

Microsoft 365: State of the Industry

Top Insights That Matter Now

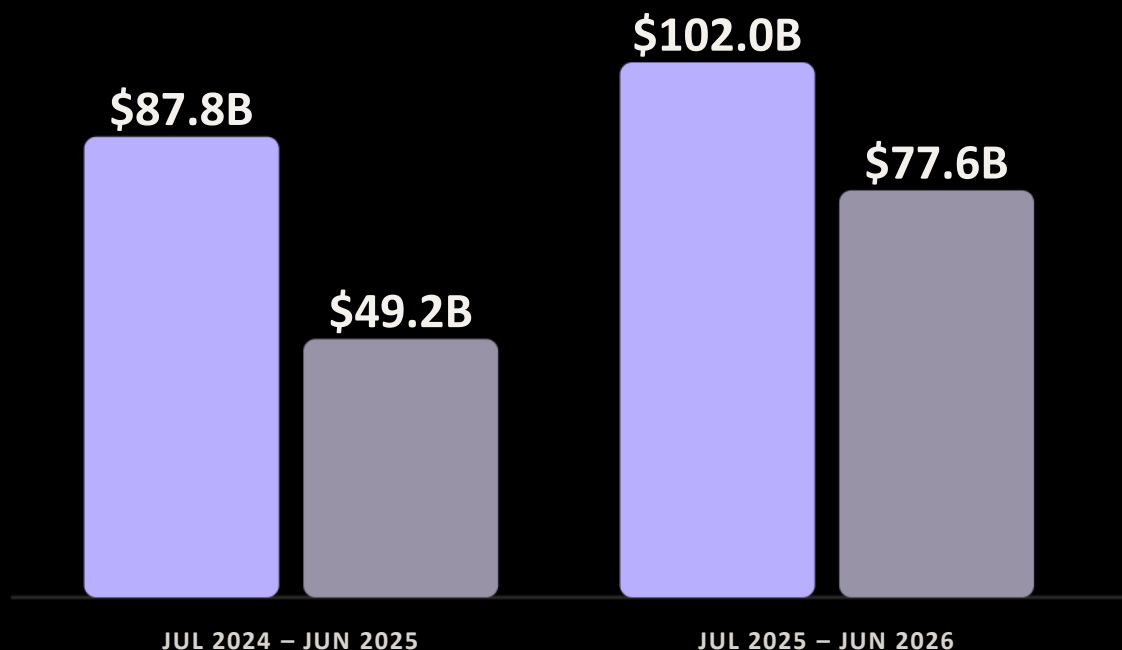


Richard Harbridge

Principal Industry Advisor
Microsoft MVP



Microsoft 365 is still the backbone of work



■ Microsoft 365 commercial

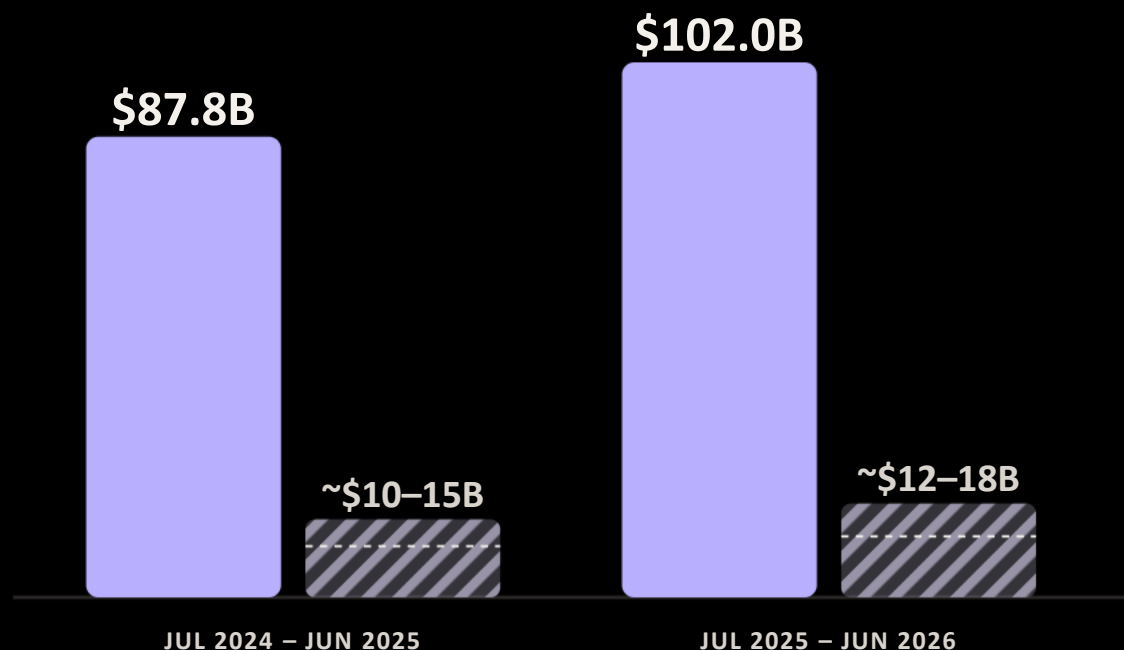
■ All of Google Cloud: infrastructure, AI and Workspace

+16%

Microsoft 365 commercial revenue growth in the year to June 2026, **to \$102B**

Google's entire cloud business, including data centers, AI chips and Workspace, is **about three quarters** the size of Microsoft 365 commercial alone.

Against Google Workspace, it isn't close



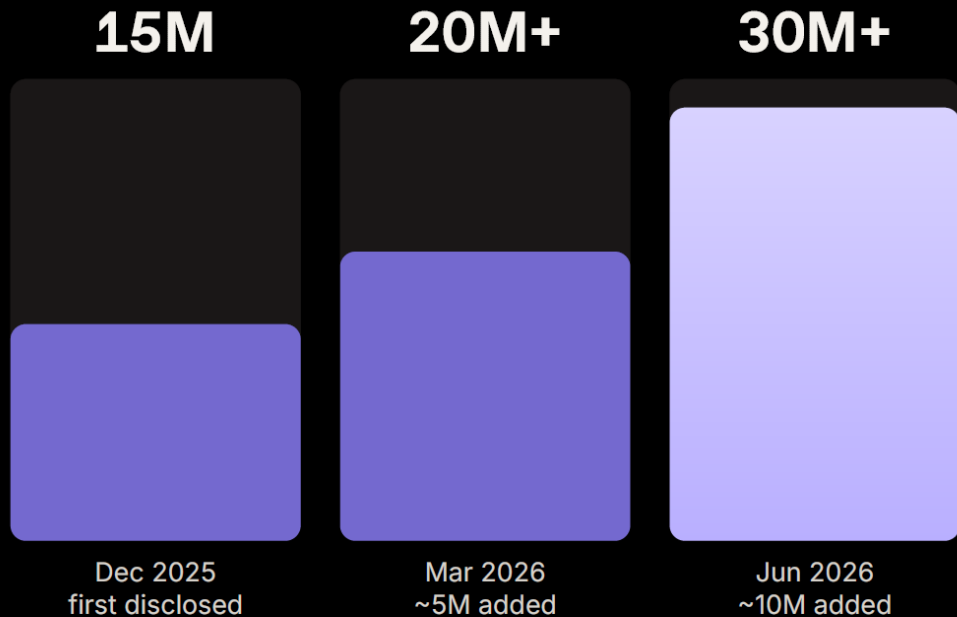
— Microsoft 365 commercial
— Google Workspace, estimated range

~6x

Microsoft 365 commercial against **the top** of the Workspace estimate

Microsoft added \$14B of Microsoft 365 commercial revenue in one year, which is roughly the size of all of Workspace.

The ratio says early.
The velocity says soon.



450M+

paid Microsoft 365 commercial seats.

Copilot sits on fewer than one in fourteen of them.

Up from ~3% to under 7% of paid seats

01 **AI amplifies Microsoft 365 sprawl**

Increasing visibility, pressure and the importance of getting Microsoft 365 under better control.

02 **Confidence isn't control**

03 **The road ahead**

Copilot went from pilot to production in a year

Fully deployed



Any deployment



~2x

Full deployment nearly doubled while "any deployment" crept up. The pilots graduated.

■ AGENTS

Agents are the new apps, and they're multiplying

~40M

agents registered in Agent 365, per Microsoft's July earnings call

15x

growth in active agents in Microsoft 365, year over year (Work Trend Index 2026)

40%

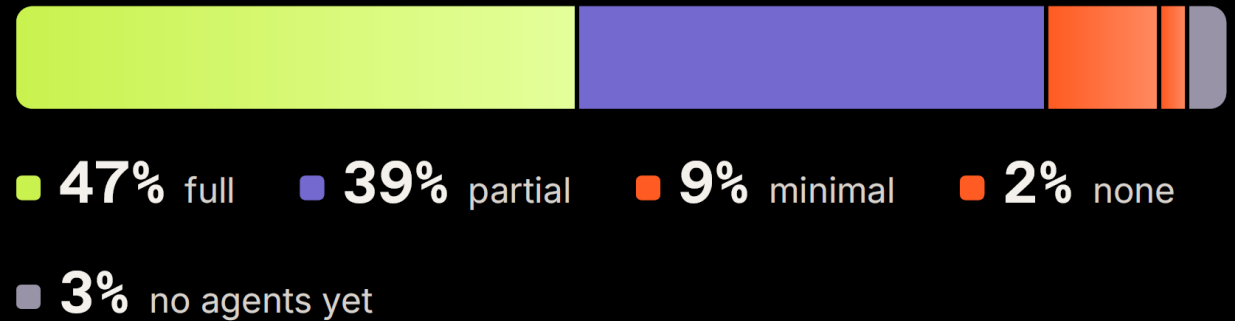
of enterprise apps will have task-specific agents by the end of 2026, up from under 5% in 2025 (Gartner)

■ AGENT VISIBILITY

Agents are outrunning what we can see

47%

can see everything their Copilot agents
can access



#1

Asked what would help most, the top answer was **better controls for AI agents** (34%), ahead of exec buy-in, automated remediation and budget.

AI tools don't create oversharing.

They expose it at speed and scale.

SG

BEFORE AI

Sprawl, quiet

Oversharing, orphaned sites, stale permissions – accumulating in the dark.



AMPLIFIER

Copilot

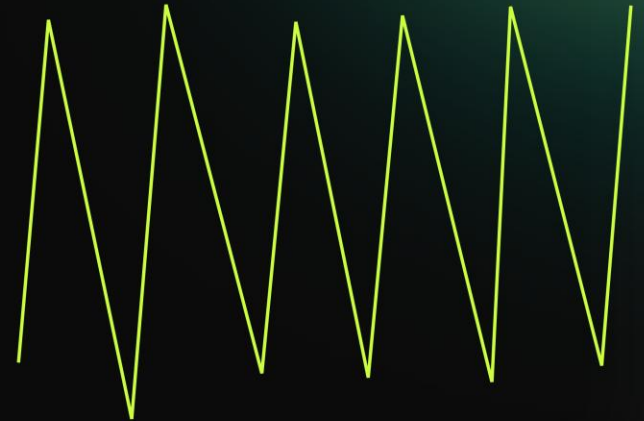
Surfaces what was always there.



WITH AI

Sprawl, loud

Faster, broader, in context, everywhere



PARTIAL CLEANUP MEANS PARTIAL PROTECTION.
AI DOESN'T RESPECT YOUR ROLLOUT PHASES.

The same sprawl, different blast radius.

SG

The problem didn't change – the timeline did.

HOW FAST IT HURTS

Slowly – friction & overhead

Quickly – prompts, agents, decisions

EARLIER SPRAWL

AI-ERA SPRAWL

Accumulation

FAILURE MODE

Clutter, duplication, abandonment, inconsistent structure

WHAT BREAKS

Findability, consistency, admin efficiency

TYPICAL RESPONSE

Cleanup projects, lifecycle work, permission tidy-up

EXEC CONCERN

Cost and complexity

Amplification

Weak grounding, oversharing, execution without clear guardrails

Trust, decision quality, security posture, automation safety

Policy-driven lifecycle, zero-trust access, agent controls, automation

Trust, exposure, resilience, control

01 **AI amplifies Microsoft 365 sprawl**

02 **Confidence isn't control**

What the 2026 surveys say about governance, cost, compliance and migration

03 **The road ahead**

Three confidence readings. One exposure rate.

93% say their governance **framework is ready**

93% say Copilot **only reaches what it should**

93% say they **could fix an exposure** fast

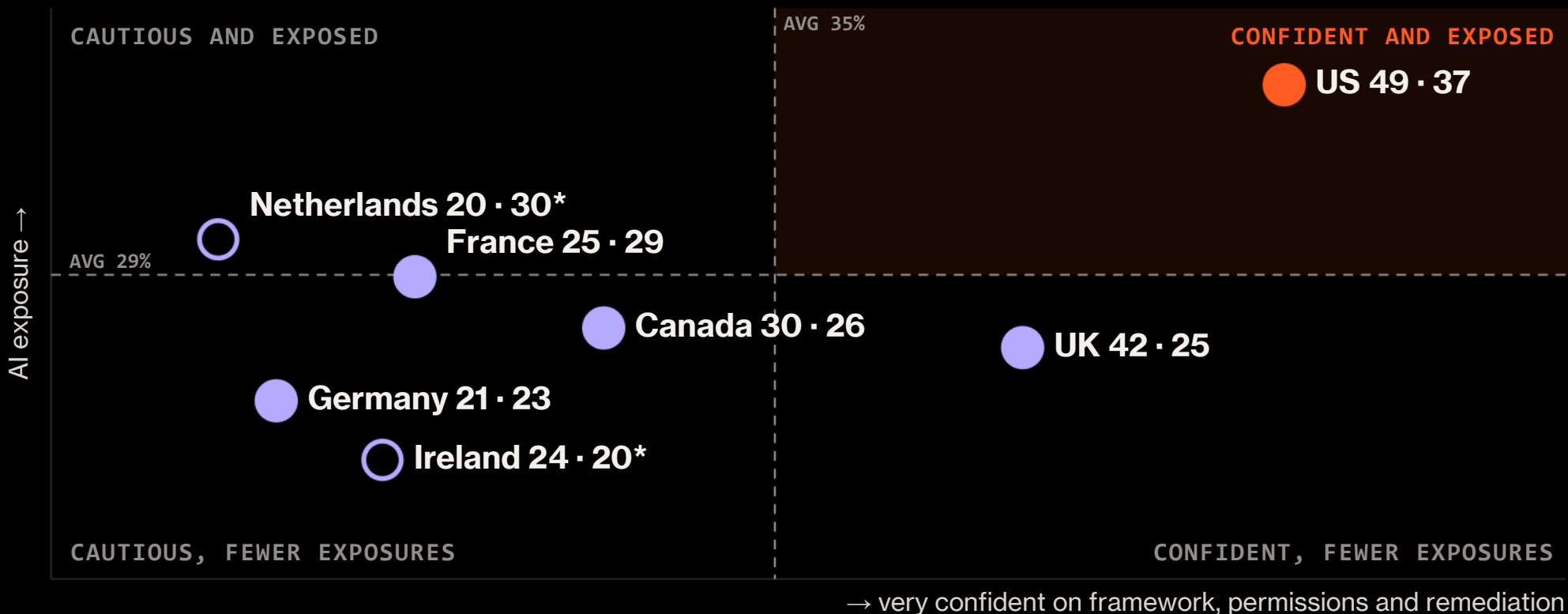
29%

say AI has already surfaced something it shouldn't have. Same people, same survey.

8% say they are “not sure”

■ BY COUNTRY

No two countries land in the same place

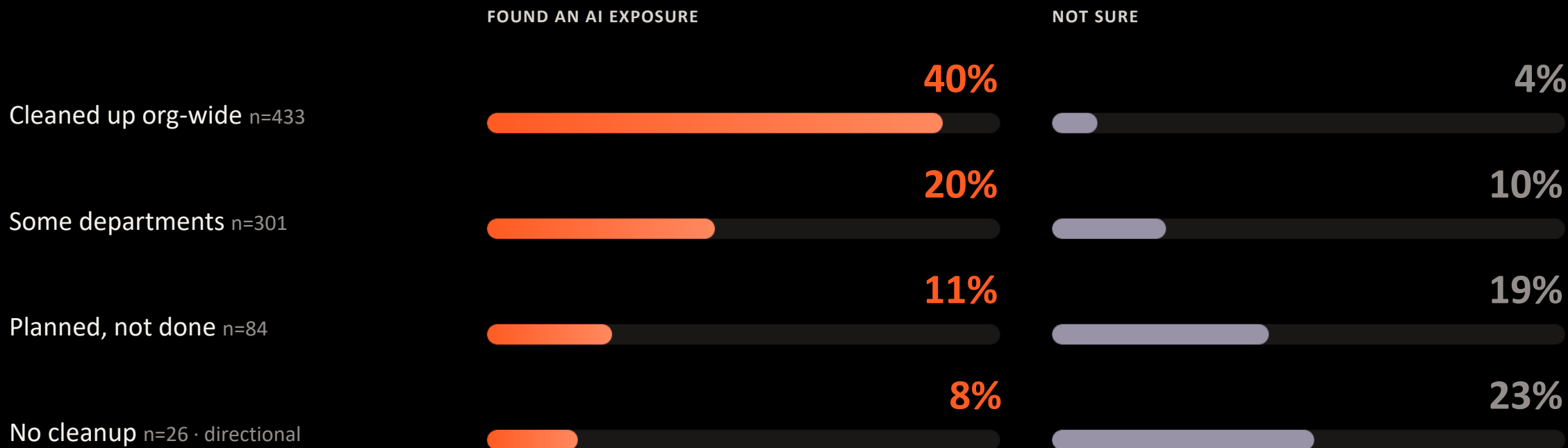


OPEN

Does the European picture look different from the inside?
Better controls, or different reporting?

■ LOOKING HARDER FINDS MORE

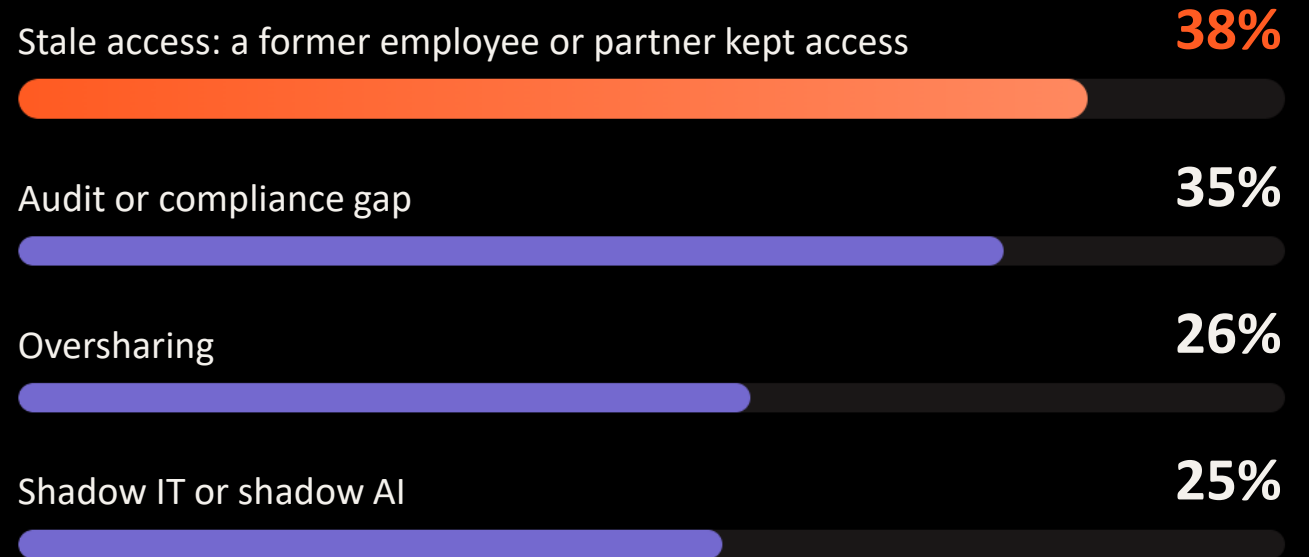
Teams that cleaned up found more exposure. That's the point.



More than three in four had a governance incident this year

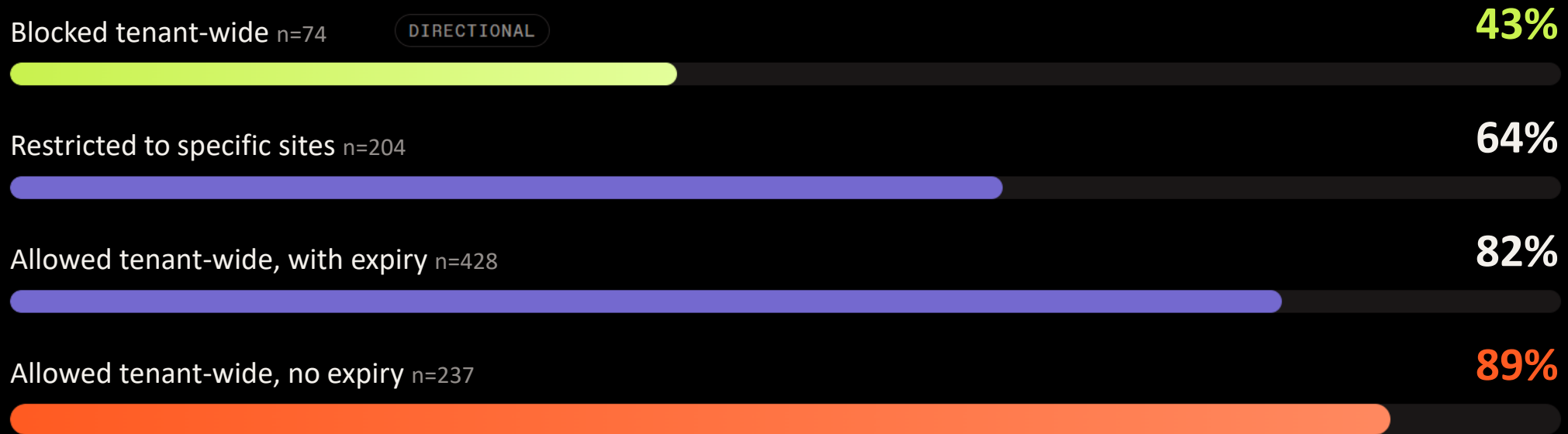
77%

had at least one in the last 12 months.
23% had a clean year.



■ SHARING LINKS

Your anonymous-link setting tracks your incident rate



Share with a governance incident in the last 12 months.
Every step toward more open links comes with a higher rate.

The new default link means evaluating old link policies

NOW · MID-SEP TO LATE OCT 2026

All plans

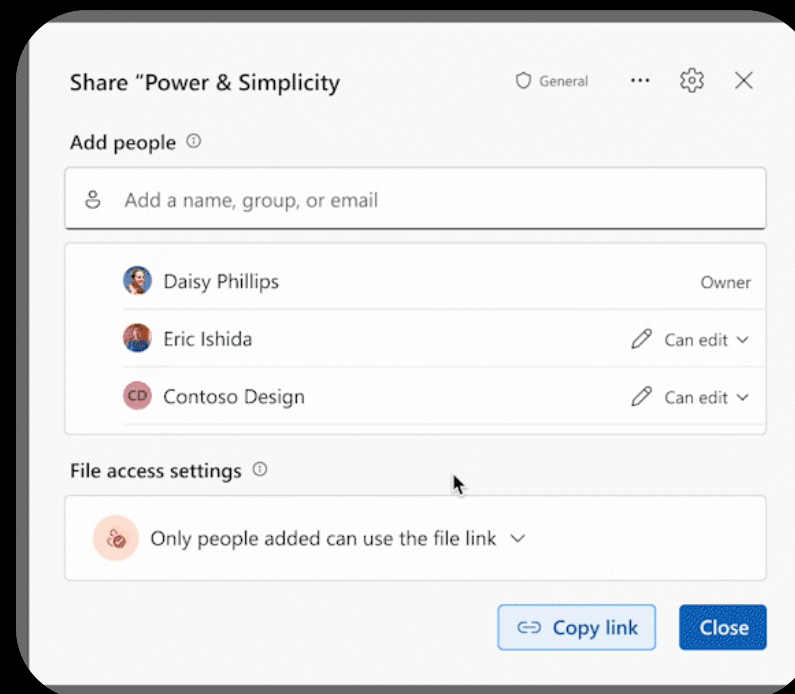
RM 492622 · MC1454378

WHAT IT IS

A redesigned sharing experience with one main link that defaults to only the people you add. Admins can change the default per site.

WHAT IT UNLOCKS

- A safer default: only people you add, unless someone chooses wider
- One main link per file; older links move to Other links
- The new org-link expiry policy (7 to 720 days) covers legacy links, not the main link



89%

incident rate where **anyone links never expire**, against 43% where they're blocked

The new default link means evaluating old link policies

NOW · MID-SEP TO LATE OCT 2026

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WATCH OUT FOR

- Per Microsoft, existing default link settings and expiration policies "do not govern hero links"
- The default is per site (DefaultMainLinkScope), with no tenant-wide setting
- Old links are checked against their creation date under the expiry policy, so some expire at once

89%

incident rate where **anyone links never expire**, against 43% where they're blocked

Find every file shared with everyone, down to the item

SHIPPED · AUGUST 2026 SharePoint Advanced Management RM 561038 · RM 492621

WHAT IT IS

A data access governance report listing every item shared with **Everyone or Everyone except external users**, up to a million rows, with how many people actually opened each one.

Sample Report in CSV format

Site ID	Item type	Item url	Role definition	Recipient	Parent group name	Parent group type
752a98ab	List	teams/NBH/DAGSubsite/Lists/TestListForSAR	Read	Everyone except external users	NBH Visitors	SharePointGroup
752a98ab	File	teams/NBH/DAGSubsite/Shared Documents/SSNNumberSample.txt	Read	Everyone except external users	NBH Members	SharePointGroup
752a98ab	Folder	teams/NBH/Shared Documents/test	Contribute	Everyone except external users	NBH Visitors	SharePointGroup
752a98ab	Web	teams/NBH	Read	Everyone except external users	NBH Visitors	SharePointGroup
752a98ab	List	teams/NBH/DAGSubsite/Lists/TestCalendarForSAR	Read	Everyone except external users	NBH Visitors	SharePointGroup
752a98ab	Folder	teams/NBH/Shared Documents/NBHTest	Contribute	Everyone except external users		
752a98ab	File	teams/NBH/DAGSubsite/Shared Documents/TestDocumentForPurview.docx	Read	Everyone except external users	NBH Visitors	SharePointGroup
752a98ab	List	teams/NBH/DAGSubsite/Shared Documents	Read	Everyone except external users	NBH Visitors	SharePointGroup
752a98ab	List	teams/NBH/Shared Documents	Read	Everyone except external users	NBH Visitors	SharePointGroup
752a98ab	Web	teams/NBH/AnotherSubSite	Read	Everyone except external users	NBH Visitors	SharePointGroup
752a98ab	File	teams/NBH/DAGSubsite/Lists/TestListForSAR/4_000	Read	Everyone except external users	NBH Visitors	SharePointGroup
611bb471	Web		Read	Everyone except external users		
2d34e38a	Web	portals/hub	Viewer	Everyone except external users	Viewers	SharePointGroup

29%

have already had AI surface something it shouldn't. 93% are confident in governance.

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WHAT IT IS

A data access governance report listing every item **shared with Everyone or Everyone except external users**, up to a million rows, with how many people **actually opened** each one.

WHAT IT UNLOCKS

- Item-level view of the number one silent oversharing path
- Open counts show what's safe to lock down
- A new SharePoint Advanced Management Administrator role can remove permissions at scale without reading content

WATCH OUT FOR

- Data can be 48 hours old, and reruns are every 30 days
- CSV download only
- The new role isn't assigned to anyone by default, Global Admins included

29%

have already had AI surface something it shouldn't. **93% are confident in governance.**

Every external share now creates a guest account

NOW · PASSCODES RETIRE OCT 1–31, 2026

Entra B2B · guest governance billed per guest

MC1243549

WHAT IT IS

SharePoint and OneDrive retire their own one-time passcodes. People you invite become Entra B2B guests, and old passcode links fail for anyone without a guest account.

WHAT IT UNLOCKS

- One identity model for every external user
- Conditional Access, MFA and access reviews now apply to sharing guests
- Guests can be found, reviewed and removed in one place

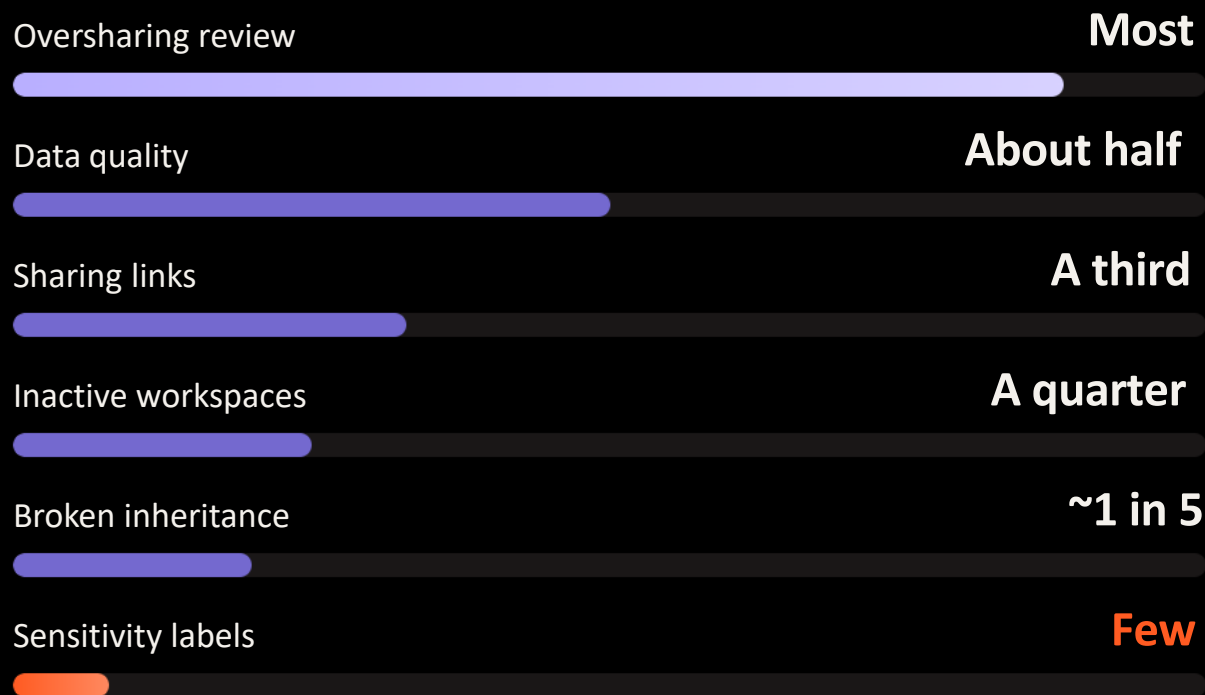
WATCH OUT FOR

- Guest objects multiply fast
- Some guest governance features bill per guest through an Azure subscription
- Expect "I lost access" tickets this month

65%

review guest access **at least quarterly**. Everyone has a lot more guests to review.

Everyone checks oversharing first. Almost nobody opens labels.



Where teams spend their first 90 days.

Oversharing is a symptom.

Labels are preventative.

And in the field data,
**35% of tenants haven't defined
a single sensitivity label.**

We gate the front door and leave the back door open

90%

put something in the way of creating a workspace

35%

automatically archive a workspace once it goes inactive

Most teams run lifecycle by hand, at human speed, while AI reads at machine speed.

Archive the file, not the whole site

SHIPPED · GA JULY 2026

Microsoft 365 Archive · pay as you go

MC1381114

WHAT IT IS

Anyone inside the org with edit rights can archive a file, or every file in a folder, in place. It stays where it was, out of the way, and anyone with read access can bring it back.



HomeResourcesContoso NewsOur Divisions...Edit

☆ Not following👤 Site access

📁 > FY23 Nor...

+ Create or upload

⚡ AI actions ▾🗑 Delete☆ Favorite⬇ Download📄 Classify and extract...🔍 3 selected📄 Details

📄	Name ▾		Modified ▾	Modified By ▾	+ Add column
✓📄	Adventure Works_Proposal_Northwind.pdf	⋮🔗⚡	April 30, 2025	Catherine Chuaga	
✓📄	Northwind Proposal Summary.docx	⋮🔗⚡	April 30, 2025	Catherine Chuaga	
✓📄	Northwind Proposal Summary.pdf	⋮🔗⚡	April 30, 2025	Catherine Chuaga	
👉📄	Northwind_Production_Line_Quote.pdf		April 30, 2025	Catherine Chuaga	
📄	Northwind_Production_Line_Quote_V2.pdf		October 7, 2025	Stephen Rice	



Archive the file, not the whole site

SHIPPED · GA JULY 2026

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MC1381114

WHAT IT IS

Anyone inside the org with edit rights can archive a file, or every file in a folder, in place. It stays where it was, out of the way, and anyone with read access can bring it back.

WHAT IT UNLOCKS

- Archived content drops out of Copilot answers
- Cold-storage pricing, charged only above quota, with no reactivation fee
- Owners clean up as they go instead of waiting for IT to archive a whole site

WATCH OUT FOR

- Some apps mishandle archived files with confusing errors: Word and PowerPoint for the web, mobile apps, Mac sync, older builds
- Pages, OneNote, agents and Site Assets can't be archived
- SharePoint only. A reactivated file can't be re-archived for 120 days.

35%

automatically archive a workspace once it goes inactive.
Storage growth is the #2 cost pain, at 39%.

Retention policies can archive now, not just keep or delete

NOW · GA OCT–NOV 2026 · LAST-ACCESSED GA JAN 2027

Purview retention + Microsoft 365 Archive

WHAT IT IS

A Purview retention policy can retain, then archive, then delete files across SharePoint and OneDrive. A second change lets retention key off when a file was last opened.

WHAT IT UNLOCKS

- The first hands-off, policy-driven file archive
- Archived files are excluded from Copilot
- Covers OneDrive, which site lifecycle policies don't

WATCH OUT FOR

- Off by default
- Last-accessed retention covers Office files only at first
- A policy that archives too eagerly hides files people still use. Pilot on a narrow scope.

90%

gate workspace creation. Only 35% automatically archive one that goes quiet.

■ MIGRATION

Migration isn't a project anymore. It's a standing capability.

94%

migrated something in
the last two years

2.5

migration types, on
average, among those
who did

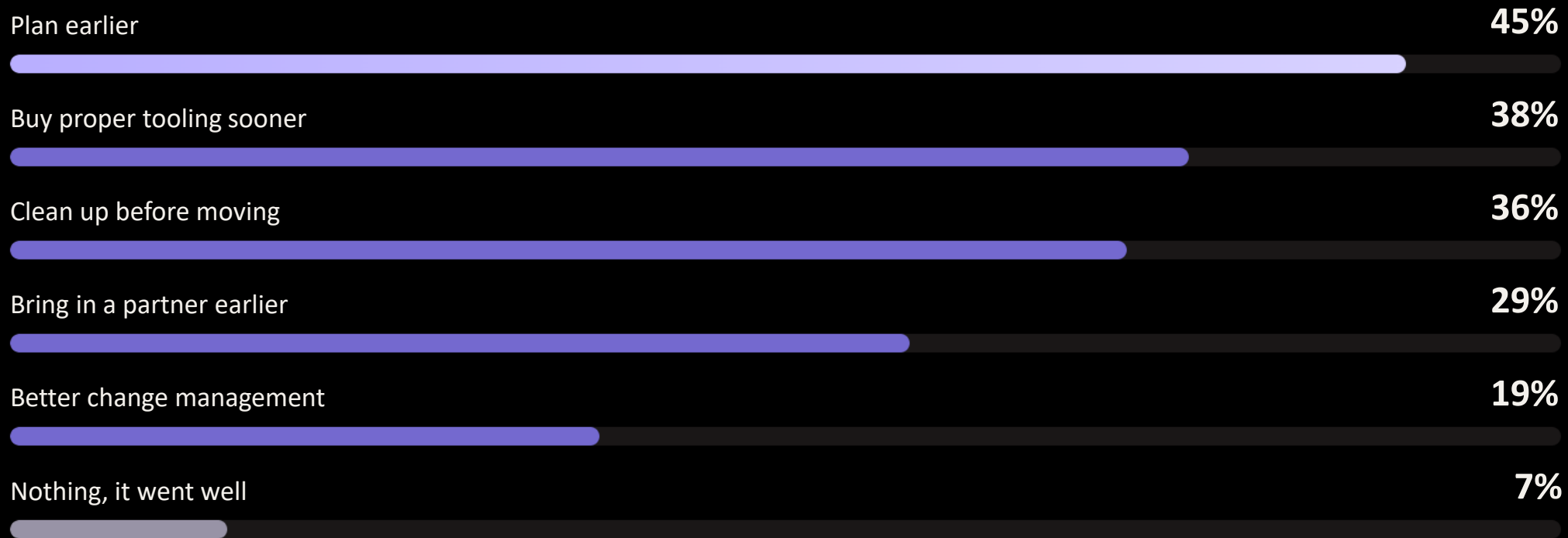
35%

of the biggest projects
**came from org
change:** M&A or
consolidation

7%

would change nothing
about how it went

Only 7% would run their last migration the same way



01 **AI amplifies Microsoft 365 sprawl**

02 **Confidence isn't control**

What the 2026 surveys say about governance, cost, compliance and migration

03 **The road ahead**

01 **AI amplifies Microsoft 365 sprawl**

02 **Confidence isn't control**

03 **The road ahead**

We need to evolve how we work and automate more or we won't be able to keep up.

Governance workload is growing

Yet automation and tool usage lags.

WORKLOAD GROWTH

71%

say governance workload has
grown since Copilot.

24%

SAY IT HAS GROWN
SIGNIFICANTLY

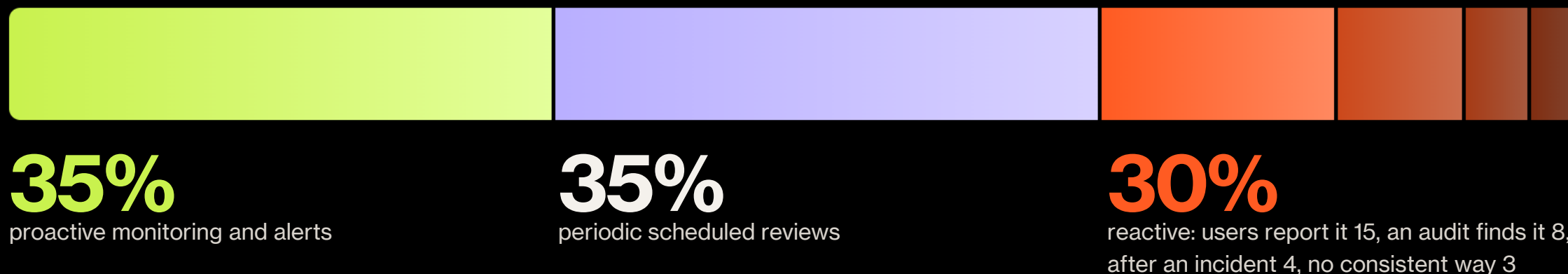
STILL MANUAL

37%

Reactive
Spreadsheet driven

■ HOW TEAMS FIND GOVERNANCE ISSUES

For 30% of teams, the incident is the alert



AI was supposed to lighten the load. Did it?

71%

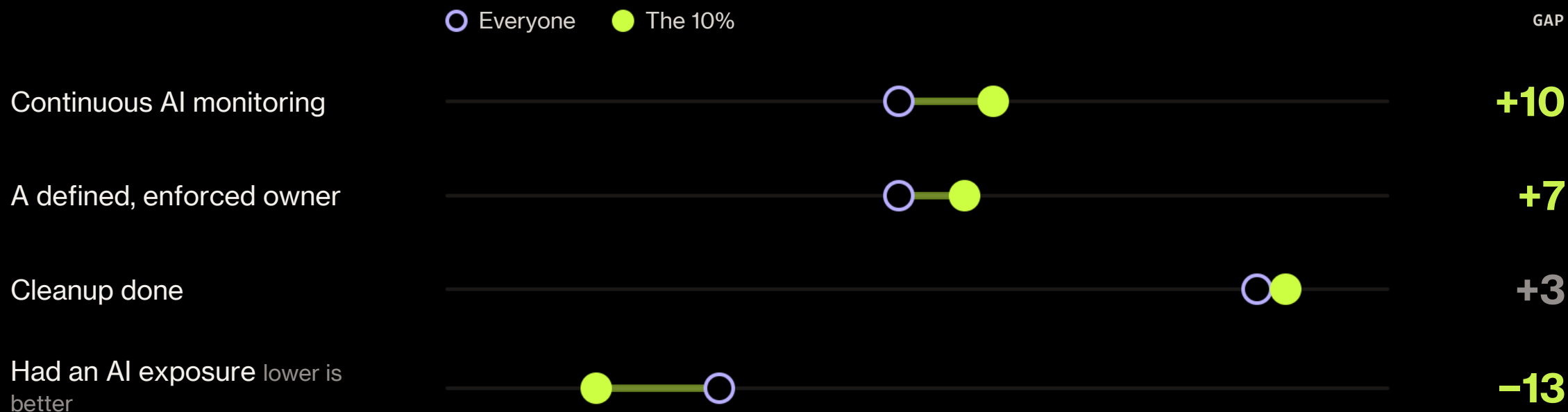
say their **governance workload went up** after enabling AI. A quarter say significantly.

10%

say it **went down**. Those are the teams worth asking what they did differently.

■ THE 10% WHOSE WORKLOAD WENT DOWN

Monitoring and ownership. Not more cleanup.



THE QUESTION YOU GOT THIS WEEK

“Which sites should we clean up first, and which are putting us at risk right now?”

01
First report

02
Export CSV

03
Filter columns

04
Check the site

05
Validate
owner

06
Compare
settings

07
Rerun script

08
Summarize

09
Explain the
risk

TODAY 9+ stops. Every time.

There's a shorter path

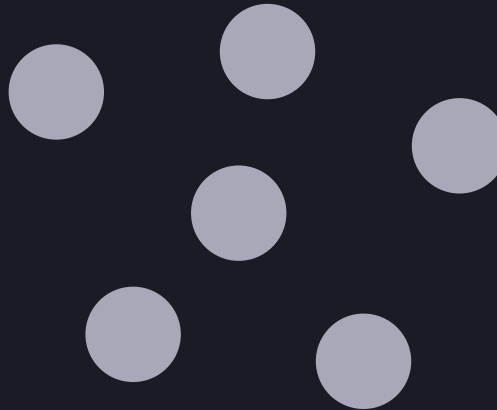
Mature governance is connected

ONE AGENT



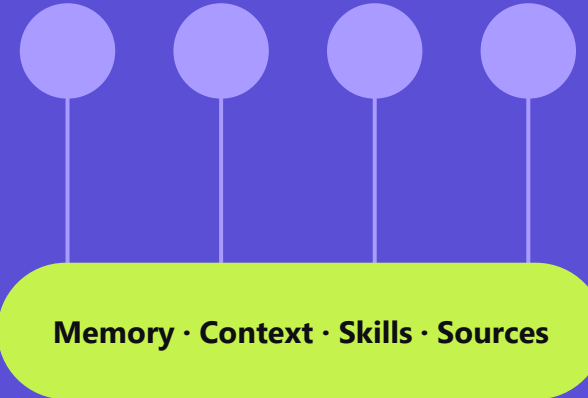
Useful, but siloed

MANY AGENTS



Duplication · no memory · no ground truth

CONNECTED



Shared memory, context, skills & sources

Two questions, five moves

WHAT'S ON SCREEN

Microsoft 365 Copilot

↓ Copilot Studio agent

↓ One MCP tool (OAuth)

↓ Demo tenant: 142 sites · 85 Teams

Can: read · preview · plan

Needs you: anything that changes the tenant

1

Ask broad

Trend, or headline numbers

2

Find the pattern

What do they have in common?

3

Narrow

Safest start · drill in

4

Check

Owners · labels

5

Prepare + action

Paused policy · meeting brief



How has the number of inactive sites changed this year? Keep it to a short paragraph.

SG Governance Investigator

 Thinking

SG

INACTIVITY DEMO

Trend

- ☒ Ask broad
- ☐ Find the pattern
- ☐ Narrow
- ☐ Check
- ☐ Prepare + action

KEY INSIGHT

107 inactive sites, up 26% since April. The climb came mid-July to late August.

THINK ABOUT

What ended this summer, and who would know?

+ Ask a question or describe what you need



AI-generated content may be incorrect

How has the number of inactive sites changed this year? Keep it to a short paragraph.

SG Governance Investigator

Thought for 4 seconds >

In ShareGate (Sales), inactive sites rose from 86 to 107 (+21, +24.4%). Tracking only starts on April 15, 2026, so there's no data for January to mid-April. The count was steady at about 82–92 through July, reaching its low of 82 from May 7 to May 13. The biggest jump came between August 10 and August 24, when it went from 94 to 114. It peaked at 115 from September 8 to September 19. It then fell sharply from 114 to 106 on September 22 and has stayed between 105 and 109 since, ending at 107 today.

Next question: Which inactive sites hold the most content and are safest to archive first?



+ Ask a question or describe what you need



AI-generated content may be incorrect

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INACTIVITY DEMO

Trend

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Next question: Which inactive sites hold the most content and are safest to archive first?



What do these inactive sites have in common? Break them down by the things that would make archiving riskier: who's in them, how they're shared, and unique permissions



AI-generated content may be incorrect

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INACTIVITY DEMO

Patterns

- Ask broad
- **Find the pattern**
- Narrow
- Check
- Prepare + action

KEY INSIGHT

Half of them have nothing shared, no guests and no unique permissions.

THINK ABOUT

Which risk factors would stop you from archiving?



What do these inactive sites have in common? Break them down by the things that would make archiving riskier: who's in them, how they're shared, and unique permissions

SG Governance Investigator

Thought for 2 seconds >

180-day definition matches the 107. Pulling the risk attributes for all of them.

Thought for 1 second >

About half of the 107 inactive sites have something that makes archiving riskier, and the other 51 have none of those factors. "Inactive" here means no activity in 180+ days, which matches today's count of 107. Some things are true of all of them: none has a sensitivity label, all have at least one owner, and 87 are backed by a group (71 of those are Teams). A site can have more than one risk factor, so the groups below overlap.

Risk factor	Sites	What drives it
Who's in them	38	28 are public groups, 13 have a guest (1 each), and 4 give "Everyone except external users" permissions

+ Ask a question or describe what you need



AI-generated content may be incorrect

SG

INACTIVITY DEMO

Patterns

- Ask broad
- Find the pattern**
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KEY INSIGHT

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THINK ABOUT

Which risk factors would stop you from archiving?



Risk factor	Sites	What drives it
Who's in them	38	28 are public groups, 13 have a guest (1 each), and 4 give "Everyone except extern
How they're shared	11	22 sharing links in total: 3 Anyone links (2 sites), 3 external-people links (3 sites), 1:
Unique permissions	34	524 objects that don't inherit the site's permissions. <i>Projects for clients</i> and <i>Brandi</i>
None of the above	51	No guests, not public, no broad access, no links and no unique permissions. Togetl

SG

INACTIVITY DEMO

Safest start

- Ask broad
- Find the pattern
- **Narrow**
- Check
- Prepare + action

KEY INSIGHT

Strictest set: 8 sites with no members and nothing shared. Relax one condition and it's 50.

THINK ABOUT

Start small, prove it, then widen.

Two other things to keep in mind:

- 15 sites still allow Anyone sharing, but only 2 actually have Anyone links.
- *Retail* has the most risk factors: it's a public group with 3 links (including 2 Anyone links) and 24 objects with unique permissions.

Next question: Should we preview archiving just the 51 inactive sites with none of these risk factors?

Which of those patterns is the safest place to start an archive policy? How many sites, and why those conditions?



AI-generated content may be incorrect



Which of those patterns is the safest place to start an archive policy? How many sites, and why those conditions?

SG Governance Investigator

Thought for 2 seconds >

Filter returns 51. Checking how many an archive policy could actually act on.

Thought for 1 second >

The safest place to start is the "none of the above" group: 51 sites. The archive policy preview shows it can act on all 51 of them. Together they hold about 130 MB, and the largest is *Higher Management* at about 11.6 MB.

Condition	Why it's included
No activity in 180+ days	Same definition as the inactive-sites count (107 today)
No guests (on the site or its group)	Archiving won't cut off any outside people
Group is private or there's no group	Nobody outside the membership is relying on it being open

+ Ask a question or describe what you need



AI-generated content may be incorrect

SG

INACTIVITY DEMO

Safest start

- Ask broad
- Find the pattern
- **Narrow**
- Check
- Prepare + action

KEY INSIGHT

Find the strictest set and expand from there.

THINK ABOUT

Start small, prove it, then widen.



Condition	Why it's included
No activity in 180+ days	Same definition as the inactive-sites count (107 today)
No guests (on the site or its group)	Archiving won't cut off any outside people
Group is private, or there's no group	Nobody outside the membership is relying on it being open
No "Everyone except external users" access above Limited	The whole company doesn't have broad access, so nobody is like
No sharing links and no unique permissions	No live links will break, and no custom permissions need checkin

SG

INACTIVITY DEMO

Owners

- Ask broad
- Find the pattern
- Narrow
- **Check**
- Prepare + action

KEY INSIGHT

Two accounts own almost everything. 63 inactive sites have no other owner.

THINK ABOUT

Who would actually answer an "is this still needed?" email?

The trade-off is that leaving out the other 56 sites means less cleanup now, but you won't break anyone's access. I'd start with these 51 and add the riskier groups once each one has been reviewed. Archiving can be undone, and the content is kept.

Nothing has been created yet. If you confirm, I'll create this as a **paused** policy named "Archive low-risk inactive sites (180d)" so you can turn it on yourself.

Next question: Do you want me to create the paused policy, or list all 51 sites first?



+ Ask a question or describe what you need



AI-generated content may be incorrect



Before we act: is ownership of our inactive sites concentrated in a few accounts?

SG Governance Investigator

Thought for 1 second >

Yes, ownership is very concentrated. James Johnson is a site owner on 104 of the 107 inactive sites. Only 7 accounts own any inactive site, and the other 6 each own between 1 and 7, almost all of which James Johnson also owns.

Account	Inactive sites owned	Note
James Johnson	104	Owns 153 sites overall, so these are about two-thirds of his sites
Mary Smith	7	All also owned by James Johnson
Service Account	6	All also owned by James Johnson
Robert Williams	4	3 shared with James Johnson. The 4th is the only one James doesn't own: <i>Robert I</i>

+ Ask a question or describe what you need



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SG

INACTIVITY DEMO

Owners

- Ask broad
- Find the pattern
- Narrow
- Check**
- Prepare + action

KEY INSIGHT

Two accounts own almost everything. Many inactive sites have no other owner.

THINK ABOUT

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Robert Williams	4	3 shared with James Johnson. The 4th is the only one James doesn't own: <i>Robert I</i>
Dana Whitfield	4	All also owned by James Johnson

Two more accounts own 1 inactive site each. Two inactive sites have no site owner on record.

These counts come from site ownership only, not from group ownership (the site-to-user link isn't fully tracked). Even so, archiving any of these sites will mostly affect one account. Confirming the plan with James Johnson covers almost all of them, including the 51 low-risk sites.

Next question: Which of the 51 low-risk sites is James Johnson the only owner of?



+ Ask a question or describe what you need



AI-generated content may be incorrect

SG

INACTIVITY DEMO

Brief

- Ask broad
- Find the pattern
- Narrow
- Check
- **Prepare + action**

KEY INSIGHT

3 findings, 2 decisions, 1 metric: ready for the IT review.

THINK ABOUT

What will you measure next quarter?



Preview an archive policy for the strictest set, then create it paused.

SG Governance Investigator

Thought for 2 seconds >

Preview confirms 51 actionable. Creating it paused.

Thought for 2 seconds >

I created the policy "Archive low-risk inactive sites (180d)". It's paused, so nothing has been archived yet. The preview showed it would archive 51 sites, and that count was the same after I created it.

Condition (all must be true)	Why
No activity in 180+ days	Same definition as the inactive-sites count
No guests on the site or its group	No outside people lose access
Group is private, or there's no group	Nobody outside the membership is relying on it being open
No "Everyone except external users" access above Limited	The whole company doesn't have broad access

+ Ask a question or describe what you need



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SG

INACTIVITY DEMO

Brief

- Ask broad
- Find the pattern
- Narrow
- Check
- **Prepare + action**

KEY INSIGHT

3 findings, 2 decisions, 1 metric: ready for the IT review.

THINK ABOUT

What will you measure next quarter?



What are our top 3 oversharing risks right now? Headline numbers only.

SG Governance Investigator

 Thinking

SG

OVERSHARING DEMO

Headline

- ☒ Ask broad
- ☐ Find the pattern
- ☐ Narrow
- ☐ Check
- ☐ Prepare + action

KEY INSIGHT

152 edit links that anyone can use and that never expire. 47 sites open to the whole org.

THINK ABOUT

Which of these would worry your CISO most?

+ Ask a question or describe what you need



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What are our top 3 oversharing risks right now? Headline numbers only.

SG Governance Investigator

Thought for 2 seconds >

The top 3 oversharing risks in ShareGate (Sales) are anonymous "Anyone" links: 157 never expire and 152 give edit access. Next is 47 workspaces open to "Everyone except external users". All three are rated high severity.

#	Risk	Now	30-day change
1	Anyone links without expiration	157	No earlier data
2	Anyone links with edit access	152	No earlier data
3	Workspaces with "Everyone except external users" access	47 (of 141 sites)	Down 3, from 50 (-6.0%)

Data as of 2026-10-12 04:07 UTC. The first scan of this workspace is finished, so these counts are full.

+ Ask a question or describe what you need



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OVERSHARING DEMO

Headline

Ask broad

- Find the pattern
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+ Which sites combine the most of those risks? Top 3, one sentence each



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OVERSHARING DEMO

Prioritize

- Ask broad
- **Find the pattern**
- Narrow
- Check
- Prepare + action

KEY INSIGHT

HR, Accounting and Acquisition combine the most risks.

THINK ABOUT

Risk is the combination, not a single count.



Which sites combine the most of those risks? Top 3, one sentence each

SG Governance Investigator

Thought for 2 seconds >

Acquisition, Accounting - team and **HR** have the most of these risks; together they hold 134 of the 157 **Anyone** links that never expire.

1. **Acquisition** has all three risks: 49 **Anyone** links with no expiration (47 of them allow editing), plus "Everyone except external users" access at levels up to **Full Control** on 13.3 GB of content.
2. **Accounting - team** also has all three risks: 48 **Anyone** links with no expiration (all 48 allow editing), plus "Everyone except external users" access at **Read** level on 13.2 GB.
3. **HR** has two of the three: 37 **Anyone** links with no expiration (all 37 allow editing), and it's the largest of the three at 26.0 GB; it has no "Everyone except external users" access.

Next question: Can you preview deleting the **Anyone** edit links on **Acquisition** and **Accounting - team**?



+ Ask a question or describe what you need



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OVERSHARING DEMO

Prioritize

- ☐ Ask broad
- ☒ Find the pattern
- ☐ Narrow
- ☐ Check
- ☐ Prepare + action

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Next question: Can you preview deleting the Anyone edit links on Acquisition and Accounting - team?



+ For HR: show the anyone-with-edit links that never expire. File names, who created them, and when



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OVERSHARING DEMO

Prioritize

- ☐ Ask broad
- ☒ Find the pattern
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Next question: Can you preview deleting the Anyone edit links on Acquisition and Accounting - team?



For HR: show the anyone-with-edit links that never expire. File names, who created them, and when

SG Governance Investigator

Thought for 1 second >

HR has 37 Anyone links that allow editing and never expire.  **Smith** created all 37 on 2026-06-26, between 20:05:04 and 20:05:58 UTC, all within one minute.

+ Ask a question or describe what you need



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OVERSHARING DEMO

Drill in

- Ask broad
- Find the pattern
- **Narrow**
- Check
- Prepare + action

KEY INSIGHT

37 edit links on HR archives and backups, several created seconds apart.

THINK ABOUT

Seconds apart means a bulk action, not a decision.



20:05:58 UTC, all within one minute.

These 5 file names suggest the most sensitive content:

File	Created by	Shared (UTC)	Why it matters
Customer Data Archive 2024.zip	Mary Smith	2026-06-26 20:05:58	Name suggests a bulk export of c
Database Backup 2025-11-15.bak	Mary Smith	2026-06-26 20:05:56	Name suggests a full database co
Compensation and Benefits Guide.docx	Mary Smith	2026-06-26 20:05:06	Name suggests pay information
Annual Financial Report 2024.xlsx	Mary Smith	2026-06-26 20:05:10	Name suggests financial figures
Meeting Minutes - Executive Committee.docx	Mary Smith	2026-06-26 20:05:48	Name suggests leadership discus

The other 32 are mostly policies, templates, slide decks, videos and installation packages. I can list all 37 if you want them.

Suggested next question: Can you preview deleting all 37 of these HR links?



+ Is HR protected by a sensitivity label? How many of our sites are?



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OVERSHARING DEMO

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- Ask broad
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Meeting Minutes - Executive Committee.docx	Mary Smith	2026-06-26 20:05:48	Name suggests leadership discus:

SG

OVERSHARING DEMO

Labels

- Ask broad
- Find the pattern
- Narrow
- **Check**
- Prepare + action

KEY INSIGHT

HR has no sensitivity label.
Neither do the other 141 sites.

THINK ABOUT

*Without labels, what tells Copilot
this is sensitive?*

The other 32 are mostly policies, templates, slide decks, videos and installation packages. I can list all 37 if you want them.

Suggested next question: Can you preview deleting all 37 of these HR links?



Is HR protected by a sensitivity label? How many of our sites are?

SG Governance Investigator

Thought for 3 seconds >



+ Ask a question or describe what you need



AI-generated content may be incorrect



The other 32 are mostly policies, templates, slide decks, videos and installation packages. I can list all 37 if you want them.

Suggested next question: Can you preview deleting all 37 of these HR links?



Is HR protected by a sensitivity label? How many of our sites are?

SG Governance Investigator

Thought for 3 seconds >

No, HR has no sensitivity label. None of your 141 sites has one either: 0 workspaces carry a label, which matches the "sites with no sensitivity label" count of 141 of 141.

The labels already exist; they just haven't been applied to any site. The tenant has 6 enabled labels: Highly confidential, More Restricted, Confidential level 3, Confidential level 4, Confidential Trusted People and Project A341.

Suggested next question: Of the 141 unlabeled sites, which have both Anyone links and "Everyone except external users" access?



+ Preview removing those 37 links, and tell me what would stop new ones. Create the link policy paused



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OVERSHARING DEMO

Prepare

- Ask broad
- Find the pattern
- Narrow
- Check
- **Prepare + action**

KEY INSIGHT

Preview: 37 links, policy paused. Root cause: the site allows 'Anyone' links.

THINK ABOUT

Fix the setting, not just the links.



Preview removing those 37 links, and tell me what would stop new ones. Create the link policy paused

SG Governance Investigator

Thought for 3 seconds >

The preview is ready: deleting the links would remove all 37 Anyone edit links on HR that never expire, with 0 skipped. I haven't run anything yet; it's waiting for your go-ahead.

What would stop new ones:

Option	What it does
Policy "HR - Remove Anyone edit links without expiration"	Deletes matching links on HR every 24 hours on
Change HR's external sharing from "Anyone" to "New and existing guests"	Turns off Anyone links on HR, so new ones can't

HR currently allows Anyone links. Changing that setting is the only option that actually prevents new ones. The trade-off is that

+ Ask a question or describe what you need



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OVERSHARING DEMO

Prepare

- Ask broad
- Find the pattern
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KEY INSIGHT

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Policy "HR - Remove Anyone edit links without expiration"	Deletes matching links on HR every 24 hours on
Change HR's external sharing from "Anyone" to "New and existing guests"	Turns off Anyone links on HR, so new ones can't

HR currently allows Anyone links. Changing that setting is the only option that actually prevents new ones. The trade-off is that anyone who relies on anonymous links from HR will lose that option.

My recommendation: delete the 37 links first, then change HR's sharing setting, and keep the policy as a backstop. That ends the current exposure and stops it from coming back, and it only affects HR.

Should I delete the 37 links, change HR's sharing setting, or both?

Suggested next question: Which other sites allow Anyone links but have none today?



+ Ask a question or describe what you need

I



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OVERSHARING DEMO

Brief

- Ask broad
- Find the pattern
- Narrow
- Check
- **Prepare + action**

KEY INSIGHT

3 findings, 2 decisions, 1 check in 30 days for the HR owners.

THINK ABOUT

What will HR own after this meeting?

“Which sites should we clean up first, and which are putting us at risk right now?”

01
First report

02
Export CSV

03
Filter columns

04
Check the site

05
Validate
owner

06
Compare
settings

07
Rerun script

08
Summarize

09
Explain the
risk

TODAY 9+ stops. Every time.

There's a shorter path

“Which sites should we clean up first, and which are putting us at risk right now?”

ONE CONVERSATION · THE AGENT HANDLED

01 First report

02 Export CSV

03 Filter columns

04 Check the site

05 Validate owner

06 Compare settings

07 Rerun script

08 Summarize

09 Explain the risk



✓ **YOU APPROVE**
A step that stays human.

NOW **1 conversation + human approval**

Visible delegation, not invisible automation

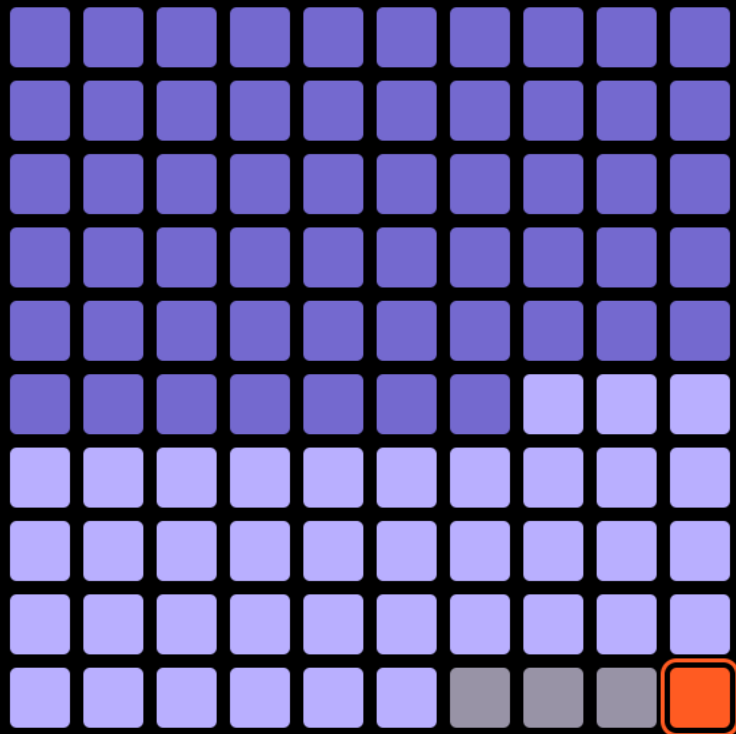
Policies start paused until a person turns them on.



The agent gets faster at every step but one, and that one is deliberate.

■ BEYOND SPREADSHEETS & BUILT-IN TOOLING

57% govern with built-in tools. 1% use something built for it.



- **57%** built-in Microsoft tools only
- **39%** manual or internal policies
- **3%** not addressing it
- **<1%** a tool built for governance

77% had a governance incident last year. Reactive is too slow.

01 **AI amplifies Microsoft 365 sprawl**

02 **Confidence isn't control**

03 **The road ahead**

We need to evolve how we work and automate more or we won't be able to keep up.



Thank you!

Let's Connect



@RHarbridge



@RHarbridge



Get the State of M365 report
and **benchmark** your org

Explore your
sprawl

