

Frontier Consultancy

AI-First Delivery for Partner Consulting Teams

A partner enablement programme that teaches AI-first delivery by running it on a real internal project of yours, before any customer is on the hook. **Three tracks. One motion.** Same agents, same toolstack, same playbook your team takes to paying engagements the week after.

55%

faster task completion with GitHub Copilot

20–30%

faster delivery on cloud + AI-assisted modernization

30–40%

lower delivery cost vs. traditional motion

SOURCES Peng et al., *The Impact of AI on Developer Productivity: Evidence from GitHub Copilot, 2023* · McKinsey, *In search of cloud value: Can generative AI transform cloud ROI?, 2023*.

THREE TRACKS · PILOT PHASE

● CAIP · Azure

● AIBS · D365 & Power Platform

● Security · in scoping

THE PARTNER CHALLENGE

Delivery is changing faster than practices.

- › Expert consultant time consumed by low-value tasks AI can handle today.
- › Skill shortage across Azure, D365, and Security delivery practices.
- › Customer expectations on cost, speed, and AI-readiness rising quarter on quarter.
- › AI-first delivery is becoming the new baseline. Partners who build the muscle now keep margin when it does.
- › Training alone does not change practice. Doing the work does.

THE ENGAGEMENT

An AI-first motion you learn by doing.

Frontier Consultancy equips a partner team to deliver AI-first work end to end. The mechanism is **customer-zero**: your team builds the playbook and the toolstack by running a real internal project before any paying customer is on the hook.

- › Hands-on workshop using your own laptops, tools, and repos.
- › Real agents, MCP servers, and Copilot patterns built during the engagement.
- › Customer-zero project run by your team, coached by Microsoft.
- › Reusable artifacts you keep and redeploy on the next paying engagement.

THE FRONTIER MOTION · FROM WORKSHOP TO AI-FIRST PRACTICE

PHASE 1

Workshop

Hands-on day with the deck, exercises, and live agents.

PHASE 2

Customer-zero

Your team runs a real internal project with our coaching.

PHASE 3

Co-delivery

First customer engagement with Microsoft alongside.

PHASE 4

GTM & reuse

Joint case study, demo asset, marketplace listing if it fits.

PHASE 5

Scale

Partner trains own consultants. Showcase day. Community.

WHAT YOU WALK AWAY WITH

Artifacts, not slides.

- › **A working customer-zero project.** Real internal use case shipped before the programme ends.
- › **A reusable agent or asset.** Built during customer-zero, deployed to the next engagement.
- › **A curated toolstack.** Skills, agents, and MCP servers for Copilot CLI and VS Code.
- › **An AI-first delivery playbook.** The framework the workshop teaches, in writing.
- › **Hands-on exercise material.** Clones to your machine. Yours to keep and rerun.
- › **A team that has done it once.** The hardest part to fake.

AI TOOLS & TECHNOLOGIES

Hands-on across the Microsoft AI stack.

Participants work with the tools they will use on customer engagements. Per-track focus, common foundations.

- Copilot CLI
- VS Code Agent Mode
- GitHub Copilot
- Copilot Studio
- M365 Copilot
- Azure AI Foundry
- Dataverse MCP
- ADO MCP
- Custom MCP servers
- Power Platform
- Dynamics 365
- Sentinel & Defender

WHO SHOULD ATTEND

The team that ships, not just the team that plans.

- › Delivery managers and practice leads building an AI-first capability.
- › Senior consultants and architects who will adopt the motion on customer engagements.
- › Pre-sales engineers preparing demos and proposals.
- › Technical leads across Azure, D365 & Power Platform, or Security practices.

BUSINESS OUTCOMES FOR YOUR PRACTICE

Margin, IP, and a stronger Microsoft motion.

- › Increase pre-sales and delivery capacity without adding headcount.
- › Decrease implementation lead-time and cost for customers.
- › Productize assets from customer-zero and resell across engagements.
- › Drive consumption of Copilot, Azure AI, and the Microsoft AI stack.
- › Open AI-first revenue streams beyond traditional services hours.

EMEA TRACK LEADS

[Johan Wallquist](#)

CAIP track

[Giel Cuijpers](#)

AIBS track

[Marvin Heilemann](#)

AIBS track

[Madalina Dobre](#)

Security track

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Microsoft Partner Enablement · EMEA · 2026

MICROSOFT PARTNER PROGRAM