

Partner Incubation Scope of Services



Partner Practice Advisory Support

- Practice consultation during Jumpstart graduation to ready tier



GTM Support

- Ideation workshops envisioning the art of the possible
- Defining GTM offer on specific use cases/problem statements



Solution Build-With Support

- Work with partners to co-build business case and demonstrate business value
- Support select partners with solution envisioning, POCs and MVPs

Copilot Agent 1:1 Build Support

Objective:

To rapidly co-develop customer-ready Copilot Agent demos and GTM plan, leveraging the latest product & GTM guidance

Timeline & commitment:

Weekly 30-minute virtual calls & asynchronous support for five weeks; sales pitch to customers at the end of program

Suggested attendees:

- Sales team
- Biz strategist/ industry expert
- Product leader/ developer
- Data & security team

Gets

- Accelerated demo & GTM development
- Technical SMEs in Agent development
- Latest product & GTM guidance
- Security & compliance guidance

Gives

- Ongoing & defined customer use cases & pipeline
- Five weeks of rapid co-development
- Technical, security, GTM and sales resources
- Commitment to deliver customer-ready materials

Define Vision

Week 1

- Identify customer(s) and transformation scope.
- Define outcome through joint discussion with partner's sales, engineering, and marketing teams.

Design Solution

Week 2

- Co-design to-be Agent solution.
- Develop customer scenarios and align GTM and sales strategies.

Build Demo

Week 3-4

- Technical Build (hands-on agent co-development).
- GTM Strategy (co-sell positioning).

Deploy & Sell

Week 5

- Finalize demos / solutions.
- Publish GTM materials.
- Initiate co-sell customer conversation.
- Develop case studies and success stories.

Copilot Agent Build Support Pre-requisites

	Must haves	Preferred
GTM	<ol style="list-style-type: none"> Real-world scenarios: 2-3 Modern Work Copilot scenarios that have customers requesting solutions. Pipeline impact: Have sufficient impact on M365 Copilot pipeline and/or usage. 	<ol style="list-style-type: none"> Prior customer conversations: Had initial customer conversations to focus on specific customer need.
Technical	<ol style="list-style-type: none"> Skilling: Need to have completed all JumpStart Read-tier trainings and be proficient in Copilot agent development. Should have strong experience in Business Applications and Modern Work. Development environment: <ul style="list-style-type: none"> End-users/Makers have a license to use Microsoft M365 Copilot. End-users/Makers have a tenant they can develop Copilot agents on. Must have completed steps 5 & 6 from here. Maker must have permissions to create and access a Copilot Studio environment. Assign user licenses and manage access - Microsoft Copilot Studio 	<ol style="list-style-type: none"> Prior experience in Agent development: Have previously used either Copilot Studio or Agent Builder.
Commitment	<ol style="list-style-type: none"> Resources: Dedicated development team to work on Agent required, and internal GTM team to help support sales coordination. Demos: MVP chosen scenarios must be developed into customer facing demos by end of the program. Timing: Must be able to commit to five-week program, including weekly 30-minute team meetings. 	

Call to Action

- To participate, complete the form:
<https://aka.ms/AgentBuildSupportSignup>
- Select the “Agent Build Support” option in the form.

What type of support are you requesting for Copilot for M365? *

Select one or more options.

- Adoption Accelerator
- Agent Build Support
- Customer Readiness Assessment
- Implementation Guidance
- Offer Publishing
- Other
- Practice Consultation
- Workshop

