# A Copilot and agent practice that earns Frontier status.

Microsoft 365 Copilot, Agent 365 and the Frontier Program have turned "AI practice" from a slide into the main event. We help partners build the practice behind it — the kind Microsoft actually recognises and rewards.

THE LANDSCAPE

## Three programmes — and three common missteps.

PROGRAMME

### Microsoft 365 Copilot

The Microsoft 365 Copilot specialization is the recognised marker of a real Copilot practice — and the bar to aim for.

PROGRAMME

### Agent 365

Microsoft's control plane for agents. Agents touch real data and take real actions, so how they're governed matters.

PROGRAMME

### The Frontier Program

Microsoft's early-access programme for partners leading on AI — and the route to Frontier Partner recognition.

MISSTEP

### Frontier vs. Frontier Suite

They share a name and nothing else. Conflating them in front of a customer costs credibility.

MISSTEP

### Agents aren't a toggle

Treating Agent 365 as an IT setting rather than a governance decision is a common early misstep.

MISSTEP

### Usage, not seats

The Copilot specialization is measured on paid usage, not licences sold. A practice built around selling seats won't clear the bar.

THE BAR

**The bar isn't a slide deck. It's a practice Microsoft can see in usage — technical, commercial and governed.**

# Build the practice, not just the pitch.

WHAT WE DO

**01 Assess**
Read your Copilot, Agent 365 and Frontier Program readiness honestly — and what's standing in the way.

**02 Position**
Build the commercial story around usage and outcomes for customers, not licences sold.

**03 Govern**
Put agent governance in place as a decision from day one — not an IT setting after the fact.

**04 Qualify**
Close the gap to the Microsoft 365 Copilot specialization, step by step.

HOW WE WORK

## Three ways to engage.

START HERE

### AI & Agents Health Check

An independent read on your Copilot, Agent 365 and Frontier Program readiness, and what's standing between you and specialization.

ONGOING

### Ongoing AI Practice Advisory

Monthly support building out the commercial and technical practice behind Copilot and agents, as the programme keeps moving.

AS NEEDED

### Copilot Specialization Sprint

A focused engagement to reach the Microsoft 365 Copilot specialization bar.

IS THIS YOU?

- Not sure where your AI practice actually stands?
- Unsure how the Frontier Program differs from the Frontier Suite?
- Selling Copilot seats but not seeing usage?
- Rolling out agents without a governance plan?

Advice from someone who's done it — Tim Hannibal helped grow a small business into the UK's most accredited pureplay Microsoft Solutions Partner.

## Not sure where your AI practice actually stands?

Get in touch for a straight read on your Copilot and Agent 365 readiness.

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