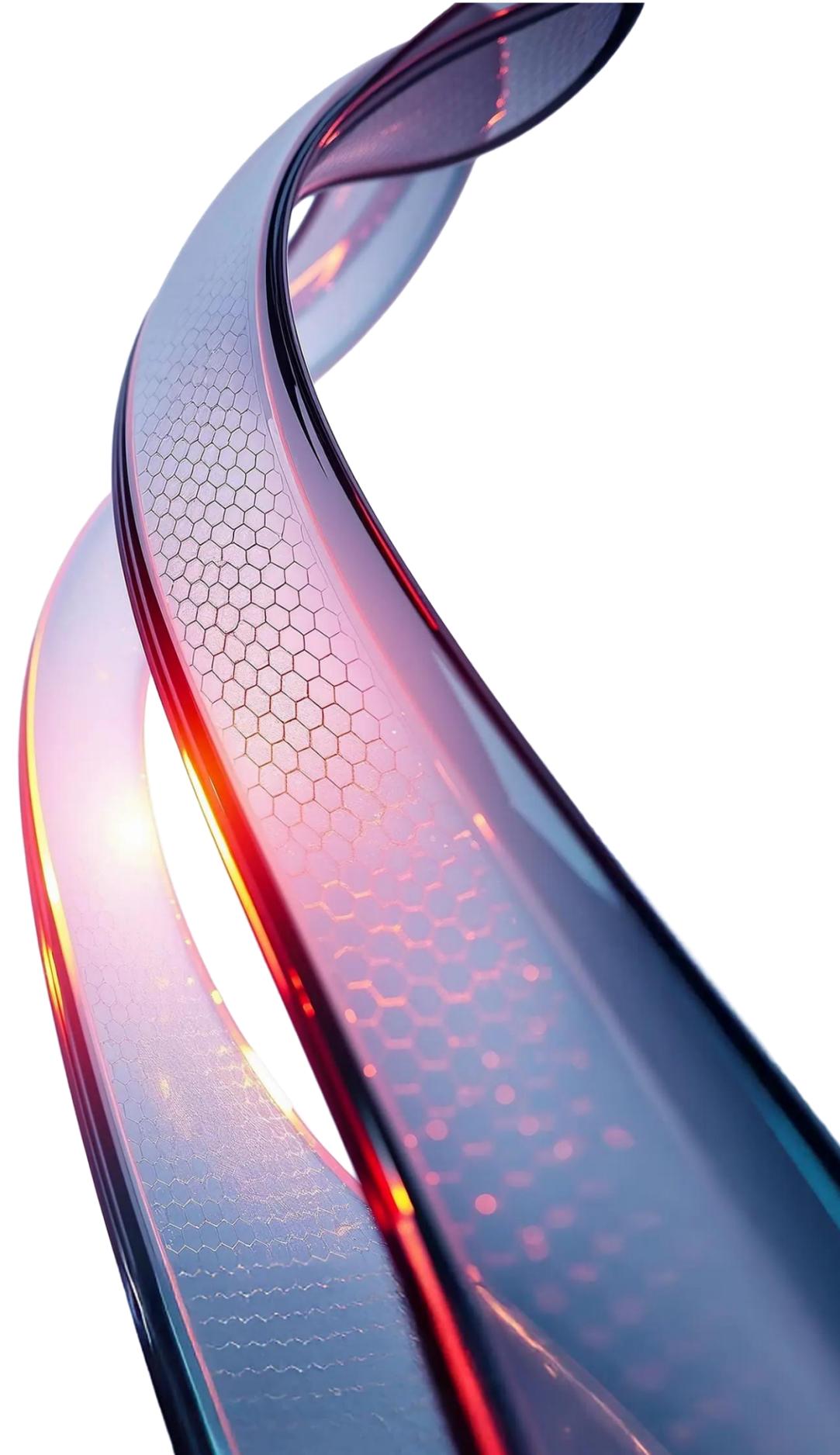




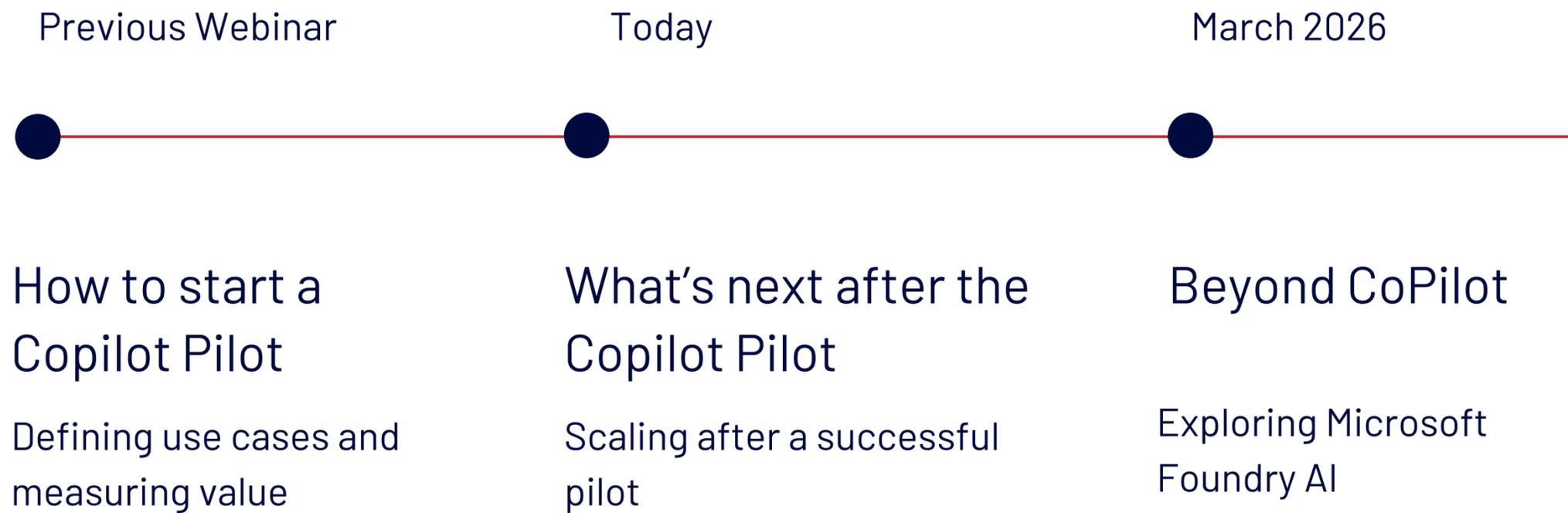
Presented by Jess Stratthdee

Turn Your Copilot Pilot Into Organisation-wide Impact

Scaling with Confidence, Governance & Executive Trust



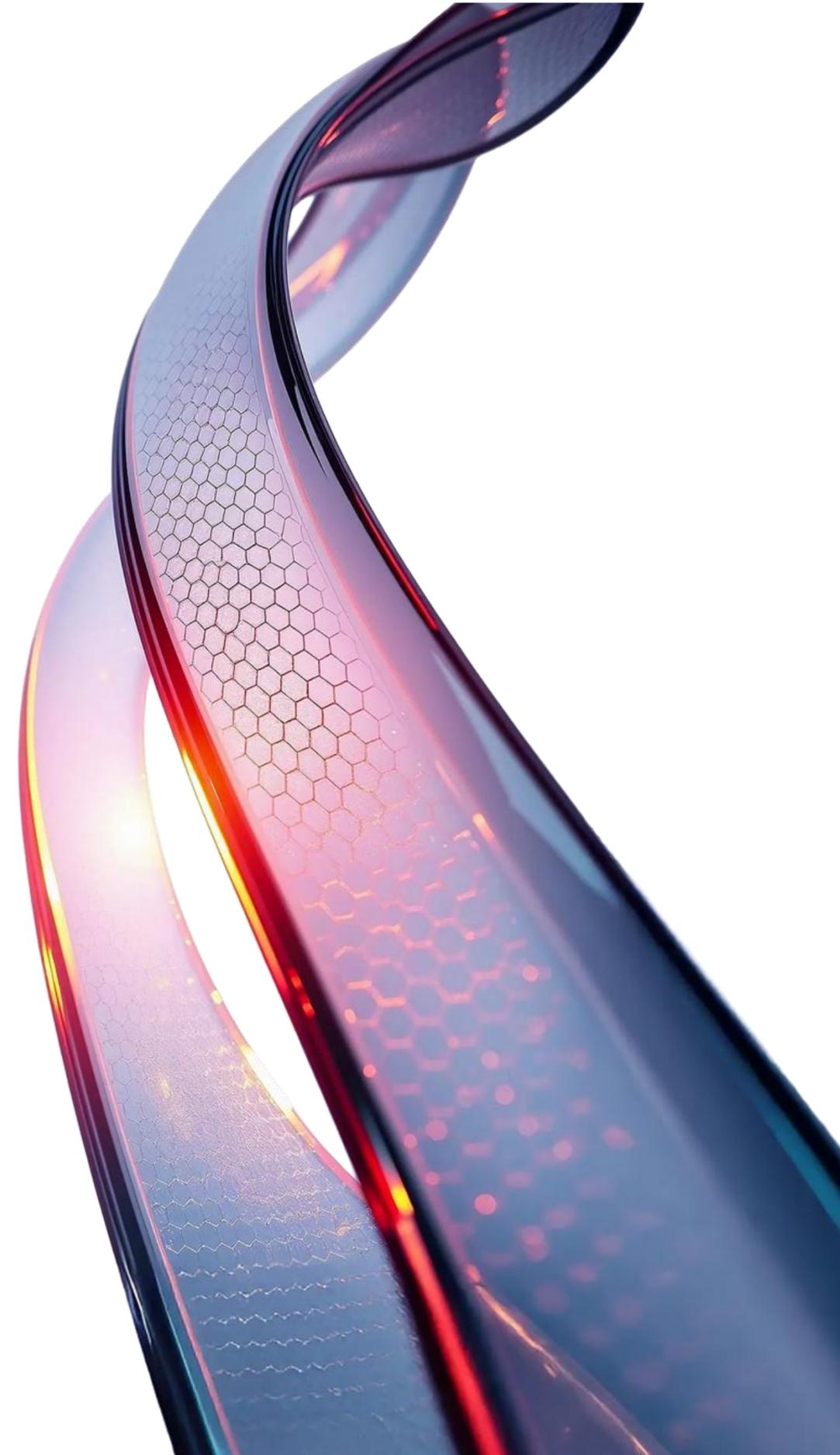
Three Part Series



Agenda

- 01 Pilot Recap
- 02 Scaling Beyond the Pilot
- 03 Building Executive Trust
- 04 Centre of Excellence
- 05 Question & Answer
- 06 Next Steps

Pilot Recap



What Success Looks Like



Measurable improvements (time, quality, cycle-time)



Repeatable, pattern-based workflows



Data readiness signals (governed, permissioned, structured)



Change readiness in the pilot cohort

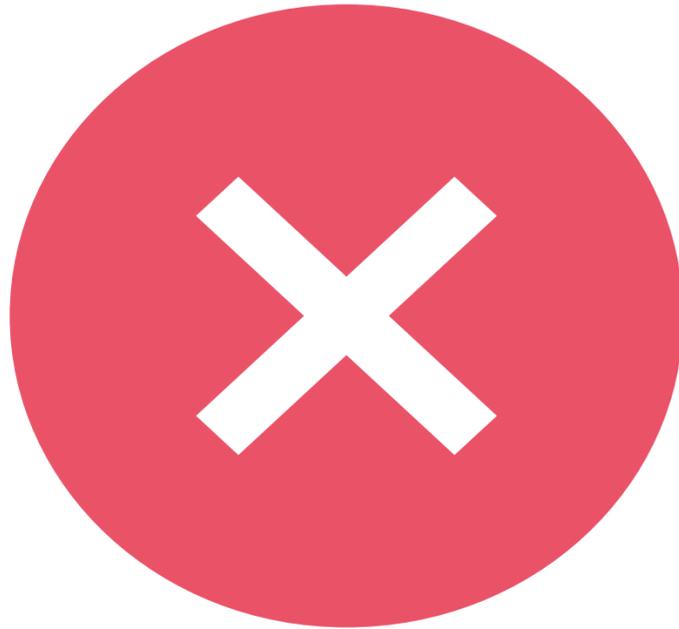


Clear do/don't insights for scaling



What You Should Not Touch Yet

Your pilot should reveal where not to scale by identifying:



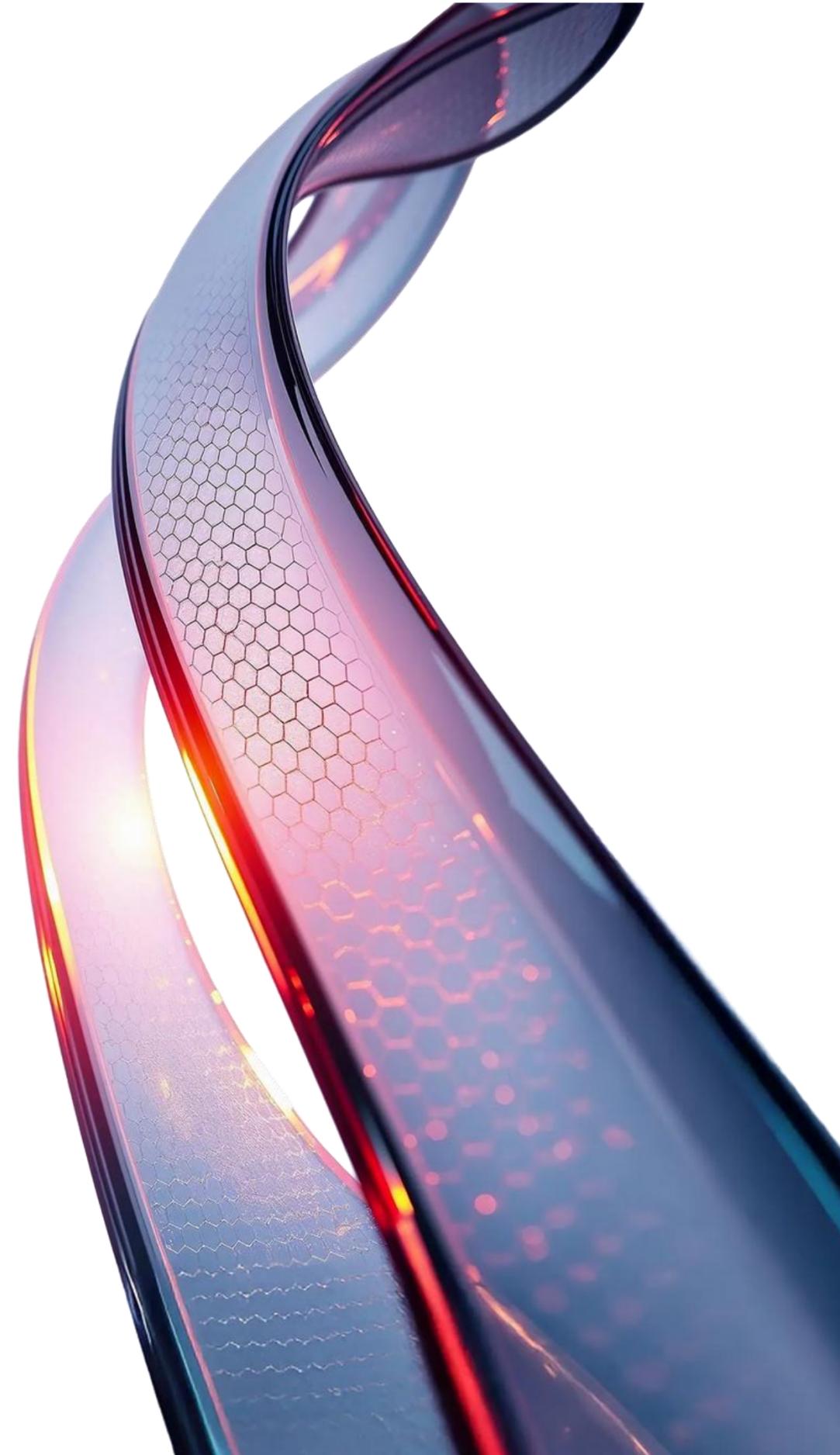
- Unowned or unclear workflow responsibilities
- Broken or unique permissions
- Unlabeled or high-sensitivity content
- Low-maturity processes with no baseline
- Compliance-heavy domains (HR cases, legal, exec content)



Question to the group

What is the biggest barrier to scaling AI safely in your organisation?

Scaling Beyond the Pilot



Why Pilots Succeed but Scale Stalls



Pilot conditions:

- Controlled Environment
- Motivated Early Adopters
- Clean Content
- Low-risk Domains

Real World Conditions:

- Data Sprawl & Unknown sensitivity
- Inconsistent Permission Hygiene
- Governance Debt Becomes Visible
- Pressure to “turn it on everywhere”
- Executive Uncertainty

What to Fix

- Permissions inconsistencies
- Unlabeled or high-sensitivity content
- Orphaned Teams/SharePoint sites
- DLP not configured or only partially applied
- Missing workflow owners
- No documented workflow steps or source-of-truth locations
- No baseline metrics



Risk Based Scaling

Criteria: High value + Low complexity + Low/medium risk

Business characteristics:

- Saves many people substantial time
- Only needs 1-2 people to approve / review
- Content is structured and governed
- Low error sensitivity

Example: Operational status reporting where data lives in governed SharePoint sites and uses fixed templates



Criteria: High value + Medium/high complexity + Medium risk

Business characteristics:

- Big payoff but workflows vary by team
- Content is sensitive but manageable with labels & DLP
- Requires review by multiple people
- Source-of-truth is mostly known but needs improvement

Example: Preparing tender/RFP responses that pull content from commercial libraries + cross-functional inputs



Criteria: Low value + High complexity + High risk

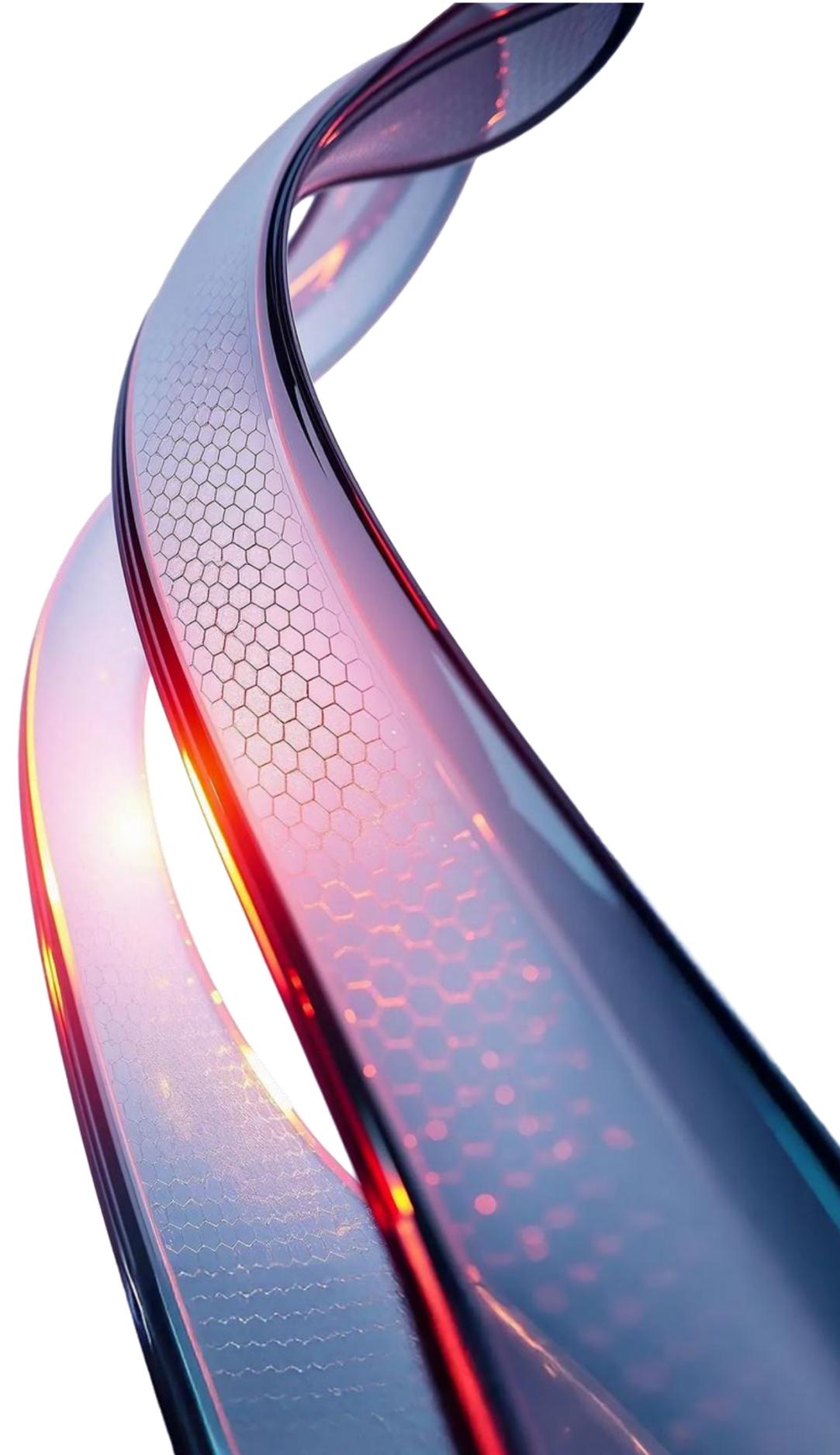
Business characteristics:

- Requires many people to review or approve
- Workflow varies by person or team
- Content is unstructured and not governed
- High error sensitivity

Example: Student incident reporting where sensitive information is stored across email, personal drives, and ungoverned folders



Building Executive Trust



Why Executives Hesitate

Hesitation isn't their resistance, it's their responsibility



- AI is new, high-visibility, and high-risk
- Accountability sits on them, not you
- They fear data exposure in sensitive domains
- They worry about irreversible decisions
- They're unsure whether ROI outweighs disruption
- They don't want to back something without control or exit paths

Trust Through Control

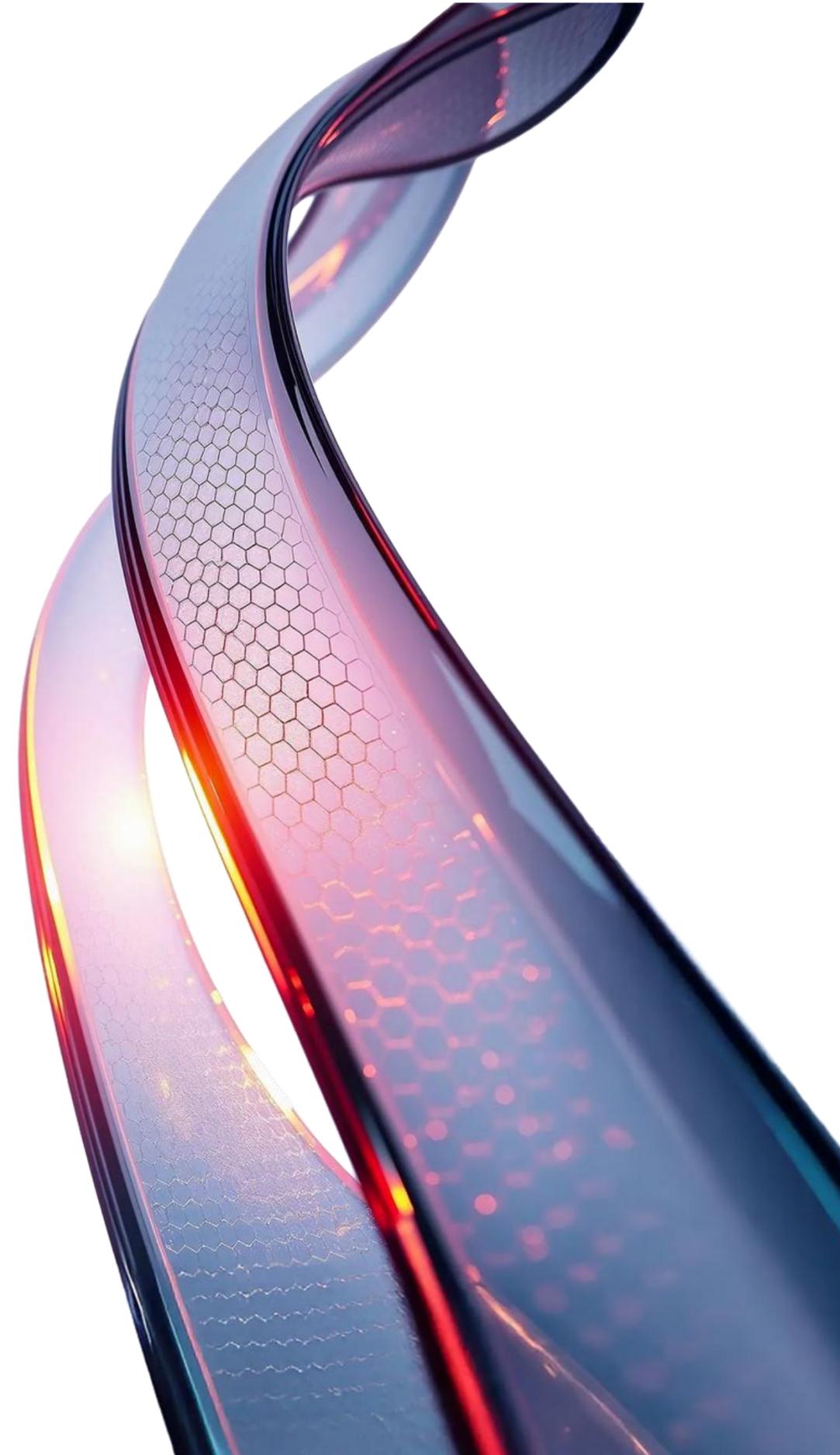
Boundaries	Reversibility
 <ul style="list-style-type: none">• Map where AI can / cannot operate	 <ul style="list-style-type: none">• Documented rollback plan with owners and steps• Tenant-level kill-switch• Domain/ workflow level kill switch
Visibility	Accountability
 <ul style="list-style-type: none">• DLP• Label coverage• Analytics• Access reviews	 <ul style="list-style-type: none">• Workflow ownership• Human intervention points• Human approval on AI-assisted work

What Your Business Case Must Show

To win executive approval, your business case must include:

- Exit Strategy: how scale can be paused
- Rollback Plan: who does what, in what order
- Kill-Switch Controls: tenant + domain
- AI Boundary Map: in scope / out of scope
- Mitigation Plan: labels, permissions, lifecycle
- Baseline Metrics: time, quality, cycle-time
- Governance Model: who owns workflows & data

Centre of Excellence (CoE)



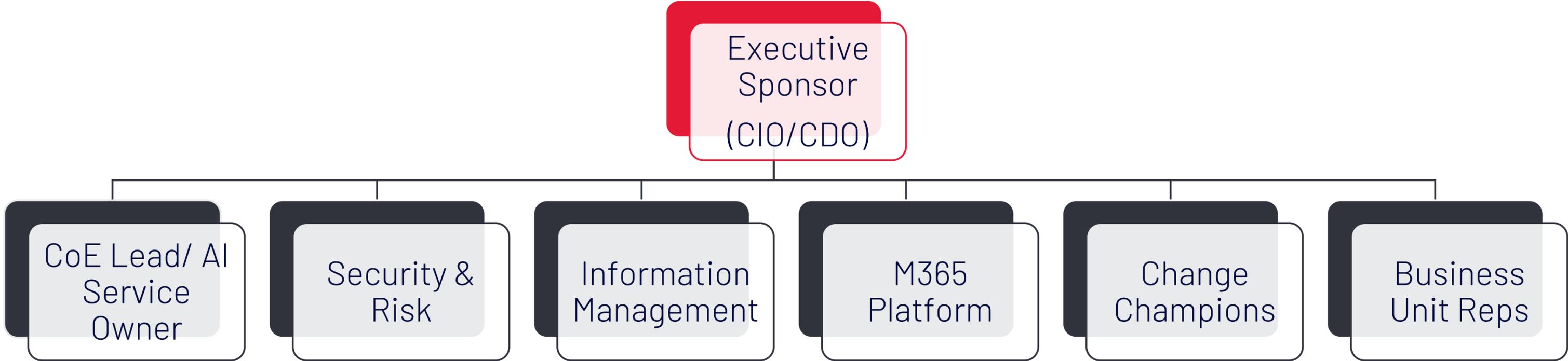
The AI Centre of Excellence

The CoE ensures AI grows with control, not chaos.

Core Functions:

- Define AI boundaries and risk zones
- Approve workflows (intake → assess → approve → monitor)
- Govern kill-switch and rollback criteria
- Align M365 governance (labels, DLP, lifecycle, permissions)
- Provide prompting standards and safe-use patterns
- Monitor value, risk and adoption
- Integrate additional models and agents

CoE Structure



Choosing the Right AI Model

AI scaling is not always Copilot everywhere



- Writing Assistance
- Content Retrieval
- Content Generation
- Emails and Meeting Summaries



- Connect to Business systems & sites
- Guided workflows with guardrails
- Domain copilots in Teams/M365



- Custom apps/agents with RAG & tools
- Full control of models, data, and safety
- Backend services for enterprise scale

Where We Can Help



Part of the
CLOUD
collective

- Copilot Readiness Assessments (people, process, data, security)
- M365 Governance Assessment (labels, DLP, permissions, lifecycle)
- Security & Compliance Uplift
- CoE Setup (RACI, boundary rules, governance)
- Workflow Mapping and Use Case (identification, baselining, optimisation)
- Copilot Change & Adoption Program
- AI as a Service (ongoing governance, strategy, optimisation and support)

antares*

 quorum


iComm

walkerscott 

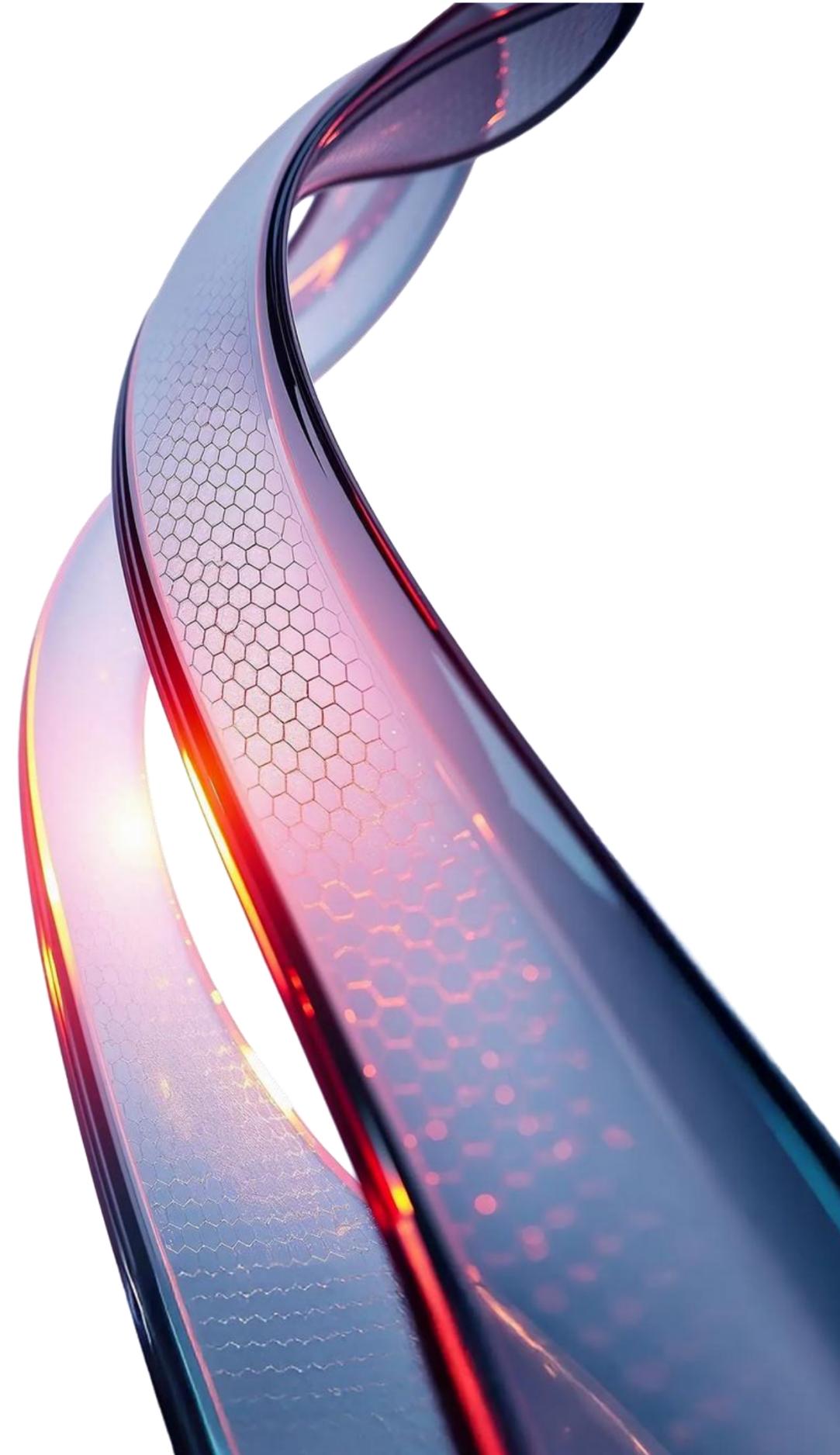


Question to the group

What is your next step after
today?

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Q & A





Get In Touch



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