

# Copilot AI Readiness Program

# OBJECTIVES

## Audience

C-suite (CEO, CIO, CTO, etc.) and/or decision makers for the organization

## Purpose & Objectives

To effectively determine Copilot and AI Readiness within organizations, highlighting its unique features, benefits, and value proposition, and to uncover valuable use cases providing cost and productivity savings.

With proper readiness and planning we can help organizations:

- Determine organizational readiness
- Prepare their infrastructure, security and data for AI
- Identify communication and training needs to upskill the workforce
- Identify impactful use cases which will provide a competitive edge and drive ROI

## Scope

This engagement / service **does not** include implementation, this is readiness and planning to ready the business for AI and determine the use cases which are right for their organization. Implementation of applications and solutions would be covered in subsequent engagements.

# WHAT STAGE OF AI ARE YOU READY FOR?

## Exploration

Heard about AI but unsure where to start.



Our Exploration phase introduces you to AI's potential through workshops and sessions, demystifying the technology and laying the groundwork for a successful AI journey.

## Strategy

Understand the ROI for your organization.



In the Strategy phase, we help identify key stakeholders, develop practical AI use cases, and establish governance frameworks, ensuring a structured and strategic approach to AI deployment.

## Implementation

Ready to accelerate? Let's build and transform.



Our Implementation phase focuses on building and integrating AI solutions, fostering adoption, and training your workforce to leverage AI for sustained competitive advantage.

*Join our AI Readiness program to smoothly transition from AI curiosity to capability, ensuring successful integration tailored to your business needs. Let's transform your vision into reality, one phase at a time.*

# EMBRACING AI

*“More than **75%** of companies are looking to adopt big data, cloud computing, and AI technologies in the next five years.”*

**Don't get left behind**—start your AI journey and lead your organization into the future of modern work.



## Competitive Advantage

AI readiness enables leaders to outpace competitors by leveraging advanced technology for innovation and efficiency.



## Increase Automation

AI can automate repetitive tasks, allowing leaders to focus on strategic priorities and drive innovation.



## Operational Optimization

Implementing AI improves operational efficiency, reducing costs and enhancing productivity.

*Leaders who embrace AI and begin readiness and planning now will stay ahead of the curve, driving innovation and efficiency across their organizations and outpace competitors*

# AI VALUE

## What use cases will provide the greatest ROI and impact to your organization?

### Human Resources

**200-300%** ROI by automating recruitment processes, improving talent retention, and enhancing overall employee engagement.

### Sales

AI in sales can enhance lead scoring accuracy and automate administrative tasks, resulting in an ROI boost of **50-100%** by increasing sales productivity and closing rates.

### Finance

AI applications in finance, such as fraud detection and automated financial reporting, can boost ROI by **150-300%** by enhancing accuracy, reducing manual errors, and improving financial insights.

### IT Ops

AI driven IT operations (AIOps) can deliver an ROI of up to **300%** by automating routine tasks, reducing system downtime, and enhancing problem resolution times.

### Marketing

AI driven marketing can improve campaign efficiency and customer personalization, leading to an ROI increase of **200-400%** due to better targeting and higher conversion rates.

### Customer Service

AI chatbots and virtual agents can achieve up to a **300%** ROI by reducing customer service costs and increasing customer satisfaction through faster response times.

**Right group, right task, right tool, right time.**

# OUR AI APPROACH



## Assess Org Readiness

Define your organization's success criteria, communication and learning needs, and perform a risk assessment



## Assess Tech Readiness

Evaluate your organization's current capabilities, infrastructure and data maturity to identify areas for AI implementation



## Identify Use Cases

Collaborate with teams to pinpoint high-impact use cases where AI can drive efficiency, enhance decision-making, or unlock new opportunities



## Develop AI Roadmap

Craft a strategic plan to guide your organization's AI adoption, ensuring a phased and sustainable approach to implementation



## Upskill Workforce

Provide training and support to empower your employees to work alongside AI systems, fostering a culture of AI driven innovation



## Implement & Optimize

Deploy and integrate AI and automation solutions tailored to your needs, driving innovation and competitive advantage

Exploration

Strategy

Implementation

*We help navigate the path to AI powered success, ensuring your organization is well equipped to harness the transformative power of these technologies*

# COPILOT FOR M365 DISCOVERY



## Assess (16 hours)

- |  |         |
|--|---------|
| <input type="checkbox"/> Copilot for Microsoft 365 Workshop Pre-Engagement Kick-Off  | 1 hour  |
| <input type="checkbox"/> Pre-Engagement Questionnaire (for assessing Copilot Studio, Copilot for Sales, Copilot for Service readiness) | 4 hours |
| <input type="checkbox"/> Optimization Assessment, Review and Guidance  | 7 hours |
| <input type="checkbox"/> Address data security, governance, and data access questions  | 4 hours |



## Art of the Possible (8 hours)

- |  |           |
|--|-----------|
| <input type="checkbox"/> Art of the Possible Kick-Off                      | 1 hour    |
| <input type="checkbox"/> AI-Powered Organization                           | 15 min    |
| <input type="checkbox"/> Responsible AI                                    | 15 min    |
| <input type="checkbox"/> Copilot for Microsoft 365 Overview                | 1.5 hours |
| <input type="checkbox"/> Copilot at Work                                   | 30 min    |
| <input type="checkbox"/> Better Together: Teams Premium & Copilot in Teams | 30 min    |
| <input type="checkbox"/> Organizational Readiness                          | 30 min    |
| <input type="checkbox"/> Day in the Life (By Department/Persona)           | 3.5 hours |



## Build the Plan (20 hours)

- |   |            |
|---|------------|
| <input type="checkbox"/> Build the Plan Kick-Off            | 30 min     |
| <input type="checkbox"/> Scenario Analysis & Prioritization | 11.5 hours |
| <input type="checkbox"/> Build Business Case Overview       | 4 hours    |
| <input type="checkbox"/> Report & Recommendations           | 6 hours    |

## Deliverables

- |   |
|---|
| <input type="checkbox"/> Assessment Questionnaire |
| <input type="checkbox"/> Stakeholder Analysis     |

- |  |
|--|
| <input type="checkbox"/> Technical / User Readiness Assessment |
| <input type="checkbox"/> High value use case development       |

- |  |
|--|
| <input type="checkbox"/> High-level Copilot Implementation Roadmap |
| <input type="checkbox"/> High-level Pilot Plan                     |





# Thank You

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