

Spyglass Innovation Hub

Spyglass MTG Overview

Data, AI, and Security on the Microsoft Clouds

Spyglass is a Specialized Expert Consulting firm focused on helping clients select, architect, implement, migrate to and manage their Microsoft Technology.

- **A Women Owned/Women Led Company**
- **Headquartered in Lincoln, RI**
- **10+ years providing Microsoft Solutions to US clients**
- **25+ years average experience on our team**
- **5 Solutions Badges**
- **9 Advanced Specializations**
- **FastTrack Ready Partner**
- **90% of our business is repeat business**
- **80% of our new business comes from Microsoft**



Competencies and Specializations



Microsoft
Advanced Specializations

- Adoption and Change Management
- AI and Machine Learning on Microsoft Azure
- Analytics on Azure
- Azure Virtual Desktop
- Data Warehouse Migration to Azure
- Identity and Access Management
- Infra and Database Migration to Azure
- Teamwork Deployment
- Threat Protection



Microsoft
PowerBI Partner



Microsoft
Solutions Partner

- Infrastructure Azure
- Data & AI Azure
- Digital & App Innovation Azure
- Modern Work
- Security



PARTNER SUCCESS SERIES
OEA Advanced
Partner



MICROSOFT IN A DAY PROGRAM
Microsoft
Delivery Partner
App in a Day



Copilot for Microsoft 365
Jumpstart Partner




Microsoft
FAST TRACK
READY PARTNER



Microsoft
Cloud Solution Provider

An Innovative & Unified Data Estate is the Foundation to the Data Driven Business


Business Value




Operations




Business Intelligence




Real-Time Analytics




Data Science



Generative AI




Intelligent Apps



Applied Observability

 Powered by AI with Copilot



Foundational Data Estate



Data Integration



Data Engineering



Data Warehouse



Data governance and security

Hindsight

Insight

Foresight

Action

Data Driven Maturity

Innovation Hub

How we help others

1. Spyglass Innovation Hub

- Cloud, AI, Data, Azure, Copilot, IoT, Security
- Dedicated team with Platform Manager, Senior Architects, tactical team
- Monthly steering committee meetings to plan, prioritize and forecast
- Start with defining the strategy and roadmap for the year
- Technical Execution
 - Data Platform
 - AI
 - Power Platform
 - Copilot
 - IoT
 - Security
- Allow us to help drive and execute with a dedicated team capacity

2. BAU – Business Initiated Projects

- Least efficient to date with overhead per project, team changes, etc.

Customer Comparison

Optimized - "Spyglass Innovation Hub"

- Reduced overhead
 - Shared Oversight Resources, Project Management, Architects...
 - Economies of scale for dedicated resources
- Cross-functional and cross-initiative management
 - Initiatives are managed and aligned to the overall strategy
 - Reduce technical debt
- Proactive progress
 - We help define the strategy and road map to your needs, drive your strategy and execute on the strategy continuously
- Monthly capacity planning
 - To adjust to changing needs
- Dedicated team with institutional knowledge
 - Limit continuous ramp up and ramp down
- Volume discounts

BAU – "Project Based"

- Project Silos
 - Onboarding for each project
 - Staffing Lead time
 - Resources are independent staffed based on availability
- Minimal cross-initiative management
 - Initiatives are managed independently and potentially outside of the strategy
 - Increased technical debt
- Reactive progress
 - We provide project support only and progress stops at project end
- No capacity planning
- Team members aligned based on availability

Spyglass Innovation Hub

Our Innovation Hub provides:

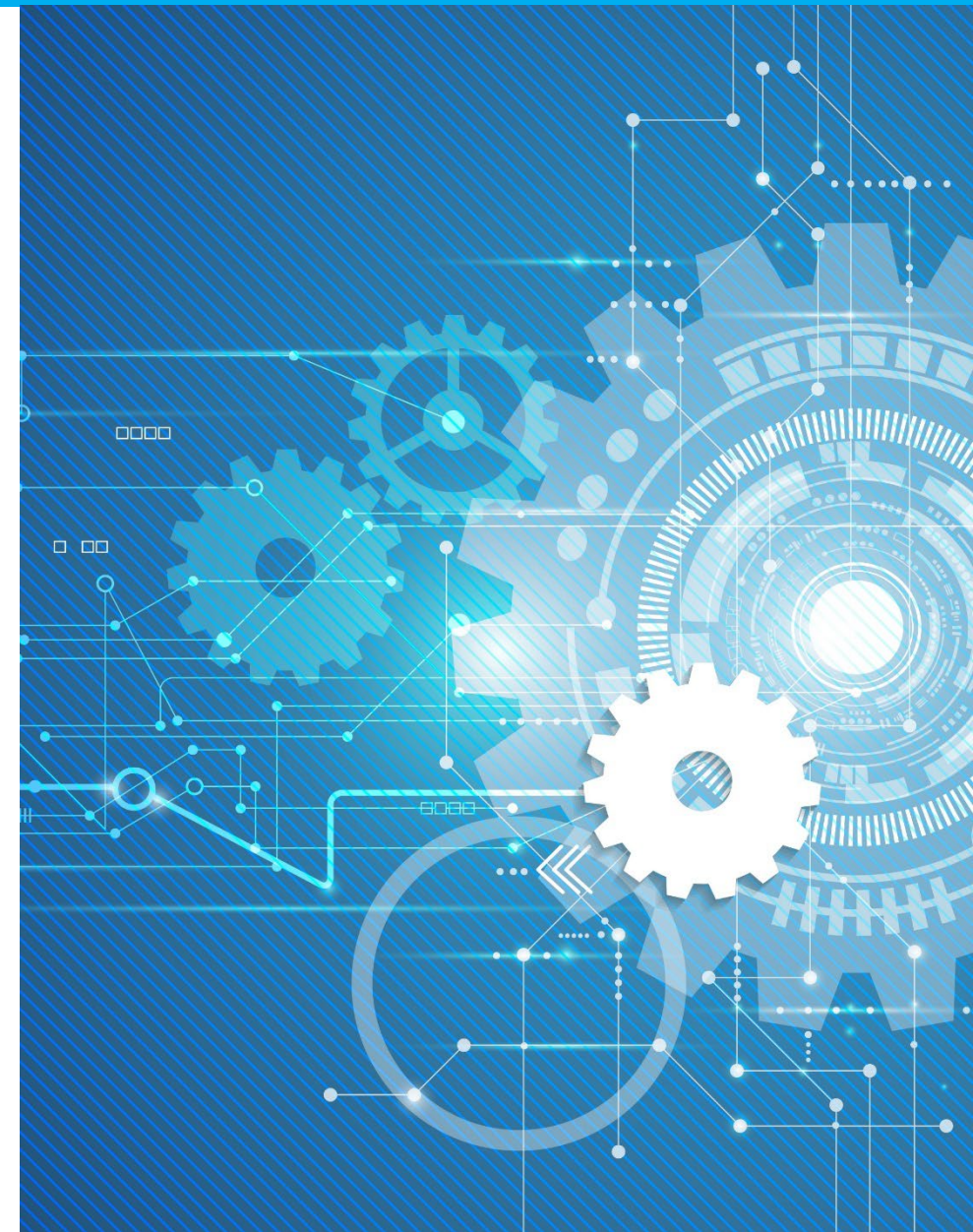
- **Dedicated Team**
 - Cloud, Security, Data & AI
- **Full Innovation Assessment and Roadmap**
 - Evaluation, collaboration, creation, execution and tracking of comprehensive Innovation Roadmap
- **Assessments and Issues Resolution**
 - CloudOps & Security
 - AI & Copilot
 - Data Estate Assessment
- **Project Work** such as:
 - Migrations
 - Cloud Adoption and Configuration
 - MFA, DLP, AIP implementation
 - Data, AI, ML, IoT Workloads
 - Feature implementation, configuration and ongoing maintenance and support
- **Break/Fix tickets**



Flexible Delivery Model

Spyglass Innovation Hub includes a flexible Delivery Model custom built to meet your specific needs with the ability to scale up and down as needed.

- Onshore, Offshore options
- Full Time Dedicated team
- Access to full suite of expertise
- Dedicated Program/Account Manager to manage roadmap and projects
- Integrated with your team or fully outsourced options
- Remote team with onsite as necessary



Why Spyglass?

Spyglass Innovation Hub provides a Secure, Governed and Cost-Effective Solution for your Innovation needs.

- We are **Cloud, Data and Security Experts**
- **Advanced Specializations across all cloud domains**
- **Aligned to your Microsoft account team**
- **Certified in all Microsoft products**
- Building blocks are set down from Day 1, making your team **poised for secure growth**
- **Microsoft Copilot Jumpstart Partner, Power BI Partner, and Fabric Partner**
- **We know Microsoft** and understand the needs of an organization
- **Flexible model**
- **Dedication to Customer Service** – 90% repeat customer rate





Thank You

Name

Contact information