

Copilot Value Discovery Pre-Engagement Kick-off

Overview

The Copilot Value Discovery is a three-phase engagement designed to 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.



Phase 1: Inspire (2-4 hours)

Objective:

Showcase the Microsoft Copilot vision and value.

Activities:

- Drive “Art of the Possible” style conversations and demos.
- Discuss AI reinvention and the value of Microsoft Copilot.
- Highlight the importance of data security and adoption and change management.

Key Topics:

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

Phase 2: Assess (1 day)

Objective:

Assess customer’s needs and AI readiness.

Activities:

- Conduct technical and business/organisational readiness assessments.
- Facilitate C-level interviews, data analysis, and workshops.
- Identify high-value functional scenarios across priority departments.

Key Topics:

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

Phase 3: Design (2 days)

Objective:

Develop the business case and plan for implementation.

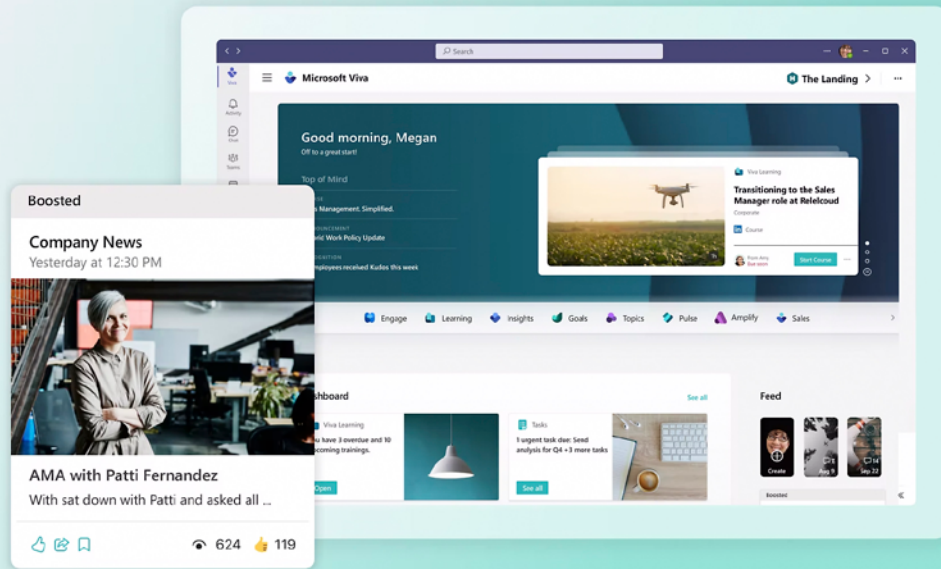
Activities:

- Build the business case based on prioritised scenarios.
- Define next steps and timeline to develop and implement the solution.
- Deliver an executive summary with a report and recommendations.

Key Topics:

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

This structured approach ensures a comprehensive understanding and strategic planning for AI transformation with Microsoft Copilot.



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7 Microsoft Solutions Partner Designations, including:

- Security
- Microsoft Cloud
- Infrastructure (Azure)



Microsoft Partner Awards, including:

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- 2023 Microsoft Hong Kong Partner of the Year
- 2023 Solution Assessments Partner of the Year
- 2022 Microsoft Surface Reseller Partner of the Year
- 2022 Microsoft Surface Hub Reseller Partner of the Year
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- Identity and Access Management
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1800 189 888
au.insight.com

0800 933 111
nz.insight.com

65 6438 2995
sg.insight.com

852 2972 8200
hk.insight.com