TD SYNNEX
Copilot Cloud Labs

Möchten Sie mehr über das Thema Cloud Labs erfahren?
Kontaktieren Sie gerne unser Microsoft Cloud Solutions-Team:
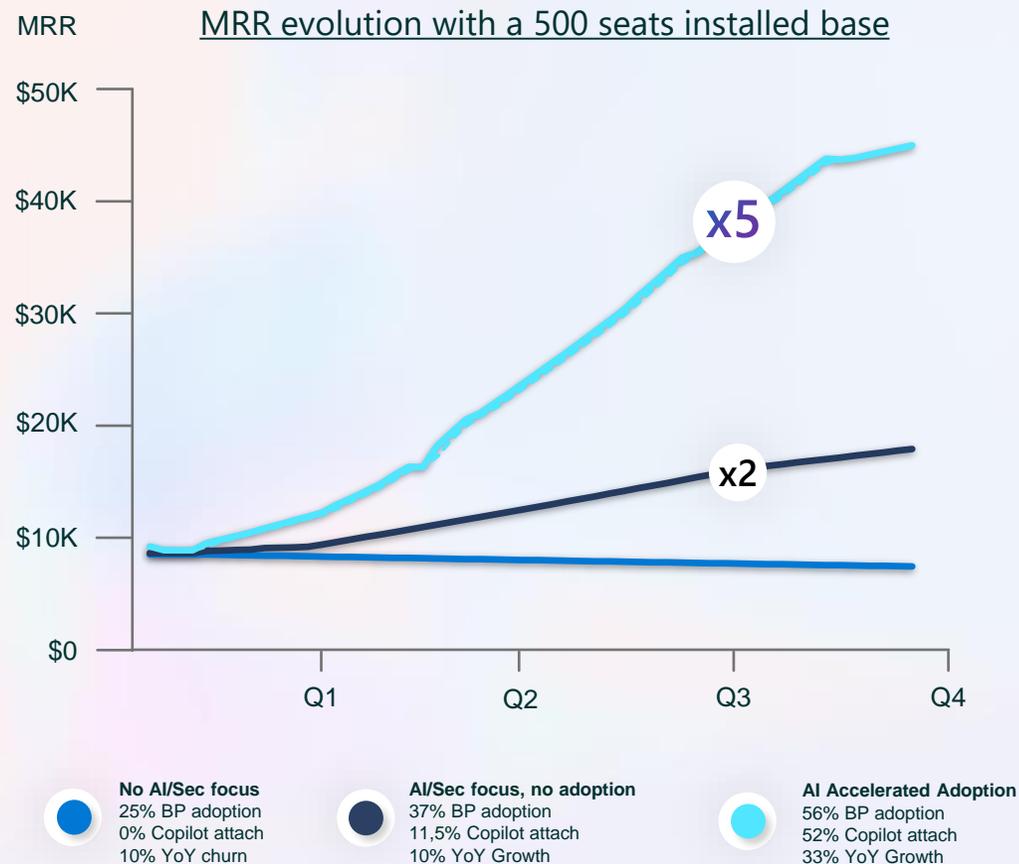csp-microsoft.de@tdsynnex.com
+49 (0)89 4700 3020
csp-microsoft.de@tdsynnex.com

Why Cloud Labs for Copilot?

Fast Adoption can x5 results

TD SYNNEX

MRR evolution with a 500 seats installed base

MRR

$50K
$40K
$30K
$20K
$10K
$0

x5

x2

Q1   Q2   Q3   Q4

No AI/Sec focus
25% BP adoption
0% Copilot attach
10% YoY churn

AI/Sec focus, no adoption
37% BP adoption
11,5% Copilot attach
10% YoY Growth

AI Accelerated Adoption
56% BP adoption
52% Copilot attach
33% YoY Growth

+Copilot Attach

- Showing the value of Copilot for Microsoft 365, the seat attach rate grows x5 faster.
- Copilot brings annual licensing, reducing customer Churn and increasing renewal.

+Business Premium

- Getting ready for AI presents an opportunity for higher adoption of workplace security solutions.

+Services revenues

- Assessment and setup services for deploying the newly adopted technology.
- Managing workplace security + Generative AI adoption brings managed services opportunities.

Copilot Cloud Lab Experience

What is a Cloud Lab Experience (CCE)?

Partners autonomously book a Copilot Cloud Lab Experience to demonstrate Copilot for Microsoft 365 to their potential customers.

Unique offering, Strategic Advantage

Industry's first dedicated demo center, positioning TD SYNNEX as the sole distributor with such a distinctive and advanced capability.

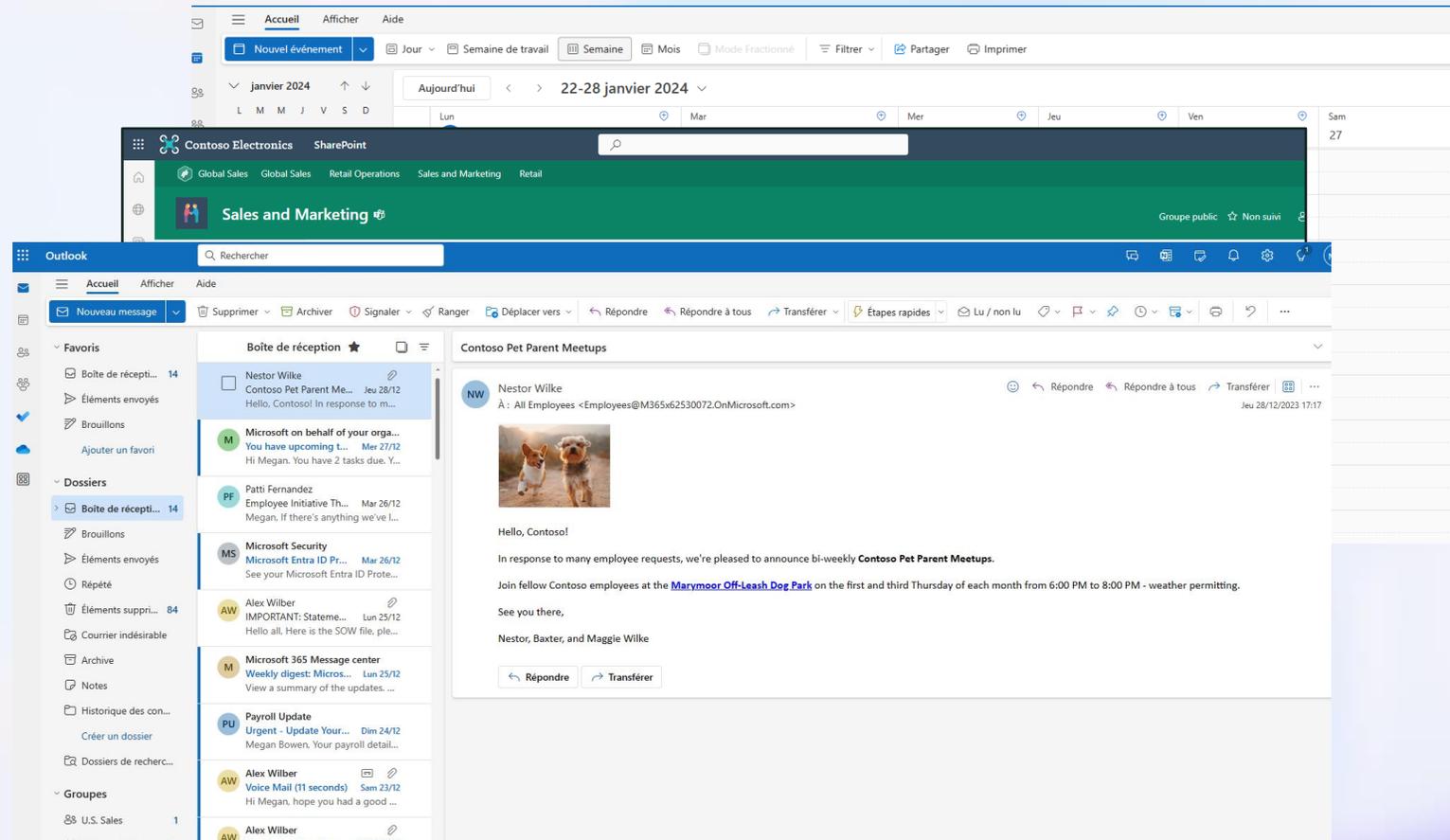## Fit for purpose configuration

- Offering a hands-on and practical Copilot experience
- Best in class experience with preconfigured tech aspects
- Real-world scenarios with dummy content, users & documents.
- CCE available in 2h windows + 1h for automated cleaning.

Copilot Cloud Lab Experience

Fit for purpose configuration

- Offering a hands-on and practical Copilot experience

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Who's it for?

Can all partners book the Copilot CloudLab Experience?

Only nominated partners who have been trained by our TD SYNNEX Expert teams. Must commit to deliver at least 10 CCE in the following 3 months.

Training curriculum:

Large Language Models fundamentals

Microsoft Data Protection and Privacy (AI trust policies)

Security Foundations (featuring Business Premium, E3/E5)

The need for Copilot Adoption

Copilot Extensibility

+How to demo to an End Customer like a Pro

An opportunity to upsell MW Security

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Baseline security

Copilot +
Office 365 E3 or
Business Standard

Multi-factor Authentication
with security defaults

Manual sensitivity labels
for Copilot generated content
(Office only)

Core security controls

Copilot +
Microsoft 365 E3 or
Business Premium

Conditional Access
policies based on identity, device,
location, & network

Manual sensitivity labels
for **non-Microsoft** documents
(e.g., pdf)

Endpoint management
capabilities

Best in class security controls

Copilot +
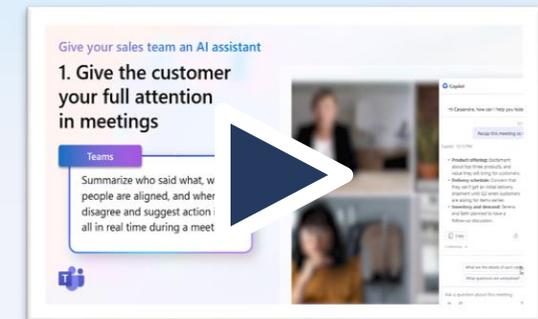Microsoft 365 E5

User/session risk
and access control

Automatic sensitivity labels
for **non-Microsoft** documents
(e.g., pdf)

Discover and evaluate the
risk of 400+ **AI apps** & implement
controls to for their use at work

Demos that inspire always tell a story

You've covered the basics, now you are ready for delivering TRUE demos that [inspire](#).

- **GOOD:** Lead with data & stats ("207% more productivity").

- **BEST:** Share outcomes through stories. Real-life scenarios where Copilot has made a significant impact, summarizing how many hours have you saved, or how much more impactful have you become.

- **GOOD:** Feature show: (this is how you summarize an email). Be aware that the customer might already been exposed to that "feature show"!

- **BEST:** Customers do love to hear stories about how someone like them used Copilot to turn more productivity into a success (how they got to the deadline on time, landed a new customer, achieved a peer/industry recognition, a promotion...).

TD SYNNEX Copilot Adoption pills
coming soon!

2,20 min videos featuring real TD SYNNEX & Partner stories

Copilot Cloud Lab Experience: How

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Secure your spot

- Share your Copilot Plan & sizeable opportunity.
- Commit to deliver +10 CCE in 3 months.
- Must have demonstrated success in Business Premium or E3.
- Partners with Copilot revenues will get priority.

Partner training

- 4h session, delivered by our expert teams.
- Maximum of 16 partners per session.
- Maximum of 2 users per organization
- Ask for the training calendar!

Booking system

- User-friendly online intake form to reserve available dedicated time slots.
- Partners fill in customer details, #seats.
- Limited capacity: 3 CCEs running simultaneously in isolated environments.
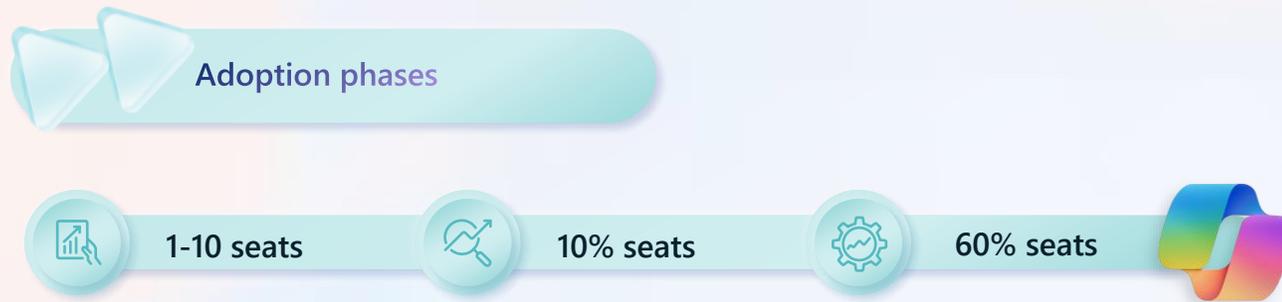- Maximum of 24 Partner CCEs per day GLOBALLY.

Validation

- A TD SYNNEX local tech expert will join the first Partner CCE.
- He/she/they will validate the partner capability to successfully deliver demo's
- Partner is welcome to leverage GSS Copilot Adoption Pills!

Copilot Cloud Lab Experience: $POC

Accelerate Copilot Adoption fast-tracking POCs (EU & NA only)

Adoption phases

1-10 seats | **10% seats** | **60% seats**

Tech POC:
Validating Impact

The Tech Proof of Concept (POC) is the initial phase where organizations validate how Copilot positively impacts individual productivity, with tools such as Copilot Dashboard.

This involves deploying Copilot in controlled environments to understand its capabilities and assess and capture its potential benefits.

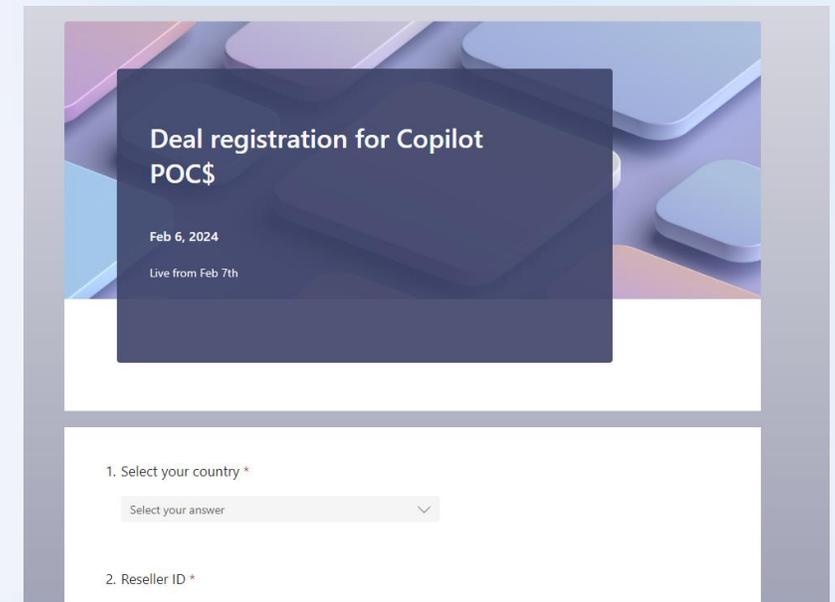**Organic Efficiencies:**
Identifying Opportunites

Following a successful Tech POC, organizations move on to identifying business units, functional areas, or specific use cases that are prone to be streamlined with AI.

This phase involves building AI competence within the organization and laying the groundwork for broader adoption.

Transformational Efficiencies:
Rethinking Operations

The final phase is marked by a holistic transformation of the way the business operates. This is only possible when the organization fully embraces AI.

It involves rethinking workflows, processes, and business operations to align with the capabilities and potential of Copilot.

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Deal registration for Copilot POC$

Feb 6, 2024

Live from Feb 7th

1. Select your country *

Select your answer

2. Reseller ID *

Submit your TOP opportunities for our review and receive up to 10 seed seats!

What if...

I am not shortlisted

You can assist to our Hands on Training ($995)

If you have not been shortlisted but you are All-In on Generative AI & Copilot, secure your spot in our Hands-on trainings!

Our Hands-on Copilot Enablement session covers most of the topics that our shortlisted partners will get exposed to, and it also will allow you to get hands-on experience with Copilot and educate yourself in GenAI demo best practices.

Coordinate with your TD SYNNEX representative to book for Hands-on Training sessions based on availability.

Partner is not autonomous

TD SYNNEX Service: Paid Demo on their behalf ($495)

You have gone through the Hands-on training, but you are short of capacity to deliver the demos yourself?

Our COEs can support the delivery of the Copilot Cloud Lab Experiences for you, guaranteeing an optimal delivery and a superior customer experience.

Brief our expert team in your customer's expected outcomes and coordinate with your TD SYNNEX representative to guarantee for the demo availability.

Call to action!

What now?

- Plan your copilot adoption plan

- Train your experts in delivering CCE Trainings

- Secure your spot in our Copilot Cloud Labs Experiences

Where will you find it

- Your TD SYNNEX Representative

- Copilot Cloud Lab Landing page (coming soon!)

Need support?

- Do you want us to support you?

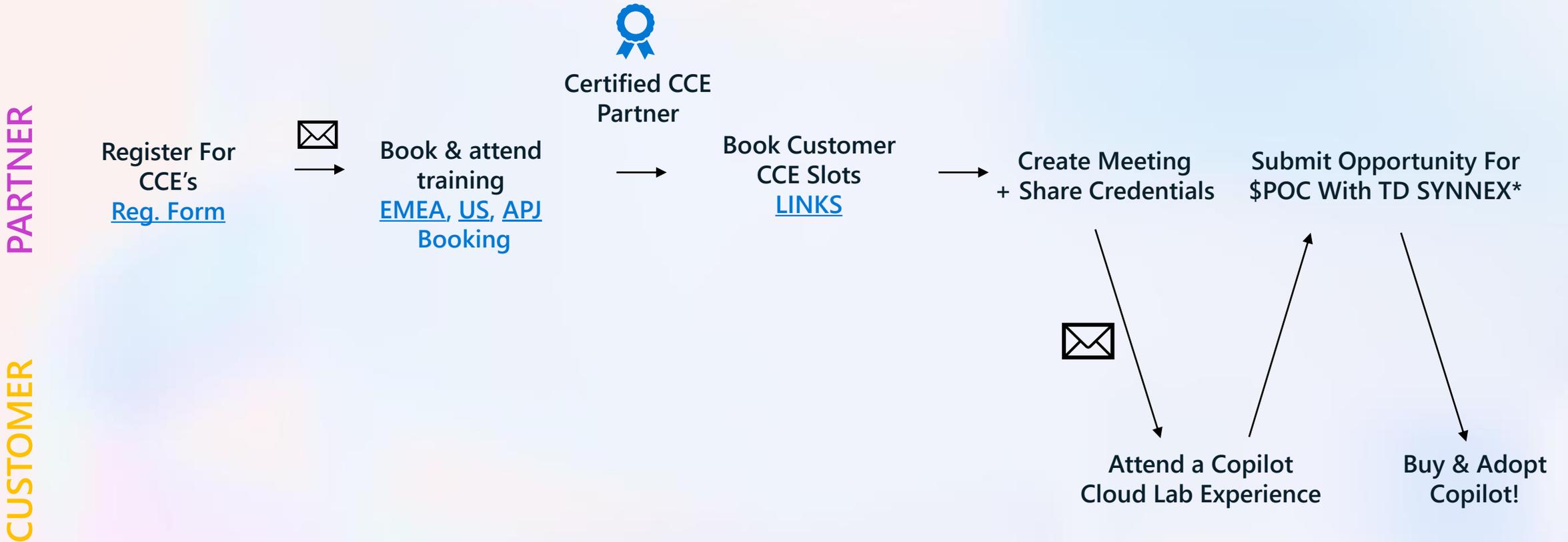- Reach out to youremailhere@tdsynnex.com and we will coordinate a session with your team.

CCE Process Overview

CCE Process Overview

High level process review

PARTNER

Register For CCE's
Reg. Form

✉ →

Book & attend training
EMEA, US, APJ
Booking

Certified CCE Partner

→

Book Customer CCE Slots
LINKS

→

Create Meeting + Share Credentials

Submit Opportunity For $POC With TD SYNNEX*

✉

CUSTOMER

Attend a Copilot Cloud Lab Experience

Buy & Adopt Copilot!

*EU & NA only

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CCE Process (PARTNER POV)
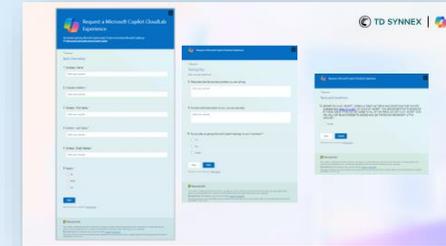
Step by step process review

1 — **Register For CCE's** [Reg. Form](#)
Fill-in and submit Registration Form to be onboarded on CCE
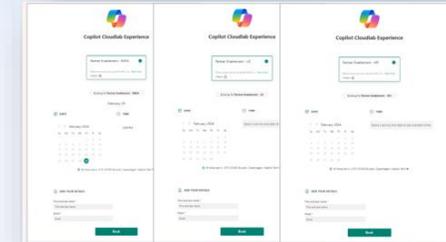*Time Commit: Once- 20 Mins.*

2 — **Book & attend training** [EMEA](#), [US](#), [APJ](#) **Booking**
Booking a calendar slot and attending the Partner training session
Time Commit: training 2 – 3 hours

3 — **Certified CCE Partner**
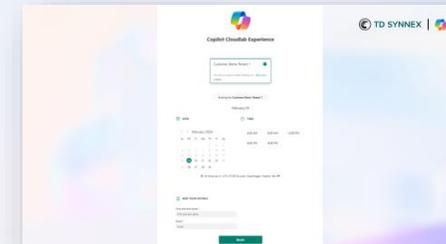Partner gets certified on CCE once Partner training has been completed
Time Commit: NA.

4 — **Book Customer CCE Slots** [LINKS](#)
Booking a calendar slot for Customer training session
Time Commit: 5 Minutes

● Partner
● Customer

CCE Process (PARTNER POV)

Step by step process review

5 **Create Meeting + Share Credentials**

Partner will create Meeting event and send invites to your customers

Time Commit: NA.

6 **Attend a Copilot Cloud Lab Experience**

Customer will attend the training session following schedule

Time Commit: 2 hours

7 **Submit Opportunity For $POC With TD SYNNEX***

For EU & NA Partners, submit your top deals to access up to 10 seed seats!

Time Commit: 5 min.

8 **Buy & Adopt Copilot!**

Drive Copilot Adoption with TD SYNNEX and revolutionize the future of work!

Time Commit: NA.

*EU & NA only

TD SYNNEX

● Partner
● Customer

Support materials

CCE tech session topics to cover

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Large Language Models fundamentals

- Machine Learning vs LLMs

- **Prompting, Grounding, Symantec index**

- AI Hallucinations

Security Foundations (featuring Business Premium, E3/E5):

- Identity, Information Protection Labelling, RBAC, Defender and Intune

- Content migration/Data migration for semantic indexing

- SharePoint Site Restrictions and data encryption

- Access Reviews & Data Loss Prevention

- Retention policies

- Graph connectors & Plugins

Microsoft Data Protection and Privacy (AI trust policies)

- Data protection and privacy for Microsoft 365

- Data residency, storage and processing

- Responsible AI

Copilot Adoption

- Copilot Dashboard

- Verticals, Functionals...

Copilot Extensibility

- Copilot Studio

- Graph connectors & Plugins

+ How to demo

CCEs will not show the M365 Admin console and Administrative configurations required to set up an environment.