Microsoft 365 Copilot Adoption Acceleration Program

From Personal Productivity To AI Business Transformation

Ultimate experience

16+ Years Microsoft Gold Partner

140+ Customers in 24 countries

98% Customer retention

150+ Projects delivered successfully

100% Focus on Microsoft Dynamics 365 and Power Platform



100+ Professionals in 9 countries

Languages: EN, UA, RU

30+ Application Consultants

40+ Technical Consultants

30+ Architects, Analysts, Project Managers

Qualified Delivery Partner– Agent in a Day

Agent in a Day is a one full-day workshop that introduces organizations to the design, development, and deployment of AI agents via Microsoft Copilot Studio.



Qualified Delivery Partner status confirms our technical mastery in Power Platforms and Copilot Studio and authorizes us to deliver this specialized training directly to clients.

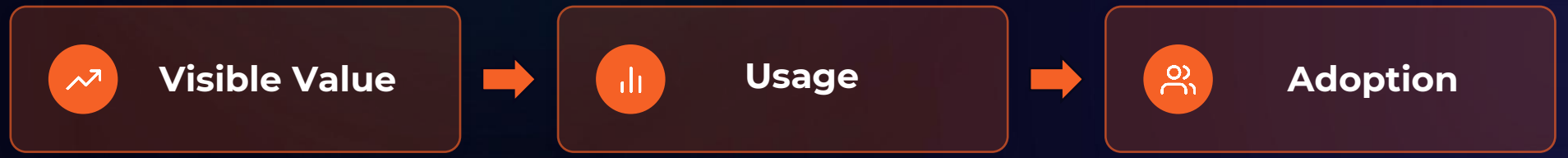
Business values come from solving real workflow problems

Not from Gen AI trainings and tool usage alone.

Customer expects



Reality



AI adoption is an incremental journey — you can't skip steps.

Each phase builds the foundation and justifies the next phase.

Expenses without a properly planned adoption journey



Simple licensing assignment



Tool training



Tokenmaxxing incentives

- All three incur business expenses, but they don't deliver expected business value without a properly planned adoption journey.

- We do not propose a traditional training engagement. Training alone rarely results in measurable business outcomes.

Customers are buying confidence, not projects

At the beginning of AI transformation journey customers are not buying AI transformation projects. They are buying confidence in the consulting partner and technology to deliver business value.

They **don't know enough about MS Copilot** and **MS AI stack** yet. They don't know if it's secure, where and how it creates value.

They **don't know if partner really understands them** well and can help with it.

They **don't want to commit budgets** before seeing evidence on their end.

- Pushing towards department business analysis and rapid agent implementation will create resistance.

- **Customer wants predictable work, outcomes and budgets.**

They will explore only if

People won't explore Copilot because they attend a 2-hours workshop. Most employees already have a lot of work. They won't invest in self-discovery by default.

- They see colleagues succeeding
- Their manager cares
- They see personal career opportunities — formal (IDP) or informal (involvement in business priority activities)
- They gain recognition: leadership mention, certificate, early access. Not leaderboards
- Copilot helps them solve real problems they face regularly with ease

We recommend starting with

- Information-heavy back-office operations
- Non-IT
- Enthusiasts

How to identify Champions and Departments to start

Champions

Ask managers within departments to nominate people who are:

- Respected by peers, know the business
- Curious, proactive, willing to grow without extra incentives, but because they are who they are
- Have good communication skills

✓ **Level of tech skills and leadership position are not a priority.**

Departments

1. **High repetitive work with unstructured information**
   Compliance, Risk management, Audit, PMO, Customer Relationship Managers — where AI is reasonably suitable compared to classic automation.
2. **Pain visibility**
   If department improves, will it be visible by others?
3. **Leadership / Department Manager excitement**
   He/she volunteers, attends workshops, asks questions.

M365 Copilot Chat isn't worth instructor-led training

M365 Copilot Chat (basic, w/o add-on license). Self-paced training is preferred, because:

- It's like basic Chat GPT / Claude AI (except Enterprise Data Protection)
- Isn't grounded in Work IQ data and semantic search, only Web
- No Copilot capabilities in M365 apps, except Agents to create Word, Excel and Power Point drafts from Chat
- No model choice
- Temporary restriction of capabilities during peak hours
- Standard one-shot prompting harness

The one-shot prompting harness is capable of

Brainstorming / challenging ideas · Data extraction from file · Common and web knowledge search requests · Translation · Text summaries and drafts

Five phases

1

AI Awareness & Readiness

1 week

1 500 EUR

2

Champion & Community Engagement

4 weeks

5 000 EUR

3

Agent Pilots

5 000 EUR

per use-case

4

Intelligent Agents in Production

Per use-case assessment

5

Scale Success and AI CoE

Based on managed service setup

Phase 1 to 3 Consulting services — Bundle Offer, 15 000 EUR

AI Awareness & Readiness

PHASE 1 | DURATION 1 WEEK | PRICE 1 500 EUR



AI Awareness & Readiness

Objective: land the engagement. Create understanding, trust, alignment and sponsorship.

AUDIENCE

- Transformation office
- Business analysts
- Back-office employees
- Department managers

CUSTOMER ACTIVITIES

- Training participation
- Complete AI Readiness assessment
- Share AI concerns and expectations
- Establish community and identify champions
- Understand metrics and assign licenses

PARTNER ACTIVITIES

1. Business workshops
2. Reference materials sharing
3. Technical governance, security and admin training

Partner hours: 10h for ad-hoc questions, technical and organizational

DELIVERABLES

- AI Readiness assessment completion
- AI Adoption Roadmap
- Technical workshops (licensing, dashboards, administration, policies)
- Business workshop (AI basics, M365 Copilot capacities, examples)
- Reference materials
- Partner hours availability (10h)

PRICING FACTORS

Number of participants · number of workshops · onsite/remote · material preparation efforts (allocations) · hour's allocation (technical, organizational)

Business workshops

Workshop topics

- AI trends in the industry
- How AI is different from classic automation?
- Microsoft AI vision
- Copilots' vs Agent
- High-level AI Adoption Roadmap (vision and path)
- Basics of context engineering
- What's Microsoft 365 Copilot

Capabilities showcase

For personal productivity (generic, with industry relevance)

- Copilot in Excel
- Copilot Word
- Copilot in Teams — Meeting notes & Facilitator
- Copilot in Power Point
- Copilot Chat — Search (Web and Work IQ)
- Research and Analytics Agents
- Pages and Notebooks
- Create your agent
- Copilot Create (image, infographic)

High-level AI Adoption Roadmap (vision and path)

Three categories through which an AI implementation roadmap is usually built.

1

Personal productivity

Copilot in Excel, Word, Teams, Power Point and the other capabilities shown in the showcase.

2

Process automation

Classic RPA / workflow automation, built on AI.

3

Agent operated / Agent loop

AI agents perform actions autonomously in a loop (agentic AI) rather than only assisting a person.

Phase 2 objective: identify where Personal Productivity stops and Process Automation begins.

Champion & Community Engagement

PHASE 2 | DURATION 4 WEEKS | PRICE 5 000 EUR









Champion & Community Engagement

Objective: engage employees and collect evidence. Identify where Personal Productivity stops and Process Automation begins.

Customer activities

- Participate in deep-drive agent training
- Usage monitoring
- Identify departments and champions for pilot assessment
- Community facilitation
- Execute weekly challenges for MS Copilot
- Share success
- Collect feedback & identify challenges

Partner activities

- Champions deep-dive agent training
- Weekly office hours (Q&A)
- Template for community management
- Weekly challenges
- Success sharing
- Opportunity identification

Deliverables

- Training materials
- High-value opportunity inventory
- Templates for community management

OUTCOME

Measurable usage

Active Champions Community

Prioritized Use-case inventory

Criteria and formal feedback output

Pricing factors: number of users, coaching sessions, tailored materials.

Criteria — Pain points in the process

1. Lack of visibility, fragmented information
2. Error prone and high-risk of error
3. Cause delays and bottlenecks
4. Excessive manual work, handoff, duplicate work, routine

Criteria — AI Feasibility

1. Repetitive and frequent
2. Effort to validate AI output < efforts to do without AI
3. Will multiple experts agree on the AI output is correct/incorrect?
4. Judgement based

Formal Feedback Output

1. Process overview, inputs, outputs
2. Pain points and business need
3. Actors and stakeholders
4. Frequency
5. Current state tools and systems
6. Expected benefits

Agent Pilots

PHASE 3

5 000 EUR per use-case assessment and PoC



Agent Pilots

Objective: convert opportunities into executable initiatives.

PARTNER ACTIVITIES

- Deep-dive workshops for assessment
- PoC assessment and design
- Proof-of-Concepts demonstration
- Deep-dive training & hackathons

5 000 EUR

per use-case assessment and PoC

CUSTOMER ACTIVITIES

- Participate in workshops
- Explain use-cases and infrastructure
- Share pain points
- Prioritize opportunities

Production and scale

PHASES 4–5

PER USE-CASE ASSESSMENT

BASED ON MANAGED SERVICE SETUP



Production and scale

Intelligent Agents in Production

Objective: deliver agent projects with visible business value.

PARTNER ACTIVITIES

- Agent Implementation
- Business value assessment (baseline and forecast)
- Story sharing

Price: per use-case assessment

Scale Success and AI CoE

Objective: move from standalone use-cases to institutional capability.

ACTIVITIES

- Governance and rules
- Build synergies and reusable assets across organization
- Monitoring, Incident management and Delivery

Pricing factors: based on managed service setup

10-week MS Copilot Adoption Acceleration Program

During the engagement, selected users will learn MS Copilot in the context of their daily work while we jointly identify and evaluate the business processes where AI can create the highest business value. Provides guided approach for AI Transformation Office.

15 000 EUR

phases 1 to 3

AT THE END OF THE PROGRAM, CUSTOMERS WILL HAVE

- Trained and engaged AI Champions (up to 10)
- Real adoption data from your employees
- Business case, Pilot and Assessment for the 1–2 Agent automation initiative
- A roadmap for scaling AI in the organization
- A prioritized portfolio of AI opportunities

Price per phase

1	AI Awareness & Readiness	1 week	1 500 EUR
2	Champion & Community Engagement	4 weeks	5 000 EUR
3	Agent Pilots	—	5 000 EUR per use-case assessment and PoC
4	Intelligent Agents in Production	—	Per use-case assessment
5	Scale Success and AI CoE	—	Based on managed service setup

Phase 1 to 3 Consulting services — Bundle Offer **15 000 EUR**

LEAD GENERATION PARTNER NOTE

Objective: basic awareness and lead generation

INTERNAL

OBJECTIVE

- Get leads and sponsorship. Execute Readiness assessment to match the scope.

AUDIENCE

CIO | CAIO | HR | CEO

AI READINESS ASSESSMENT

learn.microsoft.com/en-us/assessments/94f1c697-9ba7-4d47-ad83-7c6bd94b1505/

- Referenced in the engagement drivers list.

ENGAGEMENT DRIVERS

1. License purchase (corporate)
2. Dynamics 365 ERP expansion play
3. Agent In a Day
4. Thought leadership content
5. AI Readiness assessment
6. Business strategy
7. Organization & Culture
8. AI Strategy and Expertise
9. AI Governance and Security
10. Infrastructure for AI

10-week MS Copilot Adoption Acceleration Program

Provides guided approach for AI Transformation Office.

15 000 EUR



OntargIT · Microsoft Solutions Partner for AI Business Solutions

Get In Touch

We have experience in working with different systems to implement solutions that are compatible and accessible. To gain more information or schedule an online demo, please contact with us today.



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