

PARTNER PRODUCT GUIDE

MICROSOFT COPILOT

Microsoft Copilot transforms how businesses use technology, enabling smarter, faster, and more collaborative decision-making. This guide highlights key features and benefits of Microsoft Copilot, along with leading customer questions to uncover client needs and showcase its value.

5 Reasons Your Clients Need ECI as Their Copilot

1. ECI helps your clients unlock the full potential of Microsoft Copilot across every sector.
2. ECI ensures your clients' businesses remain secure and fully compliant with industry standards.
3. ECI drives innovation by leveraging transformative technology to propel your clients' success.
4. ECI delivers supercharged solutions that empower your clients to achieve unparalleled productivity growth.
5. ECI provides tailored support and expertise to give your clients a competitive edge.

Microsoft Copilot Features

- **Microsoft 365 Copilot:** Empower everyone with a copilot that works alongside you
- **Dynamics 365 Copilot:** Specialized copilots for every role and function
- **Copilot in Power Platform:** Imagine it, describe it, and Power Platform builds it
- **Microsoft Security Copilot:** Defend at machine speed with Microsoft Security Copilot
- **Windows Copilot:** The first centralized AI assistance on a platform
- **GitHub Copilot:** Increase developer productivity to accelerate innovation

Partner Benefits

- **Exclusive Access:** As a provider of Microsoft Copilot, ECI offers partners a unique opportunity to bring cutting-edge AI technology to their clients.
- **Revenue Opportunities:** Earn recurring income through subscription sales.
- **Differentiation:** Position your business as an innovator with exclusive access to Microsoft Copilot.
- **Training and Support:** Comprehensive onboarding, marketing assets, and ongoing technical assistance.

CUSTOMER QUESTIONS

1. Are there any specific pain points you're experiencing with your current systems or services?
2. How fast is your business growing, and how scalable do you need your IT systems to be?
3. How satisfied are you with the performance and security of your current technology setup?
4. Are there any specific technology initiatives planned for the next 12-18 months?
5. How much time do you spend managing day-to-day IT operations? Would you be open to offloading some of that responsibility?
6. What processes do you have in place for IT monitoring and issue resolution, and how effective have they been?
7. How confident are you in the security of your current IT systems, especially when it comes to data protection and compliance?
8. Are you concerned about the evolving threat landscape and the need for real-time monitoring and response?
9. How important is it for you to provide your employees with an intuitive and efficient IT environment?
10. Are you exploring ways to reduce your IT spend without compromising performance or security?
11. Are you looking for a solution that can be customized to your specific business needs and workflow?
12. How do you see your IT strategy evolving over the next 3 to 5 years?
13. What role do you envision managed services, like Microsoft Copilot, playing in that future strategy?