



Microsoft 365
Copilot

Copilot Is Technology.
Business Value Requires a Partner.

Buying Microsoft Copilot directly gives you access to the technology.

Choosing XTIUM gives you a partner responsible for helping you realize value from that investment.

From readiness and deployment to adoption, governance, support, optimization, and renewal management, XTIUM helps organizations turn Microsoft Copilot into measurable business outcomes, **not just another software license.**



The Four Reasons To Choose XTium

1 We Help You Realize Value — Not Just Activate Licenses

Most organizations don't struggle with buying Copilot.

They struggle with:

- **Adoption**
- **Governance**
- **Change management**
- **Measuring ROI**
- **Scaling AI successfully**

XTium helps organizations move beyond experimentation and create a roadmap that delivers meaningful business outcomes.

Outcomes We Help Drive

- ✓ Increased employee productivity
- ✓ Faster decision making
- ✓ Reduced manual work
- ✓ Better employee experiences
- ✓ Stronger customer engagement
- ✓ More value from your Microsoft investment

2 We Bring 25+ Years of Microsoft Expertise

AI adoption doesn't happen in isolation.

It depends on your Microsoft environment, security posture, data governance, collaboration tools, user experience, and licensing strategy.

As a Microsoft partner for **more than 25 years and a Tier 1 Microsoft CSP**, XTium helps customers **maximize the value of Microsoft technologies across the entire organization, not just Copilot.**

Whether you're evaluating licensing, preparing your environment, improving security, or driving adoption, our team understands the complete Microsoft ecosystem.

3 We Support Your Entire Technology Ecosystem

Most providers can help you buy Copilot. Few can help you operationalize it.

Because XTium is a full-stack managed services provider, we can support nearly every aspect of your technology environment, including:

- ✓ Microsoft 365
- ✓ Security & Compliance
- ✓ Managed Network Services
- ✓ Enterprise Service Desk
- ✓ UCaaS & CCaaS
- ✓ Cloud & Infrastructure
- ✓ Endpoint & Desktop Services
- ✓ AI & Automation

THE RESULT

One partner. One strategy. One accountable team.
Not multiple vendors pointing fingers when challenges arise.

4 We're Large Enough to Lead. Small Enough to Care.

Many organizations choose between:

Large Providers
Enterprise expertise. Limited personal attention.

Boutique Providers
Personal relationships. Limited capabilities.

XTium delivers both.

We're recognized among the industry's leading managed services providers while maintaining a customer-first approach built on long-term relationships.

When you call, you're not opening a ticket with an anonymous support queue. You're working with people who know your business, understand your environment, and are invested in your success.

What You Get With XTIUM + Microsoft

CAPABILITY	MICROSOFT DIRECT	TRANSACTIONAL RESELLER	XTIUM + MICROSOFT
Microsoft Copilot Licensing	✓	✓	✓
Licensing Guidance & Optimization	Limited	Limited	✓
AI Readiness Assessment	✗	✗	✓
Security & Governance Planning	✗	✗	✓
Copilot Deployment Services	Limited	Limited	✓
User Adoption & Training	Limited	✗	✓
Ongoing Usage Monitoring	✗	✗	✓
ROI & Value Realization Reviews	✗	✗	✓
Renewal & Cost Optimization	✗	Limited	✓
Microsoft Environment Expertise	Limited	Varies	✓
Security & Compliance Support	✗	Varies	✓
End-to-End Managed Services	✗	✗	✓
Single Point of Accountability	✗	✗	✓

Why Buyers Ultimately Choose XTIUM

They don't need another software vendor.

They need a **partner**.

A partner that understands **Microsoft**.

A partner that understands **AI**.

A partner that understands **security**.

A partner that understands **adoption**.

A partner that understands **business outcomes**.

And a partner that can support their entire technology ecosystem — not just a single license.

That's why organizations choose XTIUM.

XTIUM combines the power of Microsoft Copilot with the strategy, governance, adoption expertise, and managed services needed to turn AI into measurable business outcomes.

