Bytes Copilot Proof of Value

Bytes are one of few Jumpstart Accredited Partners across EMEA able to deliver Copilot Proof of Value. This is a guided evaluation experience to rapidly assist customers with deploying and realising value from an initial purchase of Copilot for M365 licenses.

1. Objectives

- Engage and train champions on the top value Copilot for M365 Scenarios
- With the help of champions, activate a set of user cohorts
- Continue rapid adoption through training sessions and lunch and learns
- Create next stage business opportunities for Copilot for M365 scenarios

2. Outcomes

- Showcase business value of AI
- Activate champions community
- Achieve high user adoption of Copilot for M365 scenarios
- Build an AI transformation roadmap

The Engagement consists of three stages

1. Get Ready
(1 week)

Define scope, identify business stakeholders, Champions, user cohorts; determine success criteria:

- **Review customer pre-engagement questionnaire**
- **Conduct pre-engagement kickoff to identify champions, departments and users**
- **Establish success metrics**

2. Onboard and Engage
(2 - 4 weeks)

Facilitate onboarding of champions and users with training assets and communication templates

- **Core team kickoff**
- **Assign licenses to user cohorts**
- **Deliver training to champions**
- **Provide Microsoft Copilot Dashboard overview**
- **Deliver champion-led training to users (activate at least 2 departments)**

3. Deliver Impact
(2 - 4 weeks)

Implement activities to drive success, review learnings and document next steps to fully adopt Copilot for Microsoft 365

- **Deliver champion-led lunch and learn**
- **Customise with Microsoft Copilot Studio**
- **Learn how to prompt training**
- **Collect and analyse feedback**
- **Create business case**
- **Prepare and deliver IT and executive readouts**

Customer motions >

Bytes **Copilot Proof of Value**

Customer Motions

Motion 1
Copilot for M365 & Copilot Studio

New customer with no purchase yet. Looking to understand Copilot Value.

Copilot Vision & Value / Copilot Workshop

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Copilot Studio Vision & Value

Customer looking to deep-dive into the value of extensibility scenarios & custom Copilots.

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Existing customer evaluating Copilot with few seats purchased (50-1k), inclusive of extensibility scenarios & custom copilots

Copilot Proof of value

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Existing customer with 1k+ Copilot seats; need assistance with adoption inclusive of extensibility scenarios & customer copilots

Copilot Deployment & Adoption Accelerator

Motion 2
Role-based Copilots

Existing Copilot customer looking to deep-dive into the value of Role-based Copilots

Copilot Vision & Value (Role-based)

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Existing customer evaluating Role based Copilots with few seats purchased (50-1k)

Copilot Proof of Value (Role-based)

→

Existing customer with 1k+ Copilot seats; need assistance with adoption inclusive of Role-based Copilots

Copilot Deployment & Adoption Accelerator*

*Accelerate Adoption engagement is limited to one per customer, across both Motion 1 and Motion 2

* Customer can engage with Bytes to qualify which Copilot engagement best suits the needs of the customer as they roll out these technologies into their business. Bytes can check eligibility for this engagement.

Find out more about the Bytes **Copilot Proof of Value.**
Contact Bytes on **01372 418500** or **complete this short form to register your interest**

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