invillia
part of AI✓R

Invillia is part of AI/R, the AI Revolution Company.

One of six AI powerhouse brands revolutionizing tech consultancy and digital transformation models.

Embedding AI in any industry sector, in every aspect of customer engagement and business platforms.

Making the AI revolution your revolution.

AI/R

AvenueCode compass.uol Edgy Everymind invillia WEBJUMP

6,000+
tech professionals

15+
Innovation Studios

20+
accelerators

Proprietary AI platforms

AI/Cockpit, AI/AgentsBuilder, AI/Studio Platform, Llia

Global presence

with offices in Brazil, Europe, and the US

GitHub Copilot

Official GitHub partner with the highest number of certifications in Latin America

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Our Agenda

01
The Challenge
DevEx

02
The Opportunity
Accelerate workflows

03
The Platform
Trusted and proven AI

04
The Model
Adoption Blueprint

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The DevEx difference.

Faster Time to Revenue

Grow revenue by improving DevEx.

- Shorter time to market
- Increased profitability

Source: Forrester, 2023

Improved Operational Efficiency

Drive business performance through increased:

- Productivity
- Efficiency
- Product quality

Source: Microsoft Research, DX, University of Victoria, 2023

Higher Talent Retention

Attract and retain top engineering talent.

- High team morale
- Motivating and rewarding work

Source: Gartner, 2023

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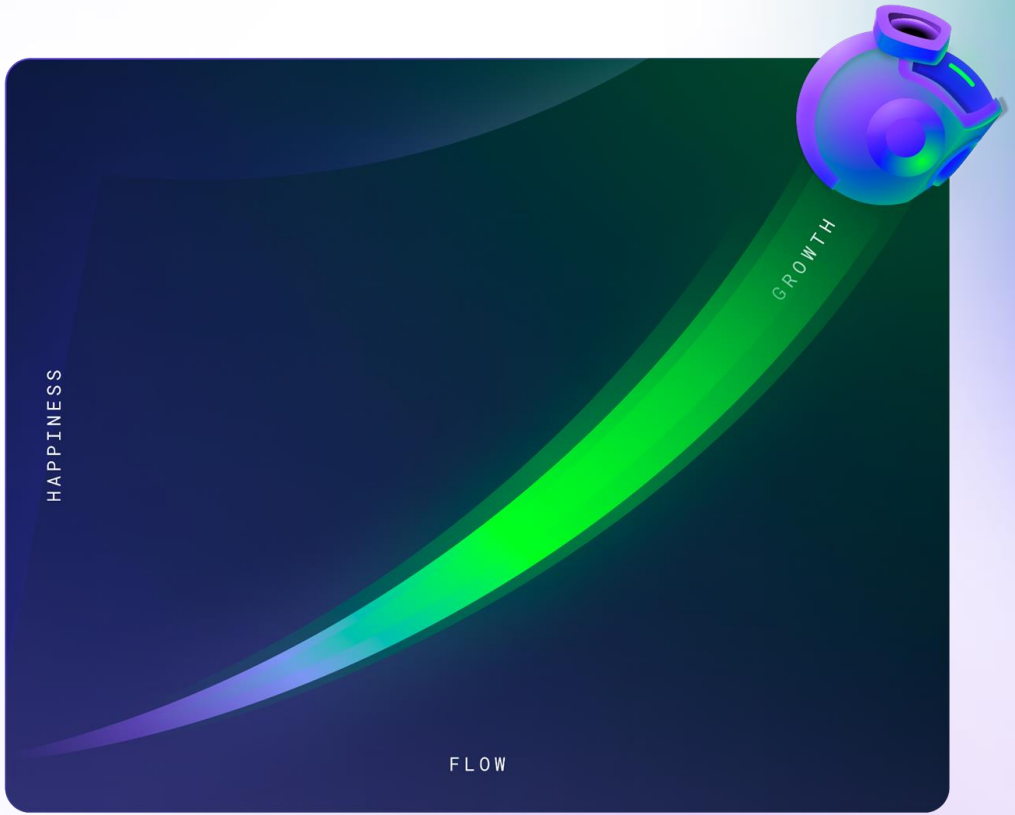
AI is the next frontier in DevEx.

A McKinsey study found that equipping developers to be their most productive also significantly improves the developer experience, and developers using generative AI–based tools were more than twice as likely to report overall happiness, fulfillment, and a state of flow.



The Copilot effect.

The world's most widely adopted AI developer tool.

- Maximize developer happiness
- Increase developer productivity
- Accelerate software development

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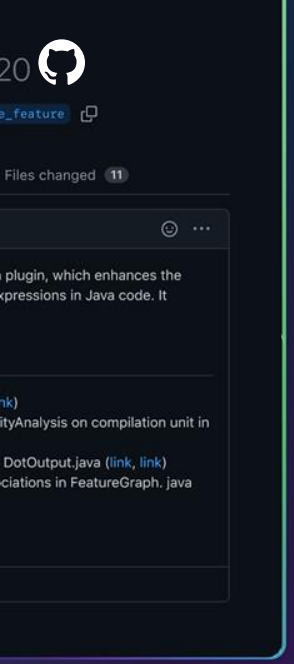
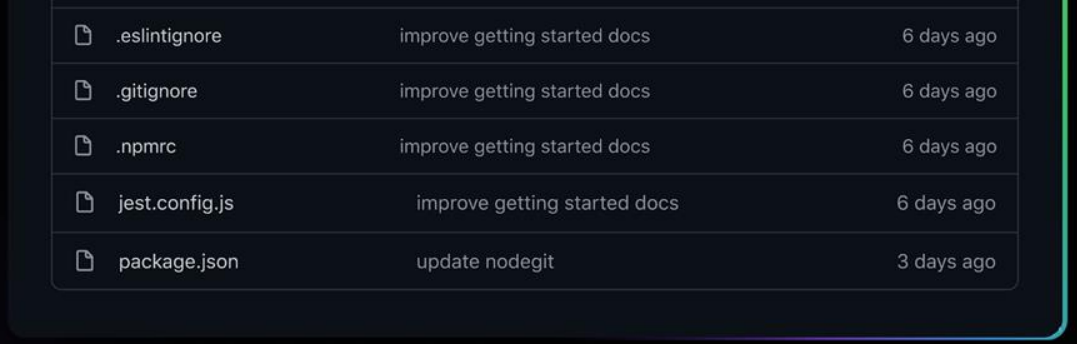
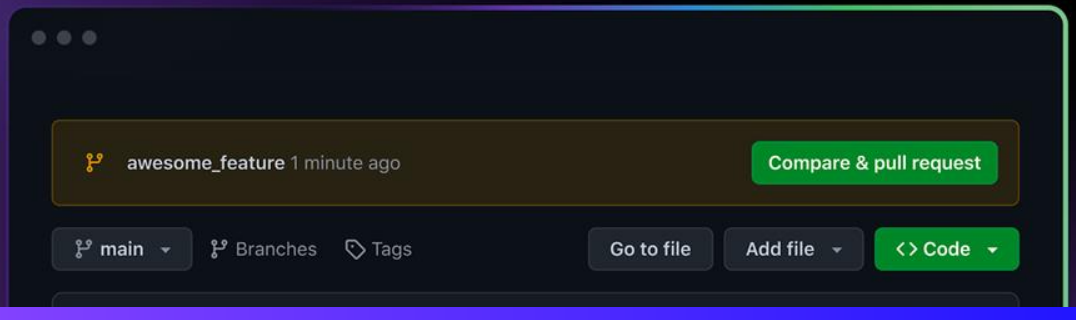
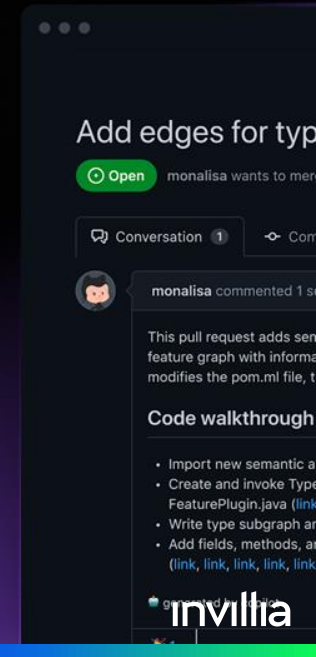




Proven AI that accelerates workflows and your software development agility.

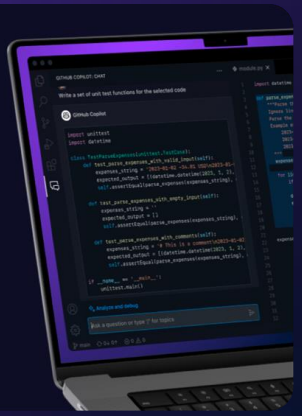




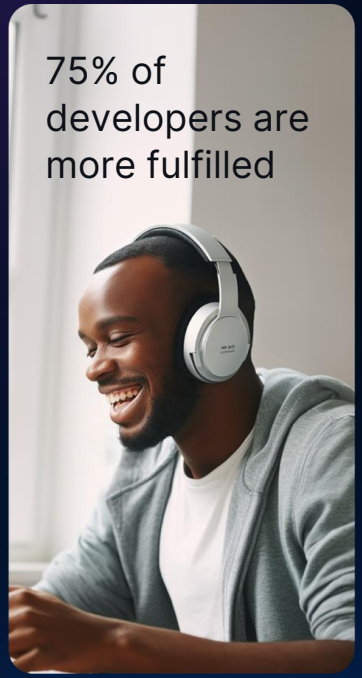
1st overall pick among developers.

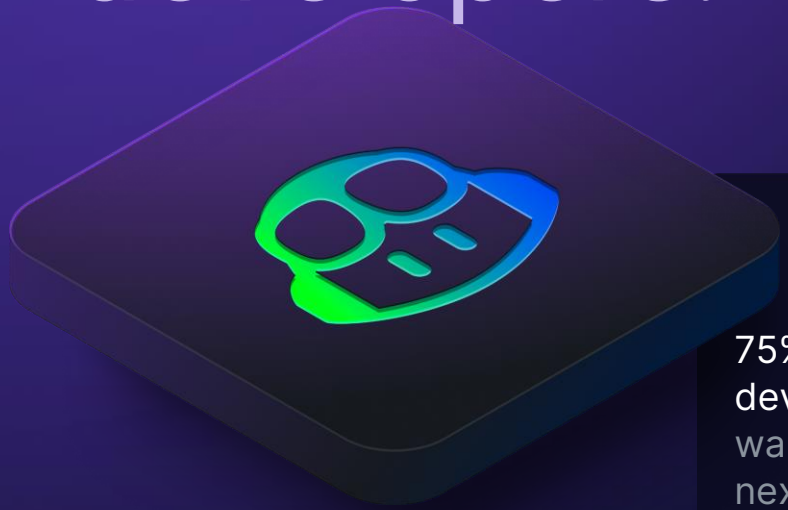
55% of developers using AI coding tools choose GitHub Copilot

stackoverflow

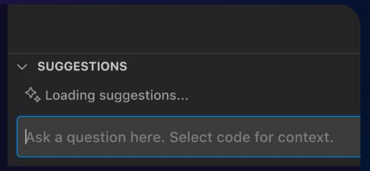


75% of developers are more fulfilled





75% of developers want to try it next year



Copilot enables faster coding by 55%

More than 1.5M developers

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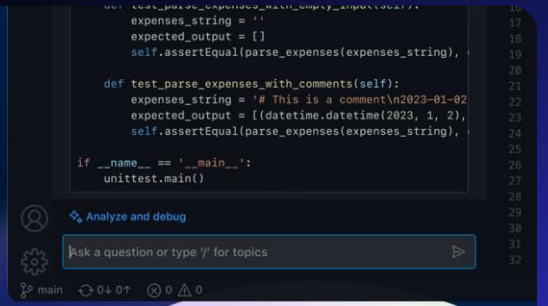
Pioneer in enterprise adoption of AI.

Over 1 in 5 Fortune 500 companies use Copilot

(<1 yr since launch)

27,000+ businesses building software with Copilot



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Developer productivity with Copilot goes beyond speed.

87% less mental effort on repetitive tasks

74% focus on more satisfying work

73% say they are more in the flow

Developer productivity with Copilot means developers focus on what matters most.

More time on

- Designing
- Brainstorming
- Collaborating
- Iterating
- Planning

Less time on

- Writing Tests, Repetitive Code, & Boilerplate
- Debugging
- Searching Documentation
- Finding Vulnerabilities
- Deciphering Existing Code
- Correcting Syntax
- Summarizing Changes and Comments
- Learning Git Commands

Developer productivity with Copilot benefits enterprises.

Release cycle agility

55%

Faster completion

Developer onboarding

57%

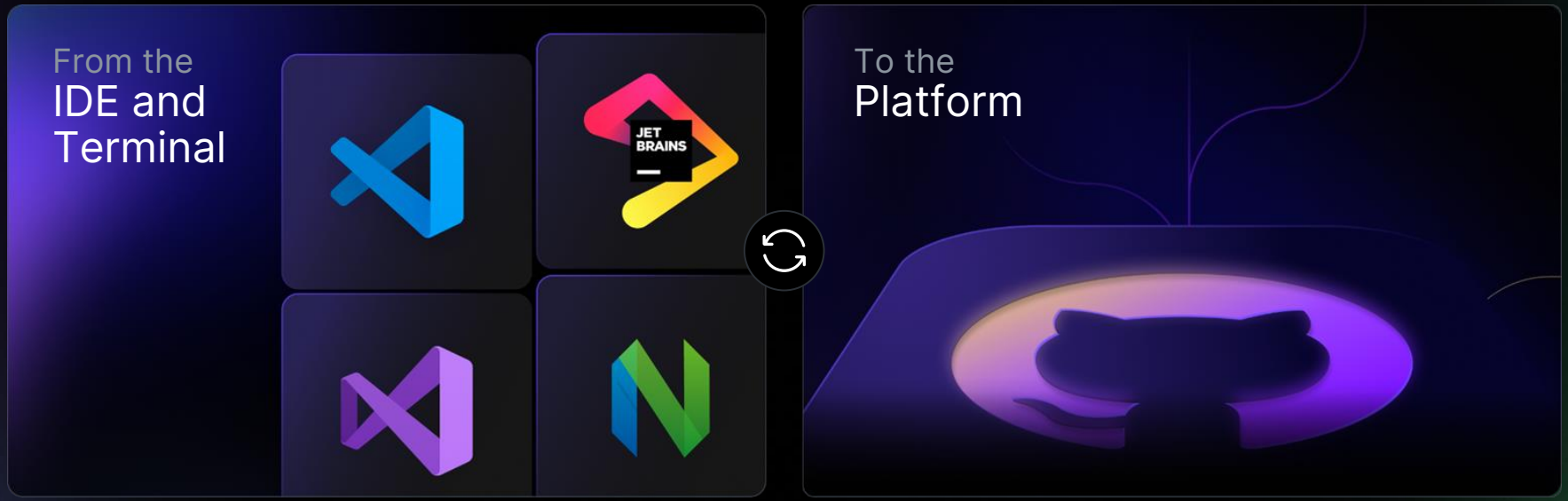
More upskilling

Developer retention

41%

Less burnout

Your copilot for an AI-powered software development lifecycle.

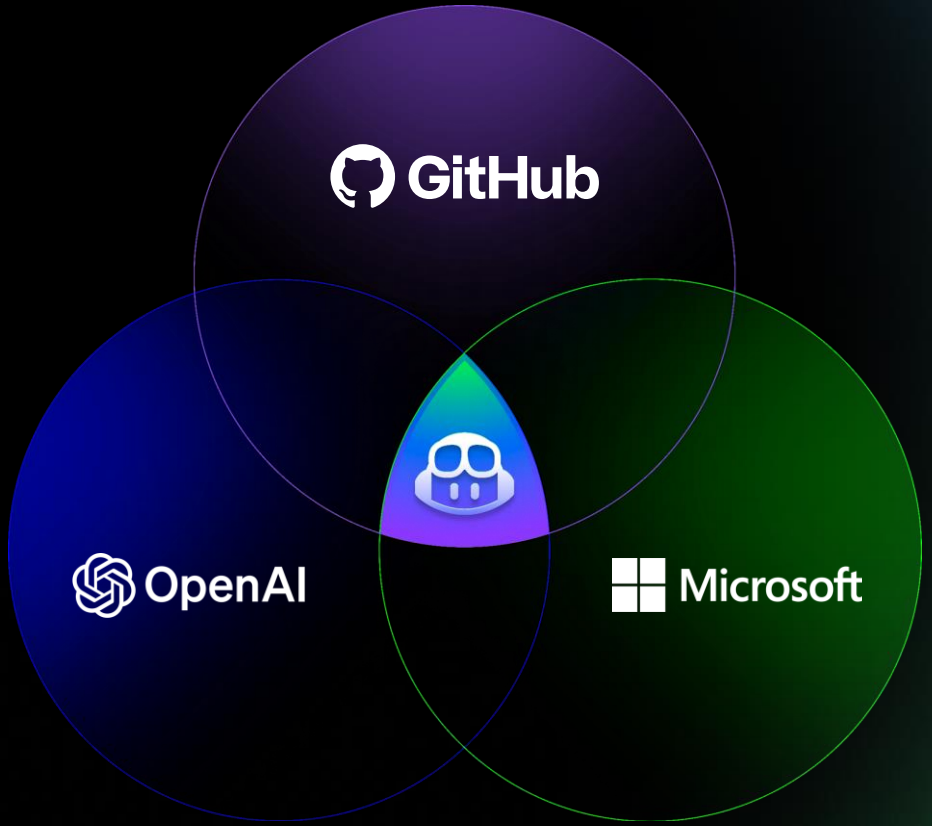


Safe, Trustworthy, and Reliable

Committed to creating responsible AI by design so you can trust in not only the technology and product but also GitHub as a partner.

- Privacy: Handling your data responsibly
- Security: Azure infrastructure and encryption
- Copyright: Respecting intellectual property rights

Infrastructure, meet Innovation



Duolingo increases its productivity with GitHub Copilot.

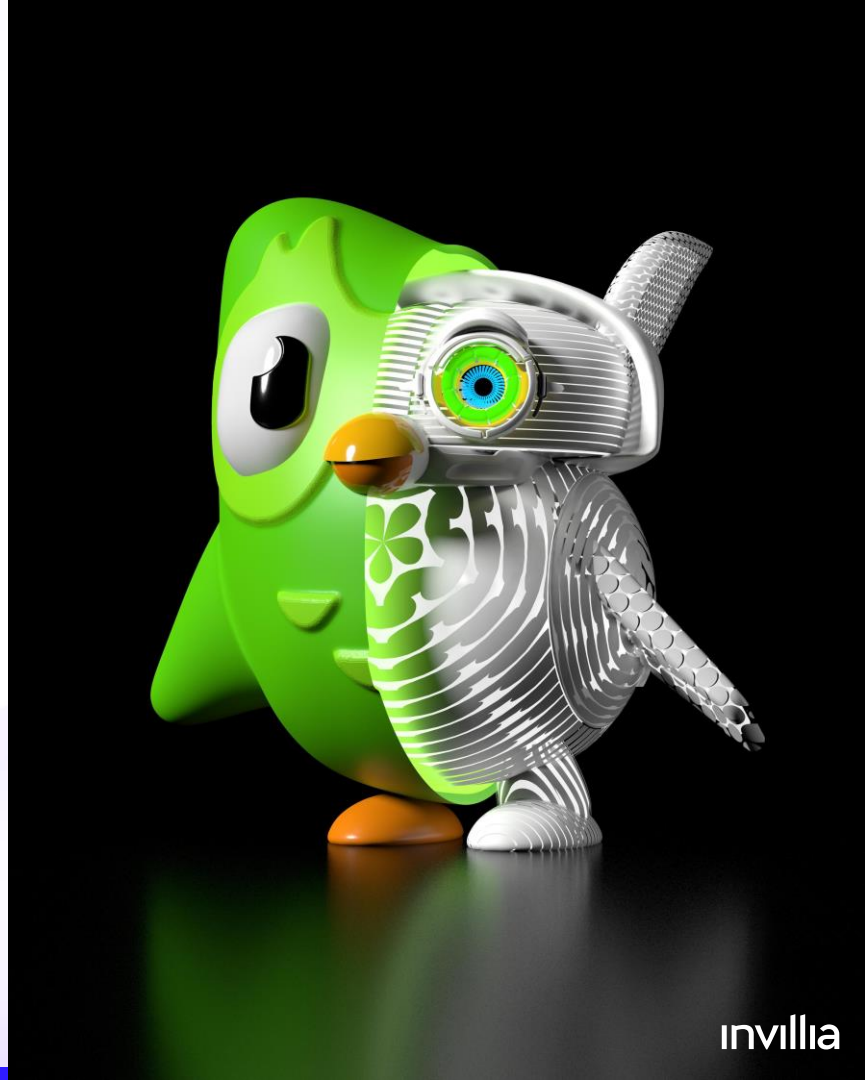
GitHub-powered solutions

GitHub Copilot

+25% increase in developer speed with GitHub Copilot
+67% reduction in average code review time
+70% increase in the number of pull requests

Impact

Amplified productivity and strategic alignment with the company's broad use of AI.



> **A tool like GitHub Copilot is so impactful at large companies because suddenly engineers can make impactful changes to other developers' code with little previous exposure.**

Severin Hacker // CTO, Duolingo

Mercado Libre frees developers' minds to focus on their mission with GitHub.

GitHub-powered solutions

GitHub Enterprise
Turbo-charging the speed to market, including merging and deploying about 100,000 pull requests per day, keeping the company's apps ahead of the competition.

GitHub Copilot
+9000 developers using GitHub Copilot. Improve satisfaction and productivity among teams, empowering them to focus more on valuable work while automating away repetitive or less engaging tasks.

GitHub Advanced Security
Give developers security feedback early, so they can fix potential issues before they find their way into production.

Impact

Automated deployment, security tests, and repetitive tasks to free developers to spend more time on high-value, rewarding work.

“

With GitHub Copilot, I think the possibilities for unlocking innovation are dramatic.

Sebastian Barrios
SVP of Technology @ Mercado Libre

mercado libre

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Adoption Blueprint Key Activities

Onboard

- GitHub Assessment
- Learn Copilot - Fundamental
- Plan Utilization Roadmap
- Conduct your Copilot configuration to ensure its secure and compliant use
- Establish the User Onboarding Procedure
- Conduct Hackathon /Handson to let people feel the latest AI coding
- Design Developer Experience ROI and Check the Initial Metrics

Adopt

- Learn Behind-the-Curtain to be familiar with Copilot
- Learn Copilot advanced tips s tricks to mafie more use of it
- Benchmark Copilot Usage to find room for improvement
- Build Self-Service Onboarding Guidance
- Identify and train champions to drive penetration

Optimize

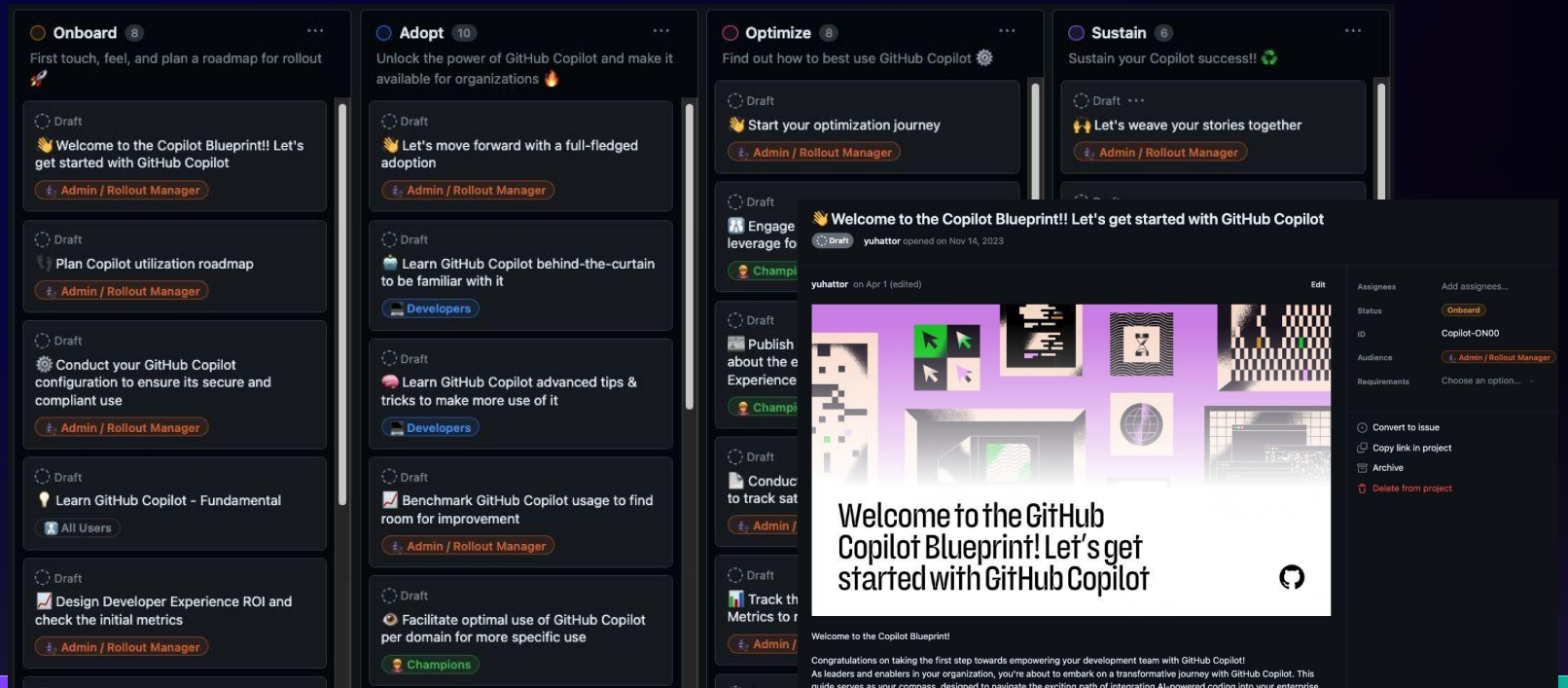
- Engage with the internal community
- Publish case studies to spread the word about the excellence of your Developer Experience
- Conduct a Copilot usage survey to track satisfaction and appropriate use
- Track the adoption rates and DevEx Metrics
- Automate Activation Tracking
- Providing Feedback to GitHub on Copilot

Sustain

- Investigate Reasons for Suboptimal Utilization and Enablement
- Facilitate optimal use of GitHub Copilot per domain for more specific use
- Try Beta features to explore new AI possibilities

Official GitHub Copilot Blueprint

Available only for Official Partners



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9x Training Sessions

1x GitHub Specialist **Evangelist**

3 months

Onboard

Exit Criteria:

- 10% Adoption within 90 days
- Define the Value Prop & Document ROI

Smoothly transition to GitHub Copilot with a tailored onboarding process that sets the stage for successful integration within your organization, accommodating various user groups and adapting to organizational needs.

Adoption Plan Discussion & Agreement

Share an Adoption Plan after an Assessment, discuss it with the customer, based on specific customer needs in terms of users to onboard and also best practices suggested as part of the blueprint.

Report and Further Adoption Proposal

Reported on trial results and promote plans for further adoption

Configuration / Blocker Removal

Identify and eliminate technical and organizational blockers related to the adoption.

1 Metrics Dashboard

1 MVP delivered

+9x Training Sessions

1x GitHub Specialist **Evangelist**

2x Engineers empowered by **GitHub Copilot**

3 months

Adopt

Exit Criteria:

80%+ Active Users over 30 days on avg.

Implement user engagement strategy

Advance from initial use to full engagement with GitHub Copilot, integrating it into daily operations, and overcoming any usage challenges with dedicated advisory

Deep-Dive Session

Provide a deeper dive into how to use GitHub Copilot and conduct a behind-the-curtain session.

Advanced Tips & Tricks

Create a document containing Tips s Tricks for sharing and self-onboarding purposes.

GitHub Copilot Benchmarking / Case

Shared study case and research.

Copilot Champion Identification

Identify two individuals and encourage their coordination of internal study sessions and sharing of best practices.

10 Cert. vouchers

+1 MVP delivered

1x GitHub Specialist **Evangelist**

2x Engineers empowered by **GitHub Copilot**

3 months

Optimize

Exit Criteria:

- 80%+ Usage w/ Value Realization Docs
- GitHub Copilot Becomes a Norm
- New Features Become Easier to Adopt

Enhance your efficiency with GitHub Copilot by leveraging its full potential and new features to maximize the benefits and address any usage challenges with innovative solutions.

Scale to a Larger Audience

Organized a session online with broader audience.

Creation of tailored resources according to specific customer teams' needs

Community Engagement

Create and promote community activities both within and outside the company.

Create Case Study

Create articles about their GitHub Copilot adoption. Simultaneously, raised awareness both internally and externally.

Survey / Metrics

Conducted a GitHub Copilot Usage Survey based on a template and tracked metrics regularly. Shared metrics and collaborated on tracking adoption rates by organization.

2x Engineers empowered by **GitHub Copilot**

Fixed >>

Sustain

Exit Criteria: N/A

Maintain and nurture your engagement with GitHub Copilot, ensuring continuous value and fostering long-term advocacy to support sustainable growth in customer lifetime value.

Feedback

Connect with the Copilot team on feedback and status to create a supportive environment.

Roadmap Sharing / Proposing Upgrade

Propose Roadmap & Preview features.

Measuring
Copilot impact
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Evaluation stage

Days 0 - 60

Measures:

😃 Satisfaction using Copilot

👩‍💻 Benefits of using Copilot
👩‍💻 Challenges of using Copilot
👩‍💻 Enablement provided

👩‍💻 Average Daily Active Users per Month - Completions
👩‍💻 Average Daily Active Users - Chat
👩‍💻 Average Daily Active Users - Total
👩‍💻 Suggestions Delivered - Completions
👩‍💻 Number of Acceptances - Completions
👩‍💻 Lines of Code Accepted - Completions
👩‍💻 Total Acceptance rate - Completions

Target exit criteria:
>40% of active trial participants would be “very disappointed” to lose Copilot access (refer Copilot Impact survey).

Adoption Stage

Days 61 - 180

Measures:

Evaluation Stage **AND**

👩‍💻 New seats added in billing cycle
👩‍💻 Dormant users

🏎️ Total completed pull requests
🏎️ Pull requests per developer
🏎️ Time to merge
🏎️ PR lead time
🏎️ Average code review time in hours

✨ Total successful builds
✨ Change failure rate
✨ CI success rate
✨ Open security vulnerabilities

Target exit criteria (WIP):

>80% of committed licenses are assigned and active with neutral-or-better impact to system-level metrics.

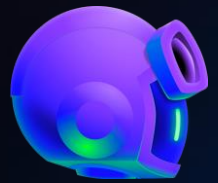
Optimization & Sustained efficiency Stages

Measures:
Adoption Stage **AND**
Key measures tailored to customer's goals.

Optimize goal:
>80% of committed licenses are assigned and active with documented positive impacts on organizations target system-level measures.

GitHub Copilot

Built for tomorrow, ready for today.



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