

DATA PRACTICE

BUILDING THE AI-READY ENTERPRISE



MODERN DATA FOUNDATIONS. TRUSTED INTELLIGENCE. MEASURABLE OUTCOMES.

Spyglass helps organizations modernize complex data estates, unify fragmented platforms, and establish the secure, governed foundation required to scale analytics and AI. From strategy and architecture through implementation, adoption, and optimization, we connect technology investments to the outcomes that matter most.

ONE CONNECTED APPROACH

PEOPLE

How to sustain it

SKILLING & ENABLEMENT

- Knowledge transfer
- Adoption programs
- Centers of Excellence
- Role-based training
- Operating readiness

PROCESS

What to solve

DOMAIN EXPERTISE

- Industry knowledge
- Business outcomes
- Use case prioritization
- Data products
- Operating models

TECHNOLOGY

How to solve it

PLATFORM EXPERTISE

- Microsoft Fabric
- Databricks
- Azure
- OneLake
- Power BI
- Purview

DATA IS NOT THE INPUT TO TRANSFORMATION.
IT IS THE PLATFORM FOR IT.

AI MOVES AT THE SPEED OF YOUR DATA

Every analytics, automation, and AI initiative depends on data that is accessible, trusted, governed, and ready to use. Yet many organizations remain constrained by fragmented platforms, inconsistent definitions, limited visibility, legacy architecture, and data that cannot move reliably from source to decision.

Spyglass helps organizations replace those barriers with a modern data foundation designed to support today's reporting needs and tomorrow's AI ambitions.

BUSINESS CHALLENGES:

Inconsistent data
quality & limited trust

Fragmented platforms &
disconnected sources

Governance introduced
after problems emerge

Legacy architecture
that slows delivery

AI initiatives stalled by
inaccessible or unprepared data

Data teams overwhelmed by
competing priorities

Limited visibility into
ownership, lineage, & usage

 **Microsoft**
Solutions Partner
Data & AI
Azure

Specialist
Data Warehouse Migration
Analytics
AI Platform on Microsoft Azure
Infra and Database Migration
AI Apps on Microsoft Azure



 **Microsoft**
Solutions Partner

Frontier Partner

A MODERN DATA PLATFORM IS NOT THE DESTINATION.
IT IS THE FOUNDATION FOR EVERY INTELLIGENT DECISION
AND EXPERIENCE THAT FOLLOWS.

FROM DATA COMPLEXITY TO INTELLIGENT ACTION

EMBEDDED THROUGHOUT THE JOURNEY

Spyglass architects, engineers, and specialists work as one team with yours, retaining context, transferring knowledge, and remaining accountable as priorities move from strategy into production.

Data Journey

ENVISION

Align data investments to business priorities, measurable outcomes, and future AI opportunities.

BUILD

Implement modern data foundations, integration pipelines, lakehouse architecture, analytics, and priority use cases.

OPERATIONALIZE

Establish monitoring, DataOps, quality controls, documentation, support processes, and production readiness.

ASSESS

Evaluate the current data estate, architecture, governance, operating model, risks, and modernization readiness.

ARCHITECT

Define the target-state platform, integration patterns, security controls, governance model, and delivery roadmap.

SCALE & INNOVATE

Expand adoption, introduce new data products and use cases, enable AI, and continuously optimize the platform.

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Many firms help build a roadmap. Spyglass helped us navigate the entire journey.

- CHIEF DATA OFFICER
Fortune 500 Manufacturing Company



YOUR GOALS BECOME OUR COMMITMENT

DEEP PLATFORM EXPERTISE. ONE CONNECTED DATA STRATEGY.

MICROSOFT FABRIC

Unified data engineering, integration, warehousing, real-time intelligence, Power BI, governance, and AI-ready analytics through OneLake.

DATABRICKS

Enterprise lakehouse architecture, data engineering, machine learning, governance, analytics, and production-grade data and AI workloads.

MICROSOFT AZURE DATA SERVICES

Secure, scalable cloud data architecture using Azure Data Factory, Azure SQL, storage, integration, analytics, and supporting services.

One Connected
DATA
Strategy

DATA GOVERNANCE

Data ownership, quality, cataloging, lineage, access, policy, master data management, and lifecycle controls embedded across the platform.

POWER BI

Semantic models, enterprise reporting, self-service analytics, governance, adoption, performance optimization, and actionable business insight.

FASTEST PATH TO PRODUCTION

LOOM combines proven Microsoft Fabric architecture, governance, ingestion, and deployment patterns into a repeatable framework that accelerates implementation while reducing delivery risk.

SECURE. GOVERNED.
PRODUCTION-READY.



WHY CLIENTS CHOOSE SPYGLASSMTG

WE DON'T JUST HELP ORGANIZATIONS REACH THEIR DESTINATION.
WE HELP THEM **NAVIGATE THE JOURNEY.**

DELIVER WITH ACCOUNTABILITY

Shared outcomes. Embedded execution.

Our specialists work as an extension of your team, maintaining momentum and accountability from recommendation through measurable business value.

FROM VISION TO VALUE, TOGETHER.

ACCELERATE VALUE

Move faster. Realize value sooner.

Navigator applies proven frameworks, governance models, implementation patterns, and reusable assets to shorten the path from strategy to production.

PROVEN DIRECTION. FASTER RESULTS.

NAVIGATOR

THE SPYGLASS DELIVERY SYSTEM

Proven methods, accelerators, governance frameworks, automation, delivery assets, and real-world expertise organized to reduce risk and accelerate outcomes.

THE ENGINE BEHIND EVERY OUTCOME.

CREATE LASTING CAPABILITY

Every engagement leaves you stronger.

We deliver collaboratively, transfer practical knowledge, and establish the skills, ownership, and operating models required for sustained success.

KNOWLEDGE SHARED. CAPABILITY RETAINED.

BUILD WITH CONFIDENCE

Make the right decisions the first time.

Deep platform, data, governance, analytics, and AI expertise reduces rework, strengthens alignment, and creates foundations designed to scale.

EXPERIENCE ELIMINATES GUESSWORK.

THE MOST SUCCESSFUL TRANSFORMATIONS DON'T CREATE DEPENDENCY.
THEY **CREATE CAPABILITY.**

CASE STUDY

BUILDING THE FOUNDATION FOR AI-DRIVEN FINANCIAL OPERATIONS

THE CHALLENGE

A global professional services organization relied on fragmented financial data, manual review processes, and disconnected reporting systems to manage billing operations and receivables. Limited visibility into financial performance made it difficult to proactively identify risk, improve cash flow, and scale operations efficiently.

THE SOLUTION

Spyglass designed a modern data platform leveraging Microsoft Fabric, Azure AI capabilities, and enterprise analytics services to unify financial data, automate validation processes, and establish a governed foundation for reporting and decision-making.

THE IMPACT

- Faster access to trusted financial insights
- Improved operational efficiency
- Reduced manual review effort
- Enhanced visibility into collections and billing performance
- AI-ready data foundation supporting future innovation

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What began as a data modernization initiative quickly became a strategic advantage for the business.

- CHIEF FINANCIAL OFFICER
Global Professional Services Organization

CASE STUDY

MODERNIZING RISK & REPORTING THROUGH A UNIFIED DATA FOUNDATION

THE CHALLENGE

A regional financial institution struggled with data fragmented across lending, treasury, customer, and reporting systems. Critical business information required extensive manual consolidation, slowing decision-making and limiting visibility into organizational performance.

THE SOLUTION

Spyglass designed and implemented a modern data architecture that unified disparate data sources, established governance controls, and enabled trusted reporting across business units. By creating a scalable foundation for analytics and AI, the organization was able to move from reactive reporting to proactive decision-making.

THE IMPACT

- Improved visibility across critical business operations
- Reduced manual reporting effort
- Enhanced data governance and consistency
- Increased confidence in executive dashboards and analytics
- Established a secure foundation for future AI initiatives

FROM BUSINESS CHALLENGE TO **PRODUCTION VALUE.**

BUILD THE FOUNDATION. UNLOCK THE FUTURE.

THE STRONGEST DATA FOUNDATIONS ARE NOT BUILT AROUND YOUR BUSINESS. THEY ARE **BUILT WITHIN IT.**

Spyglass embeds data architects, engineers, governance specialists, and AI experts alongside your team to solve real business challenges in context. We connect strategy to hands-on execution, carry knowledge and accountability across every phase, and continuously move the highest-value opportunities from roadmap to production.

DATA TRANSFORMATION. **FORWARD-DEPLOYED.**

EMBEDDED EXPERTISE

Inside your priorities,
platforms, and operating
realities.

SHARED ACCOUNTABILITY

Measured by outcomes
delivered, not
recommendations made.

CONTINUOUS EXECUTION

From strategy through
production, adoption,
and scale.

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The future of data consulting is not delivering a roadmap and walking away. It is embedding with the business, owning the outcome, and continuously turning data into value.

- BILL RICHARD

VP of Data & AI , Spyglass MTG

PROVEN DIRECTION

LASTING CAPABILITY

EMBEDDED EXECUTION