

Microsoft Copilot Licensing

Service Definition

Summary of Service

Telana provides a streamlined procurement service for Microsoft 365 Copilot licensing. We act as your strategic partner, helping you navigate the prerequisites and licensing options to unlock the power of generative AI across your Microsoft 365 suite. Our service ensures your organisation makes a compliant, secure, and cost-effective investment in this transformative technology.

Service Features

- / Complete Copilot Portfolio Access: A single source for procuring Microsoft 365 Copilot licenses.
- / Licensing Strategy and Readiness: Expert analysis of your current M365 environment to ensure you meet the technical and licensing prerequisites for Copilot.
- / Simplified Commercial Management: Unified billing, contract management, and a single point of contact for all commercial inquiries related to Copilot.
- / Gateway to Expert Services: A direct link to our "Copilot Deployment, Training & Enablement" service to ensure successful adoption.

Service Benefits

- / Simplifies AI Adoption: Removes the complexity of navigating Copilot's licensing prerequisites and procurement processes.
- / Ensures Return on Investment: Prevents over-spending by ensuring the right users are licensed and that your organisation is ready to adopt the technology.
- / Guarantees Compliance: Confirms that your organisation has the correct underlying M365 licenses and security configurations in place before deploying Copilot.
- / Provides a Strategic Pathway: Connects you from initial purchase to a full-scale adoption and enablement programme, maximising value.

Service Description

Comprehensive Portfolio Access

Our service provides a one-stop-shop for procuring Microsoft 365 Copilot licenses. We give you access to the transformative power of generative AI integrated directly within the M365 applications your teams use every day—including Word, Excel, PowerPoint, Outlook, and Teams—to enhance creativity, productivity, and data analysis.

Licensing Strategy & Readiness

Navigating the prerequisites for Copilot can be complex. Our experts work with you to assess your current Microsoft 365 environment and user profiles to ensure you meet the necessary technical and licensing requirements. We develop a clear strategy to identify the right candidates for Copilot and create a deployment plan that aligns with your business goals and budget.

Simplified Commercial Management

We remove the administrative burden of license management. By consolidating your Copilot procurement through Telana, you benefit from a single, clear invoice and a dedicated point of contact for all commercial inquiries. We handle the negotiation and procurement process, ensuring you receive optimised pricing and favourable terms.

Gateway to Expert Services

Procuring your licenses through Telana is the first step in your AI transformation journey. It establishes a strategic partnership and provides a direct pathway to our full 'Copilot Deployment, Training & Enablement' service. Once licensed, we can help you prepare your data, train your users, and drive adoption to ensure you realise the full, transformative potential of your investment.