

The background features a black field with several large, overlapping blue geometric shapes. A prominent shape is a large, dark blue triangle pointing downwards, which overlaps with a lighter blue triangle pointing upwards. To the right, a large, light blue trapezoidal shape extends towards the edge. At the bottom, a horizontal dark blue bar is partially visible.

NASSAR

**CoPilot Studio Value Discovery**

## Copilot Studio Value Discovery



## Value Statement

Solve business challenges with intelligent AI assistants that can dynamically query business knowledge and complete workflows

- Envision the possibilities for realising business value with Microsoft Copilot Studio.
- Explore the scenarios and use case that align to solve your business challenges and growth opportunity.
- Align on priority solutions for transforming the business with conversational AI capabilities.
- Define measurement and target results for value realisation to build a business case.
- Business Change & Adoption best practices and plans
  - Adoption Approach
  - Scenario Mapping
  - Business Value

Funded Value  
\$5,000

- 300+ E3/E5 Seats
- 50% AADP1 MAU
- 50% EO MAU
- 50% SharePoint MAU
- 50% Teams MAU
- 50% M365 Apps MAU

# WHO SHOULD ATTEND WORKSHOPS

For the best experience and impact, both key IT Decision Makers and key decision influencers should be in attendance.

We recommend at least three (3) individuals attend for an inclusive and thorough conversation around strategic alignment and low-code patterns of value.

Digital Transformation & Innovation Leaders



IT Executives (CIO/CTO/CSO)



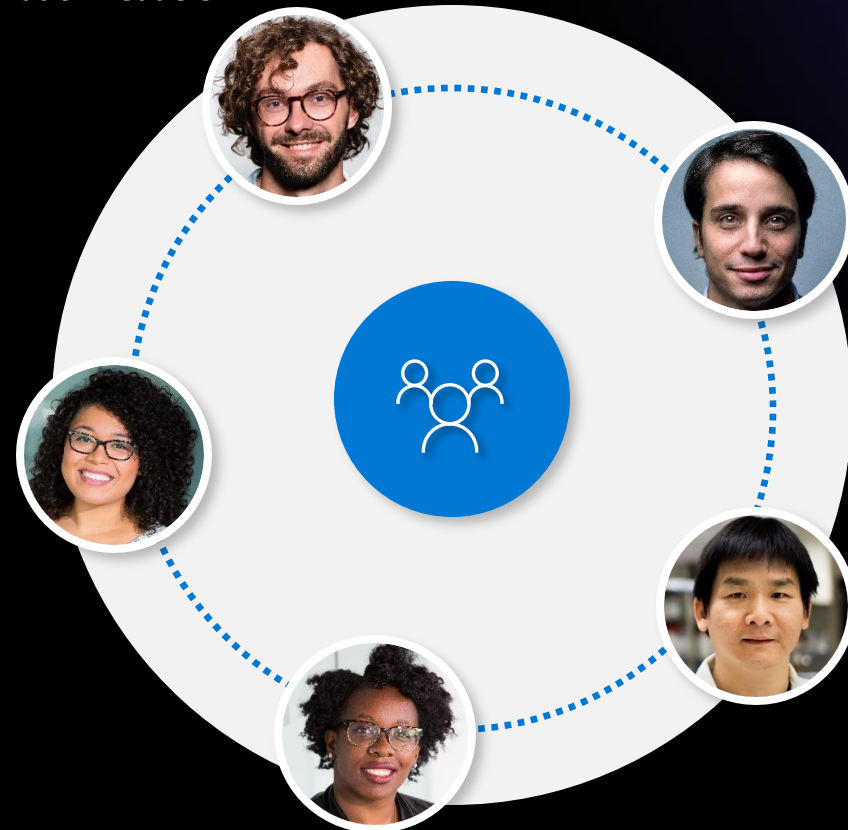
Line of Business Leaders (HR, Ops, Finance)



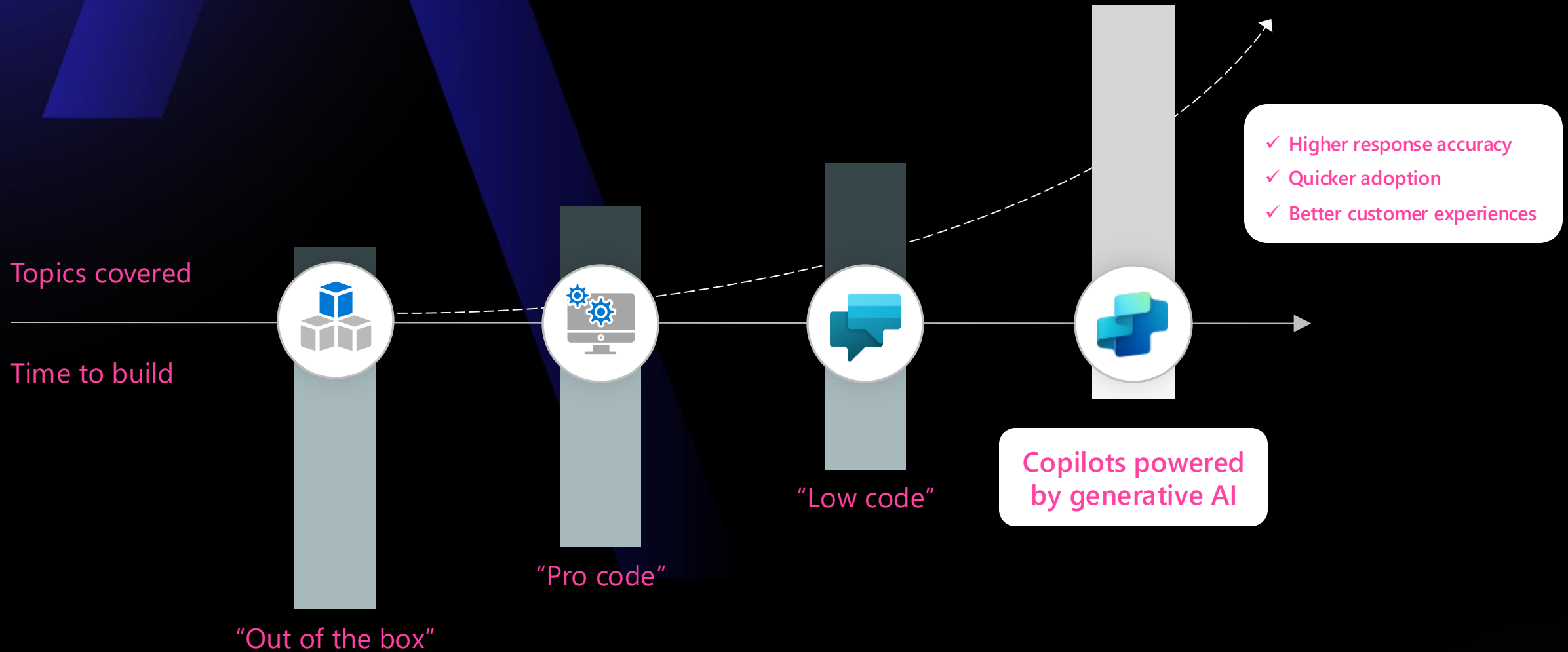
IT Pros & Decision Influencers



Applications & Automation Technologists



# WELCOME TO A NEW ERA OF BUILDING CONVERSATIONAL AI



# CREATE CHAT EXPERIENCES THAT ARE...



## Intelligent

Remember and understand user context and intent



## Secure

Maintain industry standards for governance, security and lifecycle management



## Automated

Dynamically complete tasks and automate workflows



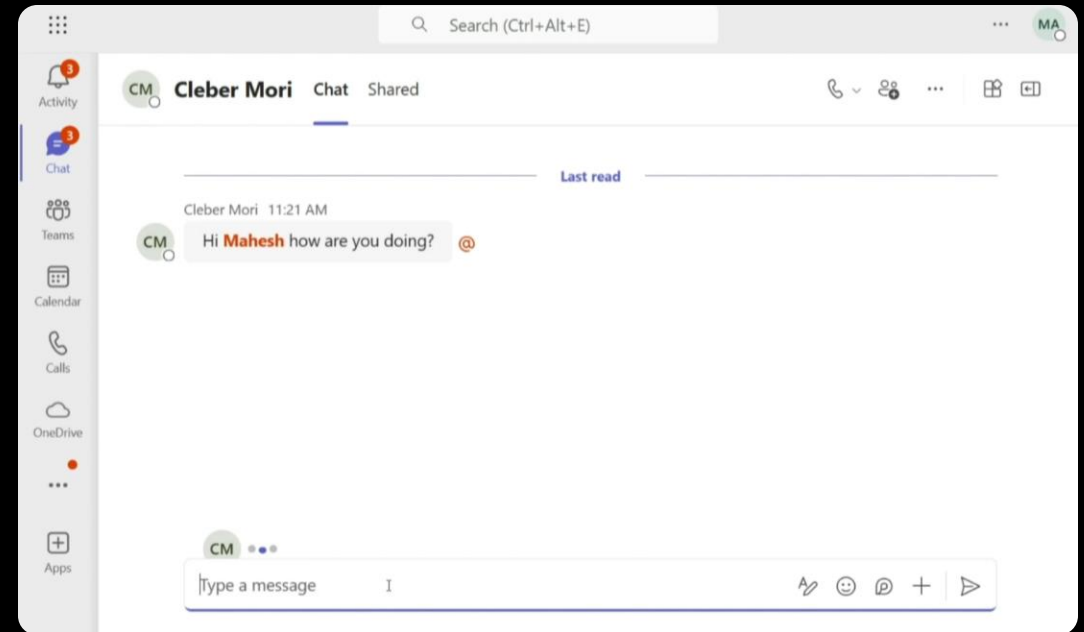
## Customisable

Connect to your data and legacy systems, extend across Microsoft's ecosystem and more



## Collaborative

Interact with copilots as if they were another member of the team



## Evolution

2023

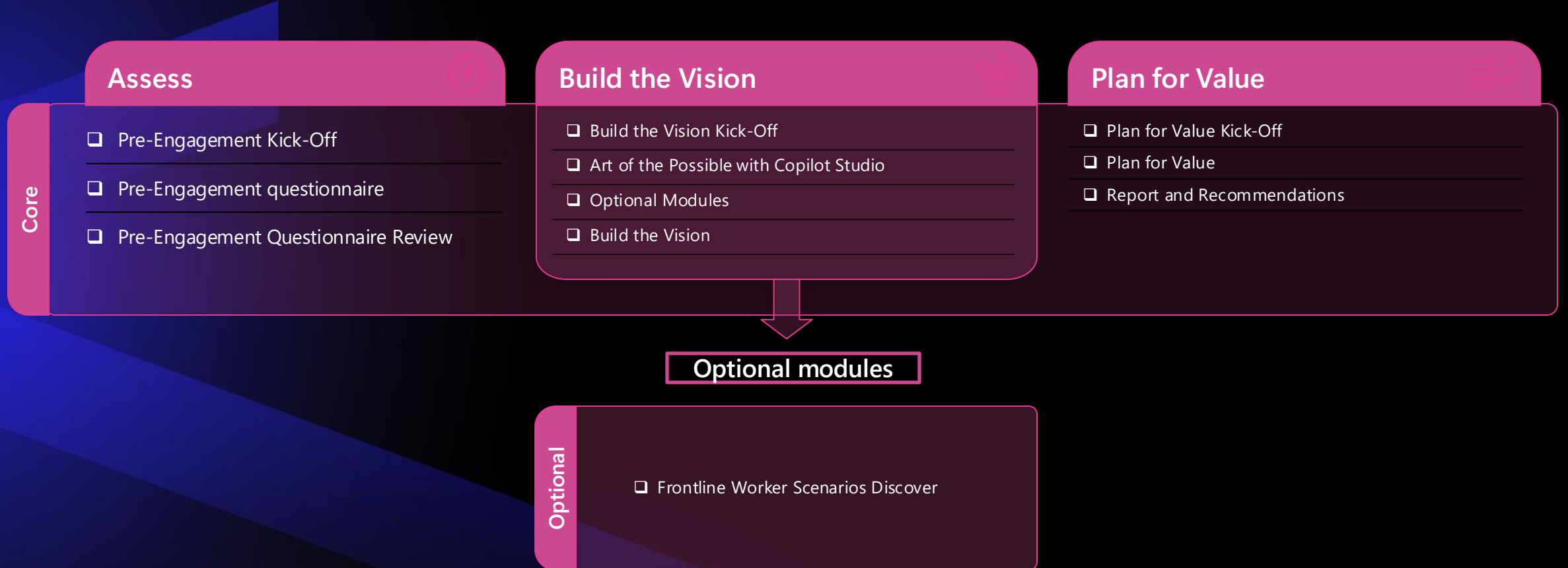
Search • Summarisation • Generation

2024+

Customisation • Collaboration • Automation

# COPILOT STUDIO VALUE DISCOVERY FRAMEWORK

A three-phase engagement, the Copilot Studio Value Discovery introduces you to the value of conversational AI to extend Copilot to meet your business needs and develop custom copilots. This engagement will help you assess your needs, prioritise value realisation strategies and define a plan for transformation.



# COPILLOT WORKSHOPS

The Adoption Accelerator Engagement is designed to help ensure successful adoption of Copilot for Microsoft 365.

**Copilot Value Discovery £7,500** – Art of the possible and replaces the M365 Copilot Workshop

**Copilot Studio Value Discovery £5,000** – Art of the possible with Copilot Studio

**Copilot Evaluation Adoption Accelerator £15,000 - £75,000** – Focused on adoption but also has optional workstreams for other Copilot scenarios



## Inspire, Assess, Design

- Showcase the Microsoft Copilot vision and value
- Security, governance and data questions answered before assessment Assess customer's business and technical needs; complete workshops to identify priority scenarios.
- Summary of the customer's current state and challenges based on workshop.
- Envision and prioritise high value scenarios across your customer's organisation, specific to their business unit groups / departments.
- Early view of next steps needed for implementation roadmap to successfully deploy and adopt Microsoft Copilot.
- The business case (ROI) and high-level implementation roadmap for AI transformation defined, incorporating Viva acceleration if applicable.
- Next steps for customer/partner/Microsoft to move forward and implement Copilot for Microsoft 365

Copilot Value Discovery

NASSAR



## Assess, Build The Vision, Plan for Value

- Envision the possibilities for realising business value with Microsoft Copilot Studio.
- Explore the scenarios and use case that align to solve your business challenges and growth opportunity.
- Align on priority solutions for transforming the business with conversational AI capabilities.
- Define measurement and target results for value realisation to build a business case.
- Business Change & Adoption best practices and plans
  - Adoption Approach.
  - Scenario Mapping.
  - Business Value.

Copilot Studio Value  
Discovery



## Get Ready, Onboard & Engage, Deliver Impact, Extend & Optimise

- Develop a comprehensive user adoption and training plan focused on the high-value scenarios.
- Execution of the opportunities identified in the Copilot for Microsoft 365 Workshop implementation plan for the customer.
- Execution of the user enablement plan.
- Amplify feedback and success stories for Copilot.
- Execution of the opportunities identified in the Copilot for Microsoft 365 Workshop implementation plan for the customer.
- Extend Copilot for Microsoft 365 using Copilot Studio.
- Plan, deploy, and configure Copilot for Sales and enable Sales users to utilise AI capabilities with Salesforce or Dynamics 365 Sales.
- Plan, deploy, and configure Copilot for Service and enable Customer Service or similar users to utilise AI capabilities with Salesforce or Dynamics 365 Customer Service.

Copilot Evaluation Adoption  
Accelerator

NASSAR

