Fast-Track Your M365 Copilot Journey with Sonata's Accelerator Workshop

Start your Microsoft 365 **Copilot** journey with **Sonata's M365** and **M365 Accelerator** workshops – ensuring secure and efficient AI integration within your organization.

As healthcare leaders, ensuring patient data security and compliance with data privacy policies is of utmost importance. Copilot helps ensure compliance with your organization's data privacy policies, protecting sensitive information while leveraging AI benefits. With Copilot's robust features, you can protect patient data while unlocking the full spectrum of its advanced capabilities for enhanced operational efficiency and innovation in healthcare delivery.

Microsoft 365 Copilot
A solution allowing global businesses to harness the capabilities of AI without compromising data security or crossing company boundaries.

If you're still undecided, here are the top reasons why healthcare organizations should adopt Copilot for business operations.

5 Reasons Companies Should Adopt Microsoft Copilot

- **Streamlined Administrative Tasks** – By automating mundane administrative tasks like scheduling, email handling, and document processing, Copilot frees up employee bandwidth for strategic endeavours, thereby enhancing overall efficiency

- **Enhanced Data Analysis and Reporting** – Copilot analyses organizational data, including documents and emails, and makes it accessible to employees for use in their everyday decision-making processes.

- **Improved Customer Relationship Management** – Employing Copilot in sales & marketing facilitates personalized customer interaction and improved CRM data management, resulting in heightened engagement, loyalty and accelerated business growth.

- **Innovative Product Development** – Leveraging copilot in development to automate code generation, streamline workflows and foster innovation, accelerate product cycles, drive creativity and maintain competitiveness in tech trends.

- **Effective Human Resource Management** – Supporting HR team with talent acquisitions, onboarding and analysing employee engagement optimized HR operations, boosts satisfaction, and refines talent management processes.

Key Strategies to Integrate Microsoft365 Copilot

Successfully integrating Microsoft 365 Copilot into your organization requires a strategic and well-planned approach. We have developed a comprehensive framework to guide you through the process, ensuring that you maximize the benefits of Copilot while addressing key considerations. Our approach encompasses the following critical elements:

Identify Relevant Processes

Focus on integrating Copilot where it aligns with your business needs.
A framework to evaluate opportunities and prioritize (potential vs implementation complexity).

Data Privacy & Security

Ensure that Copilot adheres to your organization's data privacy policies. Protect sensitive information while leveraging its benefits.
Security Review through Microsoft 365 Optimization Assessment. Determine Risk and implement controls to mitigate & reduce risk.

Comprehensive Training

Train your team members on how to use Copilot effectively. Familiarize them with its features and best practices.
Enable Copilot usage through Learning Management System - Train and Measure learning and usage.

Integration with Existing Systems

Seamlessly integrate Copilot with other M365 tools and systems. Ensure smooth interoperability.
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Support, Monitor and Evaluate Effectiveness

Regularly assess how Copilot impacts your M365 workflows. Gather user feedback and track performance metrics to optimize its usage.
Support users & power users (IT Admins). Monitor & report usage to measure Copilot effectiveness.

Roadmap: Microsoft 365 Copilot Rollout

Adopting Microsoft 365 Copilot involves a well-defined process to ensure a smooth and effective rollout. Sonata's strategy for implementing the Copilot rollout consists of four key phases:

- Discovery
- Assess & Prepare
- Setup, Train & Rollout
- Support, Monitor & Report4

From discovery to support, each phase is carefully designed to ensure a smooth transition and maximize the benefits of this transformative tool. Below is a detailed breakdown of each stage and the respective benefits derived from each.

Discover

Copilot Overview:
- Present an in-depth overview of M365 Copilot architecture, emphasizing required security governance.
- Conduct live demos to showcase persona-based scenarios.
- Highlight Copilot's extensibility overview

Benefits
- Knowing M365 Copilot features
- Understanding necessary configurations required
- Comprehending security best practices

Admin Trainings:
- Provide Copilot admin training to empower administrators in performing essential tasks.

Security Review:
- Conduct a Microsoft Copilot for Microsoft 365 Optimization Assessment.

Assess & Prepare

Security Assessment and Implementation Plan:
- Discover customer data (identify sensitive data, its location, access, and usage).
- Determine risk tolerance and implement controls (data lifecycle, protection, labeling).
- Set up SSO for Copilot access, conditional access, and real-time policies.
- Mitigate device risk through mobile device management and compliance policies.
- Control AI app usage by setting up mobile application management and app protection policies for Microsoft 365 apps

Security Implementation:
- Implement security measures based on assessment findings.
- These security measures will involve changes to the Microsoft 365 configurations, network layer settings, updates to authorizations for people in the organization, etc.

Procure Licenses
- Procure Copilot licenses from Microsoft based on the assessment (needed license volume)

Benefits

- Creating necessary access control system (groups, policies, etc.) by IT Admin
- IT Security team capable of addressing data security aspects
- Procurement of licenses and assignment for eligible audience

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Setup, Train & Rollout

App Deployment: Deploying the latest versions of Microsoft 365 Apps and configuring deployment channels.

Copilot Configuration: Configuring Copilot and assigning licenses

Support Setup: Establishing a service desk and Learning Management System (LMS)

User Training: Providing training on using M365 apps with Copilot features.

Benefits

- Upgrading MS apps to latest supported versions for M365 Copilots
- Eligible audience are equipped with knowledge to use M365 Copilot

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Support, Monitor & Report
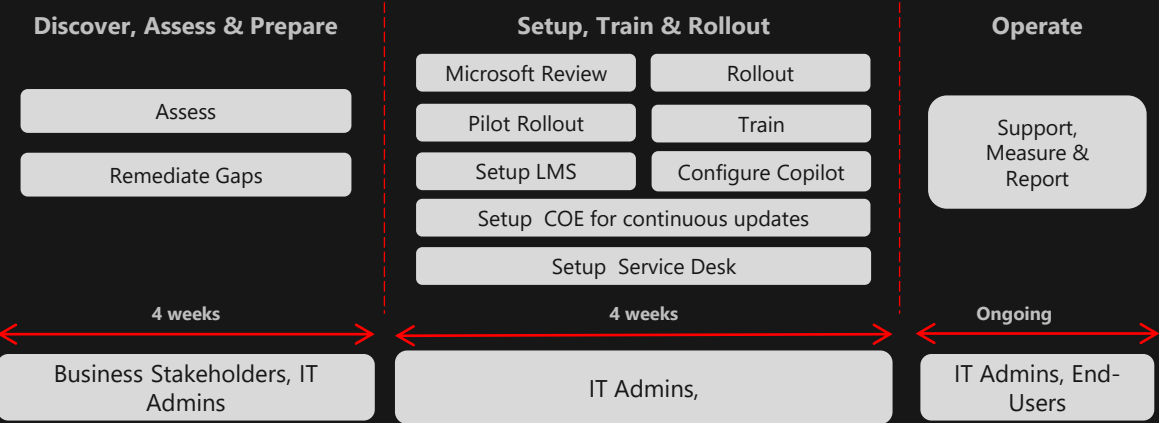
Set up a COE for Continuous Updates
New features are frequently delivered to Copilot. This COE will be responsible for keeping the organization's Copilot configurations up to date and will leverage the latest features of Copilot to maximize value for the organization.

Copilot Dashboards
Microsoft 365 has Copilot Dashboards that showcase metrics such as Copilot adoption, Copilot usage, and feedback on the content generated by Copilot. Any feedback or issues raised by users will be triaged and addressed through a solution, fix, or workaround.

Benefits

- End-user support after rollout
- Weekly report on Copilot usage
- Monitor for any new possible security threats and strengthen the policies
- Upgrade Copilot with latest features

Discover, Assess & Prepare	Setup, Train & Rollout		Operate
	Microsoft Review	Rollout	
Assess	Pilot Rollout	Train	Support, Measure & Report
Remediate Gaps	Setup LMS	Configure Copilot	
	Setup COE for continuous updates		
	Setup Service Desk		
4 weeks	4 weeks		Ongoing
Business Stakeholders, IT Admins	IT Admins,		IT Admins, End-Users

Addressing Key Challenges with Sonata's Copilot Workshops

Sonata's comprehensive M365 and M365 Accelerator workshops are designed to tackle key industry challenges by:Discovery

- Optimizing Microsoft 365 usage
- Enhancing security measures, and
- Enabling organizations to navigate the evolving landscape of digital collaboration and productivity effectively

Here are the specifics of both the workshops:

M365 Workshop	M365 Accelerator Workshop
Provides a comprehensive understanding of Microsoft 365 Copilot features and their applications.	Emphasizes the security aspects of Microsoft 365 Copilot.
Offers hands-on training sessions to help users integrate Copilot into their daily workflows.	Offers in-depth training on identifying and managing sensitive data, implementing risk controls, and ensuring compliance.

As of now, we have effectively conducted this workshop for more than 15 customers.

Key benefits of this workshop

We assist managers in multiple roles to effectively utilize Copilot. For instance, we recently conducted a successful project for a client, where we supported their HR and Marketing teams in achieving the following outcomes:

For HR Managers:

Cost per hire – HR team can improve the hiring process by using Copilot to help write job descriptions, summarize interviews, avoid bias when identifying top candidates, improve candidate communications, and improve onboarding process.

Employee turnover rate – Copilot can help all employees with job satisfaction by reducing stress-full tasks, and work on higher value activities. It also makes many tasks faster, which can reduce overtime requirements.

Similarly, for Marketing Managers:

Number of leads created - Simplifying and automating tasks like preparing for meetings, tracking tasks, sending emails, creating proposals and researching customer and product information allows sellers to pursue more opportunities.

Cost per lead generated - Copilot makes researching product information easier and can prepare detailed responses to RFP questions with a simple prompt. Companies can also use Copilot Studio to create custom bots to answer questions based on curated information. It can also automate simple tasks that may currently be outsourced or performed by low-level employees to save costs.

These examples in HR and Marketing illustrate how Copilot can optimize processes and outcomes. Our workshops extend beyond these roles to empower various professionals to leverage Copilot effectively in their respective fields, enhancing their performance and success.

Why partner with Sonata?

Sonata Software, a leading Modernization Engineering company, is an ideal partner for organizations looking to adopt and effectively utilize Microsoft 365 Copilot.

Microsoft Approved Workshops
- Sonata offers workshops designed to help IT administrators and end-users embark on their Microsoft 365 Copilot journey.
- The workshops are conducted by skilled teams who are trained to provide comprehensive guidance and support.
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Continued Support
- Sonata provides ongoing support to customers even after the completion of the workshops.
- This ensures a smooth transition and effective utilization of Copilot within the organization.
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Extensive Microsoft Partnership
- Sonata has been a dedicated Microsoft partner for over 30 years and is the top 1% of Microsoft Partners worldwide.
- The company is a strategic launch partner for Microsoft Fabric, a unified analytics platform.
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Sonata Expertise
- Sonata's teams possess extensive knowledge and experience in Microsoft technologies, with over 3,500 professionals working on it.
- The company holds esteemed positions such as being a member of Microsoft's Dynamics Inner Circle for 2023-24

By partnering with Sonata, organizations can leverage our expertise, resources, and strong relationship with Microsoft to ensure a successful adoption and implementation of Microsoft 365 Copilot, ultimately driving productivity and innovation within their businesses.

Workshop Impact: Client Success Stories

Here are a few case studies demonstrating how Sonata has helped clients effectively adopt and utilize Microsoft 365 Copilot:

Case Study	Copilot workshop	Benefits
Multinational information technology services and consulting company covering multiple industry verticals	Delivered M365 copilot workshop along with security governance (Organizational risk tolerance define next steps)	We have demonstrated solutions to a few use cases raised by customers during the call specific to M365 apps. Which can reduce their manual efforts, boost productivity, and upskill.
Multinational conglomerate with a presence in 36 countries, with annual revenue of $75 billion	Conducted M365 Copilot workshop for all the functional units in the organization	Demonstrated the capabilities of Copilot solution integrated with all the M365 applications which will help them in reducing manual efforts. M365 Copilot offers improved efficiency, productivity and innovation.
Business Process Management Services Company	M365 copilot workshop for BDM, Technical architects and knowledge workers to get the benefits of the service	Demonstrated the benefits of Co-pilot which is an AI solution embedded with M365 applications and walk through various scenarios which would help in automating day-to-day tasks by increasing productivity and creativity so that resources can utilize efforts for other activities.

Case Study	Copilot workshop	Benefits
Multinational Technology Company Specializing in Mobile-First Platforms	M365 copilot workshop for BDM, Technical architects and knowledge worker to get the benefits of the service	Demonstrated the benefits of Co-pilot which is an AI solution embedded with M365 applications and walk through various scenarios which would help in automating day to day tasks by increasing productivity, ensure upskill creativity and innovation.

Empower Your Organization with Sonata's Copilot Workshops

Are you ready to unlock the full potential of Microsoft 365 Copilot for your organization? Sonata Software, a trusted Microsoft partner with over 30 years of dedicated collaboration, is here to guide you through the journey. Sonata's Copilot workshops are designed to help you and your organization in the following ways:

- Gain insights into the features and mechanisms of Copilot, understanding how this advanced AI technology can elevate your business performance.

- Benefit from skilled teams trained to conduct workshops and provide ongoing support post-workshop.

- Learn from real-world case studies showcasing how Sonata has successfully helped clients across various industries optimize their workflows and boost productivity with Copilot.

Don't miss this opportunity to enhance your organization's efficiency, productivity, and innovation with Microsoft 365 Copilot. Contact us now to embark on a transformative digital journey with Sonata Software.

Sonata at a Glance

38 Years
IT Solutions Provider

~$1B
Revenue

6500+ Engineers
Across US, UK, EU, APAC & ANZ
17 Nationalities

Public Listed
(SONATSOFTW) Debt-free;
Robust Balance sheet

Sonata is a leading Modernization Engineering company, powered by its unique Platformation™ framework that brings together industry expertise, platform technology excellence, design innovation, and strategic engagement models to deliver sustained value to customers.

We partner with Fortune 500 clients to help them reimagine their business processes as part of modernization programs. As part of this phase, we drive business enablement sessions, consulting, and business processes to be aligned with best-in-class industry-specific practices.

Sustainability Target:
Carbon Neutrality by 2030

10% Reduce Energy consumption in FY 22-23

10% Increase Renewable Energy REC mix in FY 22-23