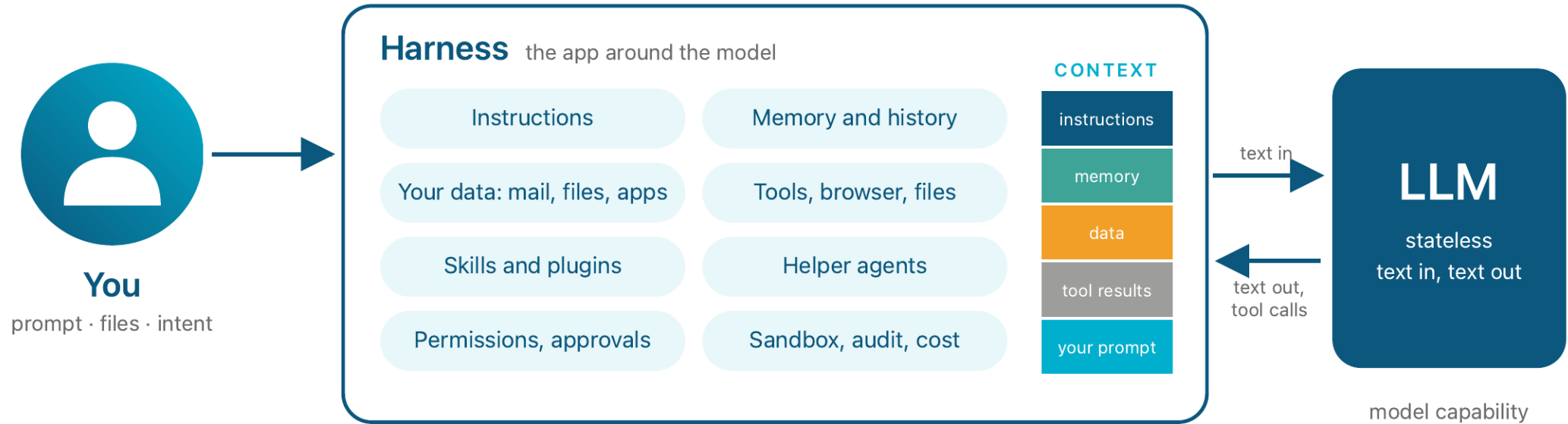
A collection of climbing equipment is laid out on a wooden surface. On the left is a black climbing harness. In the center is a large coil of blue and green braided rope. To the right of the rope are three carabiners (two orange, one black) and a small green drawstring bag. In the background, a person's legs and feet are visible, suggesting a climbing environment. A window on the right side shows a snowy outdoor scene.

HOW THESE TOOLS ACTUALLY WORK

Meet the harness.

It keeps the climber safe, connected and pointed in the right direction. The climber still does the climbing.

You think you talk to the model. You talk to a harness.



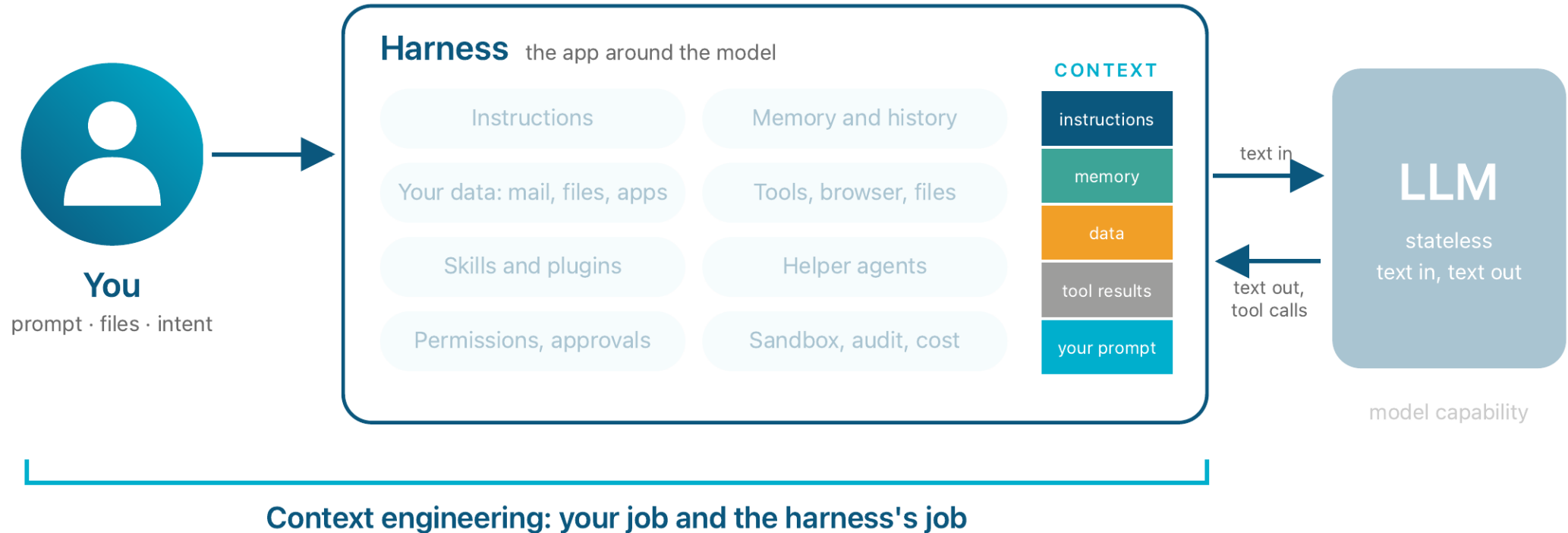


LLMS ARE STATELESS

Every LLM is a goldfish.

Brilliant for one call. Then it forgets everything.

The model only knows what lands in the context window.



A QUESTION WE START EVERY AI CONVERSATION WITH

Whose knowledge belongs in the context?

READING 1 · ORIGIN

**Which head, which document,
which system does it come from?**

An agent is only as good as the context it gets. That knowledge sits with people, in documents and in systems like ERP and CRM.

READING 2 · OWNERSHIP

Who owns it, and who may release it?

Who keeps it current, decides on access, is liable when it's wrong? For system knowledge that's the system owner, not whoever built the agent.

Answer only the first reading, and you build agents that know a lot and belong to no one.

DEMO 1 · READING 1, LIVE

A normal day with Claude Code.

TODAY'S TASK, ONE LINE

Turn Anna's launch files into a one-page status page for the steering committee.

WHERE THE REST OF THE CONTEXT COMES FROM

A rules file: what I'd otherwise repeat every time

Skills: our design and writing rules, loaded when needed

Memory: what it noted about me last week

Not a developer? No code needed for this. Rules and skills work the same way in the Claude desktop app.





[Redacted Name]

Chat Shared Notes Recap Storyline +



[Redacted Name]

was sagst dazu? könnt so a einstiegspaket sein 📄

10/9 ...

[Redacted Name]

Yesterday 20:46



Und natürlich wär a Fancy Tool geil 🎉

Yesterday 21:01

[Redacted Name]

10/23/26 20:46

Und natürlich wär a Fancy Tool geil 🎉



On it

[Redacted Name]

Yesterday 21:13



Lol hab ich ja eh gewusst.

Today

00:07





[Redacted Name]

Chat Shared Notes Recap Storyline +



[Redacted Name]

was sagst dazu? könnt so a einstiegspaket sein 📄

10/9 ...



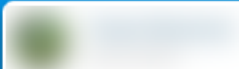
Last read



GEIL.

07:44 Translate

schaut am Handy auch echt cool aus. Mussma am PC anschauen wir ich da jetzt no Themen reinbring.



Sprint-Ziel

Wer macht was

Spielregeln

Verlauf

Sprints



Sprint

Sprint Q4/27 (aktuell)



STRATEGIE-SPRINT · 3 MONATE

Sprint Q4/27

Who dares wins.

Sprint bearbeiten



W1

W2

W3

W4

W5

W6

W7

W8

W9

W10

W11

W12

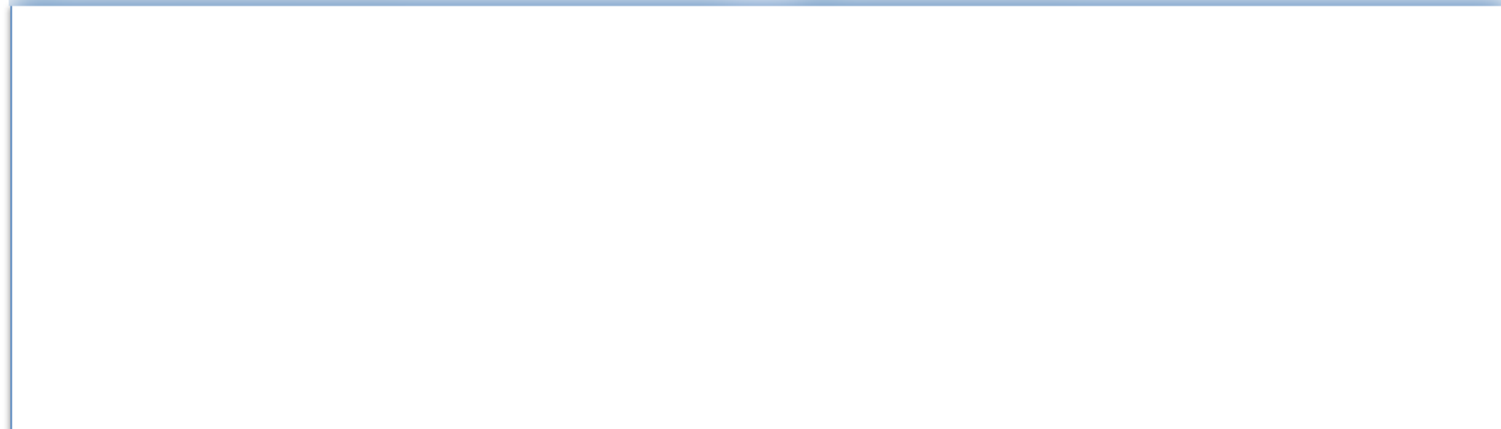
W13

W14

22. Oktober 2026

Woche 1 von 14 · noch 95 Tage

27. Jänner 2027



Solvion



Engage



PowerA...



SharePoint



To Do



Teams



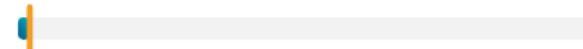
Sprint Q4/27 (aktuell)



STRATEGIE-SPRINT · 3 MONATE

Sprint Q4/27

Who dares wins.

[Sprint bearbeiten](#)

Woche 1 von 14 · noch 95 Tage

22. Oktober 2026

27. Jänner 2027



Sprint-Ziel

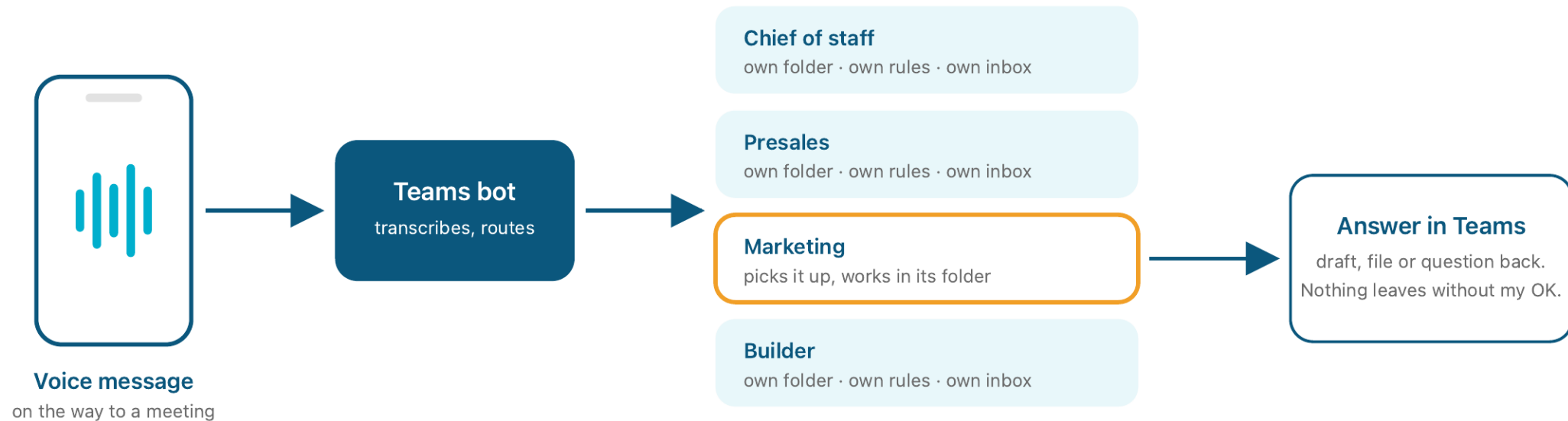
Wer macht
was

Spielregeln

Verlauf

Sprints

A fleet of agents and one voice message.



Guard rails: each agent can only write to its own folder, and nothing goes out without my OK.

Each agent knows only its own folder. In Microsoft 365 terms: one agent per team, with its own SharePoint site as its knowledge.

1637, AND 2026

Cogito, ergo sum.

Descartes' one sentence he could not doubt. Ours for 2026: **Cogito, ergo build.** When building costs almost nothing, clear thinking becomes the bottleneck.



For Copilot, Microsoft 365 is the harness.

● COPILOT

Inherits your tenant.

Permissions, sensitivity labels and Purview come with every answer

Work IQ grounding under the user's own access

● CLAUDE

Brings its own harness.

Team and Enterprise: your data isn't used to train models. On personal plans it depends on the user's setting. Sign-in and user groups from Entra.

The Microsoft 365 connector sees what the user sees. It can't be limited to selected sites.

EU processing: the Claude API offers only "global" or "us". Claude also runs on AWS, Google and Microsoft Foundry; check the EU regions there.

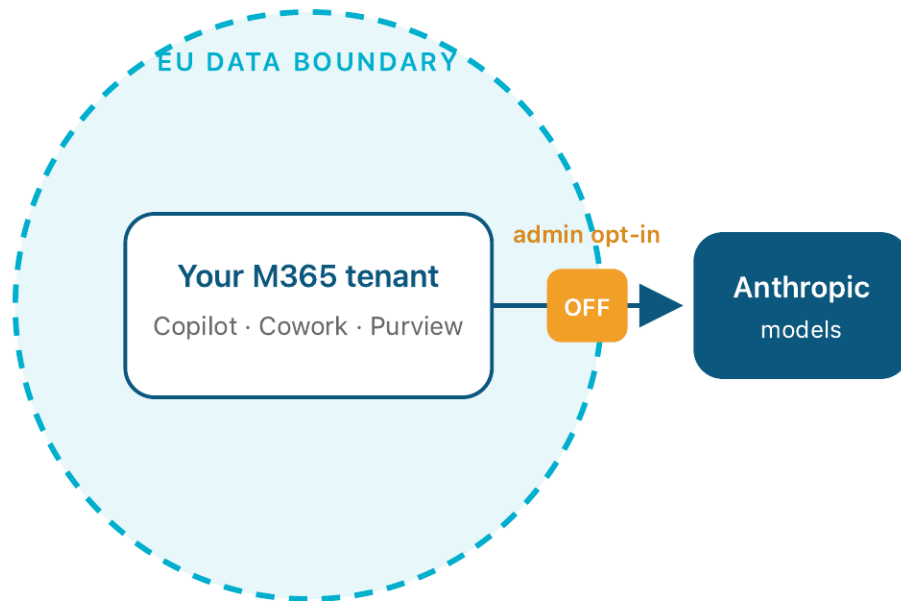
Not an admin? Copilot sees what you see. Claude sees it only after your admin connects it.

That harness comes with four bills: licences, a meter, data protection and an integration stack.

WE'RE IN BELGIUM, SO

The Belgian question: where does my data go?

Anthropic models in Copilot sit outside the EU Data Boundary.



WHAT MICROSOFT SAYS

Off by default in the EU, EFTA and the UK.

Anthropic runs under Microsoft's contract, as a subprocessor. Careful: the separate switch "with Data Retention" makes Anthropic an independent processor.

HOW TO SWITCH IT ON

Admin center > Copilot > Settings > AI providers > Anthropic. Needs an AI or Global Administrator.

For users: if your admin hasn't decided, Anthropic-powered features may be missing for you.

"Copilot Cowork is the safe EU option" is only true after an admin opts in and documents the transfer.

WHAT IT COSTS

Every agent now has a meter running.

WHAT IT COSTS

A seat price, plus a meter.

	Fixed	Variable
 MICROSOFT COPILOT	\$30 per user and month	Cowork in Copilot Credits, \$0.01 each, pay as you go
 GITHUB COPILOT	Business \$19, Enterprise \$39 per seat	AI credits per model and token
 CLAUDE	Pro \$20, Max \$100 or \$200 for individuals, Team from \$25 per seat	Usage limits per plan; Enterprise seat plus API rates

Microsoft says Cowork is 30 to 40% cheaper per prompt, against Claude at API rates, not seat prices. Run your own test.

The hard part is the integration stack.

01

Getting in

Connectors, Power Platform flows, APIs. Every system an agent reads needs a way in.

02

Getting permission

Entra consent, permissions, labels. Fix oversharing before any agent connects.

03

Keeping it running

An owner, monitoring, spending limits. Someone has to carry it after the pilot.

In our projects, agents stall here. Not at the model.

SO WHAT DO WE TELL ANNA?

Anna, don't bet on one. Choose per workflow.

THE JOB

Summarise today's mail, chats and meetings

Turn a meeting into an action list

Follow up across Outlook, Teams and calendar

Research and build across web, files and non-Microsoft tools

Automate an approval process in Microsoft 365

Keep pull requests flowing from GitHub issues

Deep multi-file work with your own skills and tools

Regulated rollout in the EU

TRY FIRST

● Microsoft Copilot

● Microsoft Copilot in Teams

● Copilot Cowork

● Claude

● Copilot Studio, Power Platform

● GitHub Copilot

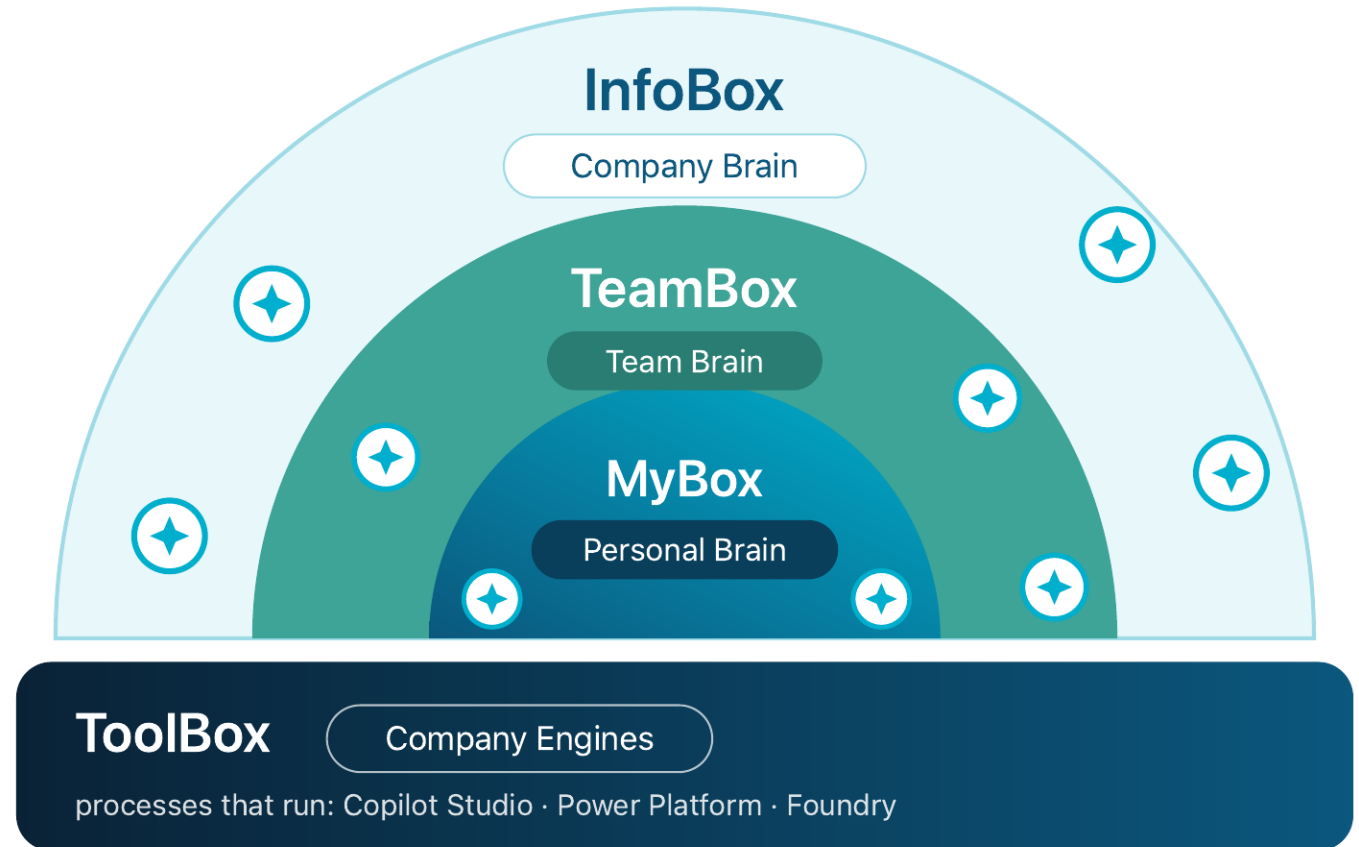
● Claude Code

Neither by default. Data protection impact assessment first.

The boxes. Since 2012.

Still the right order for work. **And the answer to reading two: mine, ours, the company's.**

Every white dot is an agent. They live in every box, not in a separate AI tool.



IF YOU REMEMBER ONE THING

Don't pick a logo. Pick where your work lives.

FOR MONDAY · STAYS UP DURING Q&A

Your Monday checklist.

IF YOU'RE THE ADMIN

1. Find the shadow use (Defender for Cloud Apps, Purview's AI data-security view) and mark unmanaged AI apps as unsanctioned
2. Move Claude users to a business plan with single sign-on
3. Decide on the Anthropic switch in Copilot, and document it
4. Scope the Microsoft 365 connector consent for Claude
5. Set spending limits before you enable Cowork
6. Fix oversharing before any agent connects

IF YOU'RE NOT

1. Ask your admin: is the Anthropic switch on, and who documented it?
2. Ask: which AI tools are we allowed to use with which data?
3. Pick one workflow from the table and try both tools on it

Questions? Ask us now, or find us later today at the SharePint.

Please rate
this session 



THANK YOU, BELGIUM

Thank you. Rate us, then come and argue with us.

Ignite is 17 to 20 November. Some of today's product names will change by then. Which ones? We don't know either.

Stephan Bisser

@stephanbisser · bisser.io

Thomas Göllés

@thomyg · thomygoelles.com

Rate this session in the CollabDays app

