Copilot Role-based Deployment and Adoption Accelerator

Harnessing the value of your conversational AI with Copilot

Role-based Deployment and Adoption Accelerator

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 Copilot for Microsoft 365 scenarios

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

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 and 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

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
(Core)

- Review output from optimization assessment
- Validate priority scenarios
- Build user enablement strategy
- Build early adopters and champions program
- Establish success metrics & monitoring

Onboard and engage
(Core)

- Technical remediation support
- Assess Privacy and Oversharing and remediate
- Execute user enablement strategy
- Train early adopters and champions program
- Build Center of Excellence
- Microsoft Copilot rollout and onboarding assistance
- Establish service management plan
- Implement Copilot Dashboard

Deliver impact
(Core)

- Deliver champion-led prompt training
- Collect and analyze feedback and validate business case
- Feedback and success story sharing
- Prepare & deliver Reports & Recommendations

Extend and optimize
(Optional)

- Extended training & adoption support
- Confirm extend & optimize scenarios
- Build extensions or custom Copilots
- Deliver customization with Copilot Studio in Microsoft 365
- Implement Copilot for Sales
- Implement Copilot for Services
- Prepare & deliver reports & recommendations

Identify and engage appropriate roles

It's important to identify and engage appropriate roles for the Copilot Proof of Value (Role-based) engagement to understand customer business priorities, build an execution plan, and build a champion network related to the prioritized high-value scenarios.

We recommend the following customer roles to attend this engagement:

Project Executive Sponsor – Business Decision Makers (CFO, CMO, COO) who can sign off on proposed scenarios and personas

Change Management, end user support, business liaisons, representatives of end users – integral to a successful adoption, content providers, end user, feedback is critical

Relevant Resources to support the scope of work. This may include **the Security team, Microsoft 365 Admin, Sales, Customer Service, and Developers.**

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

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

Readiness
- Copilot prerequisites
- Copilot data assessment

Adoption
- User Training
- Digital Learning Sessions
- Champion Communities

On-going service
- Service Desk
- M365 Management & Support

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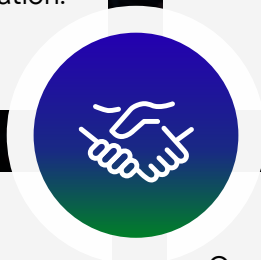
Fujitsu guides you through what can be an overwhelming choice of options, ensuring technology investments are directly linked to business value and outcomes.

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

Microsoft Solutions Partner designation logos, with specializations

Microsoft Solutions Partner

Modern Work

Specialist
Adoption and Change
  Management
Teamwork Deployment
Modernize Endpoints

Microsoft Solutions Partner

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SAP on Azure
Infra and Database Migration
Azure Virtual Desktop

Microsoft Solutions Partner

Data & AI
Azure

Specialist
Infra and Database Migration

Microsoft Solutions Partner

Digital & App Innovation
Azure

Specialist
Low Code Application
  Development

Microsoft Solutions Partner

Security

Specialist
Cloud Security
Identity and Access
  Management
Information Protection and
  Governance
Threat Protection

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**