### **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 cobuild business case and demonstrate business value
- Support select partners with solution envisioning, POCs and MVPs

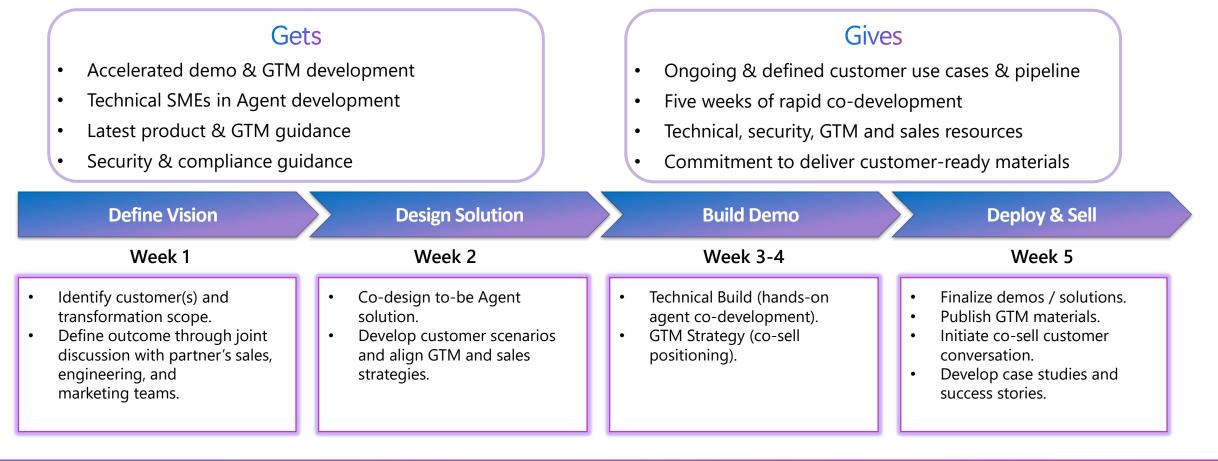
# **Copilot Agent 1:1 Build Support**

#### 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

# **Copilot Agent Build Support Pre-requisites**

		Must haves		Preferred
GTM	1. 2.	<b>Real-world scenarios</b> : 2-3 Modern Work Copilot scenarios that have customers requesting solutions. <b>Pipeline impact</b> : Have sufficient impact on M365 Copilot pipeline and/or usage.	1.	<b>Prior customer conversations</b> : Had initial customer conversations to focus on specific customer need.
Technical	1. 2.	proficient in Copilot agent development. Should have strong experience in Business Applications and Modern Work.	1.	<b>Prior experience in Agent</b> <b>development</b> : Have previously used either Copilot Studio or Agent Builder.
Commitment	1. 2. 3.	internal GTM team to help support sales coordination.		

## **Call to Action**

- To participate, complete the form: <u>https://aka.ms/AgentBuildSupportSignup</u>
- 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.

