

Confidently using the AI you already own.

Hands-on, in-person training that turns the Microsoft 365 Copilot your people already have into daily habits.

Adoption is racing ahead. Training is not.

Most organisations already hold Microsoft 365 licences, and many have Copilot features available. Few people outside IT have been shown how to use AI tools on their daily tasks, so the cost is paid and the time savings go unclaimed.

35%

of UK businesses with 10 or more employees were using AI in June 2026, up from around 12% in late 2023.

Source: Office for National Statistics, July 2026

11%

of those businesses said more than half their workforce had received AI-related training.

Source: Office for National Statistics, July 2026

26 min

a day: the average time users reported saving in the UK government's 2024 Copilot trial (20,000 licences, 12 organisations). Self-reported.

Source: Government Digital Service, June 2025

What the numbers say

Use of AI has roughly tripled in under three years, yet only about one business in nine has trained most of its people. The government trial suggests the time back is real where the tools are used, and it is reported by users, not guaranteed. The gap is not the technology. It is people being shown how to use AI on their daily tasks, with someone to ask when they need help.

Why enablement stalls

Licences, not skills

The cost is paid, but few people have been shown how to use AI tools on their daily tasks.

Training that does not stick

A one-off demo tends to fade without practice on your own work, and someone to ask when they need help.

No way to see the change

Without a baseline for a few real tasks, nobody can say what improved, so support dries up.

The tools are switched on. Confidence is the missing piece.

Tango AI Enablement closes the gap with the tools you already own, before anyone talks about buying more.

Sources, checked 25 October 2026

Office for National Statistics, Artificial intelligence in UK businesses: 2023 to 2026, Business Insights and Conditions Survey Wave 159, published 20 July 2026 (businesses with 10 or more employees). Government Digital Service, M365 Copilot Experiment Findings Report, June 2025; trial 30 September to 31 December 2024; time savings self-reported, survey responses from 7,115 users.

Four stages, one outcome.

Each stage builds on your own tools and real tasks, so the examples come from your work, not a demo tenant.

1 Discovery

A session with your technical team to confirm what is licensed, enabled and allowed, then a short executive readout of what is achievable at no extra cost.

£1,500 fixed

credited in full if you book within 60 days (excl. VAT)

2 Workshop

One day, in person, built on your own tools and real tasks. Preparation with your team beforehand means the examples come from your work.

From £325 per person

minimum fees apply, see pages 5 and 6 (excl. VAT)

3 Clinic

Thirty days later, face to face with your keenest users. They show what they have built, we fix the prompts that did not work and agree what to try next.

From £1,200

priced per attendee, minimum applies (excl. VAT)

4 Support

Optional help on a time and materials basis: refreshers, new joiners, and the occasional build.

£750 per day

half days at £400 (excl. VAT)

What makes it different

Independent. No licence resale and no commission, so advice on upgrades is neutral.

Measured. A baseline for a few real tasks is captured first, so the 30-day clinic can show what changed.

Within your policies. Security and data rules are agreed at the start and built into the day.

Microsoft first. Led by Copilot, with ChatGPT, Claude or Gemini covered on request.

A typical workshop day

Welcome and baseline

Where everyone starts, on a few real tasks

Core moves

Prompting, meetings, documents and spreadsheets

Build on your work

Hands-on, on your own tools and tasks

Share and save

Best prompts go into a shared library

Plan the 30 days

One habit each, clinic booked

Tailored in discovery. Times and content vary with group size and your tools.

Not sure where to start?

Begin with discovery. It is £1,500 fixed, excl. VAT, and credited in full against a follow-on booking within 60 days.

[Book a call](#)

Discovery: start with what you own.

A fixed-fee first step that confirms what is licensed, enabled and allowed, agrees the data rules, sets a baseline, and recommends the right programme.

£1,500

fixed fee, excl. VAT

Credited in full against any follow-on booking within 60 days. If you go ahead, discovery costs you nothing extra.

What it covers

- **Licensed, enabled and allowed.** What you hold, what is switched on, and what your policies permit
- **Data and security rules** agreed before anything is built
- **The right shape.** Who should attend, group size and format
- **Fallbacks** scoped if licences or equipment are not in place

How it is structured

1 Scope

A short call to agree your goals, who attends and who needs to be involved.

2 Technical session

With your technical team: what is licensed, enabled and allowed, and the data rules.

3 Baseline

A few real tasks, chosen with your team, are measured before any training.

4 Executive readout

What is achievable at no extra cost, the right programme, and a fixed-fee proposal.

What we baseline

Confidence

A short self-rating of how confident people feel using AI tools on their daily tasks, taken before the workshop and again at the clinic.

Quality of outputs

First drafts of a few real tasks, checked against a standard you agree, so improvement is visible and not just felt.

How it feeds what comes next

Your workshop

The baseline tasks become the examples, so the day is built on your work, not a demo.

The 30-day clinic

The same baseline is checked again, so you can see what has changed.

The right tier

The readout recommends Foundation, Champions, Focus or a bespoke scope.

How the credit works. Book any follow-on programme within 60 days of discovery and the full £1,500 is credited against it. Example: 12 people on Foundation is a £3,900 minimum fee, excl. VAT. You pay £1,500 for discovery and £2,400 for the workshop, £3,900 in total.

Three core options, sized to your team.

Pick the tier that matches your group. Every price is per person, excl. VAT, and includes the preparation with your team.

Foundation

12 or more people

£325 per person

excl. VAT

Minimum fee **£3,900**, excl. VAT

A solid base across your teams.

- One day, in person, on your own tools and real tasks
- A broad introduction: safe use, prompting, meetings, documents and spreadsheets
- A tailored prompt library your team keeps

30-day clinic: **£125** per attendee, excl. VAT

Champions

4 to 12 people

£750 per person

excl. VAT

Minimum fee **£3,000**, excl. VAT

Your own internal AI champions.

- Deeper practice on real workflows
- A shared prompt library to spread the habit
- A group who keep the habit going after the day

30-day clinic: **£250** per attendee, excl. VAT

Focus

1 to 4 people

£1,750 per person

excl. VAT

Minimum fee **£3,500**, excl. VAT

One team's biggest time drain.

- One team's outcome, worked through live
- Built on its own real tasks
- A first small automation shown where permissions allow

30-day clinic: **£450** per attendee, excl. VAT

Minimum fees, other stages and a worked example are on page 6.

What teams practise

- Meeting recaps, action lists and follow-ups from Teams calls
- First drafts of reports, board papers and briefings
- Turning notes and documents into slide decks
- Analysing spreadsheets and building simple dashboards
- Triaging the inbox and drafting replies
- Summarising long documents, policies and case notes

Report and dashboard automation is shown as a worked example, and taken further only where your data access and policies allow.

What we need from you

Microsoft 365 Copilot licences for attendees, and each person's own laptop. A room that suits the group. A named contact to agree the plan and the data rules in discovery. If licences or equipment are not in place, we can scope fallback options, priced bespoke.

Pricing in practice.

Minimum fees, other stages and a worked example. All prices exclude VAT and include the preparation with your team.

All prices excl. VAT	Foundation	Champions	Focus
Price per person	£325 per person	£750 per person	£1,750 per person
Minimum fee	£3,900	£3,000	£3,500
30-day clinic, per attendee	£125	£250	£450
What happens	A broad introduction to the tools you already own: safe use, prompting, meetings, documents and spreadsheets.	Deeper practice on real workflows and a shared prompt library, so the champions spread the habit.	One team's outcome, worked through live on its own tasks, with a first small automation shown where permissions allow.

Other stages

Discovery and readout
£1,500 fixed, excl. VAT

Technical session and executive readout of what you own and could achieve. Credited in full against a follow-on booking within 60 days.

30-day clinic
From £1,200, excl. VAT

Half-day, face to face, with your keenest users. Priced per attendee at the tier rates above, with a £1,200 minimum.

Ongoing support
£750 per day, excl. VAT

Time and materials, half days at £400. Refreshers, new joiners and small builds, with scope agreed up front.

Illustrative example: 20 people, then 4 champions

Item	Basis	Excl. VAT
Discovery	Fixed fee, paid first	£1,500
Foundation workshop	20 people at £325	£6,500
Champions workshop	4 people at £750	£3,000
30-day clinic	4 people at £250, £1,200 minimum applies	£1,200
Discovery credit	Booked within 60 days of discovery	-£1,500
Total excluding VAT		£10,700
VAT at 20%		£2,140
Total including VAT		£12,840

Illustration only, not a quote. The £1,500 discovery fee is credited in full because the workshops are booked within 60 days, so the total is the cost of the programme alone.

What could 20 minutes a day be worth?

I believe around 90 minutes a week is realistic once people are shown how to use Copilot on their own tasks. At £20.81 an hour (UK median, ONS 2026), one person gets back about £1,405 of time a year. Foundation, at £325, pays back in about 10 weeks.

Champions speed up payback. By helping colleagues find an additional 10 to 15 minutes of efficiency a week, Foundation payback comes into around 9 weeks, and the champions' own costs are recovered in under a year.

Illustrative only, not a forecast or a guarantee. Savings take a few weeks to build. Full notes and assumptions at tangoaienablement.co.uk/copilot-training/

Two more ways to bring AI to your people.

For whoever sets the agenda: an away day your team will use on Monday, or a short course for the leaders who set direction.

AI Away Day

Learn it. Build it. Keep it.

A tailored session and team challenge that slots into your planned off-site or company away day. Teams work on a real task from their own function, using agreed, non-sensitive data.

Package		Fixed fee, excl. VAT
Spark	90 minutes	£2,950
Half day	About 3.5 hours	£4,500
Full day	About 6.5 hours	£6,500

Co-facilitator for 20 to 40 people: +£750, excl. VAT. Up to 20 people with one facilitator.

Spark outcome: everyone leaves with a prompt or reusable skill they built for something useful, such as inbox triage or an end-of-week summary, depending on what your Copilot licence allows.

Half and full day: mixed teams run a real-work sprint, then share what they built. Judged on time saved, quality and reusability. Every team saves its best prompt into a shared library.

- 30-day clinic included in the price
- Discovery first, credited in full if booked within 60 days
- Each person brings their own Copilot and laptop; fallbacks scoped bespoke

AI for Business Leaders

Six practical 60-minute sessions

Hands-on AI workflow skills for senior leaders. Leaders build their own tools, then set the direction for their teams. For 4 to 6 leaders from one organisation.

£6,500 per cohort of up to six, excl. VAT

- 1. Prompt foundations.** What makes a strong prompt. Build your first one: daily briefing
- 2. Reusable prompts and inbox triage.** Build a personal prompt library and triage your inbox
- 3. Your end-of-week review.** What I achieved, what is outstanding
- 4. Decisions and drafts.** Papers, briefings and figures, with a checking habit
- 5. Governance for leaders.** What to allow and how to say yes safely
- 6. Set the direction.** A one-page AI direction and 90-day experiments

You leave with a personal toolkit of prompts you built yourself, and a one-page AI direction for your team.

- Discovery first, credited in full if booked within 60 days
- Scheduled agents built only where your tenant and admin rights allow
- Optional 30-day clinic from £1,200, excl. VAT

Not sure which fits?

Start with discovery: £1,500 fixed, excl. VAT, credited in full if you book within 60 days. We will agree the right programme together.

[Book a call](#)

Any size team, big or small.

Every business is different and every team unique. If the core programme doesn't fit your needs, tell me what you need. We can then shape a programme around your team, your tools and your timetable.

1 Tell me what you need

A short conversation about your team, your goals and your constraints.

2 Discovery

£1,500 fixed, excl. VAT, credited in full if you book within 60 days.

3 A fixed-fee proposal

Scope, dates and one price, excl. VAT, agreed in writing before any work starts.

What bespoke can include

- A single team's outcome, or a whole department rolled out in waves
- A programme across several sites, with sessions run on consecutive days
- Online delivery for dispersed teams, on request and priced separately
- Equipment or practice material supplied where licences or laptops are not in place
- A first small automation shown where your data access and policies allow
- Ongoing support after the programme on a time and materials basis

Common questions

Do we need Copilot already?

Most programmes are built around the Microsoft 365 licences you already hold. Discovery confirms what is enabled. If your people do not have Copilot access, we can scope a fallback, priced bespoke.

In person or online?

In person is the default. Online delivery is available on request and priced separately. Travel within 50 miles of Northampton is included, beyond that at cost.

Is it only Microsoft?

Microsoft first, led by Copilot. ChatGPT, Claude or Gemini can be covered on request.

What about our data and security rules?

They are agreed at the start and built into the day. We work within your policies, using agreed, non-sensitive material.

How big can a group be?

Focus suits 1 to 4 people, Champions 4 to 12 and Foundation 12 or more. Away Days run up to 20 with one facilitator, and 20 to 40 with a co-facilitator.

What if it does not land?

The 30-day clinic is there to fix what did not work, and the baseline from discovery shows what changed.

Tell me about your team.

talk@tangoaienablement.co.uk | +44 (0)7712 241270. A short conversation is the first step, and there is no obligation.

I'll personally guide your team.



Lee Tango MBA FCMI
Founder, Tango AI Enablement

I've spent over 25 years delivering technology change and transformation inside organisations around the world. I know what it takes to turn new tools into daily habits.

- Independent. No licence resale and no commission.
- In person, on your tools, with your real tasks.
- Measured, so you can see what changed.

Credential, with a link to verify online



Microsoft Certified: AI Transformation Leader
Earned 2026.

[Verify on Microsoft Learn \(opens in browser\)](#)

Book a discovery call

A short conversation to see whether this fits, and what the right programme looks like for your team. Discovery is £1,500 fixed, excl. VAT, and credited in full if you book within 60 days.

talk@tangoaienablement.co.uk

+44 (0)7712 241270

tangoaienablement.co.uk



Scan to visit the site

Terms in brief. All prices exclude VAT at the prevailing rate. Travel within 50 miles of Northampton is included, beyond that at cost. Online delivery is available on request and priced separately. The £1,500 discovery fee is credited in full against a follow-on booking within 60 days. Scope and price are confirmed in writing before any work starts. Prices valid until 31 March 2027.

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