



Services overview

Copilot Proof of Value

About us

We are Engage Squared.

Specialists in <people> friendly technology.

Our mission is to make work better. We empower employees to enjoy work more - using Microsoft tools to make work more productive, collaborative and connected.

We work with large organisations to:

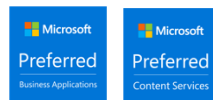
- **enable teams and individuals** to adopt new ways of working through our organisational change and transformation campaigns;
- help leaders, communications, and HR teams to **uplift culture and engage staff** by building integrated digital workplaces that use the latest features in SharePoint Online and the Microsoft Viva suite;
- create a more **secure and compliant environment** to better manage, retain and protect their information landscape; and
- **boost productivity** with automation, digitization, and app modernisation (using all of the Microsoft 365 suite, including Teams, PowerApps and Power Automate on M365 and D365).

From design, to technical build, our team of experts use their broad range of skills across project delivery, cloud strategy, user experience design, governance, agile development, change management, and security to help our clients get the most of technology.

We take partnerships seriously and were proud to be named Microsoft's 2022 global Partner of the Year for Employee Experience.



2022 Partner of the Year Winner
Employee Experience Award
2021 Partner of the Year Winner
Australia



Viva Engage
Adoption
Specialist



Microsoft Teams
Collaboration
Specialist

Engagement overview

Unlock the full potential of Microsoft 365 Copilot with Engage Squared.

AI is transforming work, and by 2026, conversational AI could save \$80 billion in labour costs for contact centres. Additionally, 80% of enterprise applications will integrate AI for content management, making it essential for future business strategies.

Early adopters of Microsoft 365 Copilot are already seeing impressive results: a 70% boost in productivity and a 68% improvement in work quality. Organisations are completing tasks 12.2% faster and spending 25.1% less time on each task.

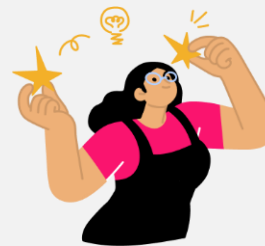
By the end of this engagement you will:

- **Showcase the business value of Microsoft 365 Copilot and agents** through real-world, scenario-based use cases
- **Activate a network of Champions** equipped to support, promote, and scale Copilot adoption across the organisation
- **Achieve meaningful user adoption of Microsoft 365 Copilot** and capture measurable impact through analytics and feedback
- **Lay the foundation for your AI transformation roadmap**, with clear next steps to scale Copilot capabilities more broadly



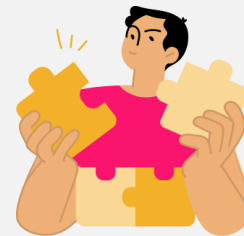
Get ready

Kick off with a structured foundation. Identify key business functions, prioritise high-impact scenarios and prep your environment. Define success metrics and plan for early adoption.



Onboard & engage

Activate Copilot across your organisation by assigning licenses, building and deploying agents, and enabling priority scenarios. Equip champions and early adopters with the tools and training they need and showcase value through an Executive Immersion Experience.



Deliver impact

Track adoption, gather feedback, and measure business outcomes using Copilot Analytics. Share impact stories and insights with stakeholders and define actionable next steps to guide your broader AI transformation.

Price: From \$32,000 (AUD ex GST)

*Can be funded by Microsoft for eligible customers

Copilot Proof of Value objectives

- 01 Build and demonstrate high-value scenarios in a customer's tenant with their own data.
- 02 Build agents to optimise business process and enhance productivity
- 03 Measure the business impact of Microsoft 365 Copilot with Copilot Analytics.
- 04 Train champions and users in high-value scenarios and deployed agents.
- 05 Deliver Executive Immersion Experience to demonstrate the business value of Microsoft 365 Copilot.
- 06 Create next-stage business opportunities for Microsoft 365 Copilot scenarios for the rest of your organisation.



Copilot Proof of Value Framework

Experience a guided proof of value that swiftly highlights the benefits of Microsoft 365 Copilot. Unlock high-value scenarios with Copilot agents and experience firsthand through immersive sessions how these agents can enhance business processes. Finally, implement Copilot Analytics to measure Copilot's impact in your environment utilising your data.

Activities



Get ready (1 week)

- ☐ Pre-engagement questionnaire
- ☐ Identify priority business functions and user cohorts
- ☐ Determine high-value scenarios
- ☐ Establish success metrics
- ☐ Build deployment & adoption plans
- ☐ Prep environment; remediate blockers

Kick off with a structured foundation. Identify key business functions, prioritise high-impact scenarios and prep your environment. Define success metrics and plan for early adoption.



Onboard & engage (2-4 weeks)

- ☐ Assign Copilot and Viva Insights licenses
- ☐ Deliver build agents & Microsoft Copilot Analytics overview
- ☐ Configure Copilot Dashboard and advanced Copilot reporting
- ☐ Data Security for Copilot Presentation & Demo
- ☐ Enable high-value scenarios
- ☐ Build agents
- ☐ Train champions and users
- ☐ Deliver Executive Immersion Experience

Activate Copilot across your organisation by assigning licenses, building and deploying agents, and enabling priority scenarios. Equip champions and early adopters with the tools and training they need and showcase value through an Executive Immersion Experience.



Deliver impact (2-4 weeks)

- ☐ Measure Copilot impact and business value
- ☐ Deliver IT and Executive Readouts that contain:
 - ✓ Copilot impact and adoption results
 - ✓ Copilot business impact
 - ✓ Next steps for the AI transformation roadmap

Track adoption, gather feedback, and measure business outcomes using Copilot Analytics. Share impact stories and insights with stakeholders and define actionable next steps to guide your broader AI transformation.

Example agenda – Get Ready

Phase	Session	Description	Outcome	Customer attendees	Time
Get ready	Pre-Engagement Kick-off	This session covers what the engagement will entail and sets expectations with the customer for delivery and agreed-upon outcomes.	Set expectations for the engagement, clearly communicate the objectives, determine at least one scenario (S), or two scenarios (M) to be implemented with agents built, define success criteria, discuss Champions and user onboarding, and provide next steps.	Executive sponsor, Communications Lead, Training Lead, IT Lead(s)	60 minutes
	Core Team Kick-off	This session brings the Core Team together.	Confirming expectations for the engagement, communicate the objectives, success criteria, roles overview of Champion and user onboarding, validate communication approach, assignment of licenses and next steps. In addition, we recommend to have the value conversation with the entire group of stakeholders.	Executive Sponsor, Department Leads (Stakeholders) Communications Lead, Training Lead, IT Lead, Community Manager, HR Lead	90 minutes

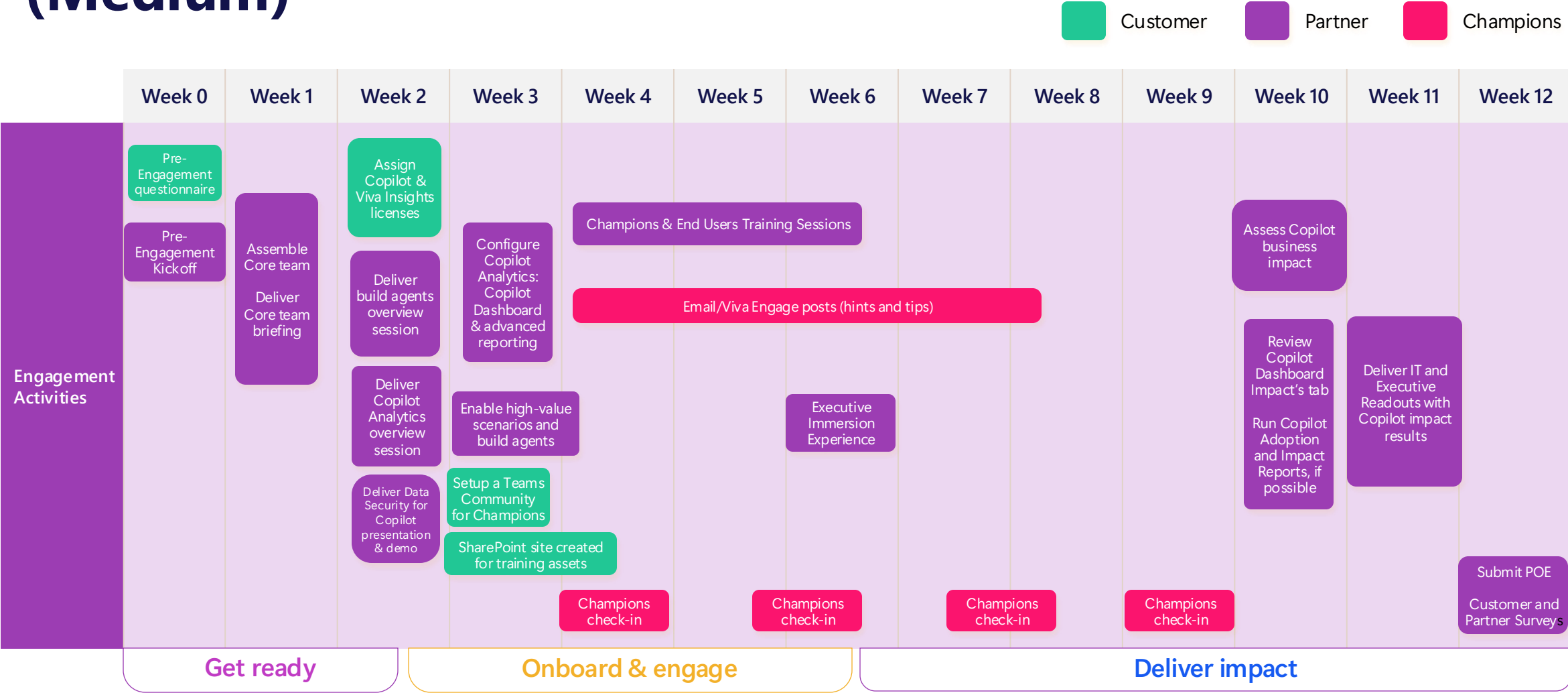
Example agenda - Onboard & engage

Phase	Session	Description	Outcome	Customer attendees	Time
Onboard & engage	Overview of Build Agents	Deliver the value proposition of Microsoft Copilot Studio in Microsoft 365 Copilot. Showcase what Copilot agents can do, proceed with building identified agents.	Customer understands the difference between Copilot Studio in Microsoft 365 Copilot and the standalone version. Plan next steps for building identified agents.	IT Leads, Department Leads, Executive Sponsor	60 minutes
	Copilot Analytics Overview	This session provides Copilot Analytics overview and insights into currently available reporting tools to track adoption and usage of Microsoft 365 Copilot.	Attendees understand how to interpret data from the Microsoft Copilot Dashboard to track adoption trends, understand advanced Copilot reporting options in Viva Insights and how to assess Copilot business impact by setting up Copilot Business Impact report.	IT Leads, Department Leads, Executive Sponsor	60 minutes
	Champions and End Users Training - new scenarios	The session is intended to train champions and end users in the deployed high-value scenarios, including training them how to use agents that you have built for each scenario.	Follow the Facilitator guidance for each scenario to train champions and users on how to use the out-of-the box Microsoft 365 Copilot capabilities in their work context, together with the demonstration and practical guidance on how to use the built agents in their everyday work. By the end of the session Champions and users would walk away with a clear understanding on how to use the tools.	Champions, Community Manager, All users	120 minutes

Example agenda – Deliver impact

Phase	Session	Description	Outcome	Customer attendees	Time
Deliver impact	Lunch & Learn Training + Learn How to Prompt (Optional)	<p>This series of 7 application-focused sessions are intended to help end users grow / reinforce their understanding of prompting in a specific application, e.g., PowerPoint, OneNote, etc.</p> <p>Best practices for prompting in work scope and M365 apps.</p>	End users will have a better understanding of how to apply Microsoft 365 Copilot to their work by attending these short refresher/reinforcement sessions during a lunch break. Prompting best practices, trying out different prompts in work scope, Teams, Outlook, PowerPoint and other apps.	All users	7 x 20 minutes
	Deliver Executive Immersion Experience	This immersion experience is specifically designed for executives and focuses on how Microsoft 365 Copilot can improve personal and organisational productivity.	Enhance executive-level customers' AI proficiency through an interactive experience with Microsoft 365 Copilot.	All users	60 minutes
	IT and Executives Readouts	Deliver the close out sessions with IT leads and Executives.	Summary of activities that were done with IT leads, any outstanding questions that need to be addressed. Review the Copilot Adoption, Impact and Business Impact reports and if the reports were configured, instruct your customer to run them after consistent 90 days of usage. Review the Adoption and Impact tabs from Copilot Dashboard with Executive leaders.	IT Leads	60 to 120 minutes
	Report and Recommendations (POE)	Record high-value scenarios and agents implemented and adopted. Insert the Impact tab from Copilot Dashboard; Identify next steps for the AI transformation roadmap.	Customer understands next steps; Champions are equipped with additional resources to support users.	All project teams	60 minutes

Example of Copilot Proof of Value Timeline (Medium)



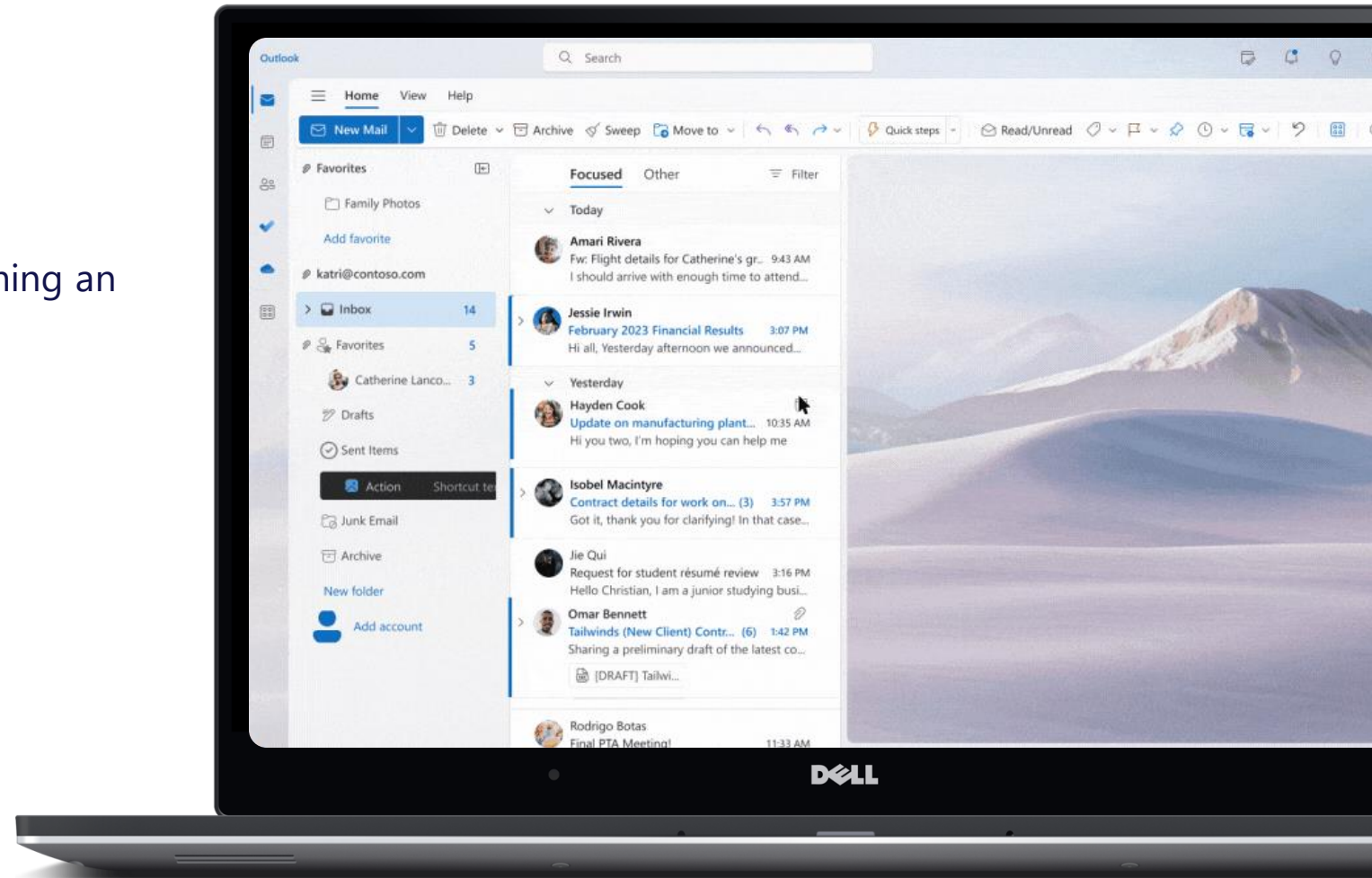
Get in touch

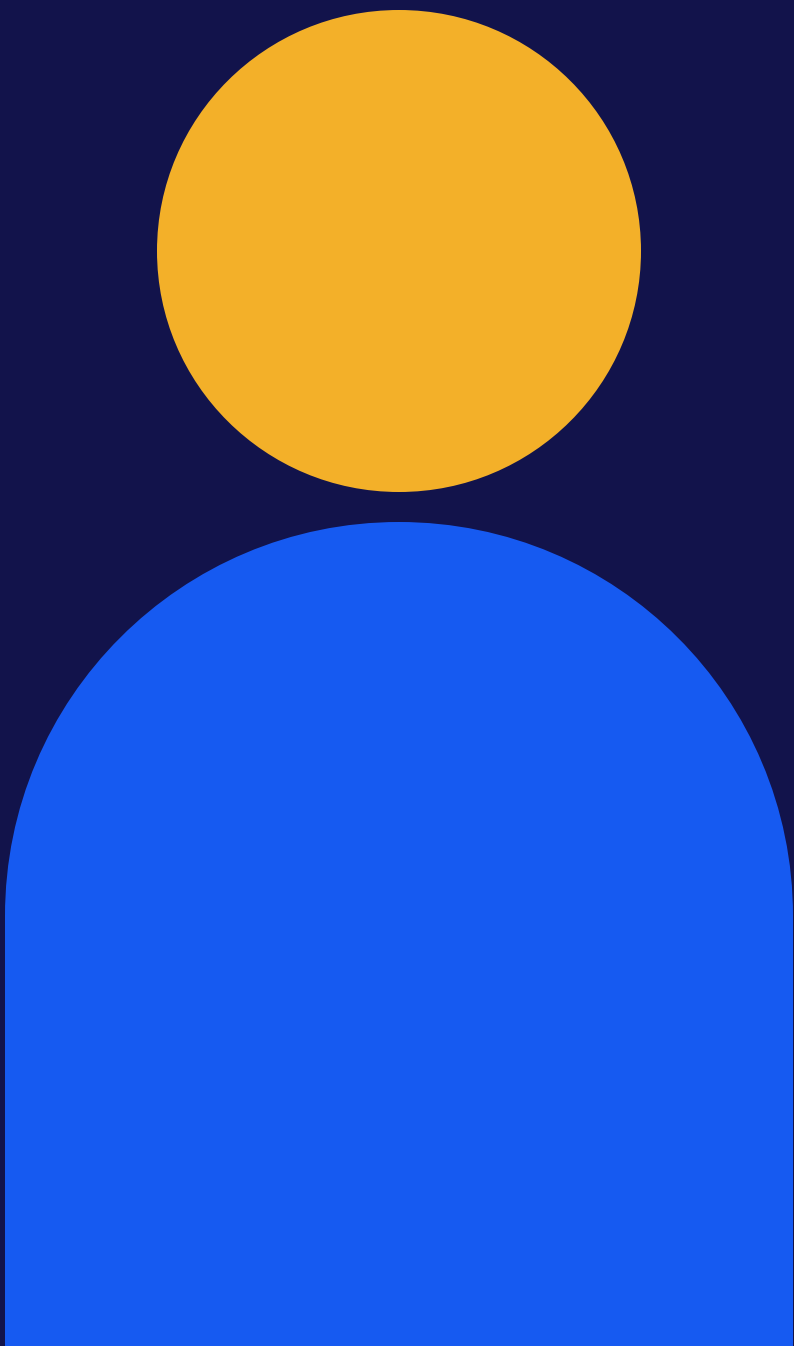
Start preparing your business today.

Contact us to kick-start your journey to becoming an AI-powered organisation.

info@engagesq.com | +61 03 9111 0082

engagesq.com/copilot





<people>
friendly
technology

ENGAGE SQUARED 