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Copilot Navigator Program.

INTRODUCTION

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Our Microsoft 365 Copilot Navigator Services

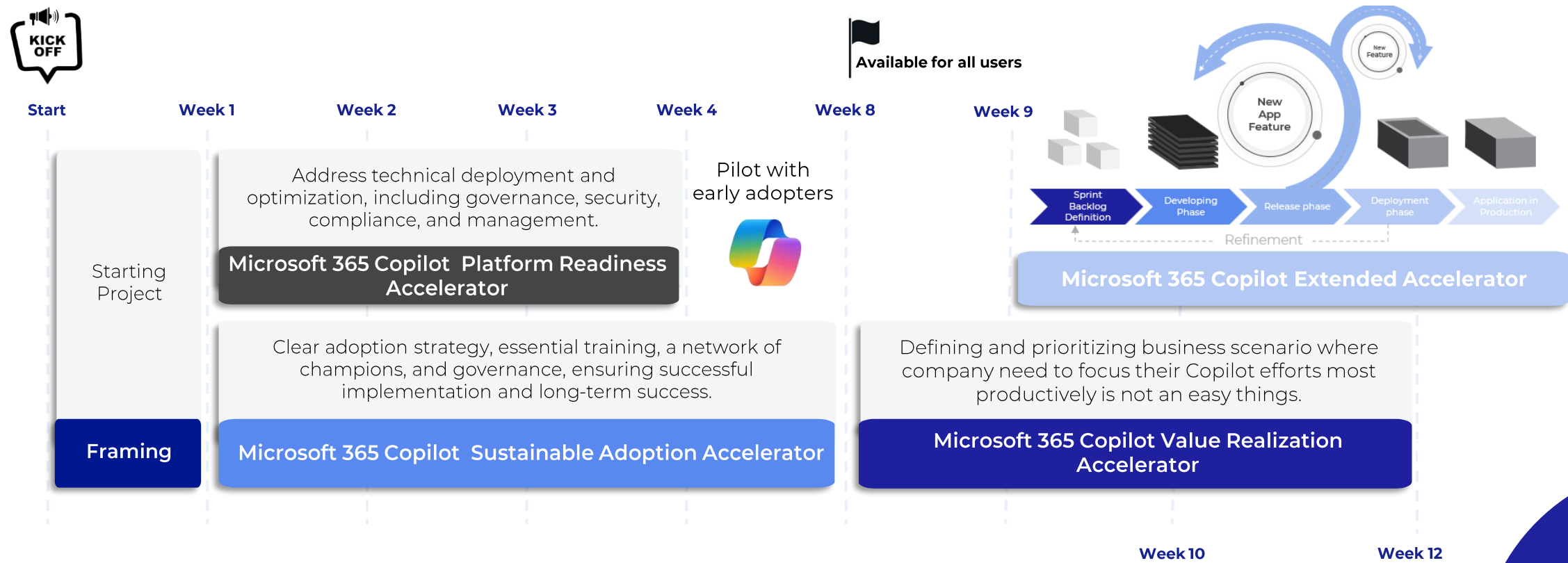A End-to-end service portfolio to truly prepare for the future of work.

PEOPLE

4-8 WEEKS

Microsoft 365 Copilot Sustainable Adoption Accelerator

Our program helps employees to embrace change, adopt new skills, and enhance productivity. Our solution provides a clear change strategy, essential training, a network of champions, and effective governance, ensuring successful implementation and long-term success.

BUSINESS

2-4 WEEKS

Microsoft 365 Copilot Value Realization Accelerator

We support organizations in aligning their business goals with the features of Microsoft 365 Copilot. Through a four-week program, we collaborate with clients to identify critical drivers and objectives, prioritize innovative work methods, and develop a value framework with metrics to monitor progress.

PLATFORM

2-4 WEEKS

Microsoft 365 Copilot Platform Readiness Accelerator

Our multi-disciplinary team will guide you to ensure that your data meets high standards of security, privacy and compliance to get the most out of Copilot. In addition, we will also setting up your system connectors and structure your data framework to improve your ability to navigate and control your data with Copilot.

Microsoft 365 Copilot Extended Accelerator

Our multi-disciplinary team will guide you in building custom extensions for your Copilot environment, enabling access to new data sources and features. By enhancing the user experience and identify new high value scenarios, we will also improve the usability and adoption of your Copilot environment, ensuring it delivers maximum Proof of Value.

Cellenza is here to ensures your people are ready, enabled and engaged to embrace the change of generative AI in the workplace.

Our Microsoft 365 Copilot Navigator Services

Implementation plan

Looking for a comprehensive **implementation**? **Cellenza** provides a full program tailored to your needs.

KICK OFF

Available for all users

| Start | Week 1 | Week 2 | Week 3 | Week 4 | Week 8 | Week 9 |

Address technical deployment and optimization, including governance, security, compliance, and management.

Pilot with early adopters

Microsoft 365 Copilot Platform Readiness Accelerator

Starting Project

Clear adoption strategy, essential training, a network of champions, and governance, ensuring successful implementation and long-term success.

Framing

Microsoft 365 Copilot Sustainable Adoption Accelerator

Microsoft 365 Copilot Extended Accelerator

Sprint Backlog Definition — Developing Phase — Release phase — Deployment phase — Application in Production

Refinement

New App Feature

New Feature

Defining and prioritizing business scenario where company need to focus their Copilot efforts most productively is not an easy things.

Microsoft 365 Copilot Value Realization Accelerator

Week 10   Week 12

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MICROSOFT 365 COPILOT PLATFORM READINESS ACCELERATOR

Estimated Duration : 4 Weeks

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Microsoft 365 Copilot Platform Readiness Accelerator
Introduction

Copilot is powered by the data of you Microsoft 365 environment. To perform at its best, Copilot requires precise data, secure environments, and efficient data management. Lacking proper data governance can lead to inaccurate insights, compliance violations, security breaches, inefficiencies, and poor decision-making.

Copilot for Microsoft 365 accesses all data each user is authorized to see. It's crucial to ensure document permissions and sharing settings in OneDrive and SharePoint are accurate. Copilot can quickly uncover widely shared documents, potentially exposing previously restricted confidential information.

Mitigating this risk is crucial when preparing for Copilot. Our team will ensure your data meets high security, privacy, and compliance standards. We will also set up system connectors and structure your information framework to enhance your data navigation and control with Copilot.

Service Description

Infrastructure Preparation

- Microsoft 365 endpoint taxonomy · Minimizing latency
- Increased Quality of Service (QoS)
- WebSocket and plugins for cross-application intelligence
- License Management

Security readiness & Data Governance

- Review of permissions primarily assigned in SPO, Teams, and OneDrive to detect potential documents that are overexposed within the organization
- Discover sites with sensitive or over-shared content
- Microsoft Purview to discover sensitive content types within the organization and protect them using sensitivity labels and/or DLP policies
- Sensitivity and expiry labels
- Elaboration of security recommendations and implementation plan

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Microsoft 365 Copilot Platform Readiness Accelerator

Review current data security and content governance practices to be ready for deployment.

Duration: 4 weeks

03

Optimize

- **Data Lifecycle** encompasses all stages of data management, from creation and storage to archiving and deletion.
- Ensure optimal performance and security with continuous **Monitoring.**
- Maintain security and compliance with regular **Access Reviews.**

02

Secure

- Protect your organization doing **Secure Identity**.
- Keep your information safe doing **Secure Data.**
- Safeguard your operations doing **Secure Network.**
- **Enforce Policies** to keep master of your data.

01

Prepare

- **Risk Assessment** will help you identify your sensitive and overshared data.
- Understanding your data with a **Data Inventory**.
- **Data Classification** helps determine who should have access to specific data based on its sensitivity.

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Microsoft 365 Copilot Platform Readiness Accelerator

Review current data security and content governance practices to be ready for deployment.

Framing

Activities

- Project Kick-off
- Scope definition
- Pre-Planning definition

Outcomes

- Pilot Project Plan

Planning & Execution

Activities

Working Session(s) :
- Identity
- Data & Security
- Security & Privacy
- Network infrastructure
- Monitoring Infrastructure

Assess & Review Current Infrastructure

Establish & Design Copilot Platform

Outcomes

Reports :
- Assessment report
- Design report
- Execution report

Pilot Release

Activities

- Gather Data & Feedback
- Review Pilot results
- Evaluate & Prioritize Further integration & Security Extensiblity

Outcomes

- Findings & Recommendations
- Monitoring Dashboard

8

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Microsoft 365 Copilot Platform Readiness Accelerator

Review current data security and content governance practices to be ready for deployment.

WHAT WILL WE DO?

Our strategy is structured into three key phases: Prepare, Secure, and Optimize. Let's delve into each phase in detail.

The first phase, **Prepare**, involves conducting risk assessments to identify sensitive and overexposed data, creating a comprehensive inventory of data assets to understand their locations and relevance, and performing data classification to determine who should have access based on data sensitivity. This preparation is crucial for identifying vulnerabilities and ensuring appropriate data protection measures.

The second phase, **Secure**, focuses on protecting the organization by implementing secure identity management, safeguarding information through encryption and other data protection techniques, securing networks with robust defences, and enforcing policies to control data access and handling. This phase ensures the safety and integrity of data and operations.

The last phase, **Optimize**, involves managing the data lifecycle from creation to deletion, ensuring continuous monitoring for optimal performance and security, and conducting regular access reviews to maintain security and compliance. This phase enhances data management efficiency and maintains ongoing protection.

In **conclusion**, our approach to data management and security is designed to be comprehensive and proactive. By preparing meticulously, securing effectively, and optimizing continuously, we can protect our organization's data assets, ensure compliance, and achieve operational excellence.

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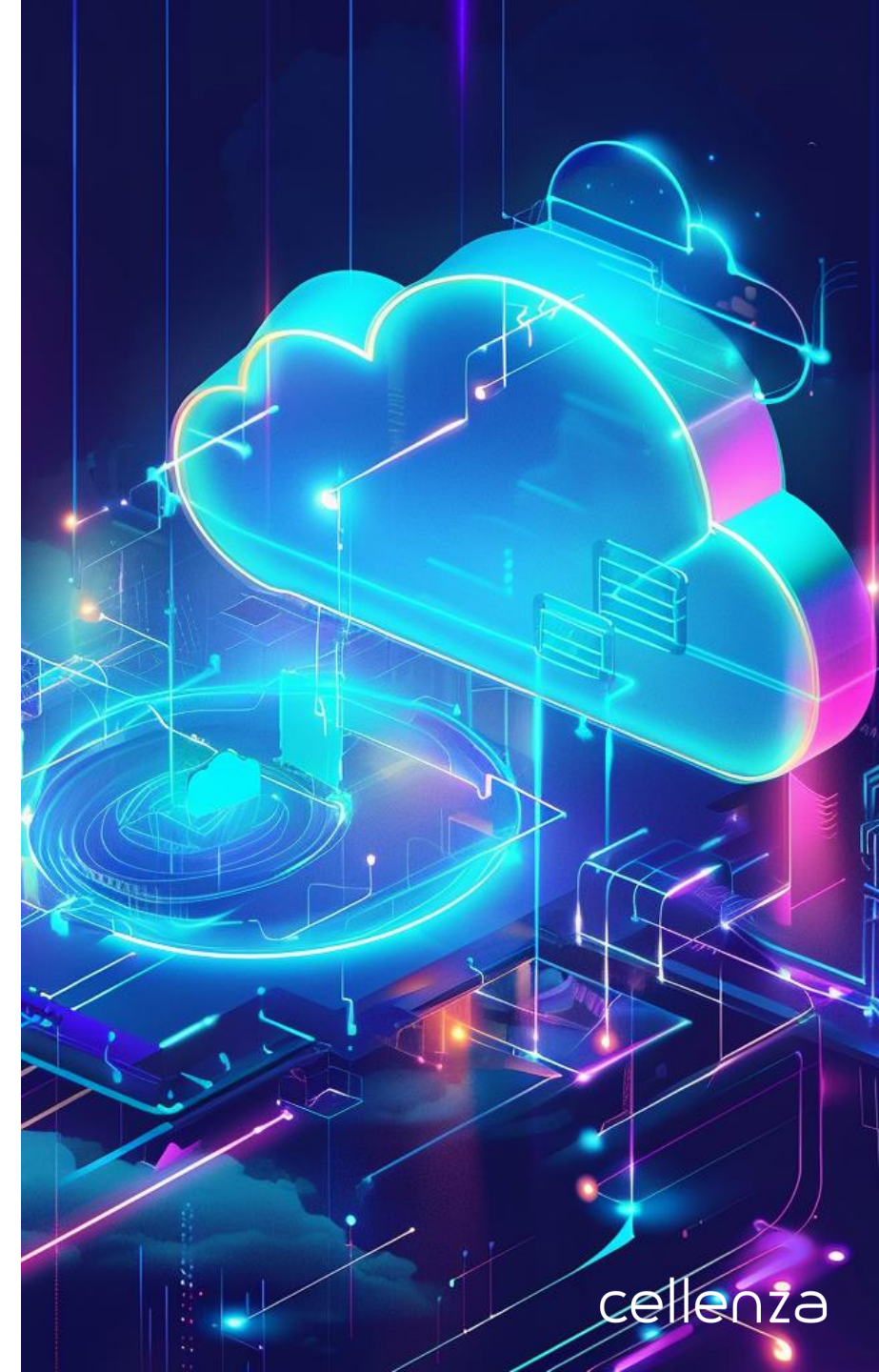
MICROSOFT 365 COPILOT SUSTAINABLE ADOPTION ACCELERATOR

Estimated Duration : 8 Weeks

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Microsoft 365 Copilot Sustainable Adoption Accelerator

The successful adoption of Microsoft 365 Copilot requires new ways of thinking and behavior change, and change can be hard! It takes more than learning a new solution. It's a fundamentally different way of working. This change is about people. And we're here to help with our **sustainable adoption accelerator…**

8 Weeks

Envision | Onboard | Deploy
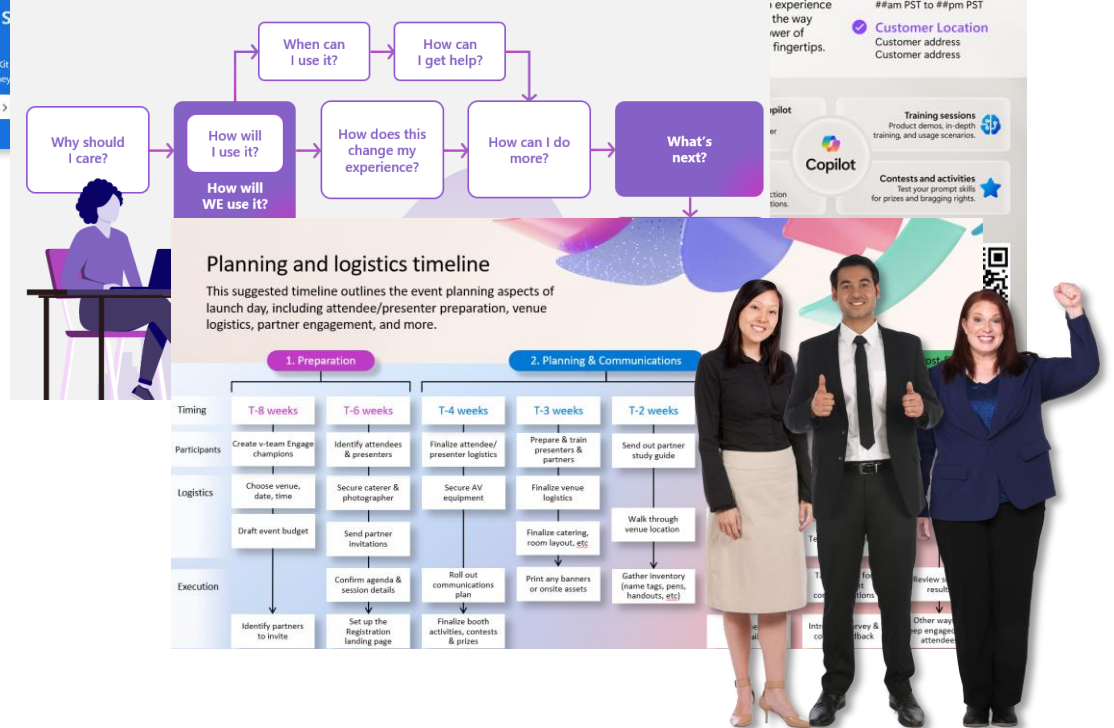
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Microsoft 365 Copilot Sustainable Adoption Accelerator

Presentation of our adoption accelerator

Duration: 8 weeks

03

Deploy

Full-scale deployment and business success depend on usage and satisfaction. This requires planning through the Envision and Onboard phases plus ongoing operational excellence:
Monitor End User Adoption and Usage | Encourage Ongoing Engagement | Plan next

02

Onboard

Work with key stakeholders to build and launch the pilot and adoption plan.
Build & Launch Adoption & Communication Plans | Launch to Early Adopters

01

Envision

Identify and prioritize scenarios while learning about available resources as you plan for rollout, setting business goals to measure success
Assemble Team | Define Business Strategy | Determine Readiness

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Microsoft 365 Copilot Sustainable Adoption Accelerator

Activities and outcomes based on best practices from Microsoft.

Envision

Activities

- Kick-off
- Check readiness, build the team & organization, secure sponsorship
- Copilot overviews - business and technical
- Pilot Planning, Scenario mapping, Define success criteria

Outcomes

- Pilot Project Plan
- Scenarios & AI Transformation Roadmap

Onboard

Activities

- Working Session(s) :
  - Build Adoption & Communication plan
  - Build User Experience Strategy
  - Build Champion program
- Start early adopters and support staff trainings, start execution of adoption and communication plan, start Champion program
- Launch Pilot with early adopter's

Outcomes

- Adoption & communication plan
- Trainings (Support staff, Champions, Early Adopters)
- Champion program
- Center of Excellence

Deploy

Activities

- Monitor End User Adoption and Usage, Gather Data & Feedback, Review success measures and survey results.
- Iterate User Experience Strategy and Identify additional optimization scenarios
- Deliver Adoption support in different formats
- Post Pilot review, plan org wide deployment based on pilot results

Outcomes

- Findings & Recommendations, Monitoring dashboards
- Organization-wide deployment plan

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Microsoft 365 Copilot Sustainable Adoption Accelerator

WHAT WILL WE DO?

The first phase, **Envision**, involves understanding the company's context and identifying new opportunities and scenarios enabled by M365 Copilot. This phase includes several key activities: planning the pilot project, assembling the project team, and assessing the organization's readiness for the new technology. Additionally, it involves securing sponsorship from key stakeholders to ensure support and resources for the project. Finally, it includes defining the specific scenarios to be tested during the pilot and establishing clear criteria for what success looks like.

The second phase, **Onboard**, focuses on preparing the organization for the successful adoption of 365 Copilot. This involves creating a comprehensive adoption and communication plan to ensure that all stakeholders are informed and engaged. Additionally, a user experience strategy is developed to optimize how users interact with the new tools. Establishing a champion program is also a key activity, where influential employees are identified and empowered to advocate for the new technology. This phase includes providing thorough training for early adopters and support staff to ensure they are well-prepared. Finally, it involves launching a pilot program with initial users to test the implementation in a real-world setting and gather valuable feedback.

The last phase, **Deploy**, focuses on the full-scale implementation of 365 Copilot across the organization. This phase involves closely monitoring user adoption and gathering feedback to understand how well the new technology is being received and utilized. Based on this feedback, the user experience strategy is iterated and refined to address any issues and improve overall satisfaction. Ongoing support is provided to ensure users have the assistance they need during this transition. After the pilot program, a comprehensive review of the results is conducted. Based on these insights, a detailed plan is developed for organization-wide deployment, ensuring a smooth and successful rollout across all departments.

In conclusion, by carefully planning, effectively onboarding, and thoroughly deploying, we ensure a smooth and successful adoption of M365 Copilot across the organization

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MICROSOFT 365 COPILOT VALUE REALIZATION ACCELERATOR

Estimated Duration : 4-8 Weeks

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Microsoft 365 Copilot Value Realization Accelerator
From Vision to Value Realization

Copilot for Microsoft 365 brings immense capabilities to employees in every industry and across all lines of business. Defining and prioritizing business scenario where company need to focus their Copilot efforts most productively is not an easy things. At Cellenza, we have developed a value framework specially designed to help our customers to derive maximum value form this exciting new technology.

Most Copilot engagements fail due to a lack of clear business value delivered by the solution. To ensure a successful Copilot deployment, it's crucial to establish the business value it will provide before starting any extension work. Collaboration with business and technical decision-makers is essential to align on investment priorities, the rationale behind these investments, and the expected business outcomes. The goal of the Value Realization Acceleration is to identify high-value use cases that will impact key business processes across the organization and deliver significant business benefits, thereby clarifying the value that the AI solution will bring.
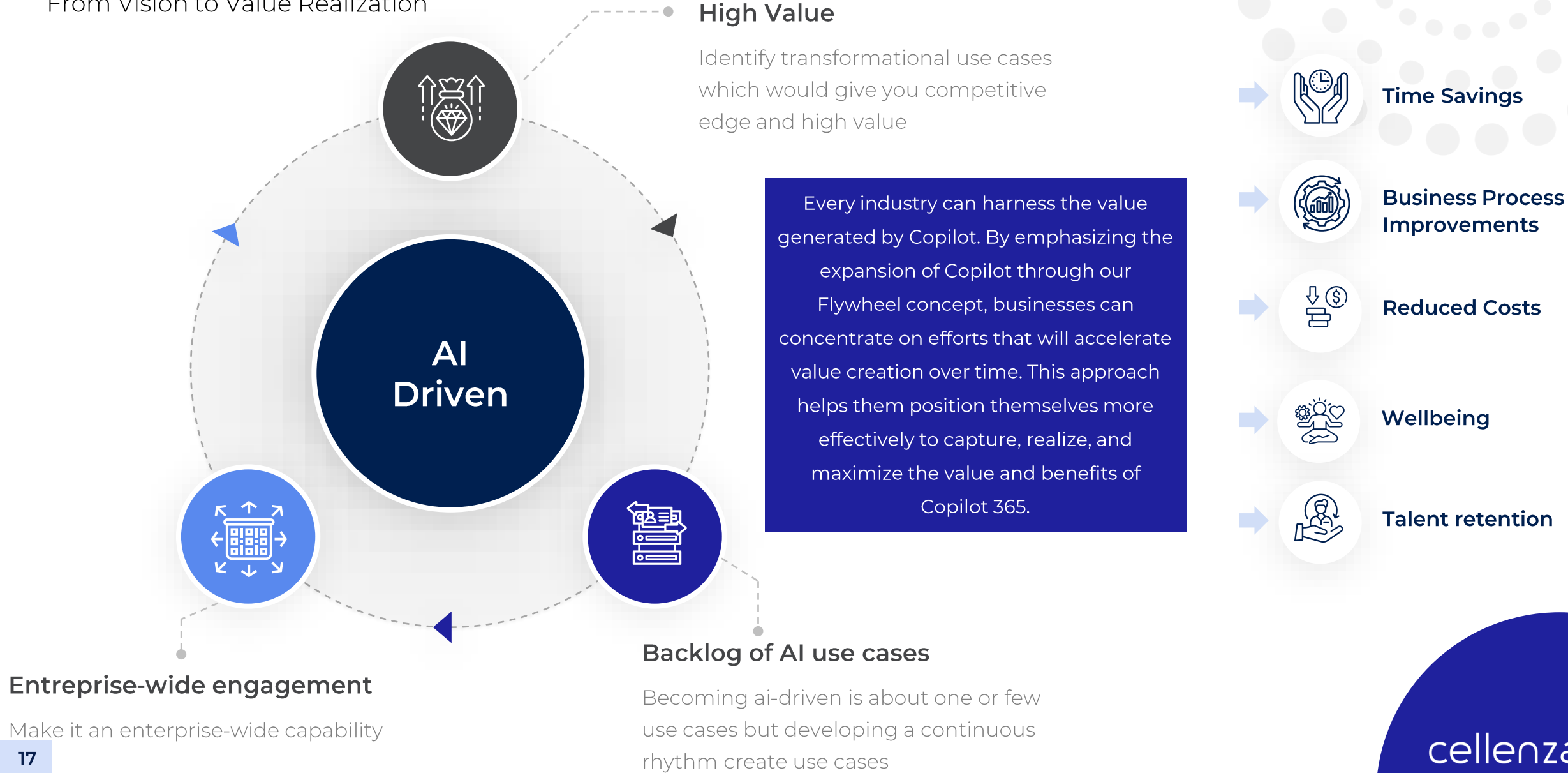
Service Description

Through this program we will help our client to uncover the following points:

- What would we like to achieve in the Copilot space and by when?
- To whom is this Copilot initiative important? Who is sponsoring it and why?
- What are the core business processes within our organization that deliver the highest business impact?
- What are the core business processes within our organization that would benefit from Copilot?
- How are we measuring the impact of the core business processes?
- Where do we think there is the highest ROI for our business if we were to invest in Copilot?
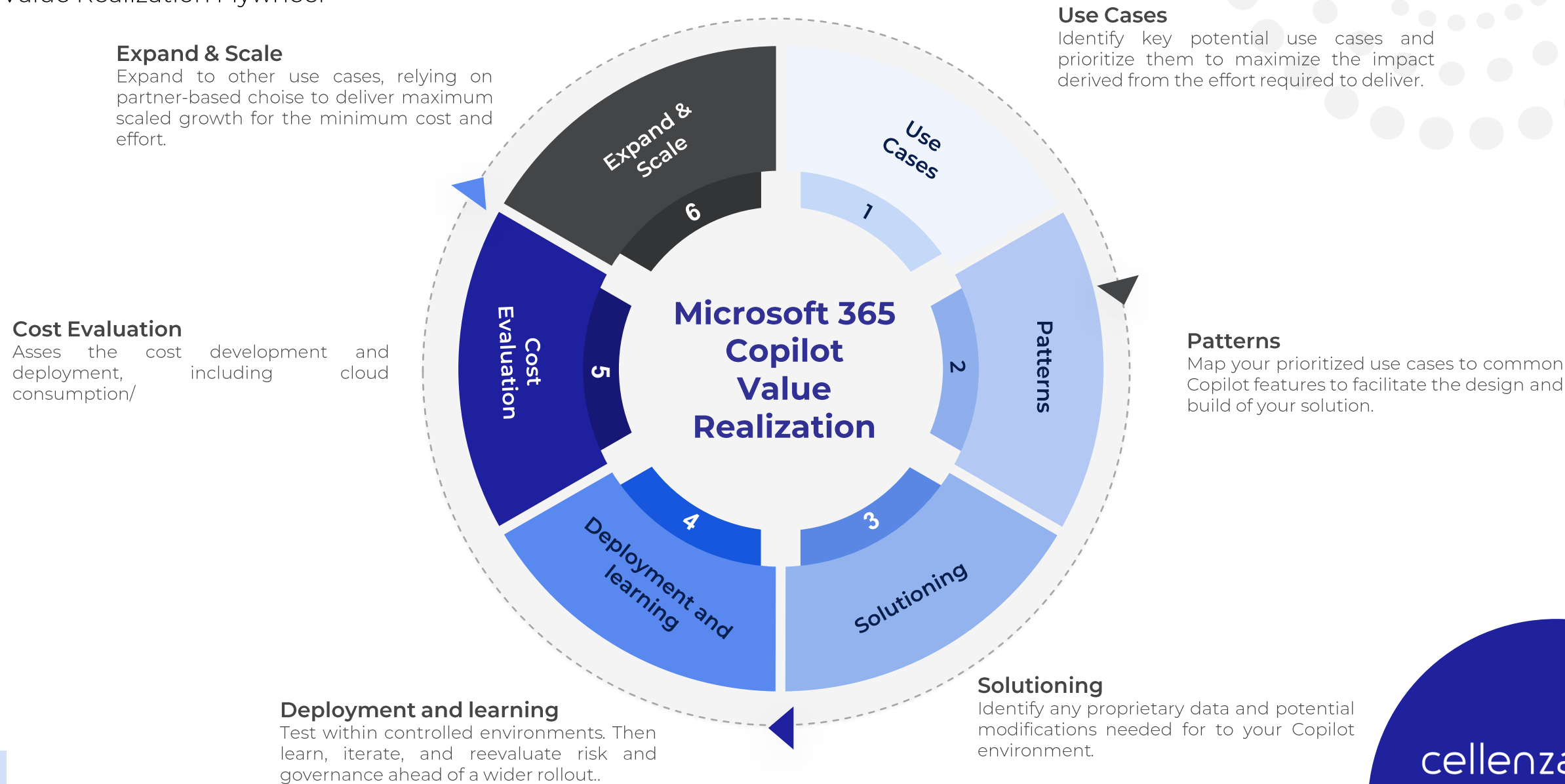- Where is the data at the moment? (i.e: Cloud, on-premise waiting for a DC migration?)

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Microsoft 365 Copilot Value Realization Accelerator

From Vision to Value Realization

High Value

Identify transformational use cases which would give you competitive edge and high value

AI Driven

Every industry can harness the value generated by Copilot. By emphasizing the expansion of Copilot through our Flywheel concept, businesses can concentrate on efforts that will accelerate value creation over time. This approach helps them position themselves more effectively to capture, realize, and maximize the value and benefits of Copilot 365.

Time Savings

Business Process Improvements

Reduced Costs

Wellbeing

Talent retention

Entreprise-wide engagement

Make it an enterprise-wide capability

Backlog of AI use cases

Becoming ai-driven is about one or few use cases but developing a continuous rhythm create use cases

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Microsoft 365 Copilot Sustainable Adoption Accelerator

Value Realization Flywheel

Use Cases
Identify key potential use cases and prioritize them to maximize the impact derived from the effort required to deliver.

Expand & Scale
Expand to other use cases, relying on partner-based choise to deliver maximum scaled growth for the minimum cost and effort.

Patterns
Map your prioritized use cases to common Copilot features to facilitate the design and build of your solution.

Cost Evaluation
Asses the cost development and deployment, including cloud consumption/

Solutioning
Identify any proprietary data and potential modifications needed for to your Copilot environment.

Deployment and learning
Test within controlled environments. Then learn, iterate, and reevaluate risk and governance ahead of a wider rollout..

Expand & Scale 6

Use Cases 1

Cost Evaluation 5

Microsoft 365 Copilot Value Realization

Patterns 2

Deployment and learning 4

Solutioning 3

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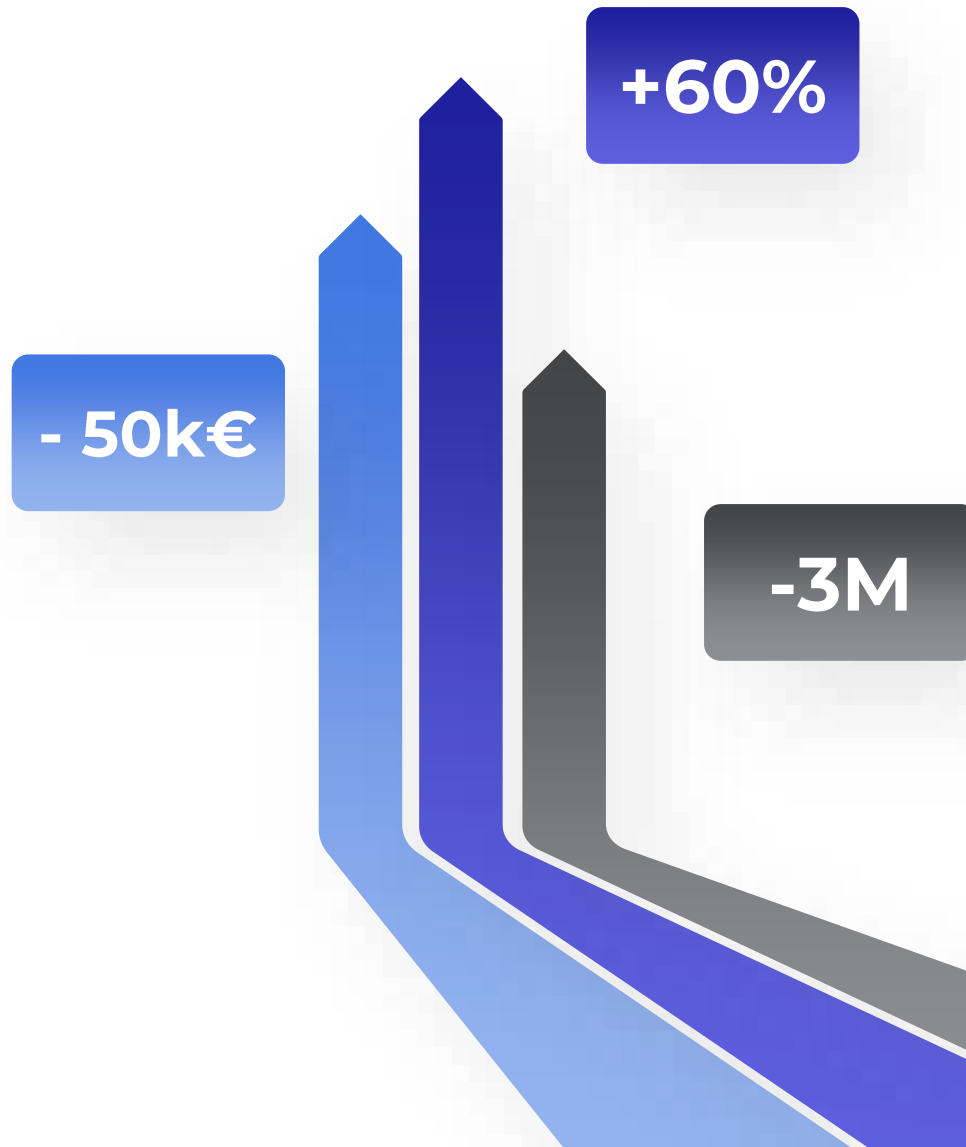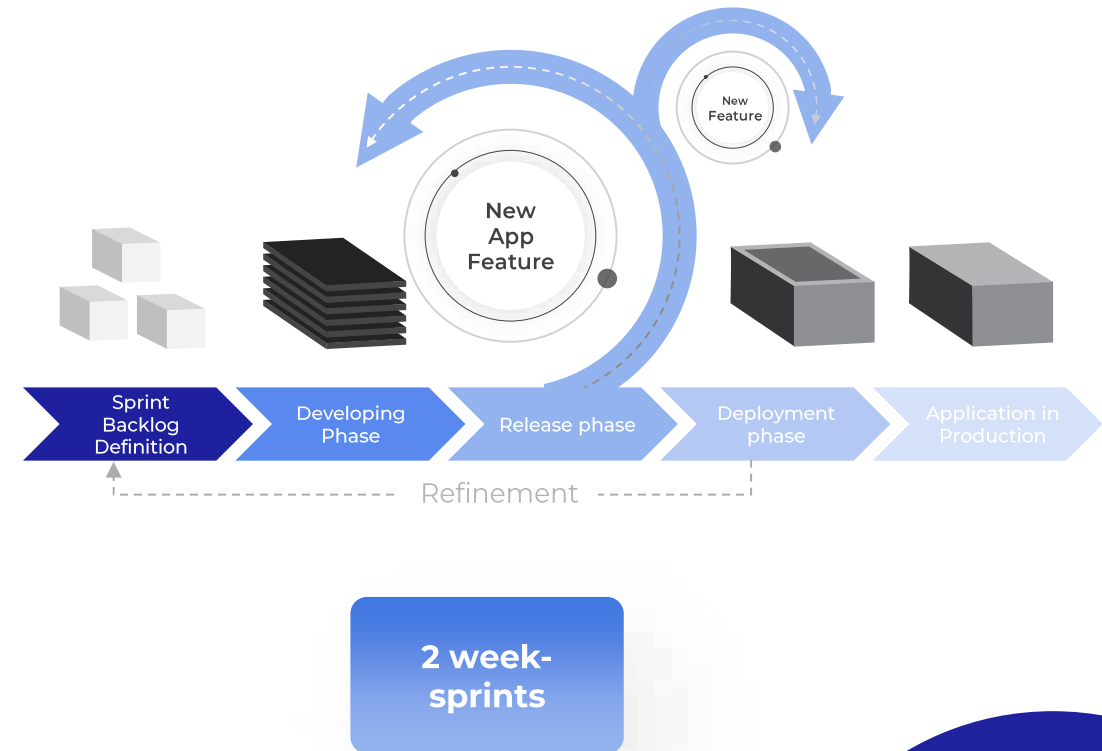# MICROSOFT 365 COPILOT EXTENDED ACCELERATOR

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Microsoft 365 Copilot Extended Accelerator

Unite our professional developers and your business teams to rapidly develop applications with our Fusion Dev approach

+60%

- 50k€

-3M

Accelerating Productivity with Fusion Dev

Financial Performance

Optimize your innovation budget,

Operational Highlights

Powerful productivity boosts,

Time Saving

Development quick and efficiency,

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Microsoft 365 Copilot Extended Accelerator

Unite our professional developers and your business teams to rapidly develop applications with our Fusion Dev approach

Fusion Development aims to scale application development using low-code techniques.

This approach enables your business to create superior applications more quickly by integrating the efforts of professional developers with those of citizen or low-code developers.

Additionally, it involves blending low-code capabilities with code-first components to fulfill business requirements and produce Fusion applications.

New Feature

New App Feature

Sprint Backlog Definition

Developing Phase

Release phase

Deployment phase

Application in Production

Refinement

2 week-sprints

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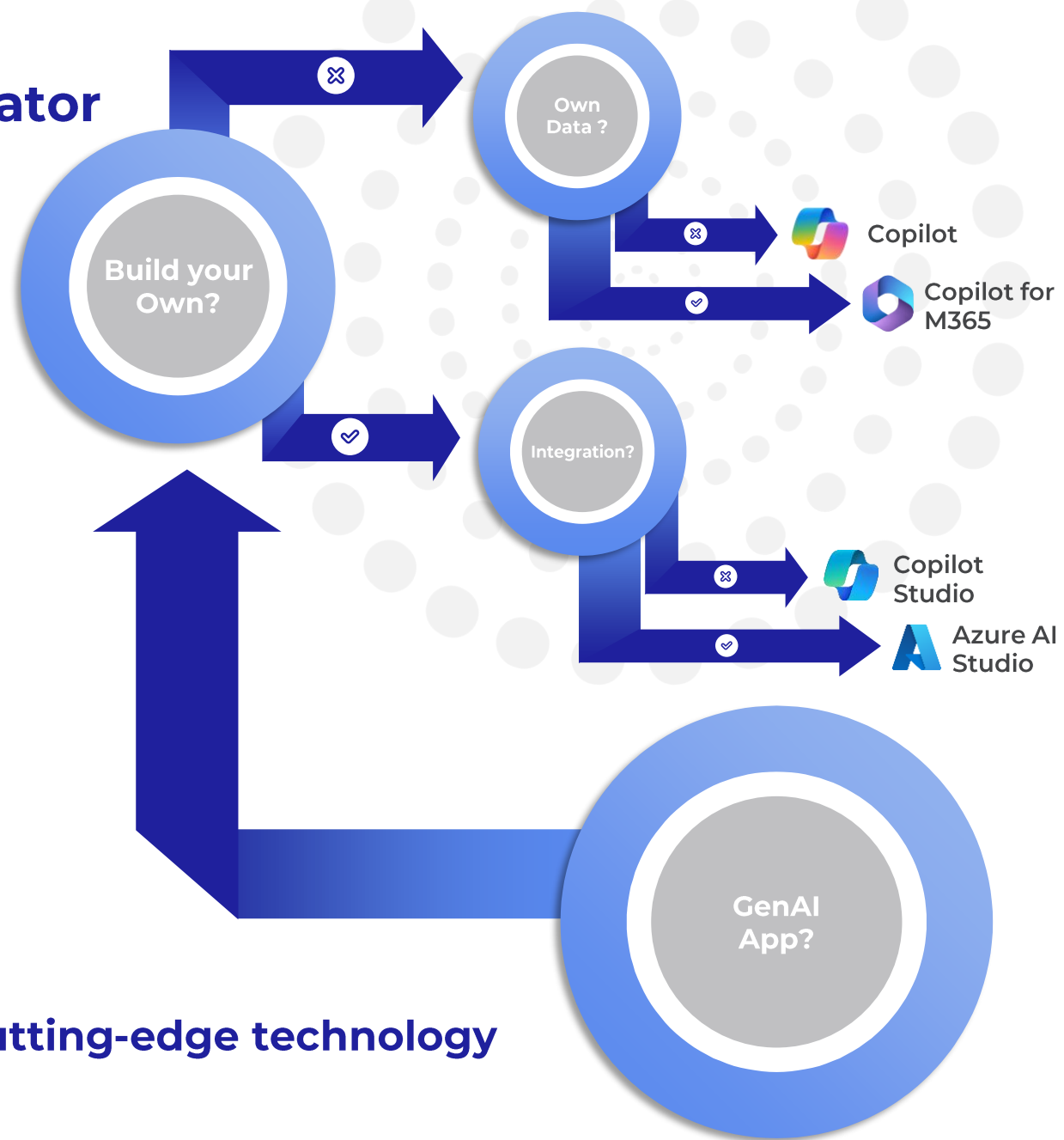# Microsoft 365 Copilot Extended Accelerator

Unlock your imagination here...

Are you looking to modernize your business operations? We have the **perfect solution**: a generative AI application. But which option is right for you? **Copilot, Copilot Studio, or Azure AI**

Cellenza assess your unique business needs, guide you in making the **best choice**, and **train** your teams in both low-code and high-code development to deliver state-of-the-art applications tailored to your vision.

Moreover, **Cellenza** ensures top-notch **Security & Compliance** for your **AI infrastructure**, giving you peace of mind as you innovate.

Let us help you transform your business with cutting-edge technology today!

Build your Own?

Own Data ?

Copilot

Copilot for M365

Integration?

Copilot Studio

Azure AI Studio

GenAI App?

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Benefits of the FusionWay™ Approach
Harnessing Synergy for Transformative Success

- **Enhanced Speed and Efficiency**

  - Accelerated project timelines with Fusion Teams, achieving objectives 2.5 times faster than traditional methods.

  - Streamlined workflows powered by Aria, reducing complexity and speeding up delivery.

- **Adaptive Agility**

  - Flexibility to respond to evolving business needs and market changes.

  - Dynamic Fusion Teams structure allows for rapid scaling and pivoting as required.

- **AI-Driven Innovation**

  - Aria platform's AI capabilities infuse projects with advanced analytics, predictive insights, and automation.

  - Continuous evolution with AI-led suggestions for improvement and risk management.

- **Empowered Collaboration**

  - Fusion Teams foster a culture of empathy and teamwork, enhancing problem-solving and decision-making.

  - Aria promotes collective engagement, ensuring all voices contribute to the solution development lifecycle.

- **Continuous Support with MotionRun**

  - Uninterrupted operational support, ensuring the smooth running of cloud services and applications.

  - Managed services providing peace of mind and allowing businesses to focus on growth and innovation.

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thank **you.**

ABOUT CELLENZA TRAINING

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Training

https://training.cellenza.com/

#ContinuousLearning

CELLENZA TRAINING

Created in 2011, Cellenza Training is positioned in the continuity of the consulting firm Cellenza. It is recognized for the **quality of its technical and methodological offers as well as for its training delivery**.

Cellenza Training concentrates **the best consultants-trainers on Microsoft cloud technologies and agile methods.**

Our trainers are above all **consultants**, selected and themselves trained, to **share their expertise that they implement in their customers daily.**

We offer a qualitative alternative to general market organizations. Our primary concern is the **development of your employees' skills**, based on **solid and scalable foundations to achieve operational and decision-making autonomy**.

OUR VALUE PROPOSITION

1 Trainers are above all **consultants** at Cellenza, fed by a **permanent field experience**. They implement the solutions they train you on daily.

2 Our Consultants-trainers are **certified** by the editor, they are **experienced and recognized** for their expertise in their communities and ecosystems.

3 Our trainers are **selected** internally and themselves **trained** for animating Instructor-Led-Training and Virtual- Led-Training, the impact of communication, the continuous pedagogical improvement, the design and animation of interactive workshops… **Our "Train the Trainers" program is unique. It ensures quality delivery and optimal learning.**

4 We offer **OFFICIAL Microsoft training** and **SPECIFIC training** from our field experiences, as well as **TAILOR-MADE training** to meet your needs as closely as possible.

5 We do believe in the "**Learning by Doing**" methods: interactive and practical, adapted to a solid and sustainable development of the trainee.

6 To maximize the training ROI, we strongly recommend a **Post-training follow-ups**, in different formats, **to ensure the good mastery of the acquired skills, the application of their good practices or to go even further!**

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Training

OUR OFFERS

CLOUD ACADEMY

Short, specific and concrete training courses on specific topics. With the only objective, **acculturation and the rise in targeted skills**, step by step, spread over time and practical oriented.

MICROSOFT OFFICIAL

Microsoft Azure skills development for technical roles through various learning paths. All of them are preparing for **Microsoft certifications.**
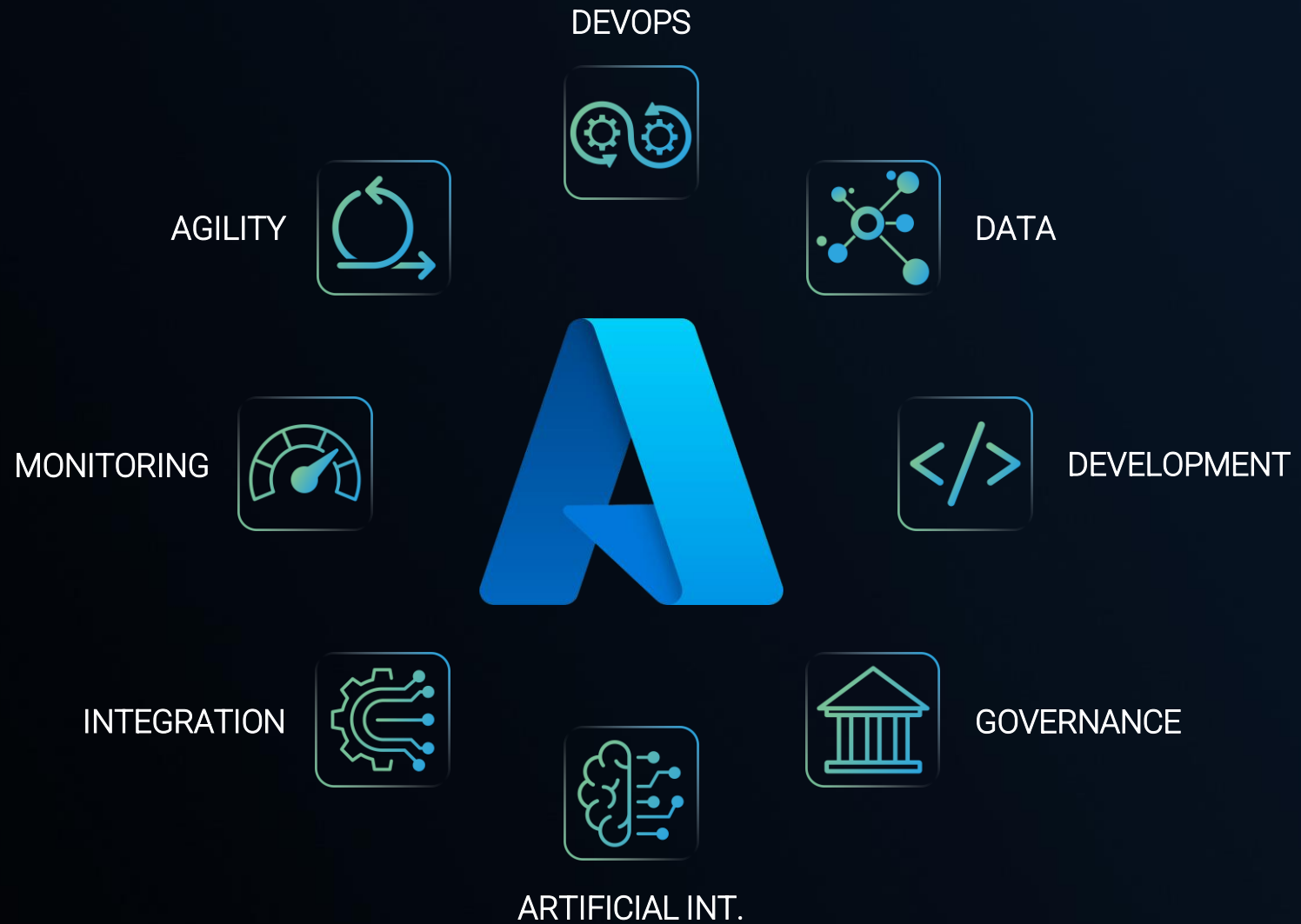
TAILOR-MADE

Through a structured approach, we support you in the **co-development** and animation of a specific course or training to respond as closely as possible to your **context and issues.**

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WE HAVE TRAINED THEM

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