



Avo Consulting

Copilot course x Avo
Consulting

Who is Avo

Avo Consulting is a consulting firm focused on digital transformation, emerging technologies, and helping organizations adapt to change. Since starting in 2016, we've grown to over 140 employees and have ambitious plans for further growth.

We cover digitalization, process improvement, organizational development, user experience, and support with implementing and advising on specific tools. We work extensively with AI, helping clients understand its potential, use it responsibly, and integrate it into their everyday operations.

Continuous improvement is central to how we approach every project.

At Avo, we're genuinely passionate about solving problems.



More than 100
customers in
the north



More than 20
partners in the
north



Over 90 digital
problem
solvers



Automated
processes in
185+ systems

Our approach to training for the use of generative AI and agents

How we ensure safe and effective AI use in organizations

Fundamental Understanding

Our experience shows that people rarely adopt technology they don't feel they have a basic understanding of.

Focus areas:

- Opportunities and potential
- Best practices for safe and effective use

Hands-on Experience

It's difficult to learn through theory alone. That's why we place strong emphasis on:

- Active participation
- Practical exercises directly applicable to participants' everyday work
- Training materials

Limitations

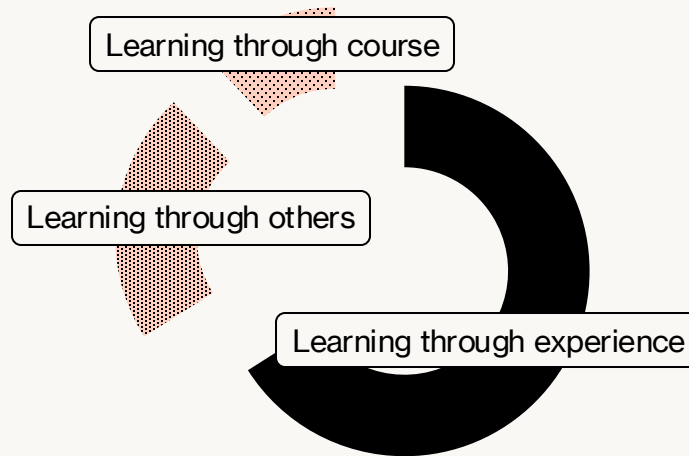
Generative AI is a rapidly evolving field, and it is important to be aware of both its opportunities and pitfalls. We are transparent about the technology's:

- Current limitations
- Vulnerabilities and risks

Implementation and Follow-up

- Follow-up afterwards to answer questions and share experiences
- Access to guidance materials and a resource library
- A low-threshold offering for questions and support after the course
- Success metrics

We offer a tailored program to help your company make the most of the opportunities.



To maximize impact, we build the entire program around **the 70-20-10 principle**:

- **70%** through hands-on work with real cases from your company
- **20%** through sparring and knowledge sharing with our experts
- **10%** through formal training and targeted instruction

With this approach, we ensure that your company both raises overall AI competence broadly across the organization and simultaneously realizes tangible benefits through AI agents closely integrated with the business.

We offer a tailored program designed to help your company realize the maximum value from AI and AI agents.

We recommend a program divided into two parts:

Part 1: Introductory AI Course for All Employees

Builds broad understanding, confidence, and provides practical tools to actively use AI in daily work. This not only increases overall competence but also enables employees to unlock the potential of the AI tools already available within the organization.

Part 2: AI Champions Program

Development of concrete use cases in business processes with selected employees. Here, AI agents are built to deliver visible business value, while simultaneously strengthening internal competence on a lasting basis.

Our experience shows that training alone rarely produces lasting impact. Studies indicate that up to 95% of AI initiatives fail to deliver measurable results. That is why we offer a combination of broad skills development and in-depth case support to ensure that learning translates into tangible business value.

Part 1: Introductory AI Course for All Employees

What You Can Expect from Us:

- A team of expert resources from Avo will conduct an interactive Copilot course, aimed at making your employees more confident and effective in their daily tasks.
- The course is led by experienced instructors who share insights and practical experiences from Avo’s work with Copilot and similar tools. Through hands-on examples and collaborative exploration, we demonstrate how Copilot can lower
- In addition, we showcase our ability to advise customers on GenAI strategy, ensuring that all AI initiatives are closely aligned with your organization’s business priorities. Our approach includes mapping business goals, identifying high-value use cases, and guiding you in leveraging AI to achieve measurable results.

General

What: Course for all employees using Copilot in your company

Duration: 1 hour

Course Overview

An inspirational session for all employees in your company, aimed at making participants more comfortable and effective in using Copilot. The course combines practical examples, demonstrations, and simple exercises to lower the barrier to adopting the technology and show how AI can create value in everyday work.

Content

- Introduction to AI and Copilot in Microsoft 365
- Concrete examples of effective use in daily work
- Practical tips for prompting to achieve better results
- Simple exercises where participants can try it themselves

Outcomes

- Greater confidence and ease when using Copilot
- Enhanced understanding of how the tools can deliver value
- Practical techniques to support a more efficient workday (e.g., effective prompting)
- Inspiration for further use of AI

Part 2: AI Champions-program

What you can expect from us:

Kick-off: Workshop to identify and explore AI opportunities in your company

Deep-dive session with selected members of the organization, where we work to explore and identify relevant AI agent opportunities with high value potential

See real value from AI

After a couple of months, participants have developed selected cases into concrete prototypes. The organization is left with documented benefits or potential value, along with a core group of resources with practical experience to continue driving AI initiatives forward.

Regular one-on-one follow-ups

Through dedicated support from our AI experts over time, we help individuals with the potential to develop the cases identified in the initial workshop. This ongoing guidance is crucial to ensure that the learning delivers more than increased personal productivity and that the organization actually achieves tangible value from AI.

Program Overview

Courses alone often have limited lasting impact, and studies show that up to 95% of AI initiatives fail to deliver visible value. To ensure your company achieves real results, we propose a skills development program that begins with an intensive 3-hour workshop, followed by 80 hours of practical support over two months. A selected group of employees takes on the role of AI Champions, and with close, hands-on guidance from our experts, they develop solutions that create business value while building internal expertise. This approach delivers both measurable results and a stronger capability to seize new AI opportunities in the future.

Content

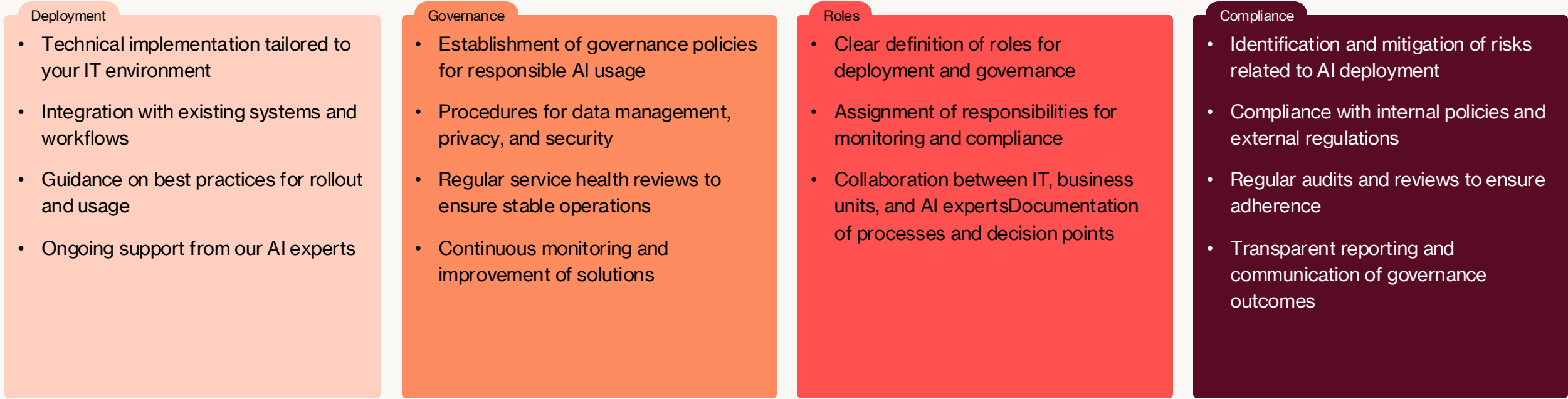
- *Workshop*: Introduction to AI opportunities, case identification, and selection of AI Champions
- *Follow-up*: 80 hours of support on cases, focusing on business value and technical solutions
- *Skills Development*: Training in AI tools, prompting techniques, and best practices for implementation
- *AI Champion-rolle*: Guidance on driving further AI adoption internally

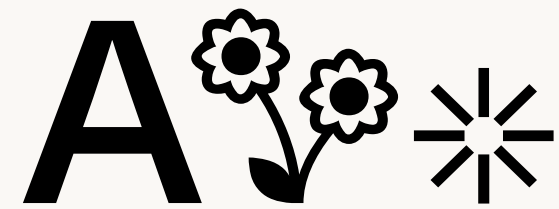
Benefits

- Concrete AI solutions with visible business value
- Skills development through hands-on learning
- Establishment of AI Champions as internal drivers for continued AI initiatives
- Strengthened ability to identify and realize new AI opportunities

Secure Implementation and Responsible AI Management

Governance ensures that AI and Copilot solutions are implemented responsibly, securely, and in line with organizational policies. This empowers teams to deploy AI confidently while maintaining control, transparency, and trust throughout the organization.





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