



SPYGLASSMTG INNOVATION HUB

YOUR DEDICATED INNOVATION TEAM. **READY FROM DAY ONE.**

Inspired by the Forward Deployed Engineering model pioneered by the world's leading AI organizations, the Spyglass Innovation Hub embeds a dedicated team of experts directly within your business to accelerate outcomes, reduce risk, and continuously deliver value.

The expertise to move from strategy to production without waiting months to hire, assemble, and manage a specialized internal team.

Combining Data, AI, Cloud, Security, and Engineering expertise, the Innovation Hub works inside your business to prioritize the highest-value opportunities, accelerate time to value, and remain accountable for measurable outcomes.

Unlike traditional project-based consulting, the Innovation Hub does not disappear after delivering a roadmap or isolated solution. Spyglass works as one team with yours, carrying knowledge, context, and accountability forward across every initiative.

WHY ORGANIZATIONS **NEED A DIFFERENT MODEL**

Innovation often slows between ambition and execution. Internal teams face competing priorities, specialized talent is difficult to assemble, and disconnected projects create technical debt rather than sustained momentum.

The Innovation Hub closes that gap with an embedded team that can move continuously from idea to production while strengthening your organization along the way.

ONE TEAM. **CONTINUOUS VALUE.**

PRIORITIZE WHAT MATTERS

Align investments to the initiatives with the greatest business value, readiness, and strategic impact.

MOVE FROM IDEAS TO OUTCOMES

Apply experienced architects, engineers, and platform specialists to accelerate discovery, design, implementation, and adoption.

FLEX AS PRIORITIES CHANGE

Adjust capacity and expertise without repeatedly recruiting, onboarding, or beginning with a new vendor team.

BUILD LASTING CAPABILITY

Transfer knowledge throughout delivery so internal teams become stronger while institutional knowledge continues to grow.

INNOVATION HUB EXPERTISE:

- ✓ Data & AI Strategy
- ✓ Modern Data Platforms
- ✓ AI & Copilot Solutions
- ✓ Cloud & Engineering Services
- ✓ Security & Governance

Innovation should not restart with every project. The Innovation Hub creates the team, operating rhythm, and technical foundation to keep it moving forward.

A FORWARD-DEPLOYED MODEL BUILT AROUND YOUR BUSINESS

ONE UNIFIED TEAM. CONTINUOUS INNOVATION.

The Innovation Hub operates as an extension of your organization, connecting business priorities to the strategy, architecture, engineering, governance, and adoption needed to produce meaningful results.

BUILT FOR **CONTINUOUS INNOVATION**

ALIGN

Identify priorities, define measurable outcomes, and build a shared roadmap.

ARCHITECT

Establish scalable architecture, security, governance, and technology standards.

ONE UNIFIED
TEAM

SPYGLASSMTG
+
THE CLIENT

BUILD

Use blended delivery teams, reusable accelerators, and modern engineering practices to move solutions into production.

ADOPT & OPTIMIZE

Drive adoption, measure impact, transfer knowledge, and continuously refine the backlog.

WHY NOW?

Most AI and data initiatives stall between vision and production.

ORGANIZATIONS FACE:

- **COMPETING PRIORITIES**
- **ADOPTION CHALLENGES**
- **LIMITED AI EXPERTISE**
- **INTEGRATION COMPLEXITY**

The industry's answer is Forward Deployed Engineering: embedded teams that own outcomes, work inside the business, and continuously deliver value. Spyglass has been delivering this model for years through the Innovation Hub.

- MICROSOFT FRONTIER PARTNER • MICROSOFT INNOVATIONHUB PARTNER
- DATA & AI PARTNER ADVISORY COUNCIL • FABRIC VOICE MEMBER
- 5 SOLUTION DESIGNATIONS • 11 ADVANCED SPECIALIZATIONS • 90% REPEAT BUSINESS
- 80% OF NEW BUSINESS CO-SOLD WITH MICROSOFT

WHY FORWARD DEPLOYED TEAMS DELIVER BETTER OUTCOMES

EVERYTHING THE MARKET SAYS A FORWARD-DEPLOYED TEAM
SHOULD DO, THE INNOVATION HUB ALREADY DELIVERS.

EMBEDDED, NOT ADJACENT

Spyglass works within the client's priorities, environment, and operating realities rather than delivering recommendations from the outside.

ACCOUNTABLE TO OUTCOMES

Capacity and initiatives are planned around measurable business impact, not a predetermined list of disconnected deliverables.

FIXED CAPACITY, FLEXIBLE SCOPE

The organization gains budget control while retaining the ability to redirect expertise toward the highest-value priorities.

EXPERTISE THAT SCALES

Platform managers, senior architects, engineers, and specialized experts can be aligned as needs evolve.

GOVERNANCE BUILT IN

Security, architecture, delivery standards, and responsible AI guardrails are integrated throughout the engagement.

KNOWLEDGE THAT COMPOUNDS

The team retains context across initiatives, reducing repeated discovery and strengthening long-term execution.

**BUILD THE TEAM YOU NEED TODAY,
ACCELERATE THE OUTCOMES THAT MATTER NOW,
AND CREATE AN INNOVATION CAPABILITY THAT BECOMES
MORE VALUABLE OVER TIME.**

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Rather than managing disconnected projects and competing priorities, we gained an embedded team that continually advanced our goals, accelerated execution, and helped turn innovation into a repeatable capability across the organization.

- TECHNOLOGY EXECUTIVE
Global Law Firm

YOUR INNOVATION TEAM. **READY TODAY.**