



# BOOST MICROSOFT 365 COPILOT LICENSE SALES WITH TRAINING – EMPOWER YOUR CUSTOMERS, GROW YOUR REVENUE

EMX  
SOLUTIONS

## For MSP's and Technology Solution Providers

As an IT support or desktop services provider, you already manage your clients' Microsoft 365 environments. Now, you can turn that relationship into a powerful new revenue stream — by helping your clients unlock AI productivity with Microsoft Copilot.

### Why Copilot Training Matters

Many organizations already use Microsoft 365, but few realize the full power of Copilot. Most employees don't know how to use AI features effectively—or safely. skillgine training bridges that gap with hands-on Copilot training tailored for business users.

Our programs teach staff how to:

- Draft polished emails, reports, and meeting notes in seconds
- Summarize long documents and extract key data automatically
- Automate scheduling, follow-ups, and recurring tasks
- Generate insights and visualizations from Excel data
- Manage calendars, workflows, and communication with AI precision

When employees experience these results, Copilot becomes an essential productivity tool—making it easy for you to upsell Copilot licenses and strengthen recurring revenue.



## Microsoft 365 Copilot

**Don't wait. Lock in recurring revenue with Copilot before clients move to ChatGPT or Claude**



skillgine is a training division of EMX Solutions. The training program is offered through a collaborative partnership between Intouch Career College and EMX Solutions



## The Business Case for IT Provider

Partnering with EMX Solutions positions your company as an AI-ready technology leader while driving growth in your existing client base.

### Your Benefits

- Upsell Opportunity:** Offer Copilot licenses alongside Microsoft 365 plans.
- Recurring Revenue:** Increase MRR through ongoing license renewals.
- Service Expansion:** Add Copilot setup, configuration, and onboarding.
- Client Retention:** Deliver continuous value and strengthen relationships.
- Competitive Advantage:** Lead the shift toward AI-driven productivity.

## Partner with EMX Solutions

EMX Solutions provides turnkey Copilot training for your clients — so your team can focus on what you do best: managing systems, licenses, and support.

- We handle all training, onboarding, and certification for your clients.
- You keep the client relationship and licensing revenue.
- EMX can refer clients who need Copilot setup, Microsoft tenant configuration, or IT support — creating a two-way referral partnership.

## Visit [www.skillgine.com/msp](http://www.skillgine.com/msp)

to schedule a call to explore how you can enhance your service offerings and drive recurring revenue from your clients through Microsoft 365 Copilot training and AI implementation.



1-877-772-9325

[info@emxsolutions.ca](mailto:info@emxsolutions.ca)

## MSP Success Roadmap

### Calculate Revenue Goal

Scan the QR code to calculate training revenue and recurring copilot revenue using the calculator.

01



### Choose your program

02

Select a Partnership Program: Free, Silver or Gold

### Offer Copilot to your clients

Promote Copilot using the included webinar, social media posts, blogs, brochure, and email copy

03

### Client purchase a training

04

Client contacts you or uses your coupon to purchase the training.

### Client subscribe to your Copilot license

You make an affiliate fee, in addition to recurring revenue from selling copilot license

05