

## Use Case: Precedent Search

### *Find what your firm already knows.*

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**The problem.** Every project, transaction, design, study, or deal your firm has ever delivered is precedent for the next one. The reference work exists. The lessons learned exist. The decisions and the rationale behind them exist. They live on Panzura CloudFS, in folders accumulated across decades, created by people who may no longer be at the firm.

When someone needs to find that precedent, they email colleagues, hunt through folders, and reconstruct context from fragments. Hours disappear. Sometimes the right reference is never found, and the work starts from closer to scratch than it should.

This isn't a search problem. It's a coverage problem. Microsoft 365 Copilot can see SharePoint, OneDrive, and Teams. It can't see the project folders where the work history lives.

**The Panzura Nexus solution.** Panzura Nexus connects Microsoft 365 Copilot to the project knowledge on CloudFS without moving a single file. Users ask natural-language questions through the Copilot interface they already use. Microsoft Copilot returns relevant past projects, design documents, specifications, and colleagues who worked on them. Permissions stay intact. Files stay where they are. The two-hour search becomes a two-second query.

### *What it looks like in your industry.*

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**Panzura Nexus enables intelligent, conversational interactions with your Panzura CloudFS files through the Microsoft 365 Copilot interface your teams already use.**

**AEC.** Engineering, design, and construction firms accumulate project histories, reference designs, vendor evaluations, and regulatory submissions across decades of work. Pre-design teams use Microsoft 365 Copilot to locate analogous projects, technical approaches, and lessons learned without phoning around the firm.

- *"Show me water treatment projects we've delivered for municipalities under 100,000 population in the last five years."*
- *"Find structural designs we've completed in seismic zone D with mass timber framing."*
- *"Pull our previous geotechnical reports for sites with expansive clay soils."*
- **Manufacturing.** Process engineers, quality teams, and product managers reach back into prior product launches, validation packages, supplier evaluations, and corrective actions to inform new work. Microsoft 365 Copilot, powered by Panzura Nexus, surfaces the documentation that informs the next decision.
- *"Find process documentation for similar product lines, including PFMEAs and control plans."*
- *"Show me supplier qualification records for tier-one automotive customers."*

- *"What corrective actions have we taken on recurring weld defects in the last three years?"*
- *"Pull production records and yield analyses for the previous platform."*

**Life sciences.** Regulatory, clinical, and CMC teams pull from prior submissions, study reports, validation packages, and review correspondence to inform new programs. Panzura Nexus makes the body of submission-grade work searchable through Microsoft 365 Copilot without compromising controlled access.

- *"Locate prior validation packages for analogous manufacturing processes."*
- *"Find protocol amendments and statistical analysis plans from comparable Phase 2 studies."*
- *"Show me FDA correspondence for similar mechanism-of-action programs."*
- *"What stability data have we generated on related formulations?"*

**Energy.** Asset managers, operations leads, and engineering teams work across decades of plant histories, inspection records, lifecycle assessments, and capital project files. Microsoft 365 Copilot surfaces the operational and engineering precedent that informs current decisions.

- *"Pull asset histories for compressor stations of comparable design and vintage."*
- *"Find inspection records and corrosion studies for offshore structures in similar service."*
- *"Show me our reliability analyses for combined-cycle units."*
- *"Locate engineering reviews from our last major turnaround."*

**Financial services.** Credit, underwriting, and relationship teams reach into prior memos, deal files, post-mortems, and policy documents when evaluating new transactions. Panzura Nexus makes the firm's accumulated commercial judgment available to anyone who has permission to see it through Microsoft 365 Copilot.

- *"Find prior credit memos for borrowers in this sector and size range."*
- *"Show me underwriting decisions on commercial real estate during the last cycle."*
- *"Pull post-mortems on transactions that went into workout."*
- *"What have we documented on lending into this geography over the last decade?"*

## ***The outcome.***

The body of work your firm has accumulated stops being inert archive and starts being usable knowledge through Microsoft 365 Copilot. Senior staff stop functioning as the search layer for the rest of the organization. Junior staff get to relevant precedents without interrupting senior staff. New projects start from your firm's strongest prior work, not from a blank page. Decisions are informed by what the firm has already learned, faster, by more people, with the same security boundaries that govern who can see what today. The decades of project history sitting on Panzura CloudFS finally pay back the investment of creating it.