

Dojo

SULAVA MEA · AI SOLUTIONS · EBOOK

Learn anything. *Prove everything.*

How AI-native capability platforms build real skills through real work, and prove people can actually do the job.

Try Dojo →

dojo.sulavamea.com

Dojo · Master Teacher · Excel mission 2 of 4

Build a monthly sales summary from this export

MASTER TEACHER · COACH
Good start. Insert a PivotTable with Region in rows and Revenue in values. I'll check each step with you.

EXAMINER · INDEPENDENT

✓ Correct totals

✓ Uses a PivotTable

✓ Chart matches data

Verified

Excel · L2

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Training doesn't prove *capability*.

Traditional learning measures content consumption. Courses completed, videos watched, certificates earned. All of it says what someone attended. None of it answers the only question that matters.

Can they actually do the work?

Most organisations don't know. Dojo closes that gap: people learn by doing real work, and managers see who can genuinely perform the task.

WHAT MOST DASHBOARDS SHOW

✓ Courses completed	94%
✓ Videos watched	12,480
✓ Certificates earned	1,106

Can they do the work?

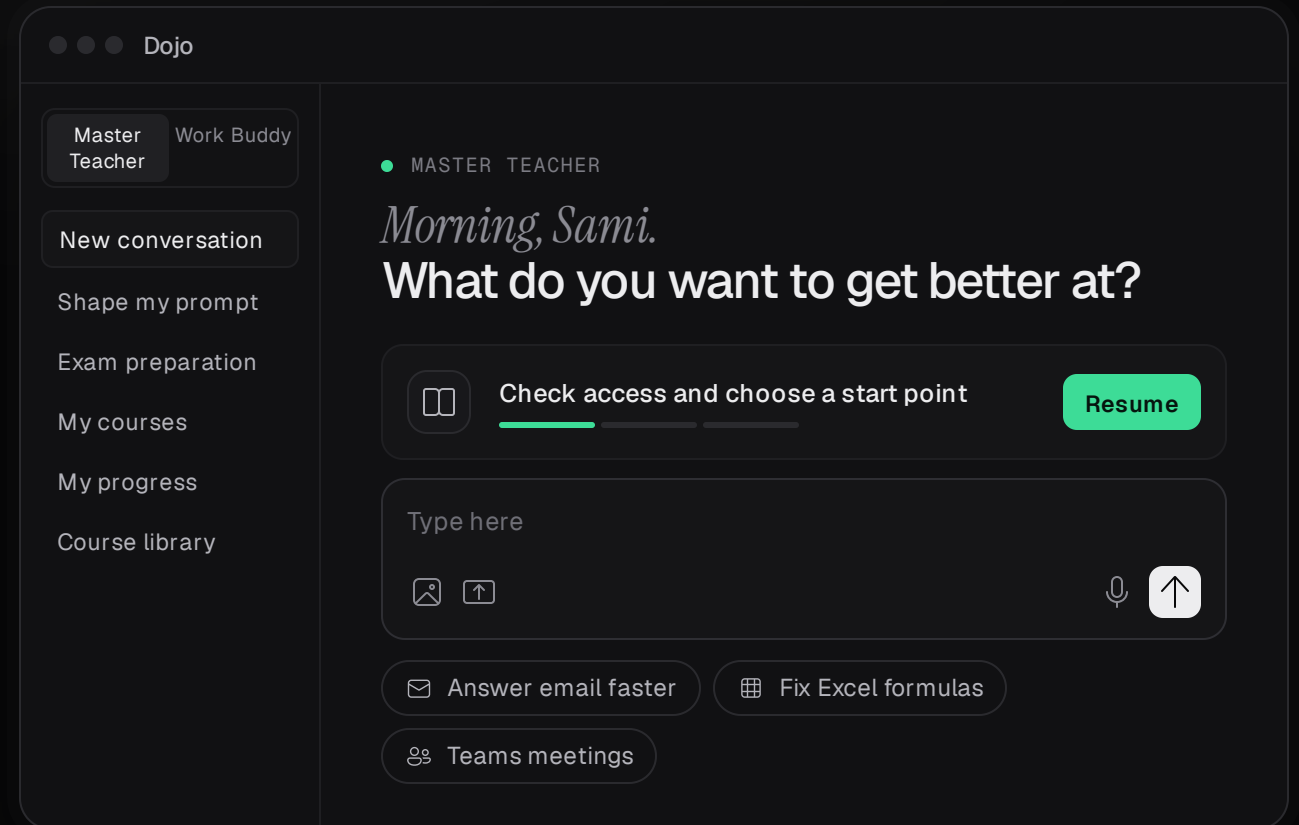
no data

Dojo measures proven capability instead of content consumption.

A capability platform, *not a course catalogue.*

Dojo™ is an AI-native capability platform created by Sulava. Instead of delivering content and hoping it sticks, it puts people into real work, coaches them while they do it, and then verifies what they can do.

- ✓ Name any skill and start immediately
- ✓ Get coached through real-world tasks
- ✓ Learn inside the applications you use every day
- ✓ Receive objective, AI-powered assessment
- ✓ Earn verifiable proof of competence
- ✓ Scale workforce capability across the organisation



Meet Master Teacher, *your AI coach.*

Dojo's AI coach guides you through your learning, and you can actually talk to it.

It doesn't lecture you and it doesn't test you. It guides you through real tasks on your own screen, right when you need a hand. Its only job is to help you learn by doing. Assessment is left to someone else, so your coach can focus entirely on helping you succeed.

CHOOSE ANY SKILL

Copilot

Excel

PowerPoint

Word

AI skills

Agents

Your processes

Master Teacher · coaching in Excel

	A	B	C	D
1	Region	Month	Units	Revenue
2	Dubai	Jan	1,240	186,000
3	Riyadh	Jan	980	147,000
4	Doha	Jan	610	91,500
5	Total			=SUM(D2:D4)

Is SUM the right way to do a monthly summary?



MASTER TEACHER

It works for one month. For every month and region, a PivotTable is faster and safer. Select the table, then Insert > PivotTable. Want me to walk you through it?

Walk me through it

Show an example

The coach never grades you.

Most AI learning tools generate content. Dojo generates trust. Two separate AI systems: one helps you learn, the other judges the work with no knowledge of that help.



01 · THE COACH

Helps you

Guides you through the task, answers questions, unblocks you, and never scores you.

- ✓ Hints in context
- ✓ Works in your real tools



02 · THE JUDGE

Evaluates you

An independent AI examiner assesses what you actually produced, not what you attended.

- ✓ Scored against a rubric
- ✓ Never sees the coaching



03 · THE PROOF

Follows you

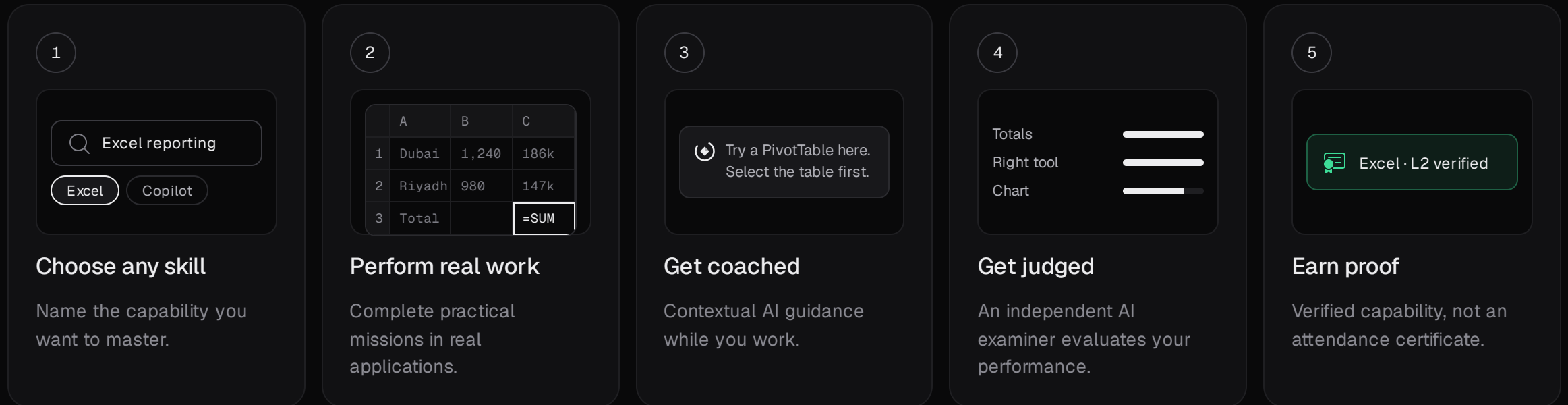
Verified capability you can show, not an attendance certificate.

- ✓ Evidence attached
- ✓ Visible to managers



No shared memory between coach and examiner. That separation is what makes the proof credible.

Five steps from *skill to proof*.



Learn by doing → Prove capability → Scale excellence

Name the skill. *Start immediately.*

Dojo is skill-agnostic. These are the starting points most organisations pick first.



Microsoft Copilot

Prompting, working with your own documents and data, and getting real output in daily work.



Excel

From clean data and formulas to analysis people can actually trust.



PowerPoint

Turning material into a clear, persuasive story on a slide.



AI skills

Prompt craft, working with AI agents, and judging when AI output is good enough.



Your own business processes

Your onboarding path, your sales motion, your service handling.



Anything you name

If someone in your organisation does it well, it can become a Dojo for everyone else.

Where organisations *put Dojo to work.*

Illustrative scenarios.



01

Copilot adoption that sticks

Turn licences into daily habits, and see who has genuinely adopted Copilot.



02

Onboarding new joiners

New starters learn your tools and processes by doing them, with a coach on hand.



03

Manager visibility

See where teams progress and where support is needed, based on demonstrated work.



04

Capturing expert knowledge

Turn what your best people do into a repeatable Dojo.



05

Role-based capability paths

Define what good looks like for a role, then verify it person by person.



06

Proving readiness before go-live

Confirm people can operate a new system or process before it goes live.

Three outcomes. *One platform.*

 Copilot in Outlook · L2
Verified

 Excel reporting · L1
Verified

INDIVIDUALS

Earn verified proof of capability: evidence of what you can do, not a list of what you attended.

	XL	PPT	OUT	COP	TMS
Sales					
Finance					
HR					
Ops					

MANAGERS

See where teams are progressing and where support is needed, in time to act on it.



VERIFIED CAPABILITY BY SKILL · ILLUSTRATIVE

ENTERPRISES

Transform AI and Copilot investments into measurable workforce capability.

The technical picture, *lightly told*.

You don't need to be technical to use Dojo. If you are the person who asks how it works, here is the short version.



AI-native, not AI-added

Coaching, assessment and skill content are generated and adapted by AI rather than pre-recorded.



Two separate AI systems

The system that helps you is not the system that scores you. That separation makes the result credible.



Learning in the real application

Missions run in the applications people already use, so the skill is practised in its real context.



Evidence-based assessment

The judge evaluates the work actually produced: proof of capability, not a quiz score.



Built on the Microsoft ecosystem

Sulava MEA's solutions are aligned with Microsoft 365, so Dojo fits the tools you already invest in.



Designed to scale

Once a skill is defined it can run for one person or thousands, turning proven expertise into repeatable learning.

Dojo in the *Sulava MEA AI portfolio*.



YOU ARE HERE

Dojo™

An AI-native capability platform.

Agent Learning

A complete AI adoption package with role-based training for every level.

Agent Forge™

A full-service AI agent productization service.

Agent Factory

Fast-track your first operational agents to automate real workflows.

Agent Hub

Control, secure and optimise your agent fleet via the Agent 365 control plane.

Learning Studio™

An AI-powered platform that turns knowledge into structured courses.

Digital Workers

Production-ready AI agents.

Sulava MEA is a Microsoft Inner Circle member and a multiple-time Microsoft Partner of the Year, with services aligned to Microsoft 365 E3, E5 and E7.



A simple way to run *your first Dojo*.

A practical starting pattern. Your Sulava MEA team will tailor it.

- 1 Pick one skill that matters**
Choose a capability with a visible business consequence.
- 2 Define what good looks like**
Describe the real task and the standard it must meet.
- 3 Run a pilot group**
Let a small team learn by doing, coached in the flow of real work.
- 4 Review the evidence**
See who can demonstrably do the task, and where support is needed.
- 5 Scale what works**
Turn the proven approach into a repeatable Dojo for the organisation.



VERIFIED

Excel reporting · Level 2

Sample learner · Finance

SCORE
15 / 16

TASKS
4 real reports

EVIDENCE
Attached

REMEMBER

Learn anything. *Prove everything.*

Dojo doesn't ask people to sit through more content. It asks them to do the work, and then shows, with evidence, that they can.

Short answers.

How is this different from an e-learning platform?

E-learning measures consumption. Dojo measures whether the work can actually be done, assessed by an independent AI examiner.

What can people learn in Dojo?

Any skill you can name: Microsoft Copilot, Excel, PowerPoint, broader AI skills, or your own business processes.

Does the AI coach also grade the learner?

No. The coach helps; a separate judge evaluates. That separation makes the proof objective and evidence-based.

What does a learner walk away with?

Verifiable proof of competence, rather than an attendance certificate.

What do managers get out of it?

Visibility: where teams are progressing and where support is needed.

How does this connect to our Copilot investment?

It turns AI and Copilot investments into measurable workforce capability inside Microsoft 365.



Start your first Dojo.

Accelerate how your organisation learns and makes decisions. Name a skill,
do the real work, and prove it, starting this week.

Try Dojo →

sulavamea.com/ai-solutions/dojo