



Microsoft Copilot Business Value Assessment

Powered by BearingPoint

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BearingPoint®

Succeed your workplace transformation with BearingPoint

As Trusted Global Advisor, our mission is to provide our clients with the best solutions adapted to their existing environment.

From strategy to delivery, we leverage our deep industry knowledge and our latest Microsoft cloud technologies expertise to deliver better business outcomes for our clients.

Through teaming and collaboration, with passion and excellence, we co-innovate with our clients and Microsoft to achieve greater results and create more value.



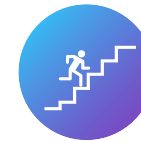
Our Added-Value



BearingPoint's Microsoft Transformation Framework



Move-to-Cloud methodology (Strategy & Integration)



Master-Classes & Microsoft Certifications



Microsoft Innovation Lab with industry- and technology-specific IP's and Independent Software Vendor expertise



Advanced Business Value Selling expertise



Global Reach with Strategic Alliance Partners (anyshore delivery)



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Generate a high professional cost saving Business Value Assessment and Copilot deployment roadmap



Starting Point & Target

- The Copilot Business Value Assessment uses customer data to show the ROI that the company can achieve with Copilot solutions across Modern Work, Security and more!
- Costs and benefits are based on independent third-party studies. The Business Value Assessments provides standard and custom calculations to create a Business Value Assessment specific to client's environment and use cases.



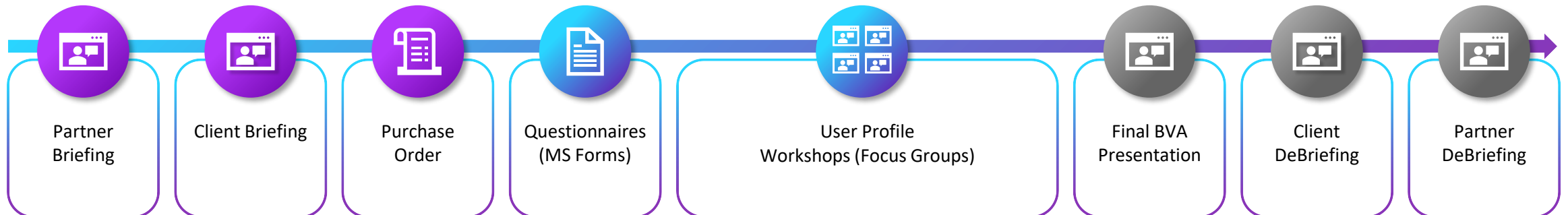
Activities

- BearingPoint will conduct user profile workshops (focus groups) and customer alignments. In addition, BearingPoint requires the input of the following questionnaires by the customer
- Copilot User Questionnaire
 - Copilot consumption outline (Deployment Forecast)



Deliverables

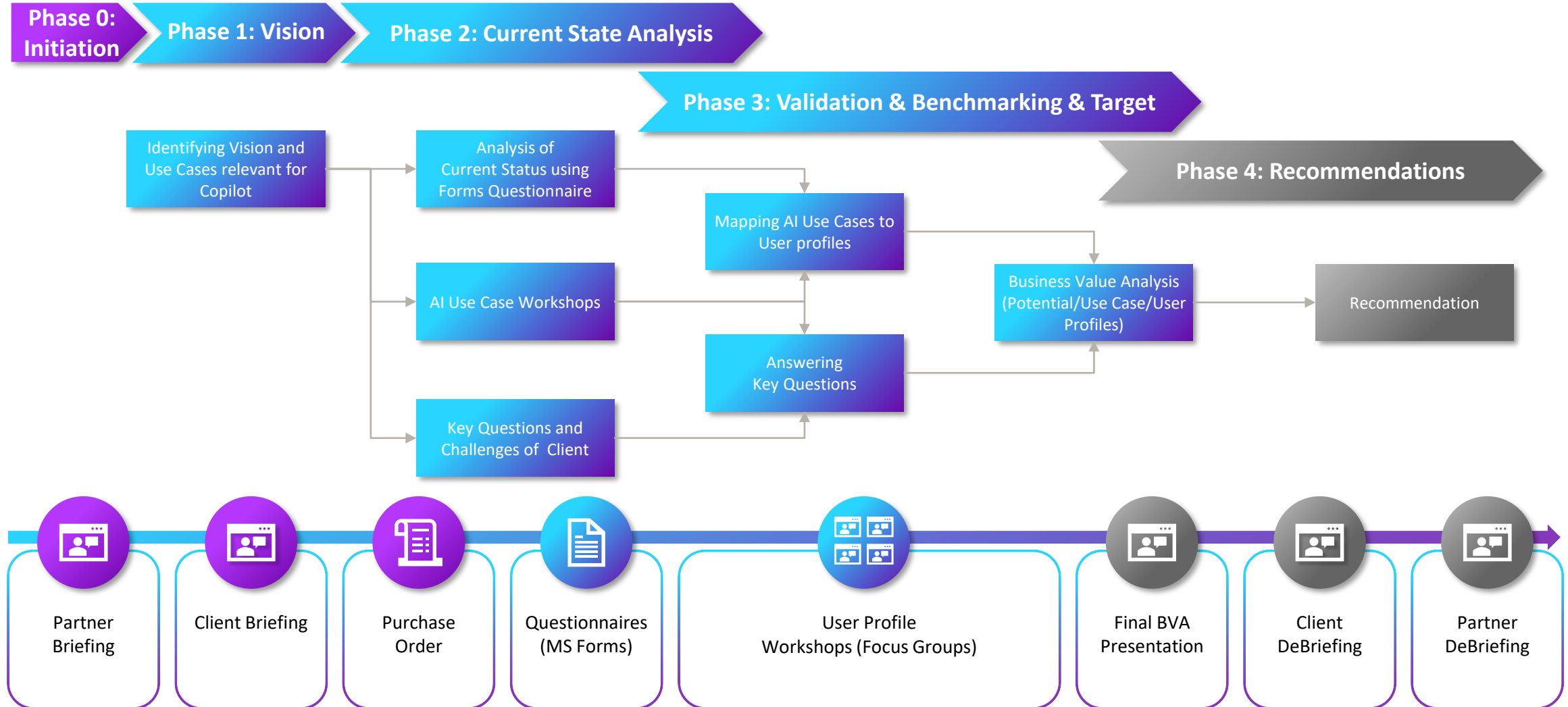
- With the Copilot Business Value Assessment BearingPoint delivers:
- Business Value and Benefits
 - Cost savings across categories
 - Deployment scenario and savings
 - User Profiles and possible AI use cases





Microsoft Copilot Business Value Assessment Methodology

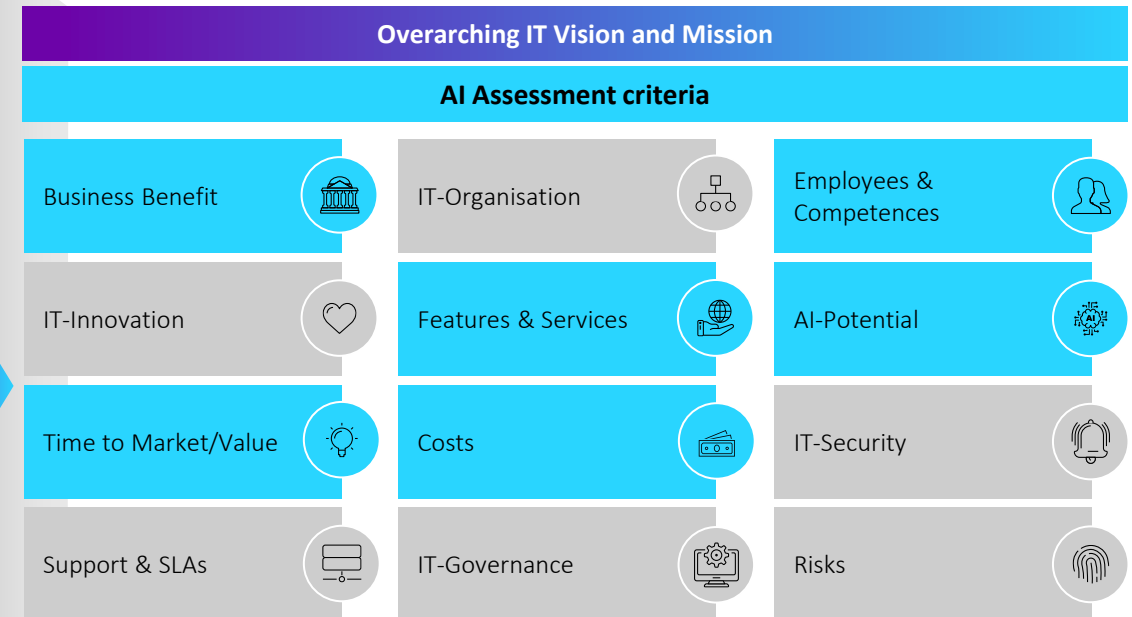
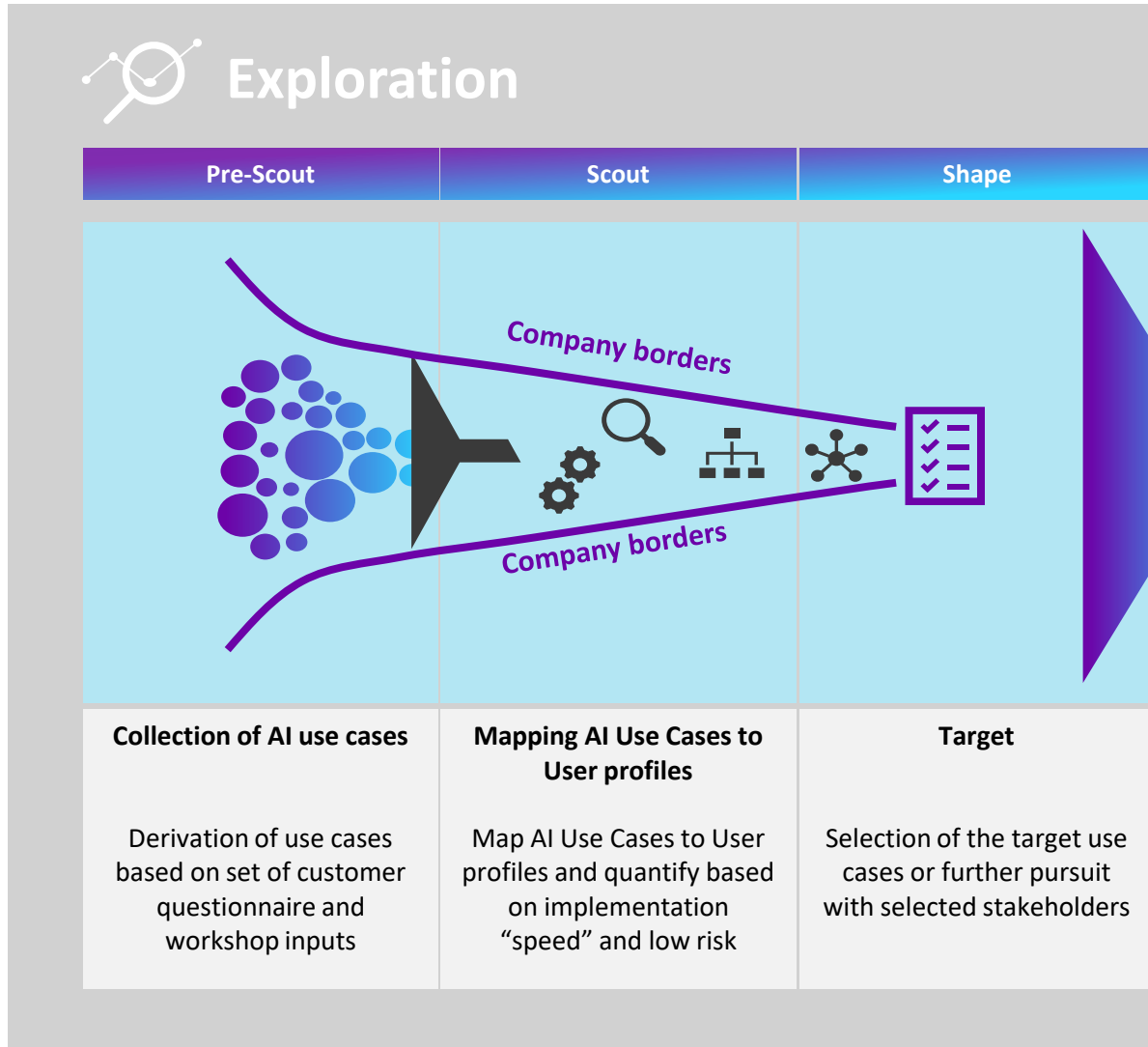
BearingPoint's Generative AI-Approach





Selection of AI use cases within the exploration phase

Selection and narrowing down of the AI use cases, harmonization with the strategy and pursuit with selected stakeholders.

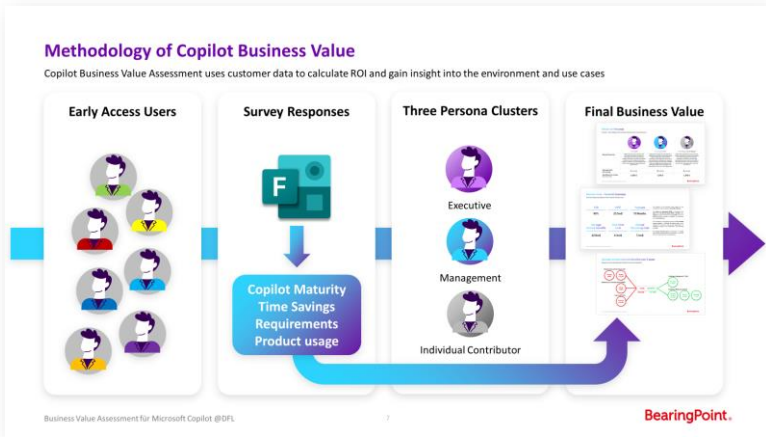


Fundamental IT Values and Principles

- **IT-vision and mission:** Consideration of overarching (IT) goals while shaping potential use cases and user profiles
- **IT-(Cloud) strategy:** Inclusion of IT-(Cloud) strategy including recommended cloud options
- **IT values & principles:** Adherence to fundamental behavioral values/principles. Selection of the target solution or further pursuit based on the elaboration of all relevant dimensions.

Example Copilot BVA Slides

Based on the best access approach, the following example slides can be generated



Assumptions for the Calculation

Based on the Input of the survey Respondents, information about the average time saves per department could be extrapolated

Persona	% of Planned Total Licenses	Survey Respondents	Total	Create	Meeting	Search	% of Time Save Used Productively	Assumed Average Salary
Executive	5%	11	17	4	8	5	20%	180,000 \$
Management	20%	47	19	6	9	4	20%	120,000 \$
Individual Contributor								
Marketing	15%	32	18	4	9	5	20%	65,000 \$
Sales	15%	34	23	7	13	3	20%	75,000 \$
HR	10%	15	20	4	9	7	20%	65,000 \$
Finance	10%	21	15	7	6	2	20%	80,000 \$
Operations	10%	27	18	8	8	5	20%	70,000 \$
IT	10%	23	24	7	11	6	20%	80,000 \$
Other	5%	29	17	5	8	4	20%	70,000 \$

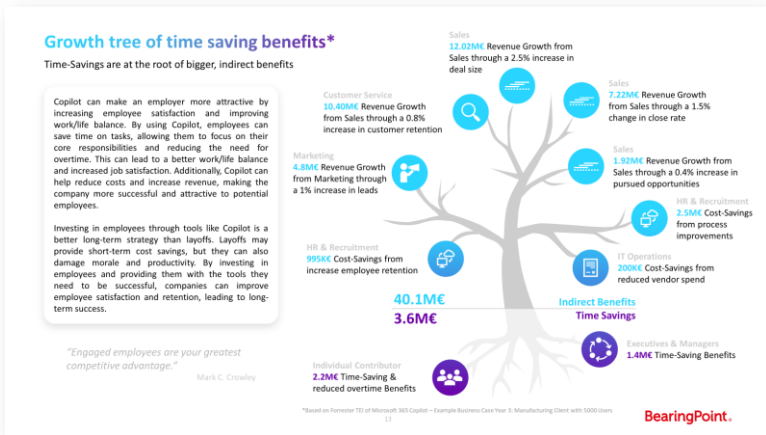
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Return on Personas

Contoso – Key findings of the financial business case of each persona

	Executive	Management	Individual Contributor
Relevant Scenarios	Copilot helps executives to keep up with information overload by summarizing communications across chat, email, and meetings. Executives can quickly find relevant content across the company environment, prepare for meetings, and review departmental results. Executive decision-making influences high-level KPIs.	Copilot helps managers be more efficient by simplifying routine tasks and quickly generate reports, analyze data, and summarize information. It also helps them stay on top of communications by catching up on important emails and messages. Copilot helps to delegate tasks and manage the team workload more effectively. Copilot frees up managers' time, allowing them to focus on more strategic work.	Copilot helps employees be more productive, creative, and efficient. It helps find information and create meaningful content quickly. Employees can analyze or compare data, summarize documents, and learn new skills. It also helps them catch-up on communications, get overview of discussed topics, notes and action items.
Estimated daily time savings	11 minutes	19 minutes	22 minutes
Quantified time savings (per user per year)	2,563 \$	1,256 \$	1,350 \$

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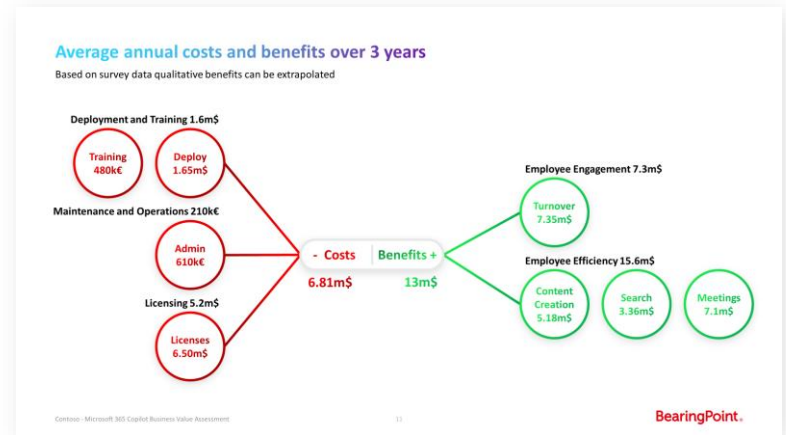
Business Case - Financial Summary

Summarizing the key figures of the financial business case

ROI	NPV	Payback
96%	25.5m\$	15 Months
Average Annual Benefits	One-time Cost	Annual Recurring Cost
26m\$	6.6m\$	6.2m\$


The analysis of the Business Case, based on the assumptions made, indicates a **favorable outcome**.
The **Return on Investment (ROI)** is calculated to be **96%**, with a **Net Present Value (NPV)** of **25.5m\$** and a **payback period** estimated to be **15 months**, due to an assumed annual increase in benefits in connection with a **learning curve**.
The calculation of the Business Case includes **average annual benefits of 26m\$**. **One-time costs**, which represent for end-user training and deployment to implement Copilot in the organization, are estimated at **6.6m\$**.
The **annual recurring costs** are estimated at **6.2m\$**. These figures demonstrate the potential for a positive return on investment for the organization.

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Thank you.

From BearingPoint

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