

Copilot Adoption Framework: Discovery

Understand your requirements and establish a foundation that ensures Copilot success

For more information on this, or our wider **AI Productivity** services, speak to a Cloud Direct Sales Executive or contact hello@clouddirect.net.

Service overview

Copilot adoption success isn't measured by license numbers. It's measured by impact.

Delivered in partnership with Hable, Cloud Direct's Copilot Adoption Framework Discovery offers an assessment to identify key activity areas, generate a clear picture of working patterns, and outline adoption readiness. These insights inform personalised Copilot Profiles, prioritise use cases, and help structure a targeted learning and enablement programme that maximises Copilot adoption.


Who is this service for?

Medium to large organisations that have licensed, or are planning to license, Microsoft Copilot and want to maximise their return on investment. It is the natural precursor of our **Copilot Adoption Framework Implementation** engagement.

Addressing your challenges



Addressing inconsistent Copilot adoption across the organisation



Providing a vision for Copilot success that delivers ROI and real impact



Identifying and tackling compliance risks of unmanaged adoption

Expertise in action

A structured, data-led approach ensures Copilot is embedded into real ways of working, drives confidence and consistency, and delivers measurable value.

What we deliver

- An AI and Copilot Readiness Assessment across the organisation
- Copilot Profiles ready for deployment through adaptive Teams cards to map working patterns
- Role-based Copilot personas and prioritised, high-impact use cases
- Executive-level insights and recommendations to maximise adoption
- A targeted Copilot learning and enablement programme that is aligned to real work
- Branded internal communications to support participation and next steps

Outcomes that matter

Organisations gain clear visibility of where Copilot delivers the greatest value, while reducing adoption risk and enabling a secure, scalable rollout.




Faster time-to-value from your Copilot investment



Reduced AI adoption risk and resistance



Improved ROI visibility at executive level



A repeatable, callable adoption model



Greater confidence for enterprise-wide rollout



Requirement mapping and expert guidance

Cloud Direct and Hable's added value

We combine deep Microsoft expertise with proven change and adoption methodologies to build a structured, insight-led approach that helps business move faster, reduce risk, and realise the productivity benefits of Copilot.

Microsoft Partner
Azure Expert MSP

