



90-Day Governed Copilot Pilot

A de-risked way to roll out Microsoft 365 Copilot — and prove its value in 90 days.
Tenant readiness · Purview governance · adoption · measurable ROI — one fixed price.

Why a governed pilot, not just training?

Great training is where most Copilot journeys start — but alone it rarely sticks. Our 90-day pilot wraps it in the work that makes adoption last: tenant readiness, Purview labels, DLP rules and a 12-week champions' programme — fixed price, fully governed, with a clear Go / Grow / No-Go call on Day 90.

WHO IT'S FOR Teams of any size — pilot a small group, then scale

ROI AT 50-USER SCALE

9 : 1

value-to-licence ratio at steady state
≈ 5,000 hrs/yr · ≈ £90k value created
vs. ≈ £10k annual licence cost

26 mins

saved per user/day

116%

three-year ROI

10 months

to payback

82%

won't work without it

Source: Forrester Total Economic Impact™ of Microsoft 365 Copilot (2025) & UK GDS Copilot trial (2025).

DAYS 0–30

Setup

- Tenant readiness review
- Purview sensitivity labels
- DLP rules configured
- Pilot users selected
- Baseline staff survey
- Day 30 governance checkpoint

DAYS 31–60

Use

- 3 role-based training sessions
- Weekly 60-min champions' forum
- Inline coaching & office hours
- Use-case clinics by department
- Prompt library handed over
- Adoption metrics dashboard live

DAYS 61–90

Decide

- Outcome staff survey
- Quality & ROI review
- Governance audit closeout
- Board-level outcome readout
- Adoption playbook handed over
- Explicit Go / Grow / No-Go call

What's included *beyond a training day*

- ✓ **Tenant readiness review**
Permissions, identity and data locations checked before enable.
- ✓ **Purview labels & DLP rules**
Configured so Copilot can't surface or share regulated content.
- ✓ **3 role-based training sessions**
Tailored to leadership, ops and customer-facing teams.
- ✓ **12 weekly champions' forums**
60-min working sessions that embed practice across the team.
- ✓ **Adoption & governance playbook**
Yours to keep — acceptable use, data handling, review cadence.
- ✓ **Day 30 and Day 90 reviews**
Baseline and outcome surveys, plus a board-ready Day 90 readout.

Jargon, in plain English

Tenant readiness

A health-check of your Microsoft 365 environment before switching Copilot on, so permissions and data locations won't surprise you.

Sensitivity labels (Purview)

Tags on files and emails — Public, Internal, Confidential — so Copilot only uses and shares what it should.

DLP — Data Loss Prevention

Automated rules that stop sensitive data leaving the business by mistake, including via Copilot.

Go / Grow / No-Go

The Day 90 options: Go (scale), Grow (next department), or No-Go (clean exit, no retainer).

Commercial pricing *Fixed price. No surprises.*

PILOT (90 DAYS)

£8,450

Fixed, on signature
Covers up to 15 pilot users

Excludes VAT and Microsoft licence costs. Quote held 60 days.

ONGOING RETAINER

£1,050

per month
only after a Day 90
Go / Grow

BY DAY 90 YOU HAVE

- ✓ A board-ready scale recommendation, backed by your own data
- ✓ A governance playbook you own (and grow with the team)
- ✓ Survey-backed evidence of time saved and quality lifted

CLEAN EXIT AT DAY 90

- ✓ Fixed price on signature — no surprises
- ✓ Retainer only starts if Day 90 says Go or Grow
- ✓ Walk away with the readiness work and playbook done

NEXT STEP → **Book a 30-minute scoping call**

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