

# Copilot Proof of Value

Harnessing the value of your  
conversational AI with Copilot

FUJITSU | Microsoft



# Copilot Proof of Value

Through this engagement Fujitsu's experts will give you guidance and content to rapidly demonstrate value with your first set of users.

## Objectives:

Engage and train Champions on the top value Microsoft 365 Copilot scenarios

With the help of Champions, activate a set of user cohorts with fundamental and functional scenarios

Continue rapid adoption through training sessions & Lunch & Learns

Create next-stage business opportunities for Microsoft 365 Copilot scenarios for the rest of your organization

## Outcomes:

Showcase business value of AI

Activate Champions community

Achieve high user adoption of the Microsoft 365 Copilot scenarios

Build an AI transformation road map

## Get ready

## Onboard and engage

## Deliver impact

## Extend & optimize

Prescriptive set of activities to deliver value in 90 days

Explore scenario library high-value scenarios

Drive cross-organizational Copilot scenarios adoption

Deliver business process transformation with Copilot Studio, plugins, and connectors

# Proof of Value – Scope

A **guided evaluation experience** to rapidly assist your organization with deploying and realizing value from an initial purchase of **Microsoft 365 Copilot licenses**.

## Get ready

(1 week)

Define scope, identify business stakeholders, Champions, user cohorts; determine success criteria:

- Review pre-engagement questionnaire
- Conduct pre-engagement kickoff to identify Champions, departments, and users
- Establish success metrics

## Onboard and engage

(2-4 weeks)

Facilitate onboarding of Champions and users with training assets and communications templates:

- Core team kickoff
- Assign licenses to user cohorts
- Deliver training to Champions
- Provide Microsoft Copilot Dashboard overview
- Deliver Champion-led training to users (activate at least two (2) departments)

## Deliver impact

(2-4 weeks)

Implement activities to drive success, review learnings and document next steps to fully adopt Microsoft 365 Copilot:

- Deliver Champion-led Lunch & Learn
- Customize with Microsoft Copilot Studio
- Learn how to prompt training
- Collect and analyze feedback
- Create business case
- Prepare and deliver IT & executive readouts

# Define main scenarios



## Increased productivity and efficiency

Copilot helps compose emails, reports, and other documents, reducing the time spent on manual writing.



## Enhanced collaboration

Copilot's ability to collect and summarize actions, suggest relevant phrases and reduce information flow improves communication and enhances collaboration within teams.



## Skill augmentation

Copilot acts as an AI companion, providing expertise in areas where users may lack proficiency. Whether it's coding, writing, or data analysis, Copilot augments users' skills.



## Reduced cognitive load

Copilot handles routine tasks, freeing users to focus on higher-level thinking. This reduces cognitive load and allows for more creative problem solving.



## Learning and adoption

Copilot learns from user interactions, adapting to individual preferences and improving over time. It becomes a personalized assistant tailored to each user's needs.

# How can Fujitsu help you in your AI journey?



## Scalability

All the way from personal productivity to your business processes



## Adoption

- User Training
- Digital Learning Sessions
- Champion Communities



## Customer case

- Microsoft 365 Copilot Workshop
- AI Human-Centric Digital Experience (HXD) workshop



## On-going service

- Service Desk
- M365 Management & Support



## Readiness

- Copilot prerequisites
- Copilot data assessment



## Development

- Workplace Advisory
- Copilot extensions



# Fujitsu as an implementation partner

As a key Microsoft Strategic Partner, Fujitsu has early access to innovation and critical learnings from existing Copilot implementations.

Compliance and security leadership are critical. Fujitsu will ensure you gain control with security, enabling you to manage your digital transformation.

Customized deployment is based on a thorough analysis of your situation, your strategic direction and joint goal-setting.

Fujitsu guides you through what can be an overwhelming choice of options, ensuring technology investments are directly linked to business value and outcomes.



Our strategic alliance with Microsoft is powerful in driving digital innovation, sustainable practices, and transformative solutions across multiple industries.

Fujitsu's holistic AI end-to-end services, consultancy and co-creation helps develop your AI strategy and drive measurable business value.






Our proven AI track record with more than 6,000 AI projects worldwide underlines that Fujitsu understands how GenAI supports transformation.

Our global deployment and support capabilities: customers worldwide depend on Fujitsu to deploy AI solutions globally and at-scale to provide the ongoing support needed to maximize the ongoing return on investment in GenAI.

# Your trusted Microsoft Solutions Partner



Microsoft Solutions Partner designation logos, with specializations

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|  <p>Modern Work</p> <p><b>Specialist</b><br/>Adoption and Change Management<br/>Teamwork Deployment<br/>Modernize Endpoints</p> |  <p>Infrastructure<br/>Azure</p> <p><b>Specialist</b><br/>SAP on Azure<br/>Infra and Database Migration<br/>Azure Virtual Desktop</p> |  <p>Data &amp; AI<br/>Azure</p> <p><b>Specialist</b><br/>Infra and Database Migration</p> |  <p>Digital &amp; App Innovation<br/>Azure</p> <p><b>Specialist</b><br/>Low Code Application Development</p> |  <p>Security</p> <p><b>Specialist</b><br/>Cloud Security<br/>Identity and Access Management<br/>Information Protection and Governance<br/>Threat Protection</p> |
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# What's next?

## Start your transformation with Fujitsu today

### Vision & Value

Fujitsu will help you identify high-value AI-transformation scenarios, build a business case, and develop a roadmap outlining the next steps to take with Microsoft Copilot.

[Let's start](#)

### Proof of Value

In this engagement we will focus on the proven scenarios to help you understand the value of Microsoft Copilot.

[Let's co-create](#)

### Proof of Concept

Our specialist will run a PoC for a selected team to demonstrate the value of Copilot for your organization.

[Let's prove value](#)

### Deployment & Adoption Accelerator

This engagement is designed to accelerate time-to-value for customers buying copilot licenses.

[Let's accelerate](#)





# Get real workplace transformation from your Microsoft investments with Fujitsu.

Collaborate with our experts in a co-design engagement and embark on a transformative journey to create solutions that optimize Microsoft 365 to redefine work practices and cultivate highly engaged, resilient, and digitally dexterous workforces.

[Get in touch](#)

