

## Microsoft 365 Copilot Elevator pitch

Microsoft 365 Copilot is an AI assistance feature for Microsoft applications that will help manage your everyday tasks allowing you to focus on essential priorities.



Provided prompts will assist with automation of tasks, generating results in seconds! It also includes enterprise-grade security, privacy, compliance, and responsible AI to ensure all data processing happens inside your Microsoft 365 tenant.

The chat history is then wiped clean every time you start a new conversation, so users have the assurance that Copilot is not being trained by their prompts and data accessed.

## Key Customer Takeaways

- Microsoft 365 Copilot is your AI assistant at work
- Copilot will unleash creativity, unlock productivity and uplevel skills
- Copilot inherits your security, compliance, and privacy policies set up in Microsoft 365
- Microsoft 365 Copilot will integrate within Microsoft and 3rd party applications



## Benefits for the Customer



Saves time



Better Quality work



Helps you organize & prioritize tasks



Retention of employees with the ease of managing workload

## Who should we talk to?

Sales leaders • Data analysts • Department leaders  
Marketing • Presenters • HR team



## Pre-requisite Licenses

M365 Business Standard • M365 Business Premium  
M365 E3 • M365 E5

## Conversation Starters



- How much time is spent doing admin tasks?
- How much time is spent in Teams meetings?
- How much time is spent creating reports/presentations?
- Do your teams waste time doing manual, repeatable tasks?
- Is anyone using ChatGPT/Bing Chat for work purposes?

## Key Users pain points



- Reduction in workers productivity
- Burn out leading to increase in employee churn
- Not enough time to get tasks complete
- Task management/prioritization has not been implemented correctly within organizations
- Small businesses that lack clearly defined roles, such as those in sales and marketing

## Copilot readiness



There is great emphasis to get customers Copilot ready before it's implemented within businesses. This means ensuring users have the right licenses, data management solutions are set (e.g. Setting policies with Data Loss Prevention and Azure Information Protection) and each user has an Entra ID account. Also targeting customers with a lot of data stored in their Exchange, OneDrive, SharePoint and Teams for best results from Copilot.

The ampiO Copilot Readiness Assessment ensures the customers environment is secure, data is not overshared, and users have the correct permissions. Also ensuring end users are fully adopting Copilot to have the best experience.