Formal Offering: Microsoft 365 Copilot Adoption

NewWave Computing Pvt Ltd — Readiness, Governance, and User Enablement

Introduction to the NewWave Copilot Practice

NewWave Computing's **Microsoft 365 Copilot Adoption Practice** focuses on preparing your organization, users, and data for the successful, secure, and impactful deployment of Microsoft 365 Copilot. We drive **user adoption**, define **governance policies**, and ensure **data readiness** for maximum AI productivity.

Offering Summary

Standard Pricing (INR)

- Conduct a thorough **Readiness Assessment** (Data, Security, Licensing).
- Develop a customized **Adoption Strategy** and Change Management plan.
- Establish **Data Governance** and security policies aligned with Microsoft Purview.
- Deliver targeted **End-User Training** and Champions enablement programs.

Service Catalog & Pricing (Estimated)

Detailed offerings for readiness assessment, change management, training, and governance setup.

3.1 Microsoft 365 Copilot Readiness Assessment

Scope	Deliverables
Review existing M365 security (Entra ID, DLP, Purview settings).	Readiness Scorecard & Gaps Analysis
Analyze data exposure/permission structure (SharePoint, OneDrive, Teams).	Data Exposure Report (Highlighting areas for immediate review)
Verify technical prerequisites and license alignment.	Use Case Prioritization Matrix
Identify high-impact use cases and user personas.	Recommended Remediation Plan

Exclusions: No direct data remediation (e.g., changing permissions on thousands of documents).

Tenant Size / Complexity	Price (INR)
Small/Medium (Up to 500 users)	₹1,20,000 – ₹2,50,000
Enterprise (501 – 5,000 users)	₹2,80,000 – ₹6,00,000
Large Enterprise (5,000+ users)	₹6,00,000 – ₹15,00,000

3.2 Adoption & Change Management (ACM) Program

Scope	Deliverables
Define target user groups and rollout waves (Pilot, Early Adopters, Broad).	Customized Communications Plan
Create role-specific training content and prompt engineering guides.	Champions Enablement Kit
Implement a 'Champions' program for internal evangelism.	Role-Based Training Modules (PPT, Video Scripts)
Plan internal communications and excitement campaigns.	Adoption Metrics & Measurement Strategy

Exclusions: No physical classroom training; focus is on digital assets and enablement.

Pricing: ₹1,50,000 – ₹8,00,000 depending on content customization.

3.3 Data Governance & Security Setup

Scope	Deliverables

- Configure **Microsoft Purview** for Data Loss Prevention (DLP) relevant to Copilot.
- Refine Sensitivity Labels and Information Protection policies.
- Establish the 'Principle of Least Privilege' framework for M365 content.
- Review external sharing and guest access policies.

- Data Governance Policy Document for Copilot
- Purview Configuration Scripts/Settings
- Initial Content Access Review (CAR) process
- Security Policy Alignment Report

Exclusions: No remediation of legacy data issues in third-party systems.

Pricing: ₹2,00,000 – ₹9,50,000 depending on Purview maturity.

4. Engagement Models

Fixed Scope / Project

Defined deliverables (e.g., Readiness Assessment + ACM Program) with clear timelines and acceptance criteria.

Retainer / Advisory

Ongoing support for governance, adoption metrics monitoring, and continuous improvement after initial deployment.

Training & Enablement Packages (Per Session)

Focused, high-impact sessions on Prompt Engineering, Security for Leaders, or Copilot for a specific business function.

Pricing: ₹50,000 – ₹1,50,000 per session (Excluding travel).

5. Roles & Responsibilities

NewWave Computing (The Provider)
- Readiness analysis, policy design, and configuration guidance.
- Develop and deliver all Adoption and Change Management assets.
- Provide strategic advice on M365 security and governance.
- Project Management and execution oversight.

Customer (The Client)
- Assign a dedicated Project Sponsor and technical leads.
- Provide access to M365 Admin Center, Purview, and Entra ID for review.
- Execute data remediation tasks (e.g., adjusting permissions as recommended).
- Facilitate internal communication and training logistics.

6. Success Criteria

Achieve a minimum of 80% user adoption rate within 3 months post-rollout.

Zero major data leakage incidents attributed to Copilot use.

Positive sentiment increase (measured via survey) regarding M365 productivity.

All high-risk data exposure items identified and remediated pre-deployment.

For clarifications, contact: **elangamban@newwavecomputing.com**