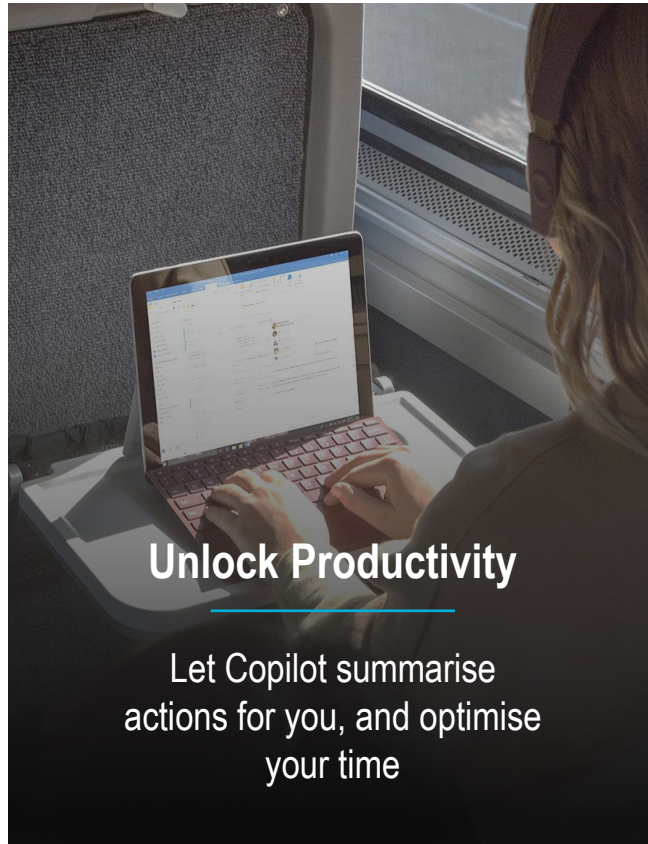


# Microsoft Copilot Assessment

Sales presentation

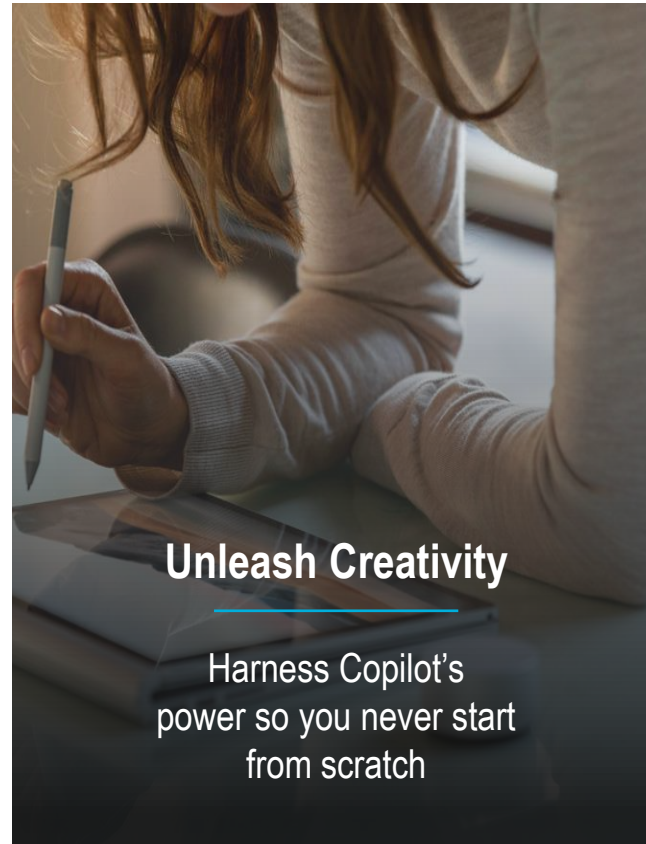


# EMPOWERING PEOPLE TO FOCUS ON WHAT REALLY MATTERS



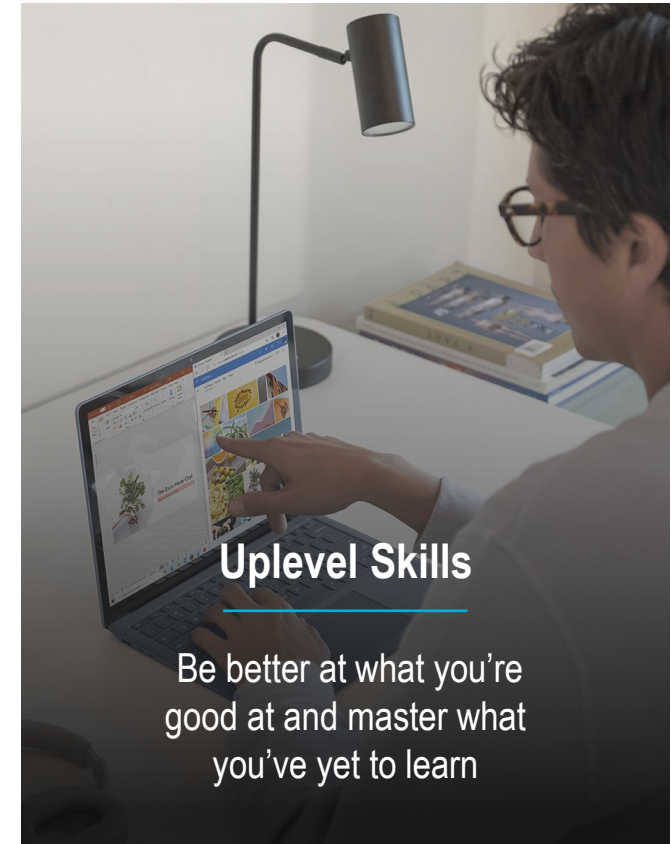
**Unlock Productivity**

Let Copilot summarise actions for you, and optimise your time



**Unleash Creativity**

Harness Copilot's power so you never start from scratch



**Uplevel Skills**

Be better at what you're good at and master what you've yet to learn



# CUSTOMISED TO MEET THE UNIQUE NEEDS OF YOUR ORGANISATION

## The Copilot features



Grounded in  
your business data

Microsoft 365 Copilot has real-time access to both your content and context in Microsoft Graph



Comprehensive security,  
compliance, and privacy

Copilot inherits your security, compliance, and privacy policies set up in Microsoft 365



Architected to protect  
data

Your data never leaves its secure partition, and it is never used for training purposes



Integrated into the  
apps you use every day

Word, Excel, PowerPoint, Outlook, Teams, and more



Individual user and admin  
always in control

User decides what to use, modify, or discard

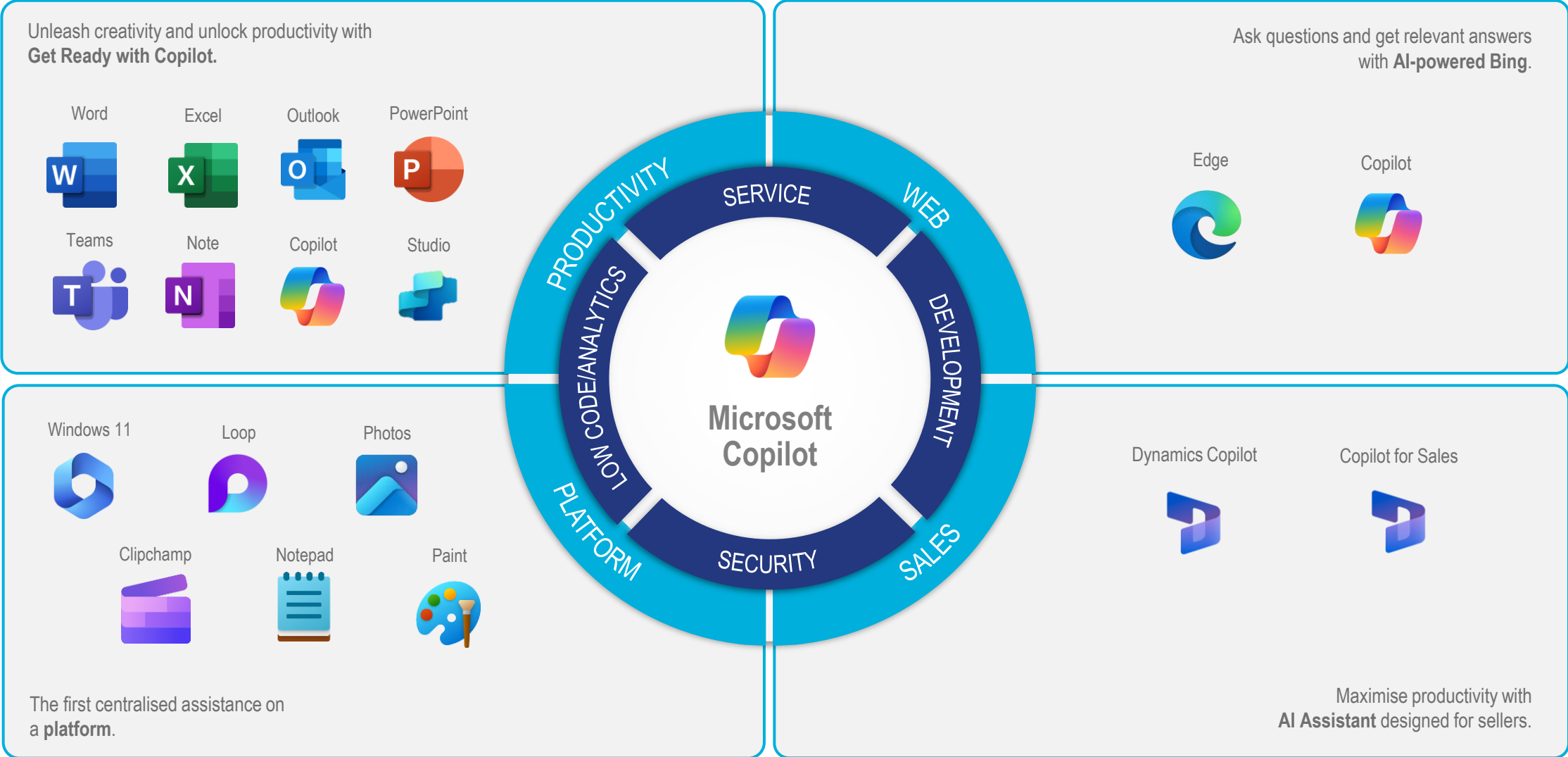


Designed to  
learn new skills

As Copilot learns about processes, it can perform more sophisticated tasks and queries



# COPILOT CAPABILITY MAP



# COPILOT CAPABILITY MAP



# CUSTOMER'S JOURNEY

2

- Review adoption strategy and change plan.
- Create Copilot Center of Excellence.
- Prepare Microsoft 365 tenant.
- Remediate security and compliance measures.

3

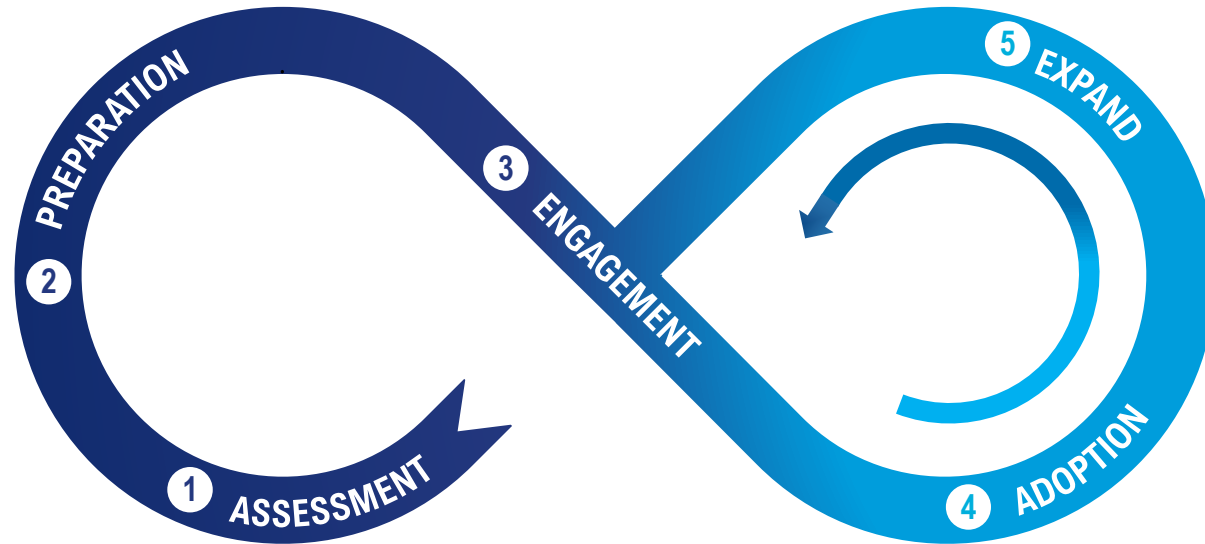
- Engage and enable early adopters.
- Initiate adoption campaign.
- Review early adopters value and experience.
- Input into wider roll out plan.

5

- Review potential to enhance Copilot with 3<sup>rd</sup> party services and non-M365 data.
- Identify value to build business case for usage.
- Copilot for Microsoft 365 feature adoption review.

## 1 COPILOT FOR M365 ASSESSMENT SERVICE

- Validate technical readiness.
- Set vision and value for Copilot for Microsoft 365.
- Identify use cases and early adopters.
- Create Copilot for Microsoft 365 deployment roadmap.



4

- Select wider use cases for Copilot for Microsoft 365 rollout plan.
- Review and input into Adoption & Change campaign to maximise usage and efficiency.
- Promote Copilot champions and Center of Excellence.

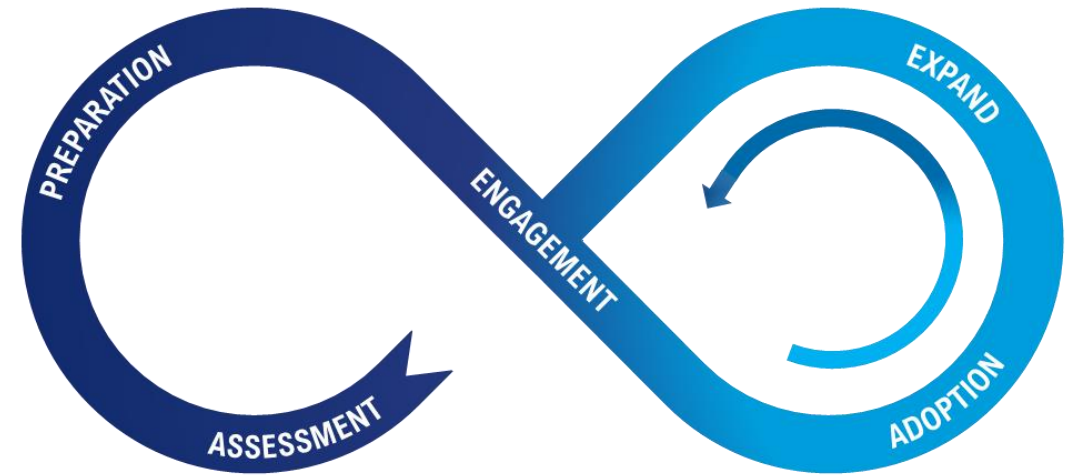


# SERVICE OBJECTIVES

The Copilot for M365 Assessment Service supports you on your Microsoft Copilot adoption journey

## The Copilot for Microsoft 365 Assessment Service :

- Assist with the organisation readiness and awareness of Microsoft Copilot
- Show the value and capabilities of Microsoft Copilot
- Assesses the readiness to adopt Copilot for Microsoft 365
- Identifies the key personas, high-value use cases and business impact.
- Creates a Copilot for Microsoft 365 deployment roadmap



# OVERVIEW AND APPROACH



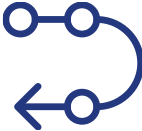
## DISCOVER

- Understand the Copilot services and implications
- Create a vision for Copilot for Microsoft 365
- Understand and define the value of Copilot for Microsoft 365
- Identify early Copilot for Microsoft 365 opportunities



## EXPLORE

- Provide a technical gap analysis of current data and security state and Copilot for Microsoft 365 readiness
- Define and review early Copilot for Microsoft 365 persona use cases
- Understand Copilot for Microsoft 365 licence options



## SHAPE

- Create a roadmap for Copilot for Microsoft 365 adoption journey
- Identify key preparation and Copilot for Microsoft 365 prerequisites
- Provide actions and outline costs for next stage activities and wider Copilot for Microsoft 365 adoption

DURATION 4-5 WEEKS





# DISCOVER



## DISCOVER

- Understand the Copilot services and implications
- Create a vision for Copilot for Microsoft 365
- Understand and define the value of Copilot for Microsoft 365
- Identify early Copilot for Microsoft 365 opportunities

## Discover Phase

### Workshop Objectives:

- To provide an overview of Copilot for Microsoft 365 and associated topics
- To prepare for the Readiness Assessment.

### Workshop Deliverables:

- Engagement of stakeholders
- Completion of the Optimisation Assessment questionnaire.
- Review of the M365 Copilot Readiness Report.
- Agreement on next steps.



# EXPLORE



## EXPLORE

- Provide a technical gap analysis of current data and security state and Copilot for Microsoft 365 readiness
- Define and review early Copilot for Microsoft 365 persona use cases
- Understand Copilot for Microsoft 365 licence options

## Explore Phase

**Define**  
the initial Copilot for Microsoft 365 persona use cases

### USE CASE IDENTIFICATION

- Identify key jobs per persona and pain points
- Define use case scenarios
- Choose the strongest scenario and solution building blocks

**Deliverables:**

- Customer understanding of practical uses of Copilot for key personas
- Potential business impact for deployment of Microsoft Copilot for high-impact scenarios.
- Identify Adoption Champions.

**Understand**  
Copilot for Microsoft 365 licence options

### LICENSING

- Educate stakeholders in the Microsoft Copilot family licence requirements.
- Map customer's license model to minimum requirements
- Identify options to license Microsoft Copilot

**Deliverables:**

- Software license readiness, approach and cost options

**Deliver**  
technical gap analysis of the organisation's data and security readiness to adopt

### TECHNICAL READINESS

- Data Preparation Data Residency and Privacy
- Information Protection
- Protection and Compliance
- Data Security
- Technology Service Readiness

**Deliverables:**

- Technical Readiness Assessment
- Data Readiness Assessment
- Security & Privacy Control Assessment

**Understand**  
the operational and end-user readiness to adopt Copilot for Microsoft 365

### ADOPTION

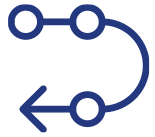
- Identify user awareness and education requirements
- Define adoption roadmap
- Understand how to monitor and report adoption of Copilot

**Deliverables:**

- Definition of end-user and operational adoption paths in the Readiness Report



# SHAPE



SHAPE

- Create a roadmap for Copilot for Microsoft 365 adoption journey
- Identify key preparation and Copilot for Microsoft 365 prerequisites
- Provide actions and outline costs for next stage activities and wider Copilot for Microsoft 365 adoption

## Shape Phase

A Readiness Report shows the journey to the adoption of Copilot for Microsoft 365

The objectives are to qualify the position and requirements of the following operational aspects:

### Create

a roadmap for Copilot for Microsoft 365 adoption journey

### Identify

key preparation and Copilot for Microsoft 365 prerequisites

### Provide

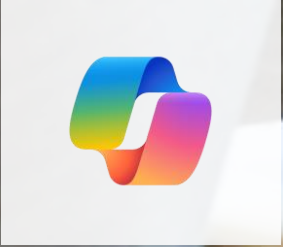
actions and outline costs for next stage activities and wider Copilot for Microsoft 365 adoption

## Copilot for M365 readiness report

### Readiness Report detailing the adoption journey deliverables:

- Vision, Target and Current Position
- Recommendations and rough order of magnitude costs
- Deliverables & Activities
- Roles & Responsibilities
- Software License Options





# Microsoft Copilot Assessment

Sales presentation

