



DELIVERING
DATA, AI & SECURITY
SERVICES
ON THE MICROSOFT CLOUDS



BUILT FOR THE AI FRONTIER

A vertical field guide to our company, capabilities, accelerators, customer outcomes, and Microsoft alignment.

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“

Spyglass has been a standout partner for Microsoft's US Education business. Their team brings deep expertise across AI, Data, Copilot, and Security, helping us scale impactfully and deliver stronger outcomes.

”

HETHER DANFORTH

Vice President, US SLED



OUR LEADERSHIP



MICHAEL BOUSH
COO



IAN DICKER
CTO



BILL RICHARD
VP OF DATA & AI



DORI ALBERT
CEO

WOMEN-OWNED & LED
HQ IN NEW ENGLAND



www.spyglassmtg.com

DORI ALBERT: **SPECIALIZED BY DESIGN, BUILT FOR THE FUTURE.**

At Spyglass MTG, we believe that expertise matters. In a world where technology is evolving faster than ever, organizations need more than generalists. They need trusted specialists who understand how to turn innovation into business value. From our founding, we have remained deliberately focused on a select set of technologies and solutions, allowing us to develop a depth of knowledge that rivals and often surpasses firms many times our size. While larger consulting organizations may have greater scale, we take pride in competing above our weight class, delivering world-class expertise, proven credentials, and personalized client experiences that consistently exceed expectations.

Our success is built on staying ahead of the curve. Technology transformations are no longer just about implementing systems; they are about creating a foundation for the future. Data, AI, security, and governance are now inseparable components of every successful digital strategy. We help our clients build modern, scalable platforms that not only solve today's challenges but also position them to take advantage of tomorrow's opportunities. By balancing innovation with disciplined governance and security, we help organizations move forward with confidence.



STRONG PARTNERSHIPS, GREATER IMPACT

We are especially proud of the partnerships that have helped shape our journey. Our deep relationship with Microsoft has been instrumental to our growth and to the success of our clients. Together, we continue to help organizations unlock the full potential of the Microsoft ecosystem, from modern data platforms and analytics to AI-powered business transformation. We are also excited about the momentum of our growing Databricks partnership, which further strengthens our ability to deliver cutting-edge data and AI solutions that drive meaningful outcomes.

Artificial intelligence is reshaping every industry. Much like the arrival of the internet or the cloud, AI is not simply another technology trend. It is a fundamental shift in how businesses operate, compete, and create value. Organizations that embrace this change will thrive. Those that resist it risk being left behind. At Spyglass MTG, our mission is to help clients navigate this transformation with clarity, confidence, and purpose. Whether you are just beginning your AI journey or looking to accelerate an existing strategy, we are ready to help you build the future.



Dori Albert

CEO, SPYGLASS MTG

TURNING DATA AND AI INTO INTELLIGENT ACTION

Spyglass helps organizations build secure, governed AI solutions that transform data into intelligence, intelligence into action, and action into measurable business outcomes.

ENGINEERED FOR THE AI FRONTIER

WHO WE ARE

Spyglass MTG is a specialized Data, AI, and Security consulting firm focused on the Microsoft Cloud. We help organizations move beyond AI experimentation and into enterprise-scale execution. By combining strategy, architecture, and forward-deployed engineering, we build secure, governed, production-ready AI solutions that deliver measurable business value. From modern data platforms and intelligent applications to AI agents and managed services, we work side-by-side with our clients to accelerate innovation and drive lasting results.

100%
MICROSOFT
CLOUD

14+ YEARS
MICROSOFT
EXCLUSIVE

25+ YEARS
AVG. TEAM
EXPERIENCE

90%
REPEAT
BUSINESS

WHY ORGANIZATIONS BRING SPYGLASS TO THE TABLE

- 1

MOVE FROM AI IDEAS TO OUTCOMES

Identify and prioritize high-value use cases, build the business case, and accelerate the path from concept to production.
- 2

BUILD A TRUSTED AI FOUNDATION

Modernize data and establish the architecture, security, governance, and operational controls required to scale AI responsibly
- 3

ACCELERATE AI DELIVERY

Leverage proven methodologies, reusable patterns, and proprietary accelerators to move from pilot to production faster and with less risk.
- 4

SCALE AND SUSTAIN VALUE

Expand adoption, measure impact, manage AI operations, and continuously optimize solutions as business needs evolve.

FULL-LIFECYCLE DATA AND AI PARTNER



TRUSTED. CERTIFIED. PROVEN.

Validated expertise, strategic program access and a proven ability to turn emerging technology into customer outcomes.

1 OF ONLY 3

PARTNERS IN THE UNITED STATES



Holding both Microsoft Frontier Badge status and 11 Advanced Specializations

Based on current Spyglass internal credential tracking.

MICROSOFT-VALIDATED CREDENTIALS

5

SOLUTION
BADGES

11

ADVANCED
SPECIALIZATIONS

FRONTIER

BADGE
STATUS

FUNDING

PROGRAM
ELIGIBLE

STRATEGIC PROGRAMS

DATA & AI PARTNER ADVISORY COUNCIL

Participation that strengthens alignment to Microsoft Data & AI priorities.



Frontier Partner

MICROSOFT FABRIC VOICE

Direct product-team alignment, private previews and early-adoption nomination opportunities.



INNOVATION HUB | PARTNER ENGAGEMENT PROGRAM

Qualified to deliver envisioning, strategy, architecture, prototypes, hackathons, and AI or Copilot demos.



Specialist
Infra and Database Migration



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



Specialist
AI Platform on Microsoft Azure
AI Apps on Microsoft Azure



Specialist
Cloud Security
Identity and Access
Management
Data Security
Threat Protection
Copilot



Specialist
Adoption and Change
Management
Copilot



PRACTICE FOCUS

TRUSTED ADVISORS. EMBEDDED EXPERTS. MEASURABLE OUTCOMES.

A consulting mindset built around working alongside customers, transferring knowledge and accelerating value.

LONG BEFORE FORWARD DEPLOYMENT ENGINEERING BECAME AN INDUSTRY MODEL

Spyglass built its consulting philosophy around the core principle: work alongside customers, embed expertise directly within their teams, and accelerate business outcomes through collaboration and trust.

EMBEDDED EXPERTISE

We work with customers, not around them. Our consultants operate as extensions of client teams, combining strategic guidance, hands-on delivery and knowledge transfer.

PRACTICE FOCUS

Dedicated leaders guide vision, standards, innovation and delivery quality so every engagement benefits from executive oversight and deep technical expertise.

PROPRIETARY ACCELERATORS

Our proven frameworks, reusable patterns, and proprietary code repositories accelerate delivery, reduce risk, and help clients move from strategy to production faster.

THE SPYGLASS DIFFERENCE

Technology changes rapidly. Trusted advisors endure. Spyglass combines embedded expertise, focused practices, and proprietary accelerators to help organizations move from strategy to secure, production-ready solutions faster and with less risk.

CLIENTS ENGAGE US FOR TECHNICAL EXPERTISE. THEY **STAY FOR THE TRUST.**

CAPABILITIES

DEPTH OF EXPERTISE. BREADTH OF EXPERIENCE.

From foundational security and governance to advanced AI and intelligent applications, Spyglass helps organizations unlock value across the entire Microsoft ecosystem.

FROM FOUNDATION TO BUSINESS VALUE

BUSINESS OUTCOMES

Insights. Decisions. Action.

- Power BI
- Real-Time Analytics
- Copilot
- Intelligent Applications

AI & INTELLIGENCE

Predict. Automate. Innovate.

- Azure AI Foundry
- Machine Learning
- Azure OpenAI
- AI Search

DATA PLATFORM

Integrate. Engineer. Scale.

- Microsoft Fabric
- Databricks
- OneLake
- Data Factory
- Azure Data Services

SECURE FOUNDATION

Secure. Govern. Modernize.

- Identity & Access
- Storage
- Purview
- Defender
- Sentinel

PARTNER PERSPECTIVE

“

Spyglass combines deep expertise with an unwavering commitment to partnership. Their ability to bring the right people, the right experience, and the right solutions to every engagement is what makes them such a valuable extension of our team.

- STEPHON BOWDEN
Customer Success Manager



BUILDING THE FOUNDATION THAT POWERS EVERYTHING ELSE.

Spyglass modernizes data estates, unifies fragmented platforms and establishes the secure, governed foundation organizations need to scale analytics and AI.

THE MODERN DATA JOURNEY

DATA STRATEGY & ARCHITECTURE

Define the roadmap, operating model and target-state architecture.

PLATFORM MODERNIZATION

Build secure lakehouse environments across Fabric, Databricks and Azure.

GOVERNANCE & TRUST

Establish quality, lineage, access and controls that make data dependable.

ANALYTICS & AI READINESS

Activate governed data for insight, forecasting, AI and intelligent applications.

“

Data is no longer a technology initiative. It is a business strategy. The organizations that invest in modern, governed, AI-ready data platforms today will define the pace of innovation tomorrow.

- BILL RICHARD
VP, Data & AI



THE INTELLIGENT ENTERPRISE

AI PRACTICE

“

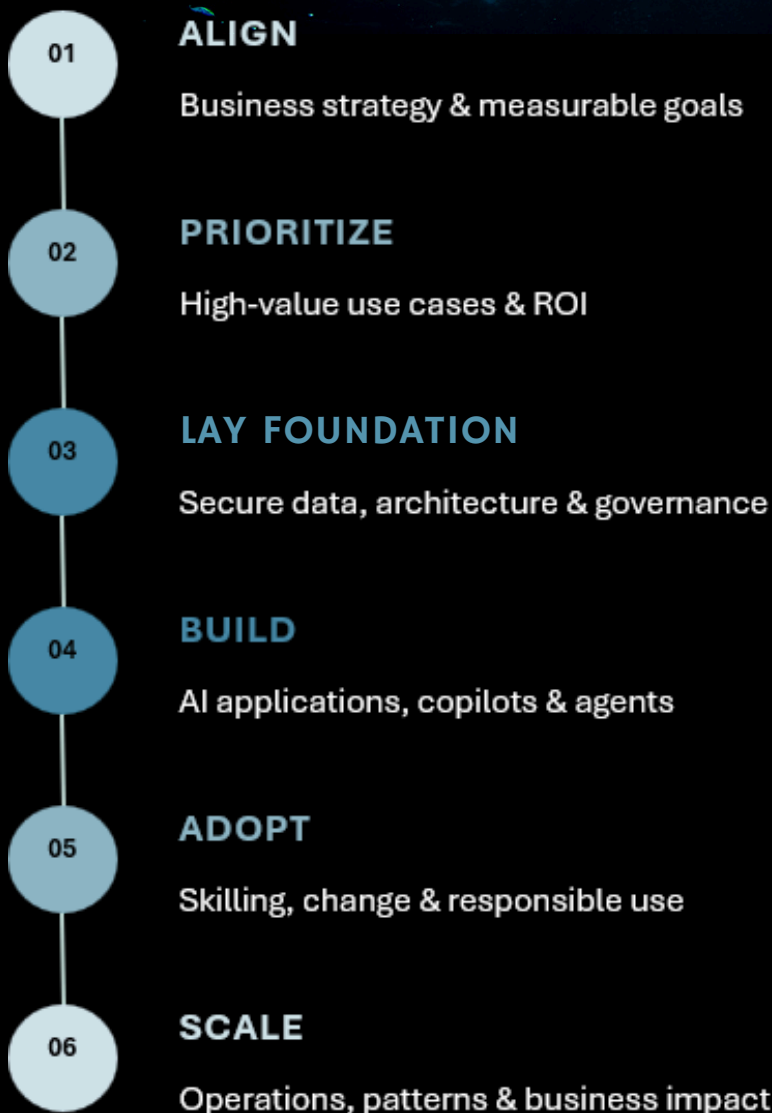
Spyglass helped our organization move beyond the excitement surrounding AI and focus on practical opportunities to improve how work gets done. Their approach gave our teams the confidence, structure, and expertise needed to begin realizing meaningful value from AI across the enterprise.

- KIPUM LEE

President, UH Ventures
University Hospitals Health Systems

Spyglass helps organizations move beyond AI experimentation by embedding intelligence into business processes, employee experiences, decisions and customer engagement.

AI JOURNEY TO VALUE



AI ISN'T THE DESTINATION. IT'S A CAPABILITY.

Organizations don't become AI-driven by deploying a single application.

They become AI-driven when data, people, governance, and technology come together to support thousands of better decisions every day.

PROTECTING INNOVATION WITHOUT SLOWING IT DOWN

As organizations modernize data platforms and accelerate AI adoption, security can no longer be treated as a standalone initiative. Spyglass helps organizations build resilient, secure, and governed environments that protect critical assets while enabling innovation, productivity, and growth.

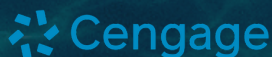
Securing the Intelligent Enterprise faster with *more* confidence than ever before.

“

Spyglass helped us gain an understanding of our Microsoft 365 security landscape and provided solid recommendations for potential changes. The team was both knowledgeable and easy to work with.

- ALEX BURINSKIY

Sr. Manager,
Cybersecurity



HOW SPYGLASS BUILDS RESILIENCE

THREAT PROTECTION & DETECTION

Unify telemetry, analytics and response across Defender, Sentinel and cloud sources.

DATA SECURITY & GOVERNANCE

Classify, retain and protect structured and unstructured data with Microsoft Purview.

IDENTITY & ACCESS

Protect users, applications and privileged access across Microsoft environments.

COMPLIANCE & RISK

Align technology, people and process to manage regulatory and business risk.

ORGANIZATIONS CAN ONLY MOVE AS FAST AS THEIR
ABILITY TO PROTECT WHAT MATTERS MOST.

KEEPING THE MODERN ENTERPRISE RUNNING

FROM REACTIVE SUPPORT TO STRATEGIC PARTNERSHIP

Spyglass provides the operational expertise, proactive support and continuous improvement organizations need to keep Microsoft environments secure, optimize licenses, and align to the business.

THE MANAGED SERVICE RHYTHM



FOCUSED ON QUALITY, STABILITY, AND WHAT COMES NEXT

“Spyglass has been providing us full IT support. Their support has allowed us to focus on our business while keeping overall IT costs down. Their help desk feels like an extension of our business.”

- MATT STEIDLER
Chief Technology Officer
Research Results, Inc.

PROACTIVE CARE. RESPONSIVE SUPPORT. CONTINUOUS VALUE.

ACCELERATING INNOVATION

FROM IDEA TO OUTCOME

Spyglass combines innovation experiences with proprietary frameworks and reusable accelerators that help organizations move from exploration to execution with greater speed and confidence.

A STRUCTURED PATH FROM POSSIBILITY TO PROOF

AI Navigator

Framework for successful agentic AI

[Learn more](#)

Fabric LOOM

Deploy Fabric with best practices & data pipelines

[Learn more](#)

AI GENIE

Web-based RAG builder for secure, scalable AI apps

[Learn more](#)

DocuGENIE

Document intelligence AI accelerator

[Learn more](#)

Patients Insights GENIE

Patient-insights accelerator for healthcare

[Learn more](#)

Copilot Flight Plan

End-to-end M365 Copilot adoption

[Learn more](#)

WHY IT MATTERS

ACCELERATE VALUE

Connect ideas to outcomes

MOVE FASTER

Begin with proven patterns

CREATE REUSE

Build foundations that extend

REDUCE RISK

Validate before scaling

INNOVATION IS NOT ABOUT STARTING FROM SCRATCH.
IT'S ABOUT STARTING SMARTER.

AI NAVIGATOR

A repeatable framework that aligns strategy, foundations and delivery to move AI from experimentation to enterprise scale.

A CONTINUOUS PROCESS THAT BUILDS STRATEGICALLY ALIGNED AI

Three Tracks. One Destination.

TRACK ONE

Strategy

BUSINESS & AI JOURNEY TO VALUE

Prioritize high-value use cases, align initiatives to business goals and define measurable ROI.

TRACK TWO

Enablement

DATA & AI FOUNDATIONS

Establish secure, governed landing zones and trusted platforms across Azure, Data, Apps and Power Platform.

TRACK THREE

Scale

AI DELIVERY & SCALING PATTERNS

Build and scale AI apps and agents with reusable patterns, governance, operations and FinOps.

“

The future belongs to organizations that can transform knowledge into intelligence and intelligence into action. AI Navigator makes that transformation repeatable, scalable and sustainable.

- IAN DICKER
CTO, Spyglass MTG

WE MEET YOU WHERE YOU ARE -
AND GUIDE YOU **WHERE YOU WANT TO GO.**

DELIVERY EXCELLENCE

BEYOND THE PROJECT

TRUSTED TO DELIVER. COMMITTED TO YOUR SUCCESS.

Technology may begin the conversation, but relationships sustain success. Every engagement is a commitment to the customers and partners who entrust us with their priorities, their people and their future.

OUR DELIVERY PROMISE:

PARTNERSHIP

Work as an extension of customer and partner teams, sharing responsibility for outcomes.

ACCOUNTABILITY

Communicate openly, do what we say and remain committed through every phase.

EXCELLENCE

Combine deep expertise, proven methods and thoughtful execution to deliver lasting value.

“

Our promise is simple: we will show up, own the outcome and make it happen. We earn trust by delivering with integrity, communicating with transparency and staying accountable to what matters most.

- MICHAEL BOUSH
COO, Spyglass MTG



YOUR GOALS BECOME OUR COMMITMENT

INDUSTRY EXPERTISE AI IMPACT

WHERE INDUSTRY KNOWLEDGE

HLS

- Patient Claims Analysis
- Drug Labeling Review
- Patient Engagement
- Care Management Automation
- Health Analytics
- Clinical Trials Analysis
- Chemical Risk Management

Higher Ed

- Student Recruitment
- Academic Advising
- Research Copilot
- Personalized Learning
- Admissions Assistant
- 360 Student Advisor
- Curriculum Development
- Student Outcomes Tracking

FinServ

- Fraud Detection
- Lending Processing
- Enhanced Market Research
- Personalized Advisory
- 360 Client Experience
- Risk & Compliance Agents
- Ops Automation

Insurance

- Risk Assessment
- Location Risk
- Account Segmentation
- Fraud Detection
- Intelligent Claims Processing
- Standard Operating Procedure Bot
- Churn Prediction

ProServ

- Contract Analysis
- E-Discovery Assistant
- Legal Research Copilot
- Time Entry Quality & Automation
- Invoice Assistant
- Legal Evaluation Copilot
- M&A Analysis

Retail

- Personalized Shopper
- Virtual Assistants
- Checkout Automation
- Interactive Shopping
- Loss Prevention
- Demand Forecasting
- Dynamic Price Optimization
- Supply Chain Optimization

MFG

- Standard Operating Procedure Bot
- Predictive Maintenance
- Quality Inspection
- Product Innovation
- Training Bot
- Front Line Productivity
- Smart Supply Chain

Energy

- Land Suitability Copilot
- Lead Scoring Automation
- Bid Success Prediction
- Predictive Maintenance
- Safety Monitoring
- Compliance Copilot
- Leak Detection

MEETS MODERN TECHNOLOGY

DELIVERING TAILORED SOLUTIONS THAT SOLVE
TODAY'S CHALLENGES & **UNLOCK TOMORROW'S OPPORTUNITIES.**

MANAGING RISK WITH ACCURACY

FM | BUILDING AI
THE RIGHT WAY



ENGINEERING PRECISION MEETS AI INNOVATION

For nearly 200 years, FM has helped organizations reduce risk through engineering excellence, scientific research, and proven standards. Every year, FM engineers conduct thousands of site visits in complex industrial environments where identifying hazards quickly and accurately can directly impact safety outcomes. When the right information is available at the right moment, risks are mitigated faster, recommendations are more precise, and people are better protected.

Yet accessing critical engineering knowledge often required searching through hundreds of lengthy technical documents and decades of institutional expertise. Engineers needed a faster way to find trusted answers without sacrificing accuracy, governance, or confidence in the result.

In FM's world, getting the answer fast is valuable. Getting the answer right is essential and non-negotiable. FM already had a deep institutional knowledge base built through decades of engineering and analytics leadership. What it needed was a way to put the right information in engineers' hands at the moment it mattered without compromising accuracy, transparency, governance, or trust.

That challenge carried real human stakes. FM engineers work in the field under real pressure. When an engineer stands in a factory and identifies a wide range of risks, every minute searching through the wrong PDF delays the recommendation. In high-risk environments, that delay can be the difference between a hazard being corrected and a preventable accident. Historically, that meant navigating more than 300 PDF files, some exceeding 100 pages, across tens of thousands of pages of technical standards, diagrams, and engineering guidance. The expertise existed. Friction stood between that expertise and action.

Spyglass MTG partnered with FM and Microsoft to remove that friction. Spyglass architected and delivered a secure, production-grade globally AI-powered search solution on Microsoft Azure—designed not as a generic chatbot, but as an engineering-grade system built for one purpose: helping experts find and apply the right information faster, without sacrificing rigor.

“

Without the partnerships with Microsoft and Spyglass, I don't think we would have been able to deliver this in the meaningful time that we did. Their guidance saved us time and improved reliability.

- TOBY DENBOW

VP, Analytics Technology & AI Engineering, FM

GETTING THE ANSWER FAST IS VALUABLE. GETTING **THE ANSWER RIGHT IS ESSENTIAL.**

CONFIDENCE UNDER PRESSURE

FM | TRUSTED KNOWLEDGE
AVAILABLE DURING THE MOMENTS THAT MATTER

17,000+

Queries resolved in the first
two months

1,500+

Field Engineers Supported

6-10 MIN

Saved per Query

THE BUILDINGS GET SAFER. THE RISK GOES DOWN.
AND THE PEOPLE INSIDE GO HOME.

- ✓ FASTER ACCESS TO TRUSTED ENGINEERING STANDARDS
- ✓ REDUCED FRICTION IN CRITICAL SAFETY WORKFLOWS
- ✓ MODERN DATA PLATFORM DESIGN
- ✓ AI ADOPTION BUILT ON GOVERNANCE AND TRUST

For the full story
click here!

[Learn more](#)

People

Engineers

Decisions

Safety

Outcomes

Every query answered represents more than information found. It represents a risk identified, a recommendation delivered, a hazard corrected, and a potentially preventable incident avoided. Behind every search is an engineer striving to protect a business, a facility, and the people who depend on it. That is why this story is not about AI. It is about what becomes possible when expertise and technology work together to help people make the right decision before it is too late.

TECHNOLOGY INFORMS. EXPERTISE GUIDES.
TOGETHER, THEY **PROTECT WHAT MATTERS MOST.**



CASE STUDY

REIMAGINING THE MODERN DATA ESTATE

HIGHER EDU | A VISION
FOR WHAT'S NEXT

THE CHALLENGE

As one of the largest higher education institutions in the United States recognized the need to modernize its data landscape and establish a scalable foundation for analytics, self-service intelligence, governance, and future AI initiatives. The university sought a strategic partner capable of helping align data strategy, architecture, governance, and business priorities into a single vision for the future.

THE SOLUTION

Spyglass is partnering with the University to design and implement a modern data ecosystem that unifies governance, analytics, self-service intelligence, and AI readiness. Through a combination of strategic planning, future-state architecture, Microsoft Fabric, Databricks, and enterprise data governance, the initiative is creating a trusted foundation for the university's next generation of data-driven decision making.

IMPACT AT A GLANCE:

- ✓ ENTERPRISE DATA STRATEGY
- ✓ DATA GOVERNANCE & STEWARDSHIP
- ✓ MODERN DATA PLATFORM DESIGN
- ✓ SELF-SERVICE ANALYTICS
- ✓ AI READINESS
- ✓ MICROSOFT FABRIC & DATABRICKS

THE FUTURE
OF AI
BEGINS
WITH
TRUSTED
DATA

UNLOCKING CASH FLOW WITH AI

When Billing Accuracy and Cash Flow Drive Billions in Revenue,
Every Decision Matters

Global Law firm needed to replace slow, inconsistent manual review with a more intelligent way to validate complex billing activity and identify receivables at risk before they became overdue.

THE CHALLENGE

As a global law firm with thousands of attorneys and complex billing requirements, our client faced growing pressure to improve billing accuracy, accelerate cash flow, and gain earlier visibility into collections risk. Manual review processes and fragmented financial intelligence made it difficult to proactively identify at-risk receivables, scale operations efficiently, and deliver consistent financial outcomes.

THE SOLUTION

Spyglass and Microsoft implemented an AI-powered finance operations platform using Microsoft Fabric and Azure AI Services. By automating billing validation, analyzing collections risk, and transforming fragmented financial data into actionable insights, Global Law firm gained faster decision-making, greater operational efficiency, and a scalable foundation for enterprise AI.

FROM MANUAL REVIEW TO INTELLIGENT ACTION.

82%

REDUCTION IN BILLING
ERROR RATES

300

AT-RISK ACCOUNTS
IDENTIFIED IN MONTH ONE

\$106M

OUTSTANDING RECEIVABLES
SURFACED FOR ACTION

THE IMPACT

Global Law firm transformed finance operations from a reactive, manually intensive process into an intelligent, data-driven function capable of identifying risk before it impacts the business. AI-powered billing validation reduced errors by 82%, while advanced collections intelligence surfaced 300 at-risk accounts representing \$106 million in outstanding receivables within the first month alone. More importantly, the firm established a scalable AI foundation that will continue driving operational efficiency, financial visibility, and business value for years to come.

FROM REACTIVE OPERATIONS TO **PROACTIVE INTELLIGENCE**

CASE STUDY

POWERING GROWTH IN RESIDENTIAL CONSTRUCTION

How a national homebuilder transformed a fragmented data ecosystem into a modern, scalable platform for analytics, automation, and AI.

THE CHALLENGE

As a leading homebuilder expanded its business, its data environment evolved into a complex network of legacy databases, custom integrations, scripts, and on-premises technologies supporting critical operational and customer-facing processes. The fragmented architecture increased maintenance costs, limited scalability, and created operational risk, making it difficult to support growing business demands, accelerate reporting, and prepare for advanced analytics and AI initiatives.

THE SOLUTION

Spyglass partnered with the organization to conduct a comprehensive data estate assessment and develop a future-state modernization roadmap centered on Microsoft Azure and Microsoft Fabric. Through detailed architecture analysis, solution design, cloud migration planning, and cost optimization, Spyglass established a scalable framework for modern data operations, replacing legacy integration patterns with cloud-native services, centralized monitoring, automation, and repeatable ingestion processes designed to support long-term growth.

THE IMPACT

The organization transformed a fragmented data landscape into a strategic modernization program with a clear path to long-term business value. By establishing a cloud-ready architecture and standardized data platform strategy, the company reduced operational risk, improved scalability, accelerated onboarding of new data sources, and laid the foundation for real-time analytics, AI-driven insights, and future innovation. Most importantly, the engagement delivered a roadmap that immediately progressed into implementation, turning vision into action and positioning the business for its next stage of growth.

CASE STUDY

POWERING THE FUTURE OF ENERGY

How a leading energy provider transformed fragmented enterprise data into a governed, trusted foundation for analytics, compliance, and AI innovation.

THE CHALLENGE

As a large regulated energy provider, the organization managed vast amounts of data across multiple systems and business domains. Limited visibility into data ownership, lineage, and availability made it difficult for employees to discover trusted information, understand sensitive data assets, and confidently leverage enterprise data for operational and strategic decision-making. As the volume of data continued to grow, the need for a scalable governance strategy became increasingly critical.

THE SOLUTION

Spyglass partnered with the organization to design and implement a comprehensive data governance framework powered by Microsoft Purview. The engagement established a centralized data catalog, standardized business glossary, governance hierarchy, classifications, and metadata management processes while onboarding and cataloging more than fifteen structured data sources. The result was a unified platform that improved data discoverability, governance, stewardship, and enterprise-wide access to trusted information.

THE IMPACT

The organization transformed fragmented enterprise data into a governed and trusted strategic asset. By establishing a modern governance foundation, business users gained improved visibility into available data, streamlined access to trusted information, and stronger confidence in decision-making. Standardized governance controls strengthened compliance and data stewardship while creating a scalable foundation capable of supporting future analytics, AI innovation, and enterprise modernization initiatives.

CASE STUDY

OPTIMIZING MICROSOFT 365 FOR GROWTH

How Research Results reduced licensing costs, simplified Microsoft 365 management, and created a more scalable foundation for future growth.

THE CHALLENGE

Research Results wanted to modernize and simplify its Microsoft licensing strategy while upgrading to Microsoft 365 E5. Existing subscriptions were spread across multiple licensing programs, contract terms, and SKUs, creating unnecessary costs, administrative complexity, and operational overhead. Managing user licensing through manual assignments further increased the risk of inconsistency, errors, and time-consuming administration.

THE SOLUTION

Spyglass partnered with Research Results to consolidate licensing under Microsoft 365 E5, eliminate redundant subscriptions, and optimize the organization's licensing model. The team worked directly with Microsoft to streamline licensing agreements while implementing a role-based, group-driven licensing strategy that automated assignments and aligned licensing with business requirements.

THE IMPACT

By consolidating licenses and simplifying administration, Research Results reduced licensing costs, eliminated redundant subscriptions, and improved operational efficiency. Automated, role-based license management reduced manual effort and administrative risk while ensuring users consistently received the right capabilities. The organization gained a more scalable, cost-effective Microsoft 365 environment that saves both time and money while supporting future growth.

CASE STUDY

EMPOWERING HEALTHCARE TEAMS WITH AI

How University Hospitals leveraged Microsoft Copilot to accelerate productivity, enhance employee experiences, and unlock new opportunities for AI-driven innovation.

THE CHALLENGE

University Hospitals recognized the potential of generative AI but needed a structured approach to evaluate, govern, and scale Microsoft Copilot across the organization. Leadership sought to identify high-value use cases, improve employee productivity, and establish a framework for responsible AI adoption while ensuring alignment with business objectives, security requirements, and long-term digital transformation goals.

THE SOLUTION

Spyglass partnered with University Hospitals to deliver an AI and Microsoft Copilot challenge designed to assess opportunities, identify impactful use cases, and develop a strategic roadmap for adoption. Through workshops, discovery sessions, governance planning, and business value assessments, Spyglass helped establish a repeatable framework for evaluating AI initiatives while providing a foundation for scalable Copilot deployment across the organization.

THE IMPACT

University Hospitals gained a clear path to AI adoption built on strategy, governance, and measurable business value. By aligning Copilot capabilities with real-world clinical, operational, and administrative opportunities, the organization established a framework for improving employee productivity, accelerating decision-making, and driving innovation at scale. More importantly, the engagement created a foundation for future AI initiatives that can continue delivering value across the enterprise as technology and business needs evolve.

YOUR FUTURE STARTS HERE



Transform Boldly. Deliver Confidently.

*The right strategy, technology, and partner
to move your business forward.*

OUR MISSION

To help organizations unlock the full potential of their people, data, and technology through trusted partnerships and transformative solutions.

OUR VISION

We envision a future where every organization can harness innovation with confidence, turning complexity into opportunity and ideas into measurable impact.

OUR COMPANY

We combine strategy, technology, and execution to help organizations navigate change, accelerate transformation, and achieve meaningful business outcomes.

“

Spyglass has helped us turn a vision for modern data and AI into a practical, scalable strategy for the future. Their team has been instrumental in building the foundation that will enable SNHU to deliver trusted insights, accelerate innovation, and unlock new opportunities for our students, faculty, and staff for years to come.

- BRIAN CURTIS
CIO

Southern New Hampshire University

Our Contact: E: info@spyglassmtg.com
W: www.spyglassmtg.com