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CoPilot Value Discovery

Copilot Value Discovery

Value Statement

Help customers understand the value of AI reinvention, identify top functional scenarios, build a business case and develop a strategic implementation roadmap for AI transformation powered by Microsoft Copilot.

Technical Readiness for M365 copilot

- Security
- Extensions
- Compliance
- Licensing
- General tenant readiness

Business Change & Adoption best practices and plans

- Adoption Approach
- Scenario Mapping
- Business Value

Funded Value
$7,500

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

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

Digital Transformation & Innovation Leaders
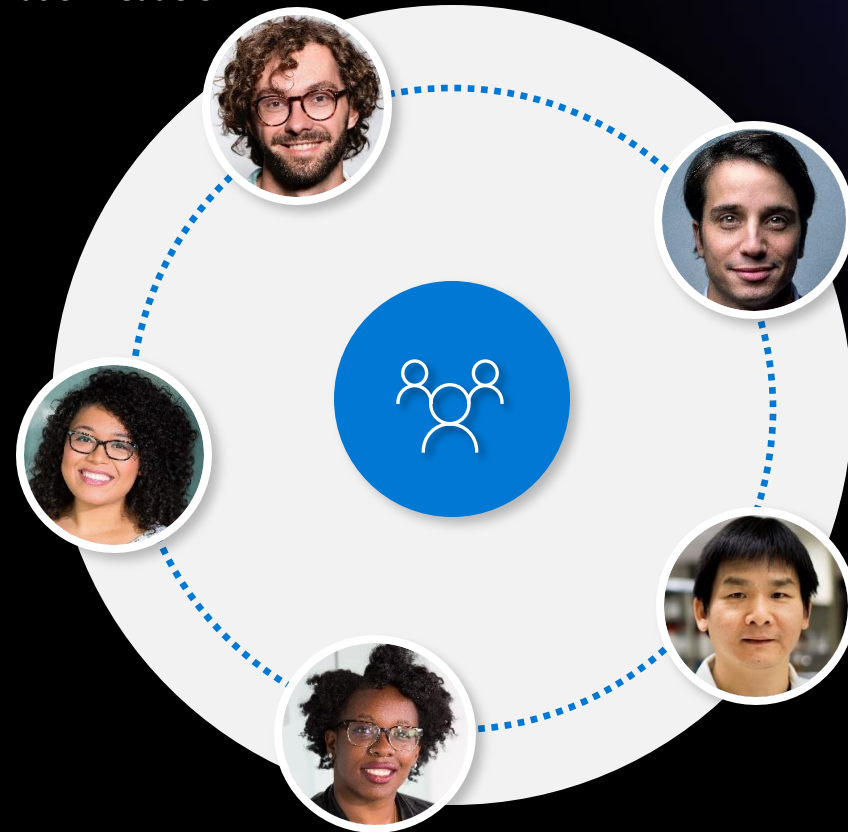
IT Executives (CIO/CTO/CSO)

Line of Business Leaders (HR, Ops, Finance)
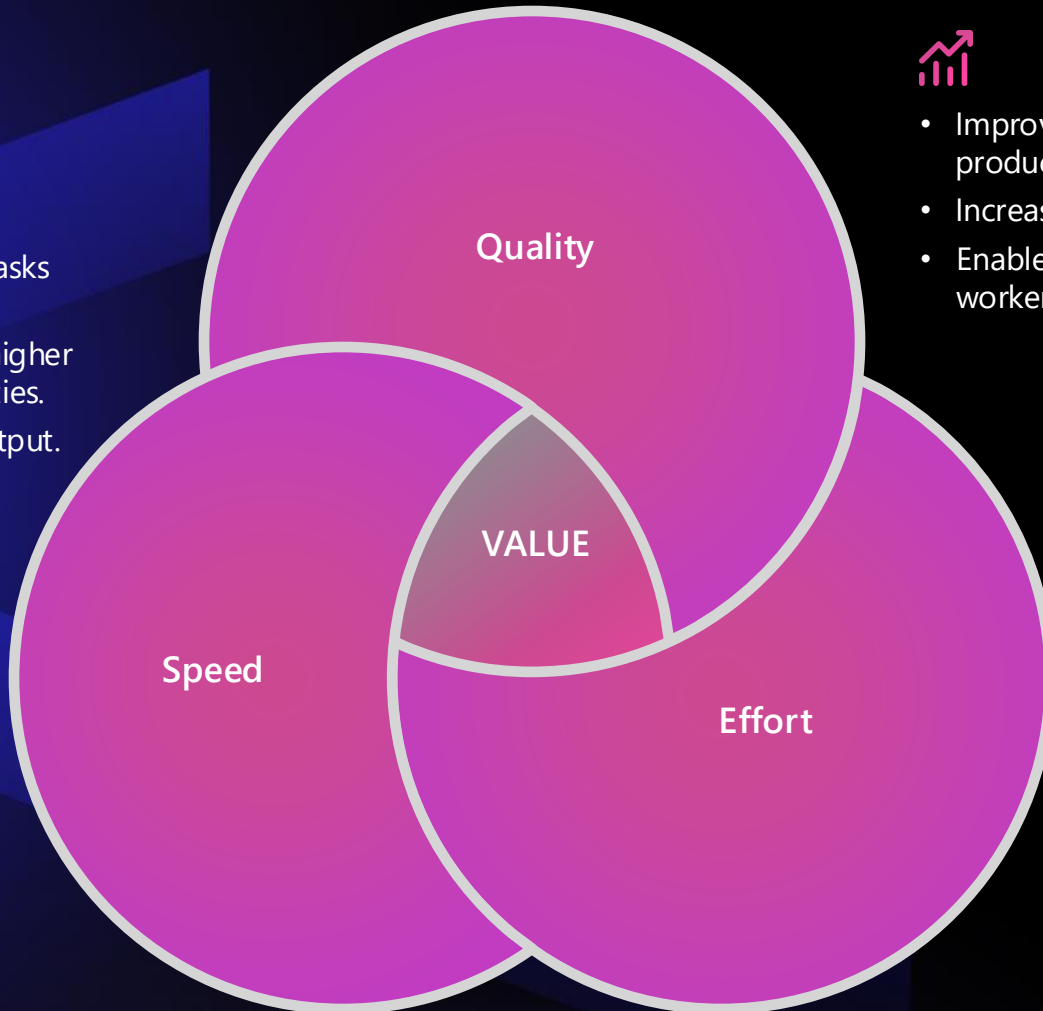
IT Pros & Decision Influencers

Applications & Automation Technologists

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Defining Copilot for Microsoft 365 value

- Complete tasks faster.
- Engage in higher value activities.
- Increase output.
- Optimise processes.

Quality

VALUE

Speed

Effort

- Improve quality of content produced.
- Increase creativity.
- Enable less experienced / skilled workers to achieve success.

- Reduce mundane tasks.
- Improve wellbeing and engagement.
- Increase job satisfaction through improved results.

Return on Investment / Return on Experience
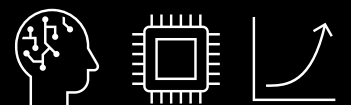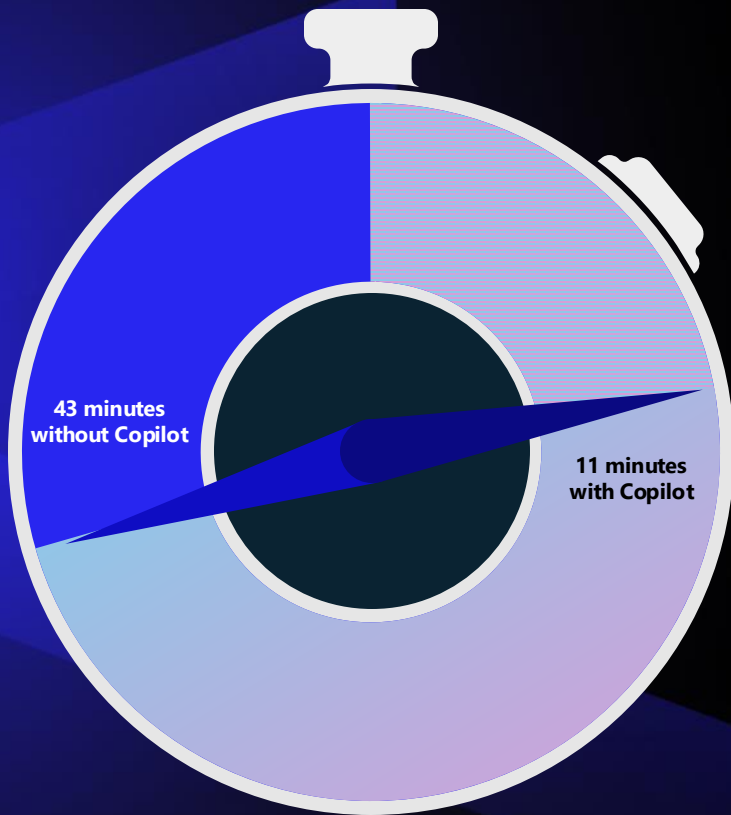
- Accelerate Growth
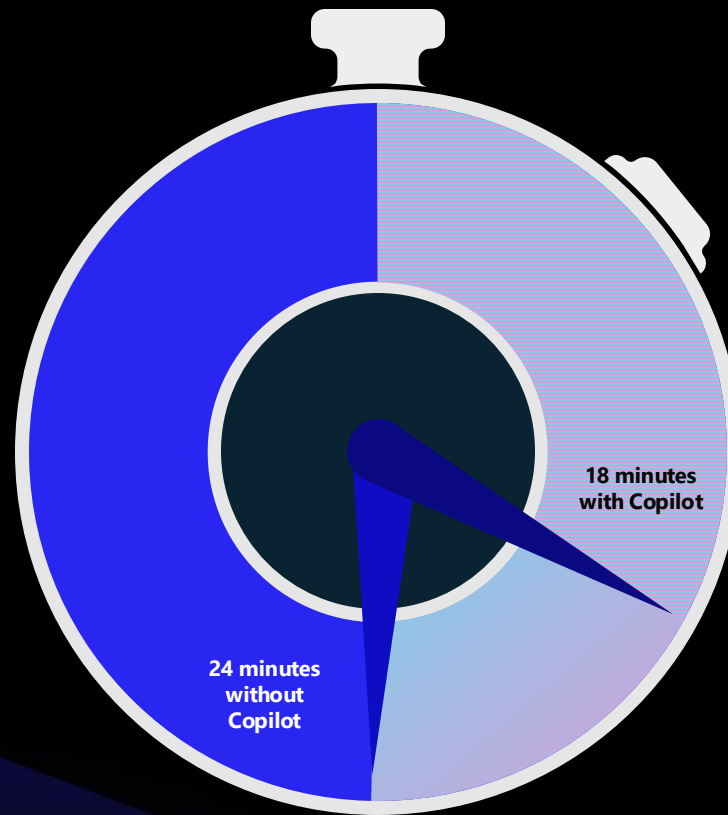- Cost Savings
- Cost Avoidance
- Employee Retention

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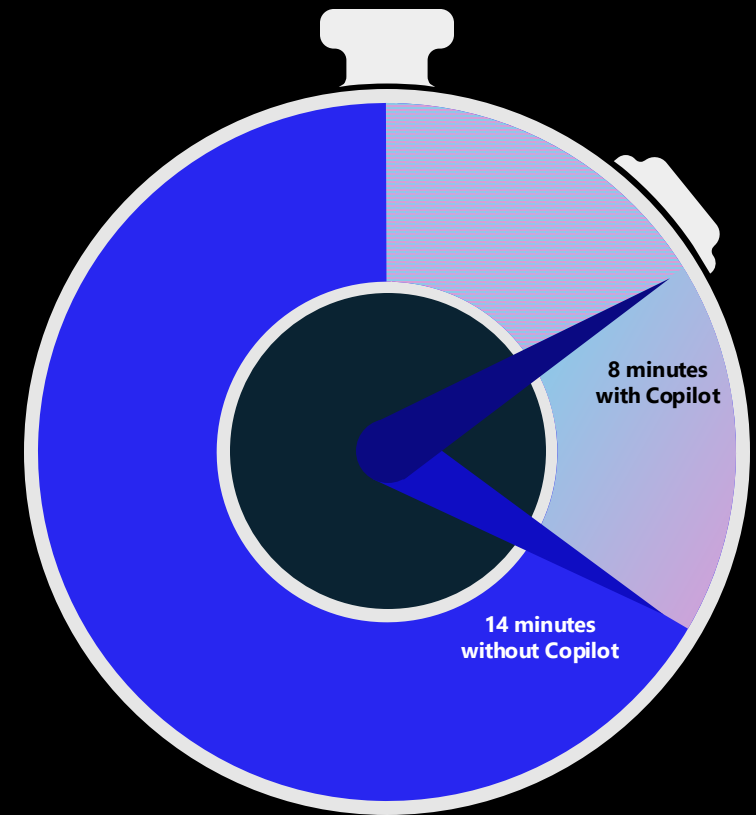
COPILOT VALUE DISCOVERY OVERVIEW

Inspire (2-4 hours)

ACTIVITIES

- ❑ Microsoft Copilot Business Value & Overview
- ❑ Discuss data security, governance, and data access questions
- ❑ Adoption and change management acceleration with Microsoft Viva

OUTCOMES

- Showcase the Microsoft Copilot vision and value
- Security, governance and data questions answered before assessment activities
- Understand user enablement best practices to accelerate adoption of M365 Copilot

Assess (1 day)

ACTIVITIES

- ❑ Optimisation readiness assessment review
- ❑ High value scenario analysis and prioritisation for AI transformation

OUTCOMES

- 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 M365 Copilot

Design (2 days)

ACTIVITIES

- ❑ Build business case
- ❑ Build implementation roadmap
- ❑ Deliver executive summary (Report & Recommendations)

OUTCOMES

- 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 M365 Copilot

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AT THE END OF THE ENGAGEMENT, WE WILL ...

1.

Review results of technical and organisational analysis to help customers understand their AI readiness level and any pre-requisites needed before purchasing and deploying M365 Copilot licences.

2.

Agree on prioritised, high-value scenarios across the customers organisation to help build a plan for rapid adoption and value.

3.

Build a business case summary including expected ROI and impact based on the customers high-value scenario prioritisation.

4.

Together, we will create an AI transformation roadmap.

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COPILOT WORKSHOPS

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

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

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

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.

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 Value Discovery

Copilot Studio Value Discovery

Copilot Evaluation Adoption Accelerator

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