



SPYGLASS MTG:

DELIVERING DATA, AI & SECURITY SERVICES

On the Microsoft Clouds



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The Fabric LOOM implementation with Spyglass MTG has been a game-changer for Keiser University. In just 45 days, we moved from fragmented data to a streamlined, strategic analytics environment. This has empowered our leadership with real-time insights and positioned us to make smarter, faster decisions. Spyglass's ability to align technology with our institutional priorities has made a lasting impact.

ANDREW LEE

Chief Information Officer, Keiser University



For over 15 years, Spyglass has partnered with Microsoft to expertly deliver their vast and ever-evolving suite of enterprise solutions to clients across industries.

Specializing in Data, AI, Security as well as Managed Services/CSP services on the Microsoft clouds, we can help you select, architect, implement, migrate to, and manage your Microsoft products.

With Spyglass as your trusted ally, you can securely harness the power of Microsoft technology to drive strategic business decisions, optimize processes, predict customer behavior, spot market trends, and empower your business to stay ahead in today's competitive landscape.

Spyglass MTG: Microsoft Technology Group

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

About Spyglass: What makes us different?

- Women Owned/ Women Led Company
- Headquartered in New England, coverage across the US
- Exclusive focus on Microsoft Technology for 12+ years
- 25+ years average experience on our team
- 5 Solutions Badges & 10 Advance Specializations
- Eligible for Microsoft Funding Programs
- Partner Advisory Council for Data and AI
- Microsoft's Fabric Voice Member
- Innovation Hub Architecture Bureau member
- **90%** of business is repeat customers
- **80%** of our new business comes from Microsoft



Spyglass's expertise in Migrations, Security, and Compliance has significantly enhanced our capabilities to deliver the expected outcomes and meet our targets. The team's dedication and innovative solutions consistently meet, and at times exceed our expectations, making them trusted and essential partner over the last 6 years.

JEFF GOLDMAN

Sr. Director of Cybersecurity, Excelitas



Why Spyglass MTG?

We are proud to be a Microsoft Solutions Partner with 5 Solutions Badges, and 10 Advanced Specializations. With Microsoft experts at the ready, fully aligned to Microsoft's 2026 Solution Areas in AI Business Solutions, Cloud & AI Platforms and Security, let us be your one-stop shop partner for all your client's Data, AI, and Security needs. We're here to help you and your customers succeed.



Spyglass MTG: Your Microsoft Solutions, all in one place

At Spyglass, we understand that customers are no longer seeking to implement isolated AI solutions; rather, they are advancing towards adopting comprehensive AI platforms designed to meet current needs while accommodating future technological advancements. These AI platforms should be capable of handling both structured and unstructured data and must connect seamlessly to a secure and governed data platform. Spyglass is strategically positioned to help co-sell these advanced technologies with Microsoft, ensuring their clients achieve success throughout their entire AI journey.

Spyglass Solution Areas

AI

At Spyglass, we advance AI adoption through secure, scalable solutions, ranging from Copilot extensions to custom GPT agents. Our pre-built accelerators and comprehensive expertise across the full spectrum of AI and Power Platform solutions enable clients to unlock value efficiently and responsibly, ultimately delivering substantial business value.

Data

Our Data practice assists organizations in modernizing and unifying their data platforms through the utilization of tools such as Microsoft Fabric and Databricks. We prioritize scalable architecture, robust governance, and real-time insights to facilitate informed decision-making. Furthermore, we employ our proprietary prebuilt accelerators to expedite project delivery and improve quality.

Security

Our Security team works to strengthen your Microsoft cloud defenses with a proactive strategies across identity, data protection and compliance, and threat intelligence. We help you reduce risk, improve your overall security posture, and alignment with Zero Trust principles. Additionally, our governance expertise with tools like Microsoft Purview ensures your data remains compliant, secure, and well-managed across all platforms.

Managed Services/CSP

Through our Managed Services and CSP programs, we deliver flexible, tenant-aware support across Cloud, Data, AI, and Security. From roadmap planning to migrations, implementations, and issue resolution, we help you stay optimized and future-ready.

Spyglass Accelerators

AI Navigator

Spyglass AI Navigator is a comprehensive framework designed to accelerate your customers' AI journey—whether they're just beginning or scaling advanced initiatives. It integrates strategic planning and deployment tools, ROI calculators, and a modular code library with proven accelerators. This enables us to meet clients where they are and guide them toward their AI North Star with a secure, strategic, and responsible approach.

AI GENIE

The Spyglass AI GENIE is a pre-built accelerator package that we combine with our services to deliver a cost effective, secure, reliable, and flexible AI Platform that will grow with your needs in a fraction of the time.

Fabric LOOM

With Fabric LOOM, Spyglass can help you efficiently build, deploy, and manage data pipelines that adhere to Medallion standards, ensuring data quality, lineage, security, and compliance throughout the data lifecycle.

Copilot Flight Plan

We guide you through deploying Copilot for M365 to enhance business value and elevate your Copilot maturity. Our structured approach ensures a smooth deployment, empowering you to maximize the benefits of Copilot efficiently.

DocuGENIE

With DocuGENIE, Spyglass can help you rapidly extract, analyze, and operationalize insights from unstructured documents using AI—accelerating workflows, improving accuracy, and reducing manual effort across your document lifecycle.

Spyglass Resources

At Spyglass MTG, we provide a variety of resources to keep you informed and engaged on the latest trends and insights.

- Our **live webinars** offer interactive sessions with industry experts, allowing you to ask questions and gain valuable knowledge in real time.
- Our **Microtalks** deliver concise and impactful discussions, perfect for quick learning on relevant topics.
- Our **blogs** feature in-depth articles that explore key issues, best practices, and innovative ideas to help you stay ahead.

Whether you're seeking expert guidance, news and updates, or bite-sized learning opportunities, our resources are designed to support your growth and keep you connected to meaningful conversations.



Spyglass's 3-day Power Platform workshop was highly productive for our organization. Mary's hands-on approach and deep expertise helped us establish a solid foundation in AI and Copilot Studio, while also unlocking new capabilities in Power Apps. We're already seeing the impact in how our teams build and collaborate.

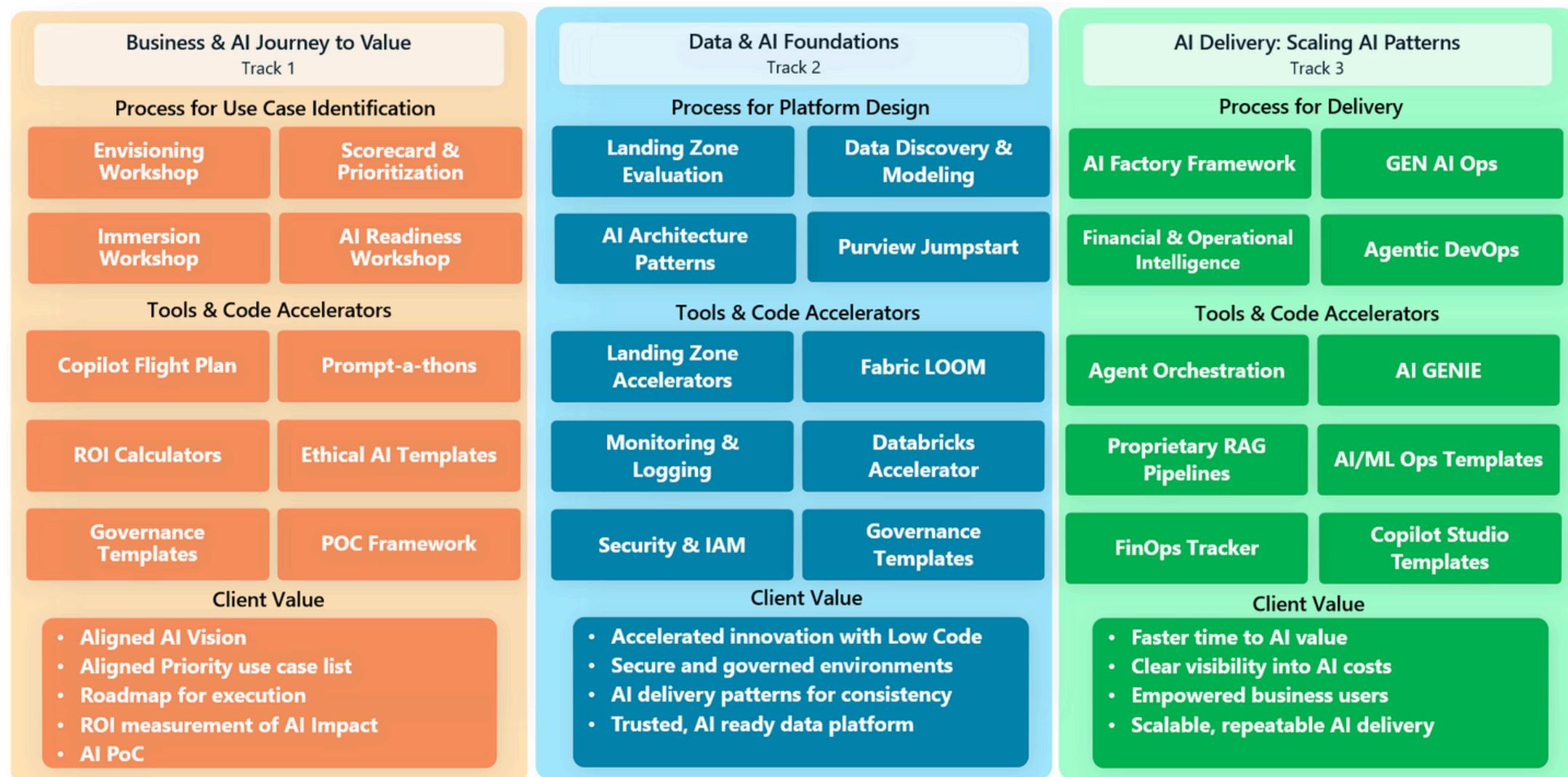
GEORGE RALLS
Power Platform Administrator, SNHU



Spyglass AI Navigator Framework

Spyglass’s AI Navigator Framework offers a comprehensive set of methodologies, tools, and code accelerators designed to give you a “starter kit” edge in developing AI solutions more quickly and effectively. **Navigator aligns with your organization’s current stage in the AI Journey**—covering everything from strategy and implementation to governance and continuous support—while guaranteeing **security, compliance, and measurable returns** on investment.

Process, Tools & Code Accelerators



Benefits at a Glance

At a high level, **AI Navigator helps organizations unlock real business impact through AI**. Across its three tracks—**Strategy, Foundations, and Delivery**—Navigator provides:

- **Business Alignment & Impact Focus:** Don’t fall into the trap of AI for AI’s sake. Navigator aligns AI initiatives with strategic business goals, prioritizes high-impact use cases, and **delivers measurable ROI**.
- **Accelerated Innovation:** Leverage our proven process to **accelerate your time to market by up to 50%**.
- **Cost Savings:** Deploy AI in the most cost-effective way utilizing our process and accelerators – **saving up to 60% of project cost** compared to building from scratch.
- **Governance & Compliance:** Embed **responsible AI practices, robust data governance, and security controls** from day one, ensuring compliance and ethical AI deployment.
- **Empowerment, Not Replacement:** Focus on making teams more effective, enabling people to work smarter and faster, **not replacing jobs**.

AI Navigator & AI Use Cases by Industry

Spyglass AI Navigator is more than a framework—it’s a proven catalyst for transformation across industries. Through targeted engagements and scalable delivery models, our clients have unlocked measurable value in sectors ranging from **healthcare and finance to manufacturing, higher education, retail, legal, and beyond**—empowering organizations to solve real-world challenges with AI-driven solutions.

Spyglass AI Navigator guides you from the spark of an idea to full-scale AI innovation. Whether you’re just starting out or scaling advanced solutions, our framework supports every step—strategy, development, deployment, and ongoing optimization. With access to our Innovation Hub Factory, you benefit from continuous agent development and the latest advancements in AI. Backed by proven processes, accelerators, and governance models, **Spyglass helps you reach your AI Northstar faster, safer, and with measurable impact.**

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

Healthcare 

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

Higher Ed 

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

FinServ 

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

Insurance 

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

Legal 

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

Retail 

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

Manufacturing 

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

Oil & Gas 



Offers, Competencies and Specializations:

To support scale and repeatability, Spyglass has published 20+ offers in **Azure Marketplace** and 25+ offers on **AppSource** across these technologies—enabling institutions to quickly engage with proven, production-ready solutions.



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
- Information Protection and Governance
- Threat Protection
- Build and Modernize AI Apps with Microsoft Azure



Microsoft Solutions Partner

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



Microsoft Cloud Solution Provider



I am happy to share our great experience with Spyglass MTG during our Azure, Application Migration, and Fabric journey. Their support and expert guidance helped us navigate these new technologies.

The team at Spyglass MTG understood our requirements and challenges. Their recommendations ensured a smooth transition for our applications and future infrastructure.

Throughout the entire process, Spyglass MTG provided solid support. Their deep bench of diverse technology experts was always available to us for any questions that arose.

I would recommend Spyglass MTG to anyone who wants a leg up in Azure & Fabric infrastructure build outs and application platforms.

SCOTT MCKEON
System Architect, GW&K Investment Management



Key Industries

At Spyglass, we are dedicated to supporting a diverse range of industries. Our expertise spans across several key sectors, including **Education (EDU)**, **Financial Services and Insurance (FSI)**, **Healthcare and Life Sciences (HLS)**, **Manufacturing, Retail and Consumer Goods (RCG)**, as well as **Oil, Gas, and Energy**.



Spyglass's deep expertise in Microsoft technologies and proactive remediation of security issues within M365 has made them a trusted and essential resource for myself and my clients in the cybersecurity space.

DARYL RINALDI
Partner, Information Security
Practice, TPP Global Services



Customer Testimonials



Spyglass provides us their Spyglass 365 – Microsoft Support solution. We work with them on all our Microsoft needs including support and small projects. They are always responsive and helpful whenever needed.

JUDY BERGERON
President, MTS Services



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.

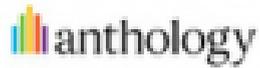
ALEX BURINSKIY
Senior Manager Cybersecurity,
CENGAGE



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
CTO, Research Results, Inc.

Customer Testimonials



I am happy to recommend Spyglass for their exceptional work in deploying Microsoft Identity (Entra ID) and Power BI services to our customer base. Their expertise and dedication were evident throughout the entire process, ensuring a seamless and efficient update for our customers to adopt our latest SaaS offering.

Spyglass's team displayed remarkable proficiency in handling the complexities of identity management. Their in-depth knowledge of Microsoft Identity (Entra ID) allowed them to effectively manage identity and access solutions, providing our customers with enhanced security and streamlined access management. The deployment was carried out with precision and attention to detail, minimizing disruptions and ensuring a smooth transition for all users.

Additionally, Spyglass's implementation of Power BI services empowered our customers to adopt our Analytics feature of the solution which leverages advanced data visualization tools, enabling better decision-making and insights for their institution. The team ensured that the deployment was tailored to our specific needs, resulting in scalable and repeatable process.



CHRIS FLINT

Director, Partner Development Manager,
Anthology



Working with Spyglass MTG over the past few years has been a pleasure. Their team has truly felt like an extension of ours, and their deep expertise in Microsoft technologies has played a key role in accelerating our digital transformation across Data and AI.

DEPUTY CHIEF INFORMATION OFFICER

Higher Education Institution



Spyglass completed the project and made sure we're set up for success. It was great working with the team, and our search experience is much improved.

IT MANAGER

Market Research Firm



Spyglass was instrumental in accelerating our team's transition to the cloud; helping us to learn about and take advantage of the capabilities of the Azure platform.

AVP, DATA & ANALYTICS

Insurance Firm



Endorsed by Microsoft: Testimonials



Spyglass MTG has been a key partner in helping us advance our Data and AI initiatives across U.S. Education. Their accelerators—Fabric LOOM and AI GENIE—have been instrumental in driving faster adoption and delivering real value across critical domains like data architecture, AI enablement, governance, and security. Their deep expertise and ability to operationalize ideal AI platforms make them a standout partner. I highly recommend working with Spyglass MTG to any Microsoft team looking to scale innovation with confidence.



BILL CAMPMAN

Director for Cloud & AI Solutions



Spyglass has been a standout partner for Microsoft's US Education business. Over the past year, their team has brought deep expertise across AI, Data, Copilot, and Security—helping us scale impactfully and deliver stronger outcomes for the institutions we serve. Whether supporting presales, events, or strategic enablement, Spyglass consistently shows up with clarity, commitment, and results. I encourage teams across Microsoft to explore what's possible with Spyglass as a trusted partner.



HETHER DANFORTH

Vice President, US State, Local and Education



Working with the Spyglass MTG team has been a true accelerator for our Innovation Hub engagements. They bring a rare blend of technical depth and customer empathy and consistently show up prepared, collaborative, and focused on outcomes, whether it's leading architecture sessions or co-designing Data, AI, or Modern Work solutions. Spyglass has become a trusted partner in helping us deliver high-impact, customer-centric engagements across the Boston region.



EDWIN GUARIN

Director Innovation Hub, Boston



Spyglass MTG has been one of the most dedicated and impactful partners I've had the pleasure of working with. Over the past three years, they've consistently delivered exceptional value to Microsoft and our customers. Their accelerators—AI GENIE, Fabric LOOM, Constellation, and Copilot Flight Plan—are powerful tools that help drive real outcomes across Data, AI, Governance, and Security. Spyglass is a hardworking, results-driven team that brings tangible benefits to every engagement.



FRANCESCO RIETTI

Director, Partner Development Manager



AI DESIGN WINS

Spyglass MTG AI projects that
Microsoft has recognized as AI
Design Wins



A Healthcare Company uses Azure OpenAI based BRAG solution to accelerate Medical Record Processing and Claims Submission

Customer Challenge

This Healthcare Company's manual review process for medical records was slow and error-prone, delaying patient care and insurance claims, which in turn delayed reimbursement payments and revenue recognition.

Solution

The solution involved using Azure OpenAI-based BRAG (Batch Retrieval Augmented Generation) application. This application utilized Document Intelligence to extract text from medical records, Azure OpenAI GPT v4 to interrogate the documents for relevant information, and Text Analytics for Healthcare to identify supporting medical information. The extracted information was then presented to the Healthcare Company's employees via Power BI for validation and claims filing. This solution ensured HIPAA compliance and maintained a strict audit trail of access.

Customer Impact

- Improved Patient Care: Devices were delivered to patients quicker, enhancing their respiratory care.
- Increased Cash Flow: The solution improved the accuracy of claims, speeding up the reimbursement process.
- Increased Revenue: The solution enabled the review of all records, identifying more candidates for needed treatments and devices.
- Increased Process Efficiency: The solution significantly reduced the time required for manual reviews, processing records in seconds and identifying key pages for review.

AI DESIGN WINS

A Higher Education Institution utilizes Azure OpenAI solution to address University Admissions Efficiencies

Customer Challenge

The University faced internal demand from their Admissions Department to leverage AI for delivering application response efficiencies. They aimed to improve their admissions review and decision processes to stay competitive in the higher education sector

Solution

The University, with support from Microsoft and Spyglass, developed an Azure AI Landing Zone and application tailored for their Admissions Department. This solution included functionalities such as secure access via API Manager, a branded GPT chat interface, and a production reporting dashboard for admins. The AI-driven application was designed to streamline the admissions process and provide broader GPT chat access to faculty.

Customer Impact

- Significant reduction in time and effort spent on reviewing and developing personalized responses.
 - Positive feedback from the Admissions Department, who leveraged the solution for their most recent student admissions cycle and are eager to continue using it.
 - Acknowledgment from prospective students, with at least one student expressing gratitude for the personalized response they received.
-

Global Commercial Insurance Company Implements Flexible Organization Wide Generative AI Application Platform

Customer Challenge

An insurance company wanted to leverage AI to enhance business productivity and efficiency. They needed a secure environment for Open AI usage and a development platform for custom AI applications. They also needed to protect their intellectual property and ensure proper governance of AI usage.

Solution

The insurance company, with support from Microsoft and Spyglass MTG, built an Azure AI Landing Zone. This solution included secure and scalable APIs, encryption, authentication, role-based access control, auditing, and logging. It provided scalability and flexibility for various business scenarios.

Customer Impact

- Secure access to ChatGPT and high-value documents.
- Quicker decision-making, improving customer and business outcomes.
- Implementation of Spyglass MTG AI GENIE Solution Accelerator.
- Expanded access to additional groups at the insurance company.

AI DESIGN WINS

A Medical School uses Azure Open AI for multiple strategic internal projects

Customer Challenge

A Medical School embarked on this foundational AI initiative due to their internal strategic goals. They recognized that competitors were leveraging AI to enhance business productivity and efficiencies. The University aimed to provide a secure environment for Open AI usage and a development environment for internal developers to build custom AI applications backed by large language models.

Solution

The University sought joint support from Microsoft and Spyglass MTG to build an Azure AI Landing Zone. This solution leveraged API Manager to expose large language models (LLMs) as secure and scalable APIs that a branded chat client and other applications could consume. The holistic AI solution was designed to be used for research projects by faculty across the University.

Customer Impact

- **Secure AI environment:** The solution provided a secure AI landing zone with features like encryption, authentication, role-based access control, auditing, and logging.
- **Scalability and flexibility:** The landing zone enabled the University to use different types of large language models depending on their specific needs and scenarios.
- **Enhanced research capabilities:** Researchers at the University now have access to GPT models to advance their projects.
- **Effective management:** IT Administrators can effectively manage AI resources and distribution to the University faculty.

A Higher Education Institution democratizes generative AI for faculty and researchers to ignite innovation and accelerate research

Customer Challenge

A University faced external competition and internal strategic goals that necessitated leveraging AI to enhance productivity and efficiency. They aimed to democratize generative AI for faculty and researchers to ignite innovation and accelerate research.

Solution

The University collaborated with Microsoft and Spyglass to build an Azure AI Landing Zone using API Manager to expose large language models (LLMs) like GPT-4 and Llama as secure and scalable APIs for a branded chat client and other applications. This holistic AI solution was designed for faculty use across the University.

Customer Impact

- **Enhanced AI Access:** Researchers and faculty can access AI models on demand more efficiently and securely.
- **Accelerated Research:** The solution fosters innovation and accelerates research at the University.
- **Improved Productivity:** The AI Landing Zone and chat interface development enhance productivity and efficiency.
- **Structured Resource Management:** The Azure AI Landing Zone provides a structured and consistent manner to build and deploy AI applications.

FABRIC WIN WIRES

Spyglass Microsoft Fabric projects that earned Microsoft Recognition

Data & AI

WinWire Announcement



A Healthcare Company selects Microsoft Fabric to facilitate data transfer for product/patient lifestyle

Customer Challenge

A healthcare company needed to enhance their digital transformation and data management. They faced challenges with data synchronization, ingestion, and centralized storage across various systems used in their product/patient lifecycle.

Solution

To address these challenges for the healthcare company, the Spyglass leveraged Microsoft Fabric and Spyglass LOOM solution accelerator to build a new platform. The plan involved utilizing a Medallion architecture to create a central Lakehouse and feed cleansed, curated data into a Gold Layer modeled data structure. This new unified platform centralized numerous disparate databases and systems, providing a robust foundation for reporting and analytics.

Customer Impact

- Improved data management with centralized storage and consistent data processing.
- Reliable decision-making through a single source of truth.
- Accurate billing with aggregated datasets.
- Enhanced reporting with comprehensive dashboards and business-ready datasets.
- Scalable governance ensuring proper security and data consumption patterns.



FABRIC WIN WIRES

A Higher Education Institution Adopts Microsoft Fabric to revolutionize their data and information management practices

Customer Challenge

A University was an early adopter of Synapse Analytics as their data platform and sought to modernize their data environment. They aimed to leverage data to drive innovation and excellence in education and research across the University.

Solution

Spyglass MTG worked with the University to assess, envision, design, and initially deploy POC use cases in Microsoft Fabric based on their existing workloads in Synapse Analytics. The solution involved deploying a secure development Fabric solution to support their Power BI reporting solutions and educating the University on the various capabilities of Microsoft Fabric. This enabled the University to create a roadmap for a full migration from Synapse to Fabric.

Customer Impact

- The University can unlock the full potential of their data assets and drive innovation across teaching, research, and administration.
- The project includes education and knowledge transfer to the University's resources, enabling their adoption of the solution and preparing them for future expansion.
- The University is exploring the path toward a fully productionalized Microsoft Fabric solution and migration of workloads from Synapse Analytics to Microsoft Fabric.

A Global Commercial Insurance Company Migrates SUS Datamart to Microsoft Fabric

Customer Challenge

A global commercial insurance company, needed to modernize their data platform to stay competitive but struggled with implementation and adoption.

Solution

Microsoft and Spyglass MTG helped FM build a modern data platform using Microsoft Fabric and Spyglass MTG's Fabric LOOM to streamline data management and analytics.

Customer Impact

- Increased data collaboration within the enterprise.
- Reduction in engineering effort for future pipelines due to the Spyglass Loom accelerator.
- Additional business lines are already underway for deployment

FABRIC WIN WIRES

A Higher Education Institution Enhances Digital Learning with Microsoft Fabric

Customer Challenge

A University struggled with fragmented digital systems, inefficient data processing, and security risks. Their SIS, LMS, and CRM operated in silos, making it hard to have a unified view of student data and hindering decision-making.

Solution

The solution involved integrating these systems into a unified Microsoft Fabric environment, enhancing data governance and security, and improving data management and analytics capabilities. This included setting up secure Azure tenant settings and training staff.

Customer Impact

- Improved operational efficiency by centralizing data from various sources.
 - Enhanced reporting and analytics capabilities.
 - Provided a single end-to-end analytics platform for comprehensive reporting and real-time data visualization.
 - Ensured data quality and usability through the development of a medallion structure for data ingestion, transformation, and storage.
-

A Higher Education Institute adopts Microsoft Fabric to revolutionize their data and information management practices.

Customer Challenge

The University sought a future-proof analytics environment to better analyze and predict student success by integrating several source systems and fostering a collaborative environment for enhanced data-driven decision-making.

Solution

Spyglass MTG worked with the institution to implement a centralized analytics hub on Microsoft Fabric, leveraging Spyglass' LOOM, a foundational accelerator for data processing on Fabric. This implementation enabled key features and benefits of Microsoft Fabric, including advanced AI capabilities and fostering innovation. LOOM significantly accelerated Fabric consumption, achieving milestones in hours that previously took over three months.

Customer Impact

- Enhanced Data Inquiry: AI-powered tools in Power BI enable intuitive data exploration and deeper insights.
- Streamlined Transformation: AI in Microsoft Fabric automates data transformation, reducing manual effort.
- Centralized Data Space: Microsoft Fabric provides a centralized data space for collaboration and resource allocation.

FABRIC WIN WIRES

A Higher Education Institution adopts Microsoft Fabric to revolutionize their data and information management practices

Customer Challenge

This University operates an on-premises data warehouse and is evaluating Microsoft Fabric to modernize and scale their analytics across the organization.

Solution

Spyglass MTG worked with the University to implement the foundational reference architecture for data processing on Microsoft Fabric. This includes defining and implementing data structures, building pipelines/notebooks, and assisting in semantic layer design and development. The project also involves applying proper security and data consumption patterns, as well as providing education and knowledge transfer to the university's resources.

Customer Impact

- Reduction of data silos, promoting data sharing and collaboration across departments.
 - Enhanced reporting and analytics capabilities for improved data-driven decision-making.
 - Improved collaboration across teams, positively impacting workflows and providing a single source of truth for reliable decision-making.
-

A Higher Education Institution Commits to Flexible Organization Wide Fabric Platform

Customer Challenge

A University needed to enhance their AI and Data initiatives to stay competitive and provide a secure environment for AI usage. They faced challenges in implementing an AI/Data solution and ensuring proper governance of AI usage.

Solution

NU partnered with Microsoft and Spyglass MTG to create a comprehensive Data and AI landing zone. This included developing AI assistants, ensuring governed data access, and leveraging Fabric for a single source of truth for AI solutions.

Customer Impact

- Simplified data pipeline orchestration.
- Expanded access to additional groups at NU.
- Saved up to 50% of time and cost with AI Genie Solution Accelerator and Microsoft Fabric Loom Accelerator.
- Partner Led Funding contributed \$75k to services cost reduction.



Copilot Win Wire

A Higher Education Institution Enhances Digital Transformation with Microsoft Copilot

Customer Challenge

A University struggled with managing large volumes of data and enabling smooth cross-department collaboration. They needed a solution to boost productivity, streamline data handling, and support better decision-making.

Solution

Spyglass MTG integrated Microsoft Copilot into the University's Microsoft 365 suite—Word, Excel, PowerPoint, Outlook, and Teams. Custom plugins connected Copilot to UNT's finance, sales, and HR systems. The rollout included planning, integration, training, and ongoing support, enabling the University to automate tasks, manage data more effectively, and collaborate seamlessly.

Customer Impact

- **Productivity:** Routine tasks were automated, freeing staff for strategic work.
- **Data Insights:** Advanced analysis improved decision-making.
- **Collaboration:** Teams worked more efficiently and shared information easily.
- **Innovation:** AI tools empowered UNT to pursue new growth opportunities.



COPILOT WIN WIRES

Transforming Operation with AI: A Retail Company's Success with Copilot Studio

Customer Challenge

A retail company faced workflow inefficiencies, rising operational costs, and low employee engagement due to repetitive tasks. They also needed to enhance customer experience and drive growth in a competitive market.

Solution

The engagement followed three phases using Copilot Studio:

- **Inspire:** Introduced possibilities with Copilot Studio and aligned on goals.
- **Assess:** Evaluated AI readiness, identified high-impact use cases, and defined strategic objectives.
- **Design:** Created tailored AI solutions, built agents, and delivered actionable recommendations.

Customer Impact

- **Productivity:** Automation freed employees for higher-value work.
 - **Cost Savings:** Efficiency gains led to significant savings.
 - **Employee Engagement:** Reduced mundane tasks improved satisfaction and retention.
 - **Business Growth:** AI solutions enhanced customer experience and accelerated growth.
-

Copilot for Microsoft 365 & Copilot Studio at a Healthcare Institution

Customer Challenge

A University Health Institution purchased a significant number of Copilot for Microsoft 365 licenses and identified use cases for Copilot Studio to enhance the employee experience. However, they faced challenges in deployment, security, training, and achieving the expected return on investment.

Solution

Spyglass collaborated closely with the Health Institution's users, administrators, and stakeholders to define targeted use cases and articulate the business value of Copilot for Microsoft 365 and Copilot Studio. They assessed existing data governance strategies and recommended improvements to enhance security and monitoring. Spyglass also provided training and resources to support staff and end users, and developed a support ChatBot to address common questions and drive adoption of Copilot capabilities.

Customer Impact

- Increased user adoption and perceived value of Copilot tools
- Reduced onboarding burden through ChatBot support
- Improved productivity via targeted training
- Strengthened data governance and compliance visibility

COPILOT WIN WIRES

Copilot for M365 at a Higher Education Institution

Customer Challenge

A Higher Education Institution purchased a significant number of Copilot for Microsoft 365 licenses (~1000) along with bumping up to an A5 licensing model. They struggled with their ability to deploy, secure, train, and see the return on investment they were looking for from their users.

Solution

Spyglass worked with the University's users, admins, and stakeholders to define Copilot for Microsoft 365 use cases and demonstrate business value. This included assessing data governance strategies, enhancing security and monitoring, delivering user training, and developing a support ChatBot to boost adoption and address user questions.

Customer Impact

- Increased Copilot license usage and user-perceived value
- ChatBot reduced onboarding team workload by answering common employee questions
- Training empowered users to get more out of Copilot features
- Reporting and governance controls improved data oversight for admins and compliance teams



At Microsoft, we deeply value our partnership with Spyglass, whose expertise and trusted guidance help our customers unlock the full potential of their technology investments. Whether it's accelerating time to value with Microsoft 365 A5 or standing up a robust data platform like Microsoft Fabric, Spyglass brings the governance, compliance, and strategic insight needed to drive meaningful outcomes.

MELISSA MATTHEWS

Strategic Account Director, Microsoft



I am excited to recommend Spyglass MTG as a specialist Microsoft Data and AI partner. Over the past year, we have worked together on several opportunities and joint webinars, where I am consistently impressed by their expertise and innovation. Their team has a deep understanding of data management and AI, transforming our opportunities with practical, effective solutions and strategic insights. Their proactive approach and commitment to transparency have built a strong, trusting relationship.

EMIGDIO ILLUECA

Senior Azure Data/AI SSP, Microsoft





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www.spyglassmtg.com



Lincoln, RI

Thank You



SPYGLASSMTG



Microsoft
Partner