



Anyone can build AI agents.

The real advantage comes
from managing them as a
workforce.

*Welcome to the hybrid
organization.*

From Copilots to a Hybrid organization

Most organizations are starting their AI journey with Microsoft Copilots enhancing individual productivity across tools like Microsoft 365 and Dynamics. This creates a strong foundation for what comes next.

By building on this, organizations can introduce AI agents that go beyond assistance — executing processes, collaborating across systems, and operating alongside teams.

With HiveAI, this evolves into a hybrid organization where people, AI, and business systems work together seamlessly.



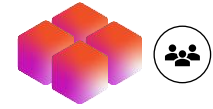
AI Assistants

- Assist individuals
- Embedded in M365 / Dynamics
- Improve personal productivity



AI Agents

- Execute tasks autonomously
- Work across systems
- Handle end-to-end workflows



Hybrid organization

- Digital workforce of agents
- Orchestrated across business processes
- People + AI working seamlessly



HiveAI™ JOURNEY



Browse more
about HiveAI on
our website

Read more



WHAT IS IT

Build and manage your digital workforce of tomorrow

With HiveAI, you can manage your own digital workforce of autonomous AI agents working alongside your people and connected directly to your business systems and data. These agents execute tasks, automate workflows across systems, and collaborate autonomously within defined guardrails so your people can focus on what matters.

VALUE

The value of HiveAI

- Scale your business without scaling headcount
- Free up people for higher-value work
- Automate end-to-end business processes
- Maximize value from your Microsoft stack
- Stay in control with enterprise-grade governance and security
- Move quickly from experimentation to measurable business impact

HOW IT WORKS WITH MICROSOFT

We build on what you already have

HiveAI delivers the HiveAI platform and production-ready AI agents into your Microsoft environment in two ways:



Azure

HiveAI is built on Azure and makes enterprise data actionable through production-ready AI agents.



Dynamics 365

Embeds AI agents into your core business processes, autonomously running workflows and driving application value

What you get with Fellowmind HiveAI



HiveAI Agent Portfolio

High-value use cases and AI Agents as inspiration – ready to customize to your business

Kickstart your AI journey with a portfolio of value-driven use cases and customizable agents, designed around specific industry challenges and real business needs.

+



HiveAI Technology

Ready to roll out with built-in security and governance

A standardized way to deliver agentic solutions fast, secure and at scale. A platform where agents can be controlled, managed orchestrated to function in a hybrid organization where people and agents work together

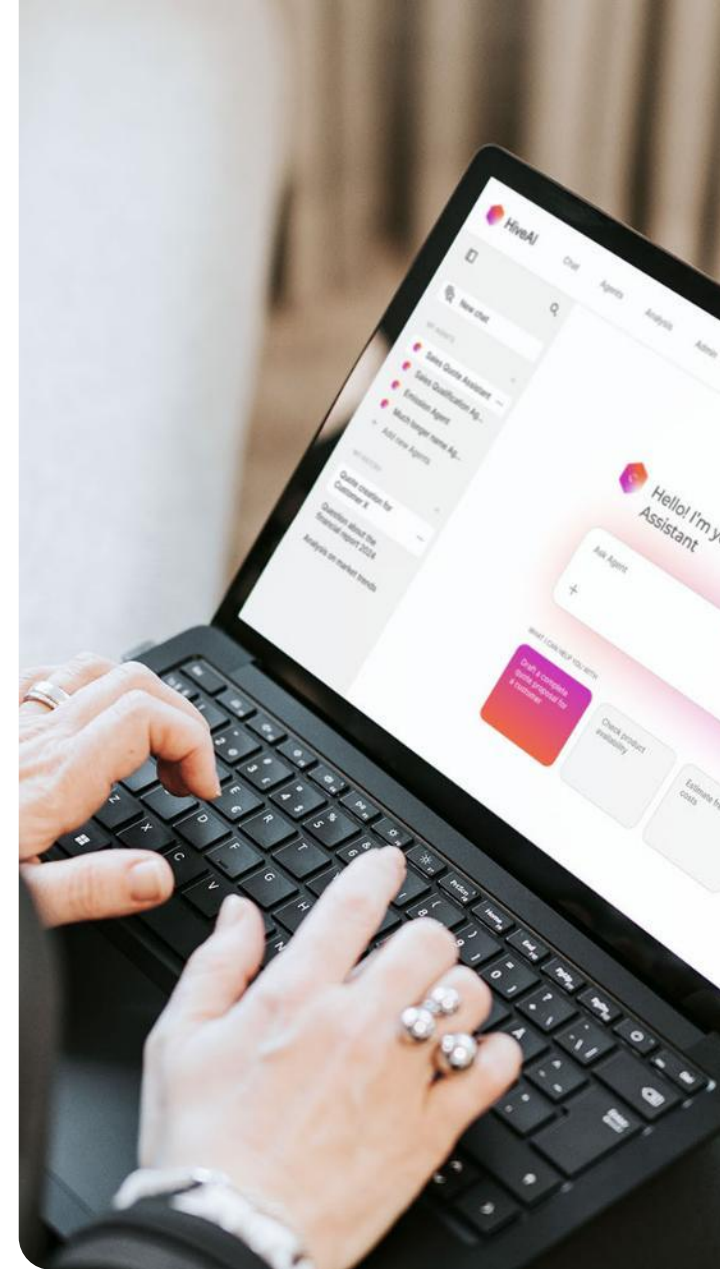
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HiveAI Agent Lifecycle

Structured approach to managing AI agents from creation to retirement.

The HiveAI Agent Lifecycle provides a structured framework for managing AI agents from creation to retirement, just as you would manage human employees. Security, governance, and compliance are embedded into every phase.



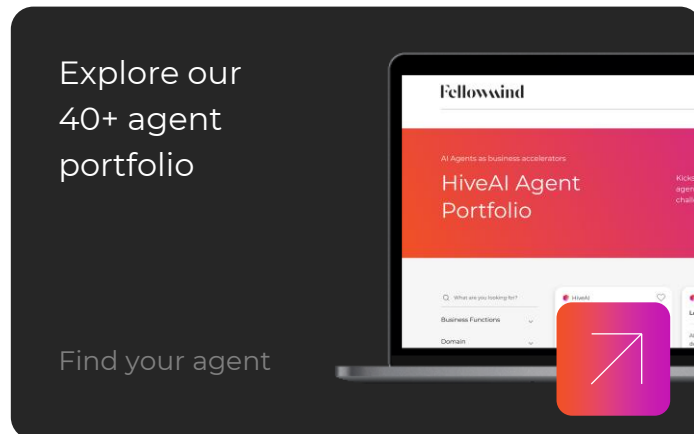
Explore the HiveAI Agent Portfolio

Find the high-value use case or AI agent that can accelerate time-to-value for your business.

These agent concepts are designed around real business processes, from sales and finance to operations and compliance.

Each agent is built on high-value use cases and can be customized and scaled to your business needs.

Start with one agent and expand into a governed digital workforce of AI agents.



AGENT PORTFOLIO

HiveAI  Sales Assistant Agent Turns complex quoting into a fast, intuitive guided experience.	HiveAI  Regulatory Signal Agent AI agent that tracks regulations and delivers impact summaries for legal teams.	HiveAI  Product Search Agent Modernises product search in Dynamics 365 F&O with smart lookup.	HiveAI  Customer Service Chatbot Agent AI chatbot for scalable, high volume customer support.	Microsoft  Case Management Agent Case creation and lifecycle management in Dynamics 365 Customer Engagement.
HiveAI  Product Data Migration Agent The Product Data Migration Agent uses a Copilot Studio flow to extract product information from four PDFs per item. It applies OCR and parsing...	HiveAI  Qlik Documentation Agent Generates structured Qlik documentation with field level lineage.	HiveAI  Migration Mapping Agent Automates complex data migration field mappings with AI.	Microsoft  Time Entry Agent Automates time entry drafting, reminders and review workflows.	Microsoft  Conversational Intelligence Agent AI analysis of sales calls and coaching support.
HiveAI  Conversation Analysis Agent Analyses service call transcripts to score quality and compliance.	HiveAI  Document to Sales Order Agent Converts documents into validated Sales Orders in Dynamics 365.	HiveAI  Project & Time Agent Streamlines time reporting and project insight in Business Central.	HiveAI  Next Best Action Agent Proactive cross and upsell recommendations powered by customer data.	HiveAI  Data process agent Automates data processing, agreement validation and compliance checks.
HiveAI  Requirement Classification Agent Automates classification of IT procurement requirements.	HiveAI  Order Intake Agent Automates email PDF orders into ERP sales orders.	HiveAI  Product Specification Agent Extracts product specs to automate configuration and quoting.	HiveAI  Search in Cosmos DB Agent Natural language search for product data stored in Cosmos DB.	HiveAI  Search and reference in large PDFs Agent Search and reference across large PDF documents.



HiveAI Agent lifecycle

Build and manage your digital workforce

Build

Manage

Digital workforce planning

Define where AI can help get work done

Discover

Qualify

What:

Identify valuable agent opportunities and decide what should be built and why.

How:

Ideation, discovery, feasibility, KPI definition

Role Definition

Describe the role and responsibilities

Design

What:

Design how the agent thinks, reasons, and collaborates.

How:

Architecture, security, data access, permissions

Hiring & Training

Bring the digital employee to life

Prove

Build

What:

Turn design into a working agent with knowledge, reasoning, and defined behavior.

How:

Model setup, integrations, infrastructure, testing

Onboarding

Make it part of the team

Launch

Stabilise

What:

Introduce agent into real operations as part of a team and processes.

How:

Deployment, access control, release management

Performance & Development

Ensure it delivers and improves

Operate

Evolve

What:

Monitor, improve, and scale the agent's performance.

How:

Monitoring, logging, evaluation pipelines, DevOps, upgrades

Retirement

Manage a safe exit

Retire

What:

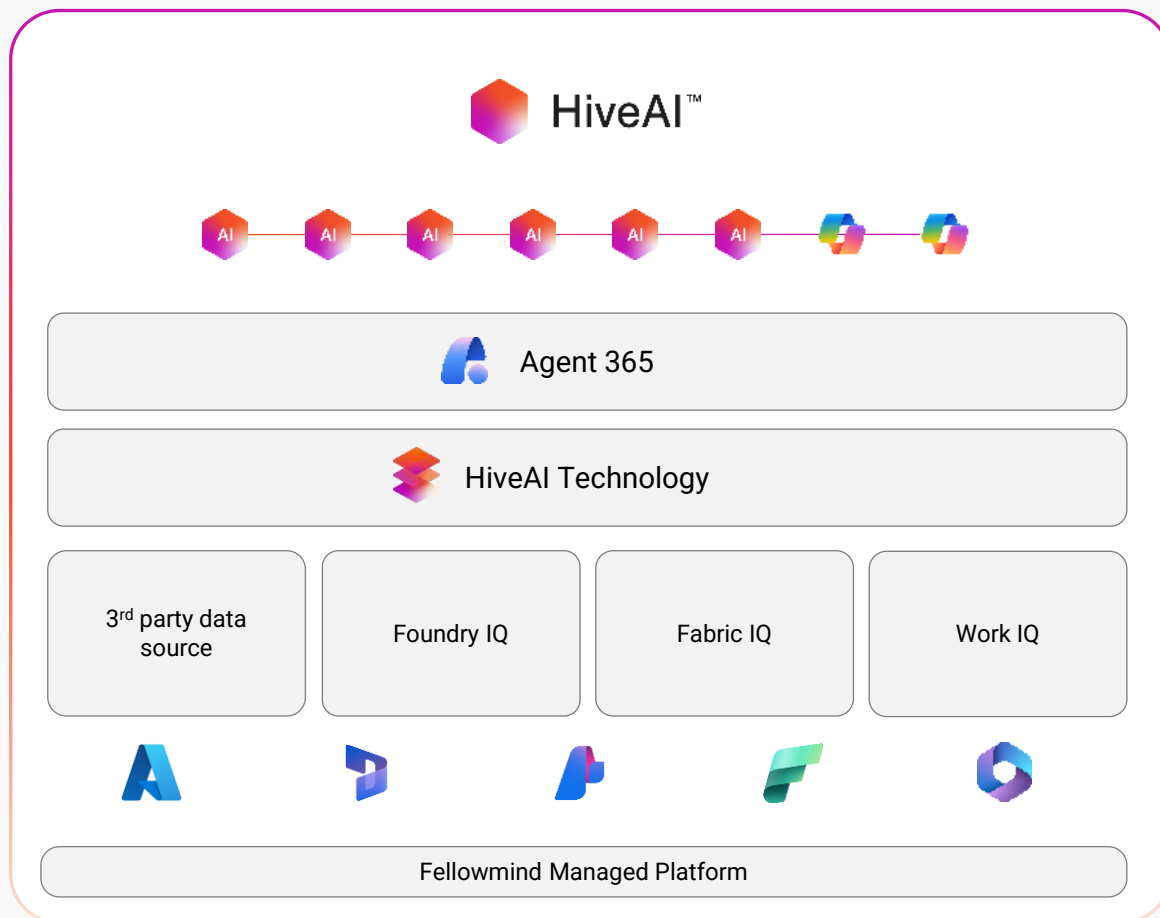
Safely remove the agent and retain knowledge

How:

Decommissioning, data cleanup, and access removal

Digital workforce governance – Ensure security, control, and compliance across the lifecycle

HiveAI Customer Environment



HiveAI helps organisations run AI agents like digital colleagues

HiveAI runs in your own Azure environment, giving you full control over your AI agents, data and governance. Built on Microsoft technologies and enhanced with Fellowmind accelerators, it provides a fast and secure way to build, deploy and manage AI agents at scale.

Rather than combining individual tools yourself, HiveAI brings everything together in one integrated platform.

Everything you need to build and manage AI agents

- Developer toolkit with VS Code extension and reusable project templates
- Built-in testing and validation for developers and business users
- Lifecycle management including monitoring, analytics and governance
- Ready to scale from a single agent to enterprise-wide deployments

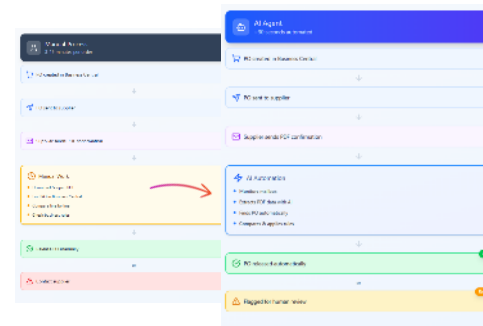
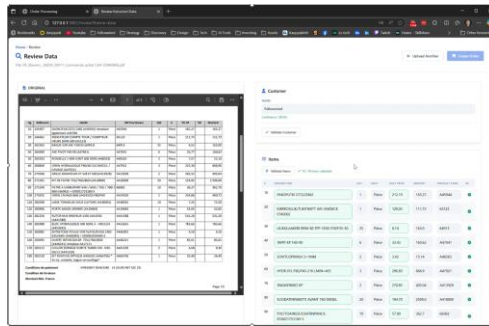
Built on proven building blocks

- Azure AI Foundry
- Microsoft Agent Framework
- Azure Kubernetes Service
- Agent 365
- Application Insights
- MCP & Azure AI Agent (A2A)

Flexible data integration

- Microsoft Fabric
- Dataverse
- Dynamics 365 (ERP & CRM)
- Microsoft 365
- Work IQ, Fabric IQ, Foundry IQ
- Third-party data sources

How HiveAI agents are delivering value to Avant Tecno



Order Processing Agent

Automates the processing of incoming customer orders by extracting order details from emails and documents, validating the data, and creating orders directly in the ERP system.

BENEFITS

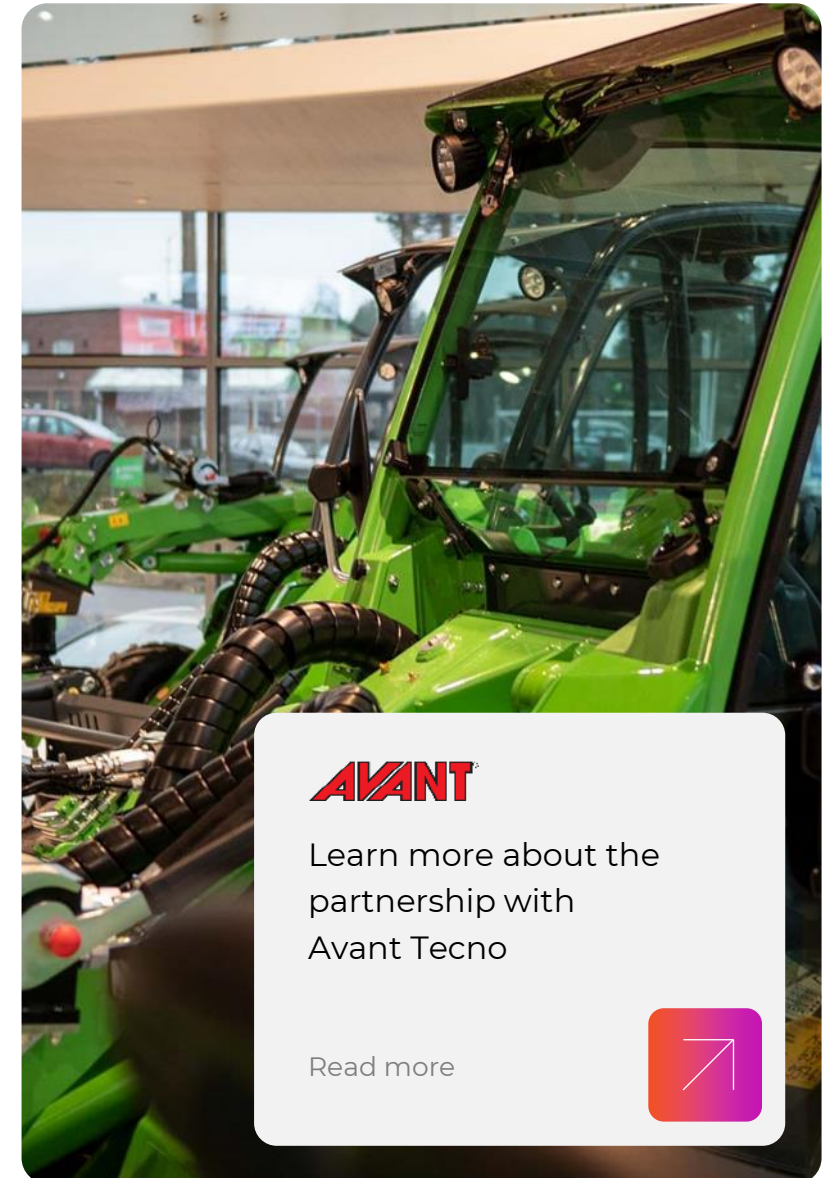
From 30 mins... to 2 mins per order transaction handling

Purchase Order Reconciliation Agent

Automatically processes supplier confirmations by extracting data from PDFs, matching them to orders, and reconciling differences.

BENEFITS

At current scale, full automation translates into roughly one full-time employee's worth of work saved yearly.



AVANT

Learn more about the partnership with Avant Tecno

[Read more](#)



How to get started today – Three ways to begin your HiveAI journey

From first workshop to your first AI agents in production — in weeks, not months.

Discovery session with our experts

See how AI agents work in real business scenarios using your own data — practical, hands-on, and tailored to your organization.

Book a session



Explore the HiveAI Agent Portfolio

Start fast with customized AI agents. Select the use cases that fit your business and begin deploying with confidence.

Browse the portfolio



Talk with our experts

Have questions or a specific use case in mind? Connect directly with our experts to explore your next steps.



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ABOUT US

Creating connected companies

As a leading Microsoft partner – part of the top 1% in the Microsoft Inner Circle – Fellowmind leverages state-of-the-art Microsoft technologies to accelerate its customers' digital transformation journeys. Fellowmind operates in 38 locations across the Netherlands, Denmark, Finland, Poland and Sweden. The company serves customers in various sectors, including manufacturing, automotive, financial services, public sector, healthcare, and retail. In 2025, Fellowmind achieved a turnover of over €334 million and employs over 1,800 people.

OFFERING

Business
application - ERP

Customer
engagement - CRM

Digital & Application
innovation

Data & Analytics

Modern Work

Cloud Infrastructure

Sustainability

Security

AI Solutions

PARTNERSHIP WITH MICROSOFT

 Microsoft
2025 Partner of the Year

Winner
EMEA Channel

 Microsoft
Solutions Partner

Frontier Partner

