

Frontier Consultancy

Build your AI-first delivery practice.

Building AI solutions does not necessarily make your delivery practice AI-first. Frontier Consultancy helps your practice use supervised AI in real delivery work and build methods your team can repeat across engagements. Your project can be an AI solution or a conventional Dynamics or cloud implementation.

What your practice gains

Apply AI to a useful delivery workflow, then assess quality and effort against your current approach. Keep reusable methods and assets, subject to the relevant licenses and agreements. The goal is a team that can repeat the work with less help from Microsoft.

Commercial direction: AI Transformation for Partners (AITP) complements delivery with work on your offers and business model. Discuss the right support with [Giel Cuijpers](#).

Who should join from your team

Bring your practice lead and the consultants or architects who will apply the methods. The routes cover Cloud and AI Platforms and AI Business Solutions. HVE supports both tracks, with delivery tools matched to your project.

From the first application to repeatable delivery

1. Explore and scope

Use an introduction and exercise to choose a workflow and baseline.

2. Apply to real work

Use a Customer Zero or customer project with agreed support.

3. Review and capture

Check the result and record methods another practitioner can reuse.

4. Repeat and expand

Apply the approach again with less Microsoft support.

Agree the work and the support

Your practice provides an owner, protected team time and appropriate tools and access. Microsoft provides track material and specialist guidance. Coaching or co-delivery is agreed with you according to readiness, scope and capacity.

Customer Zero means applying the approach in your own organization. Customer permissions and production requirements still need separate validation.

Make the change stick

Use [AI CoE guidance](#) to establish ownership and standards. Explore [M365 Copilot adoption](#) for Customer Zero workflows.

Measure delivery improvement and reuse. The Engineer badge and Partner specialization have separate requirements; participating in FC does not award either credential.

Talk to your track lead

Tell us about your team and the delivery work you want to improve. A short, non-sensitive description is enough to start.

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