

What happens when AI joins the project team?

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Consulting delivery is being rebuilt right now.

Not the advice or value, but the way the advice gets produced. Somebody is already quoting your client a faster version of the same pre-study, with the same rigour, at a lower price.

Whoever moves first sets what a project is worth. Everyone else negotiates against their number.

The economics of the work changed.

280×

cheaper to run the AI reasoning
behind that work in two years

>25%

faster through the same
consulting task list

>40%

higher quality, scored by
human graders

Price: Stanford HAI AI Index using Epoch AI data, November 2022 to October 2024.

Performance: Dell'Acqua, Lakhani and others, Harvard Digital Data Design Institute with Boston Consulting Group, 2023, on 758 consultants and 2023 models.

Your clients are about to ask three new questions.

- 01 What did you automate on this engagement, and what did it save me?

- 02 Who checked the output before it reached my board?

- 03 Your firm got faster this year. Why is my fee the same?

AI works across the whole assignment.

	AI CARRIES	YOU OWN
PREPARE	Research and reads the context	What matters
INTERVIEW	Transcribes, synthesizes and flags contradictions	The room
ANALYSE	Reasons, and tracks evidence and sources	What is good enough
RECOMMEND	Drafts and weighs the options	The call
PRESENT	Preps slides, questions and follow-up	The pushback

Hand over the grunt work. Keep the judgement and the accountability.

What actually changes.

TASK	TODAY	WITH AGENTS
14 interview transcripts	A few actually read and analysed	All fourteen, themed, with contradictions flagged
Market research and benchmarks	Whatever you can put together in two days	Sourced set, method checked, weak ones dropped
Steering group slides	Assembled by hand the night before	Drafted from the evidence. You edit the argument
Between projects	Silence until the next tender	Insights and methods folded into central repo

When the delivery model changes, the business model changes with it.

THE DELIVERY TEAM

Smaller team. More capacity.

- **From a pyramid to a lead and a fleet of agents.** Fewer people doing the assembly work.
- **Capabilities compound.** The prompts, methods and agents improve from one delivery to the next.

THE COMMERCIAL MODEL

Price the outcome, then keep earning.

- **Compressed timelines change the unit you sell.** Price the answer, not the hours.
- **IP compounds across deliveries.** Turn the method into a reusable advantage.
- **Retainers keep the work moving.** Ongoing evidence, benchmarks and advisory after the pack lands.

Move now. Your career will thank you.

Clients will expect it

They are running their own pilots. Soon they will ask what you changed in the delivery.

Senior time gets more valuable

Less of a senior's week spent on work that never needed senior judgement.

Someone is learning faster

Maybe not a competitor you watch. A smaller AI-native firm with less to unlearn.

Learning curves change

Reading, drafting and being corrected built judgement. If the machine takes that work, juniors need a new way to learn it.

Choose by the job.

- ChatGPT
- Codex
- Claude Code
- GitHub Copilot
- Microsoft 365 Copilot
- Cowork
- Scout
- Copilot CLI

Context — Instructions — Tools — Action — Human review

Help now

Microsoft 365 Copilot

Summarise the steering meeting. Draft the client follow-up.

Task with clear outcome

Cowork

Review fourteen interviews and draft the first steering pack, while I do something else.

Continuous work

Scout

Watch the engagement for new evidence, rerun the checks, and tell me when the risk changes.

Build my own toolbox

Copilot CLI

A repeatable opportunity hunter, on our own data, with specialist agents underneath.

WHAT THIS BECAME IN MY OWN ROLE

Five working systems. No software roadmap.

All started with a real problem in my own role.

Partner Cockpit

One view of partner priorities, commitments and opportunities.

Matchmaking

Connects seller demand with the right partner capability.

Executive Assistant

Prioritises meetings and inbox work, then prepares the follow-up.

Opportunity Hunter

Finds relevant opportunities and recommends likely partner fit.

Signal

Monitors market signals and turns them into content or action.

Chat

Cowork

+ New chat

Search

Library

Agents

PINNED

Researcher

Analyst

Project assistant

Summarise the steering meeting and draft the client follow-up.

Copilot

Three decisions. Two open actions.

The steering group agreed to test one shared service model. Finance will confirm the baseline, and the market leads will review the two local exceptions before Friday.

Draft follow-up

Thank you for today's steering meeting. We agreed to move forward with the shared-model option, subject to...

+ Message Copilot



Chat

Cowork

+ New task

My tasks

Automations

Customize

TASKS

Prepare the first steering pack

Summarise yesterday's meetings

Refresh market benchmarks

Working

Prepare the first steering pack

Review fourteen interviews, compare leadership with operations, and draft three options with a recommendation.

- ✓ **Interview evidence gathered**
14 transcripts reviewed and linked to sources
- **Comparing perspectives**
Leadership and operational themes in progress
- **Build the steering pack**
Waiting for the comparison

I need your decision before I continue

Two markets cannot use the standard operating model. Should I document exceptions or revise the recommendation?

Workspace

×

Steps

2 / 3

- ✓ Review fourteen interviews
- **Compare leadership and operations**
- Draft three options and recommendation

Output

2 files

- ✕ Service_model_evidence.xlsx
- P Steering_pack_first_draft.pptx

Skills & Plugins

2 active

- Excel
- PowerPoint

Tools

4 connected

- SharePoint
- People
- Web Search
- Work IQ

Let's apply it.

Client: Nordic Industrial Group

Project: Should the group run one service organisation instead of four?

SCOPE 14 interviews, 41 long documents

CLOCK Six weeks

GATE Steering group, 18 September

DELIVER Evidence, options, one recommendation

illustrative case

A pre-study you
have all run.

New task

Tasks

Heartbeat

Automations

Agents

Skills

PROJECTS

Nordic Industry Group

14 interviews complete

Nordvik cost to serve

Waiting for client data

NORDIC INDUSTRY GROUP · PRE-STUDY SYNTHESIS

Should the group run one service organisation instead of four?

14 interviews · 41 documents · 18 Sep steering group

Scout09:47

I found a conflict I cannot resolve on my own.

Leadership

One global organisation

Operations

Agrees on direction, two local constraints

Market

Shared model supported by five peers

Challenge

Standard model fails in Norway and Germany

What would you like to do?

Johan09:48

Go with one shared operating model, two documented exception paths, and a twelve-month review. Norway and Germany keep the exceptions until the shared model is proven there too.

Scout09:49

Decision added to the project record.

Scout09:49

Assembling the steering pack: evidence map, three options, your recommendation, source trail.

Scout09:49

Nordic Industry Group steering pack

Ready for review

Executive summary	Evidence map	Three options
Recommendation	Implementation risks	Source trail

14 interviews · 7 external sources · 1 human decision · 0 unsourced claims

Not sent. Not published. Ready for your review.

+ Describe the work you want Scout to own

Project context

High reasoning

Send

Workspace

STEPS

Evidence agent

DONE

Pattern agent

DONE

Market agent

DONE

Challenge agent

RESOLVED

Pack builder

DONE

ARTIFACTS

Nordic Industry Group steering pack

ready for review

The next jump is from personal Autopilot to project agent.

PERSONAL SCOUT

Works for one consultant

Understands your context, watches your work and keeps your commitments moving, under your own permissions.



PUBLISHED PROJECT AGENT

Works for the engagement

Separately published and governed in Teams or another collaboration channel. Serves the project, not one inbox.

What you just watched was personal Scout, running on Johan's own permissions. A shared project role is a different, separately published and governed agent.

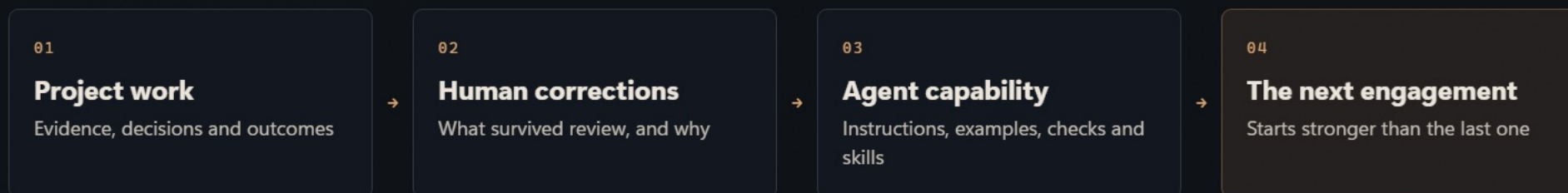
The consultant still owns the recommendation.

Context	What this client can absorb, and what the board will not hear this quarter.
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Quality	Which evidence is good enough to carry the firm's name.
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The call	The recommendation itself, plus the risk of being wrong in front of the steering group.
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Your methodology can run.



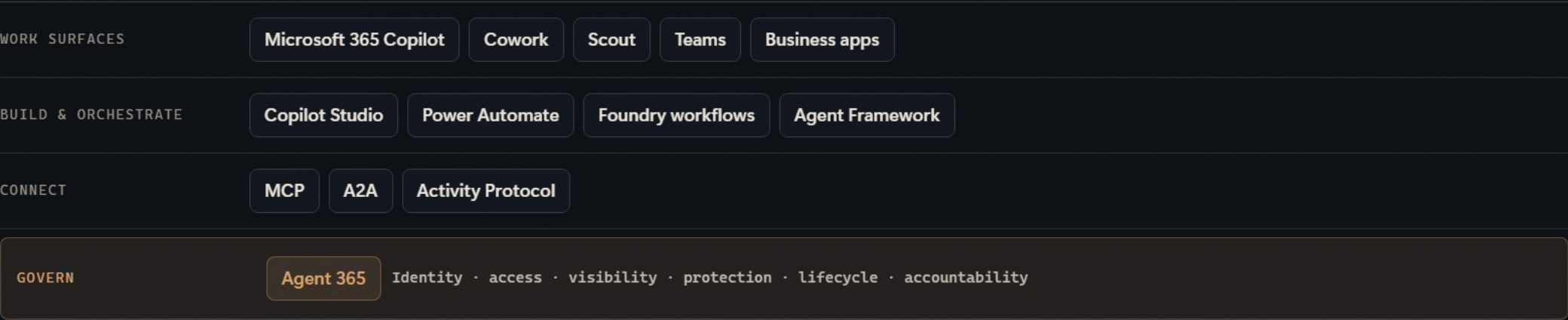
This is how AI-driven delivery becomes a competitive advantage: every reviewed engagement improves the next.

The next bottleneck is coordination.



More agents create an estate. Orchestration makes the estate work as one system.

Multiple ways to orchestrate. One control plane.



Several ways to build. Standard ways to connect. One control plane.

KPMG is already building the foundations.

Jun 2025

PLATFORM

Workbench launched as a multi-agent platform built on Azure AI Foundry.

Jun 2026

WORK SURFACE

Microsoft 365 Copilot deployed across more than **276,000** people.

Jun 2026

GOVERNANCE

Agent 365 adopted to deploy, monitor and secure agents.

A work surface, a platform to build on, and governance across the estate.

The pieces from the previous slide, already in place here.

KPMG Workbench launch, 25 June 2025. KPMG and Microsoft joint announcement, 9 June 2026.
Both public.



MICROSOFT TEAMS

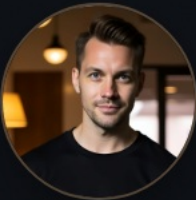
now

Nordic Industry Group project agent

New interview added. Rollout risk moved to high.
Recommendation unchanged. Pack updated for review.

Your IP used to sit in slides. Now it can run.

Pick one role or workflow to test next week. What should it learn each time the team corrects it?



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Connect and tell me the role

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SCAN TO CONNECT
LinkedIn first