



YOUR GUIDE TO COPILOT ADOPTION IN 30 DAYS

Copilot can create value quickly, with customers getting the best results when the right foundations are in place from the start.

Built into familiar Microsoft 365 apps like Outlook, Word, Excel, PowerPoint and Teams, Copilot helps users write, summarise, plan, analyse and create using natural language. For you, that makes the first 30 days a key opportunity to turn interest into confident adoption.

Secure foundations enable value

Early experiences shape long-term confidence. Security isn't a separate conversation from Copilot adoption – it's what makes Copilot trusted, usable and scalable. Because Copilot works within existing Microsoft 365 permissions, it's easy to position security as an enabler of value, not a barrier to progress.



The 30-day journey



Days 1–7: Build trust

Help customers understand what Copilot can and cannot access, set expectations early and reinforce that existing access controls still apply.



Days 8–14: Find everyday value

Focus on practical, low-friction use cases such as summarising meetings and emails, drafting from existing documents and refining work already visible to the user.



Days 15–21: Build better habits

As usage becomes more consistent, customers start getting better outputs and clearer value. This is a good point to introduce simple prompt guidance, so users give Copilot a clear goal, context, source and expectation when asking for support.



Days 22–30: Review and plan

Look at what is working, where Copilot could deliver more value and whether there are any readiness or security gaps to address before scaling further.

Addressing common concerns

If customers ask whether their data is secure, whether Copilot can see sensitive information or whether they need to wait until everything is perfect. The message is simple – Copilot respects existing controls, starting small is encouraged, outputs should still be checked and support is available as adoption grows.

How Westcoast Cloud supports you

Westcoast Cloud helps Partners connect secure foundations with real Copilot value, so adoption feels achievable, not overwhelming.

From readiness discussions and secure foundation workshops to demos, use cases and Partner enablement, we help you guide customers through every stage of their journey with confidence.

Ready to start the Copilot conversation?

LET'S TALK