

Copilot Accelerate & Extensibility

Extending Microsoft Copilot for Microsoft 365 unlocks a more intelligent, personalized experience by integrating your organization's unique data, systems, and workflows. This offer is designed to help you activate Copilot for up to 20,000 users and deliver scalable extensibility solutions and agents that drive measurable business value.

To find the best extensibility approach for your organization's unique needs, we can help you select from our library of over 1,400 out-of-the-box Copilot connectors, or partner with you to develop a custom agent using Copilot Studio or Azure AI.

Aligning Copilot for Microsoft 365 with Business Value

Identifying the starting point of this journey can be difficult. Organizations must identify scenarios that tie back to their function, process, and KPIs to create the most business value. This journey is not just about technology it is about aligning Copilot with your business strategy to unlock measurable outcomes. We pair your business strategy with our technical expertise to determine the appropriate extensibility path.

Through workshops and discovery sessions, we help you define prioritized use cases, establish KPIs, and assess readiness. Then, working together, we can create a pilot program based on your priorities, needs, and use cases, laying the foundation for scalable adoption and agent development.

By the numbers

According to IDC¹

- By 2026, 90% of G2000 organizations will leverage AI to enhance worker experiences and boost labor efficiency by 30%.
- By 2026, half of G2000 companies will integrate operational systems with GenAI to improve efficiency by 5%.

According to Microsoft's 2025 Work Trend Index²

- 80% of the global workforce employees and leaders says they lack enough time or energy to do their work.
- 53% of leaders say productivity needs to increase.
- 82% of leaders expect to use agents to meet the demand for more workforce capacity.
- 51% of managers say AI training or upskilling will become a key responsibility for their teams within five years.

Extension paths tailored to your business requirements

Extending Microsoft Copilot provides an enhanced experience that is tailored with the data, system, and workflows unique to your organization and may not be available through out-of-the-box functionality.

Extensions can be built depending on the business requirements using various extension paths. We will work with you to find the best extension path to meet your business needs.

Graph connectors

Custom or predefined connectors can extend the reach of Microsoft 365 Graph.

Copilot plugins

Pro-code plugins serve as Teams Messaging Extensions and Teams AI library.

Copilot Studio

Create low code extensions for first-party Microsoft Copilots and use prebuilt LLM and rule-based dialogue management and conversation flow.

Azure AI

Advanced functionality can be added to the extension using Azure AI Studio and predefined AI services.

Microsoft Copilot goes beyond Microsoft 365 to empower industries and functions

Many Industries and functions use extensions for Copilot for Microsoft 365 to accelerate business outcomes.

HR/Recruiting

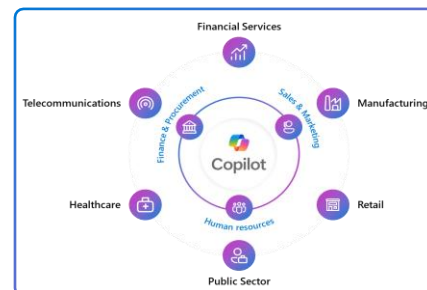
By automating interview scheduling the administrative load on recruiting coordinators is reduced resulting in a lower administrative cost per employee.

Sales

By seamlessly managing sales contacts in the flow of work, sales teams can work efficiently and increase customer retention through more organized and targeted engagement.

Finance

By automating queries and reports, financial analysts can simplify their workloads, focus on more strategic tasks, and reduce the time required to generate cost-per-analysis requests.



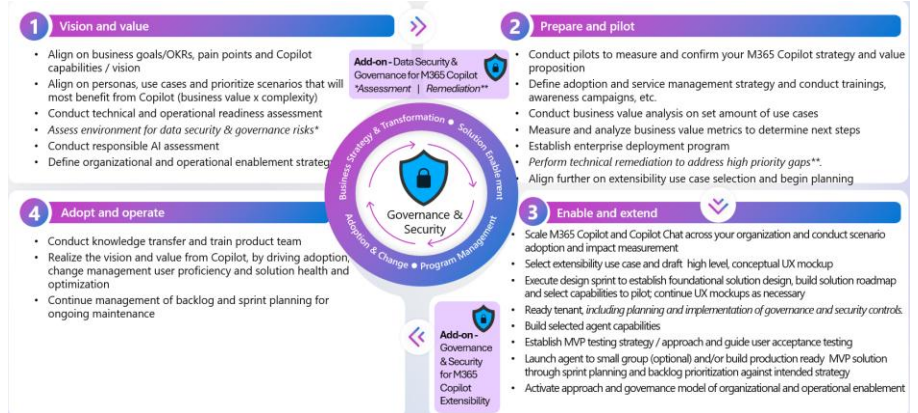
¹ IDC Futurescape, 2024

² <https://www.microsoft.com/en-us/worklab/work-trend-index>

Accelerate your AI transformation by extending Copilot for Microsoft 365

We adopt a holistic approach for generating maximum value when extending Copilot for Microsoft 365.

If Copilot for Microsoft 365 deployment has been previously executed, we will utilize use cases and learnings as a starting point.



How we scope the work

Microsoft offers a unique and flexible approach to help you achieve your AI transformation goals.



S

Enablement & adoption for up to 5K seats/users, plus agent pilot

Our team works with you to understand your needs and determine the right services for your timelines and desired outcomes.



M

Enablement & adoption for up to 10K seats/users, plus agent pilot

Whether you want to test and learn with a pilot or build a ready-to-scale solution, we provide a modular framework through a “t-shirt sizing” approach that optimizes our support to ensure your success.



L

Enablement & adoption for up to 20K seats/users, plus agent pilot

The “T-shirt” sizing approach depends on project capacity, after weighing factors like solution complexity, scope, maturity, and tooling required. These considerations dictate the time spent on delivery and the resources needed.

How we can help you

We are the **Industry Solutions Delivery (ISD)** Team, a global team of experts at the forefront of innovation. We seek to empower our customers with cutting-edge, secure solutions aligned to your business needs, goals, and outcomes. We have the experience and the right mix of resources to deliver your project, regardless of where you are in your transformation journey. We're ready to help you reinvent your organization to deliver increased value and efficiency through AI-enabled solutions and applications.

Connect with **your Microsoft account representative** to find out how to partner with Microsoft to make the transformation real.

Getting started



Agree on a way forward: Pilot or Scaled MVP



Arrange a meeting to agree on scope



Review the Microsoft proposal



Launch the project