We Help The World Work

Moving Businesses Forward

A Company That Takes the "Long View"

Long View

Built to Serve North America

Over 1,300 Employees (1000+ Technical)

Est. 1999

Privately Owned

Success Through Strategic Partnerships

Complete Microsoft Alignment

About Long View

Our recognitions and exclusive Microsoft community memberships highlight Long View's leadership in secure AI adoption and cloud transformation, reaffirming our role as Microsoft Canada Partner.

Advancing AI Business Solutions

Moving Business Forward with Secure, Scalable AI Innovation

Recognized as Microsoft Canada Scale Partner of the Year 2025, Long View leverages deep expertise to help organizations adopt Microsoft Copilot, Business Applications, and cloud solutions with measurable outcomes.

26 Years
Of Proven Microsoft Expertise

1,300
Team Members Worldwide

7
DYNAMICS 365 F&O ARCHITECT EXPERTS

5
POWER PLATFORM SOLUTION ARCHITECT EXPERTS

4
DYNAMICS 365 BC FUNCTIONAL CONSULTANT ASSOCIATES

35
MICROSOFT 365 FUNDAMENTALS CERTIFIED TEAM MEMBERS

37
ENDPOINT ADMINISTRATOR ASSOCIATES

Our FY'26 AI Business Solutions Priorities

Driving AI Business Growth with CSP Powered Transformation

Long View

LEAD WITH COPILOT

We drive deeper customer penetration with Copilot and agentic solution integration.

SCALE AI ADOPTION

We drive core business momentum with growth across AI workforce & AI business process.
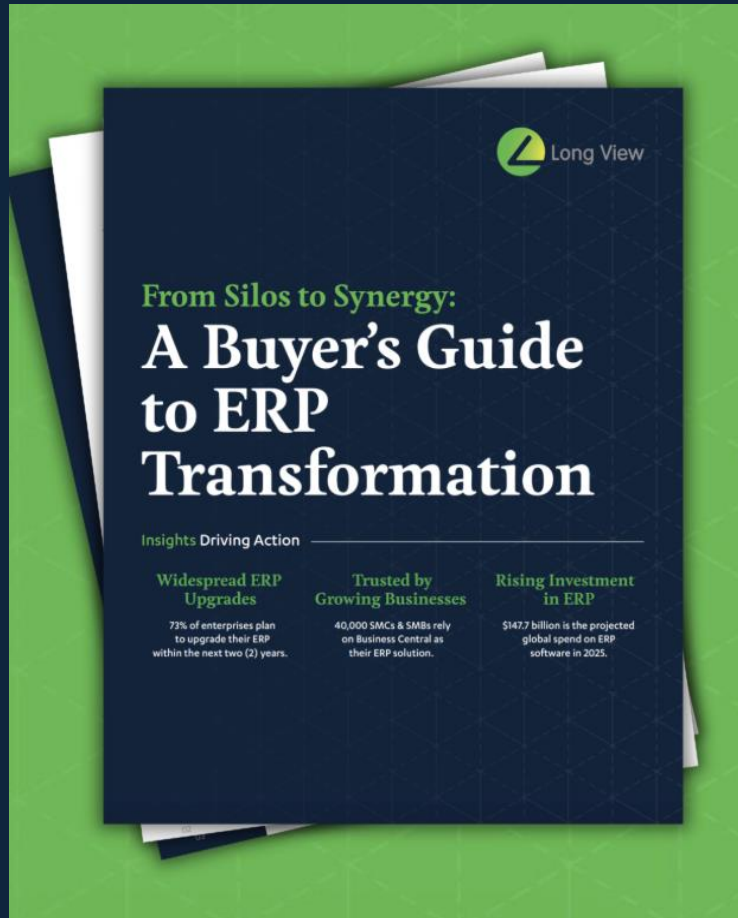
MICROSOFT + CSP

We advise, deploy, grow and enable adoption of AI with our end-to-end CSP expertise.

DELIVER INDUSTRY-SPECIFIC VALUE

We bring deep industry focus to every engagement, shaped by real-world experience and proven success.

ERP Transformation Guide

Strategic Content
Long View's ERP Buyer's Guide delivers key insights and data that **highlight the cruciality of centralizing operations with modern ERP solutions.**

Partner Excellence
By creating high-value resources, Long View **helps customers understand the impact of Microsoft's modern, cloud-based technologies**.

Business Impact
This kind of thought leadership builds trust, **drives awareness, and opens doors to new business**.

[ENABLE ERP TRANSFORMATION](#)

Long View's Winning Formula

Delivering Cloud & AI Excellence with CSP

Long View

Leverage CSP Incentives

Unlock cost savings and drive value through Microsoft's Partner programs.

Lead with CSP

Use CSP as the front-door motion to win and grow client relationships.

Integrate AI

Build an AI workforce and seamless AI business processes.

Differentiate with Microsoft Cloud

Stand out using CSP flexibility and Microsoft Cloud's capabilities.

Long View Client Success Story
Manufacturing & Engineering

Caltech | **Long View**

Caltech replaced its outdated Dynamics NAV ERP system with Dynamics 365 Business Central, transforming efficiency and reinforcing security.

MICROSOFT CONSUMPTION
Complete ERP Overhaul

INDUSTRY
Geomatics Services

HIGHLIGHTS

- **Replaced Dynamics NAV with Dynamics 365 Business Central** to streamline processes and operations.

- **Conducted smooth API integration** with existing tools like Aimsio and SharePoint Connector to maintain continuity without disruptions.

CUSTOMER WINS

- **Improved controls** in purchasing processes.

- **Advanced insight into spending** with new purchase order module, reducing unnecessary expenditures and streamlining approval workflows.

NEXT STEPS

- **Incorporate advanced features like AI and improved data analytics** with Power BI integration to support strategic decision-making.

Long View Client Success Story
Managed IT Services Company

impact **Long View**

Impact Networking modernizes its internal IT systems by deploying Dynamics 365 Finance & Operations, streamlining operations and laying the foundation for scalable growth.

MICROSOFT VALUE
Expanded D365 Usage

INDUSTRY
IT Services

HIGHLIGHTS

- **Rolled out Dynamics 365 F&O as a live POC** for Dot Security, Impact's cybersecurity division.

- **Corrected legacy system issues from a previous partner** through close collaboration with Microsoft.

- **Built a scalable, multi-entity system** designed to support future growth across the Impact organization.

CUSTOMER WINS

- **Streamlined payroll, invoicing, and HR processes**, reducing manual effort and boosting efficiency.

- **Improved productivity and operational clarity** across departments.

- **Positioned for scalable growth** with a flexible system architecture.

NEXT STEPS
Phase 2 will expand adoption and is expected to drive an **increase in Microsoft F&O licenses.**

Long View Client Success Story
Healthcare Technology

BridgesEXP™ powered by self.me   **Long View**

Bridges EXP modernizes operations by implementing Microsoft Dynamics 365 Business Central, replacing legacy systems and streamlining financial and order management processes.

MICROSOFT VALUE	INDUSTRY
Implementation of Dynamics 365 Business Central	**HealthTech**

HIGHLIGHTS

- **Seamless integration** between Microsoft Dynamics 365 CE and Business Central.

- **Replaced Sage** and in-house solutions with a unified, scalable platform.

- **Delivered ERP modernization** and transformation in just four (4) months.

CUSTOMER WINS

- **$8,000 annual savings** in Business Central licensing costs.

- **Automated order management** and financial processes, reducing manual effort.

- **Achieved significant operational efficiency** and scalability.

NEXT STEPS
Expand capabilities by integrating Azure services and a Data Warehouse.

Long View Client Success Story
Utilities

Alectra Utilities to modernize device management by implementing Microsoft Intune and Windows Autopilot, replacing legacy SCCM systems and enabling efficient, scalable operations.

MICROSOFT VALUE
Increase Azure usage by replacing SCCM

INDUSTRY
Utilities

HIGHLIGHTS

- Replaced legacy SCCM server-based technology with **cloud-based Intune and Autopilot**.

- **Enabled cloud-native transformation** and simplified environment maintenance.

- **Increased Azure consumption** by leveraging existing licenses and cloud infrastructure.

CUSTOMER WINS

- **Improved device provisioning efficiency** and reduced IT workload.

- **Minimized downtime** with automated updates and enhanced application distribution.

- **Integrated advanced analytics** to further enhance security and optimize device management.

Long View Client Success Story
Oil & Gas

TAQA **Long View**

TAQA North adopts Microsoft 365 Copilot after validating business value and security readiness to enable secure, scalable AI productivity.

MICROSOFT VALUE
$25K in Annual Copilot Licensing Revenue

INDUSTRY
Oil & Gas

HIGHLIGHTS

- ✅ **Validated Copilot's business value** and security posture with a three (3)-month engagement.

- ✅ **Delivered Microsoft-funded workshops** for Copilot Vision & Value and Data Security Readiness.

CUSTOMER WINS

- ✅ **Identified key personas and use cases** to maximize Copilot's impact.

- ✅ **Enhanced corporate data security** and compliance.

- ✅ **Positioned for secure, scalable AI adoption** in Oil & Gas.

NEXT STEPS   **Expand innovation by testing Copilot in real-world scenarios before broader deployment.**

Long View Client Success Story
Travel & Leisure

Xanterra transitioned to a new Cloud Solution Provider and implemented Microsoft 365 Copilot, modernizing operations, boosting security, and driving significant efficiency gains.

MICROSOFT VALUE
$350K in Copilot Licensing Revenue

INDUSTRY
Travel

HIGHLIGHTS

- ✅ **Migrated 2,800 Microsoft 365 E3 licenses** from a previous provider to Long View, **800 new E3 licenses** and **558 Copilot licenses**.

- ✅ **Delivered two (2) security workshops, a Copilot pilot program, and a complete Copilot.**

CUSTOMER WINS

- ✅ **Saved $102,000 in anticipated annual costs** with the new CSP.

- ✅ **$500,000 in operational efficiency gains** from Copilot.

- ✅ **Expected 35% increase in productivity** through Copilot adoption.

NEXT STEPS
Expand with an MSSP approach and invest in data modernization with a Fabric implementation.

Long View Client Success Story

Public Sector

Microsoft engaged Long View to lead a $108K CAD Copilot enablement program for the Region of Durham, resulting in high satisfaction, active usage, and a repeatable model now expanding across Canadian municipalities.

MICROSOFT VALUE
$108K Copilot Enablement Program

INDUSTRY
Municipal Government

HIGHLIGHTS

- **Delivered advanced training, governance,** and a **Center of Excellence.**

- **Enabled 130 Copilot licenses** with **92% pilot satisfaction.**

- **Built a scalable public sector framework** for AI adoption**.**

CUSTOMER WINS

- Region of Durham **achieved high Copilot engagement** and satisfaction.

- **Established a repeatable model** for public sector Copilot deployment.

NEXT STEPS
Continue scaling Copilot enablement across Canadian municipalities using Long View's proven public sector framework.

Long View Client Success Story

Energy

Pemex Deer Park undergoes digital transformation, boosting productivity, and generating $36K USD in annual licensing revenue through strategic Copilot adoption and Microsoft-funded support with Long View.

MICROSOFT VALUE
$36K in Copilot Licensing Revenue

INDUSTRY
Energy

HIGHLIGHTS

- **Delivered Copilot Vision & Value Workshop** ($5K), **Data Security Engagement** ($4.5K), and **Proof of Value Pilot** ($16.5K).

- **Enabled 100 Copilot licenses** and launched Pemex's generative AI journey.

CUSTOMER WINS

- **Accelerated productivity and innovation** with Microsoft 365 Copilot.

- **Established a secure foundation** for broader Copilot deployment.

- **Strengthened organizational readiness** and innovation capacity.

NEXT STEPS

Scale Copilot usage across Pemex and deepen AI-driven transformation initiatives.

AI Business Process

SALES TRANSFORMATION WITH AI

- COPILOT FOR SALES
- D365 SALES
- COPILOT
- D365 CONTACT CENTER
- COPILOT STUDIO
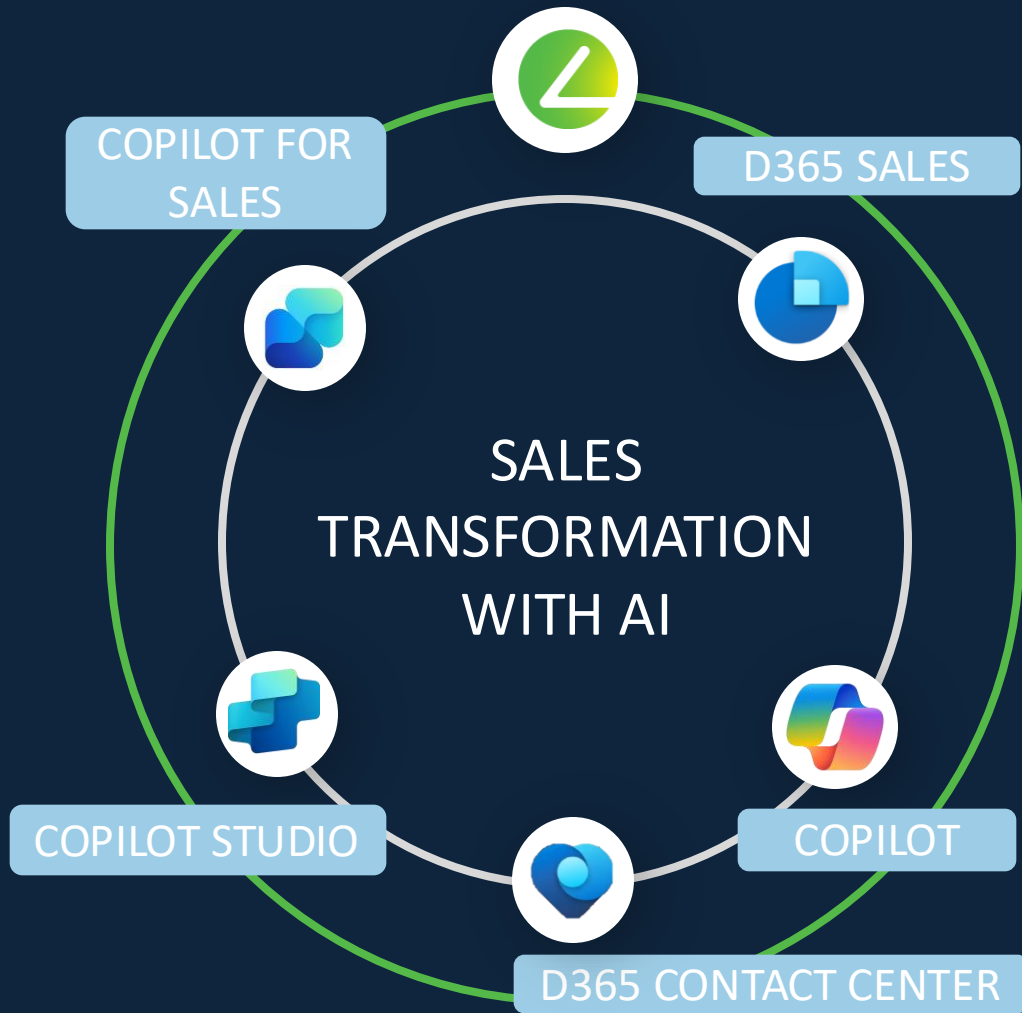
Drive impactful and sustainable sales transformation with our AI-first practice, increasing value with AI and agent integration.

D365 SALES IN 16-WK: Accelerate implementation for a robust deployment of Dynamics 365 CE Sales in 16 weeks.

SALESFORCE MIGRATION: Migrate from Salesforce to transform sales strategy to fast-tracked deal progression with D365 Sales & Copilot.

COPILOT FOR SALESFORCE: Layer Copilot on Salesforce CRM to streamline sales operations, improve productivity, and automate manual tasks with AI-powered tools.

AI Business Process

Microsoft Solutions Partner — Business Applications

Long View

SERVICE TRANSFORMATION WITH AI

COPILOT FOR CS

D365 FIELD SERVICE

COPILOT

COPILOT STUDIO
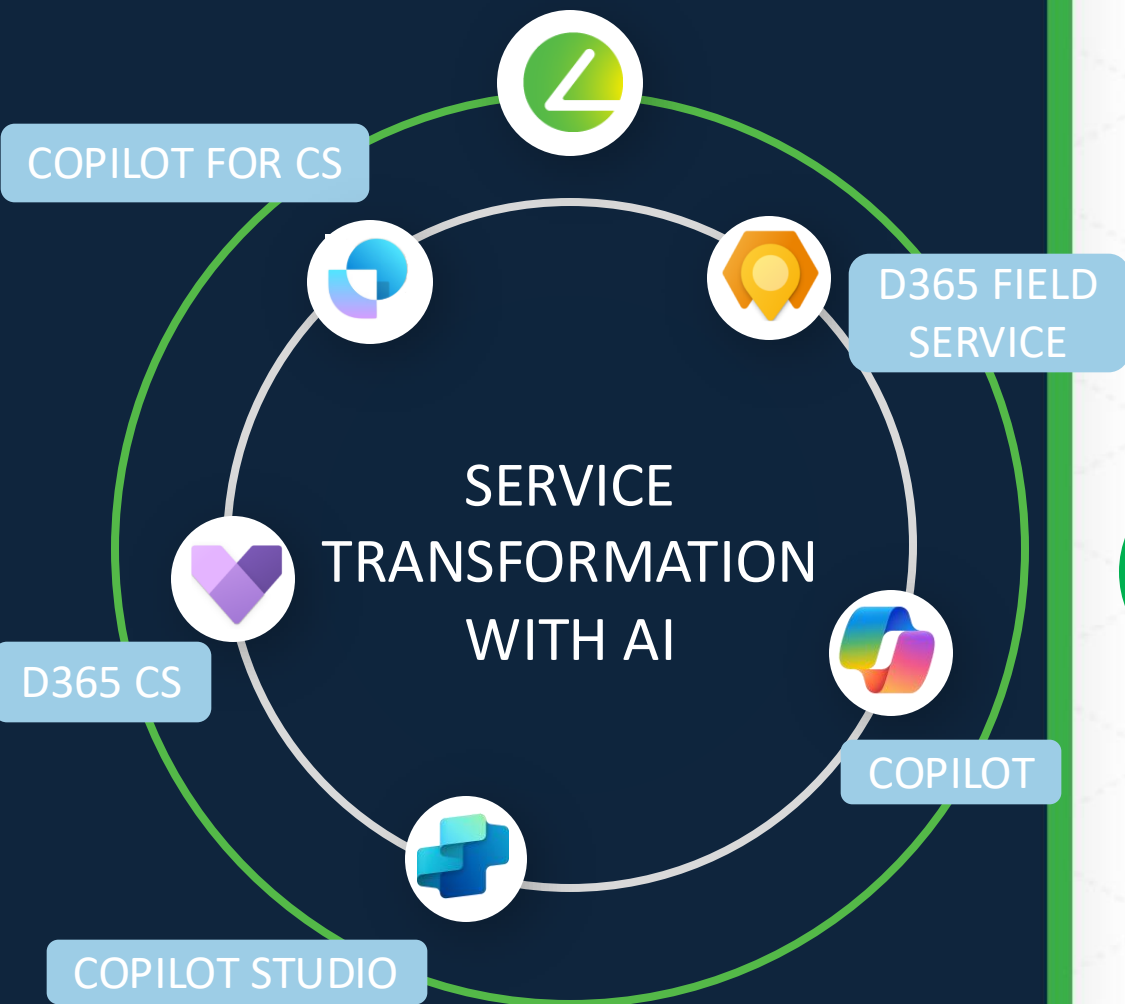
D365 CS

As AI advisors, we help transform service operations by designing environments that support AI-driven applications.

D365 CS IN 16-WK (CS16): Unify cross-functional support for the entire contact center and the customer service journey for a world-class customer experience.

AI Business Process

Microsoft Solutions Partner
Business Applications

Long View
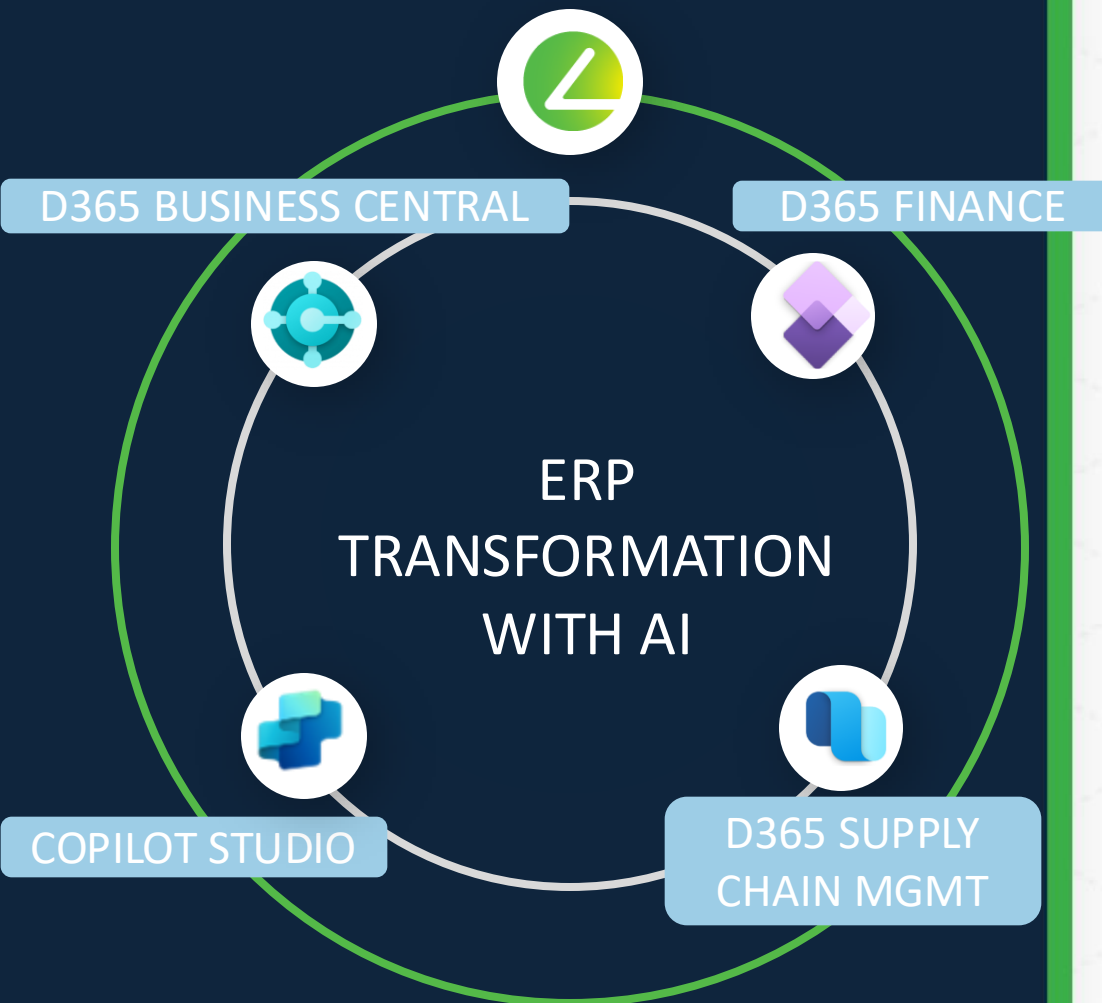
Bringing AI, agents, and connected data into the flow of work to support better decisions and stronger execution.

ERP TRANSFORMATION WITH AI

- D365 BUSINESS CENTRAL
- D365 FINANCE
- COPILOT STUDIO
- D365 SUPPLY CHAIN MGMT

D365 FINANCE IN 24-WK (F24): Maximize financial visibility and profitability while automating and modernizing financial operations with an accelerated adoption.

SYSTEMONE: Managed service with Tier 2/3 support and proactive maintenance to optimize the performance, security, and efficiency of Dynamics 365.

ERP 1-DAY ASSESSMENT: Conduct a transformative financial environment assessment to determine the D365 platform fit for your workplace needs including CE.

BUSINESS CENTRAL IN 12-WK (BC12): Implement core finance functions with a rapid and effective Business Central deployment in 12 weeks.

AI Workforce

Enhance productivity, amplify creativity, customize workplace collaboration with Copilot through adoption driving solutions:

COPILOT IN 90: Enable AI readiness and security with a rollout fueled by governance and change management best practices.

COPILOT KNOWLEDGE AGENTS IN 10: Build customized AI agents to support the new era of work by bringing workplace systems to life.
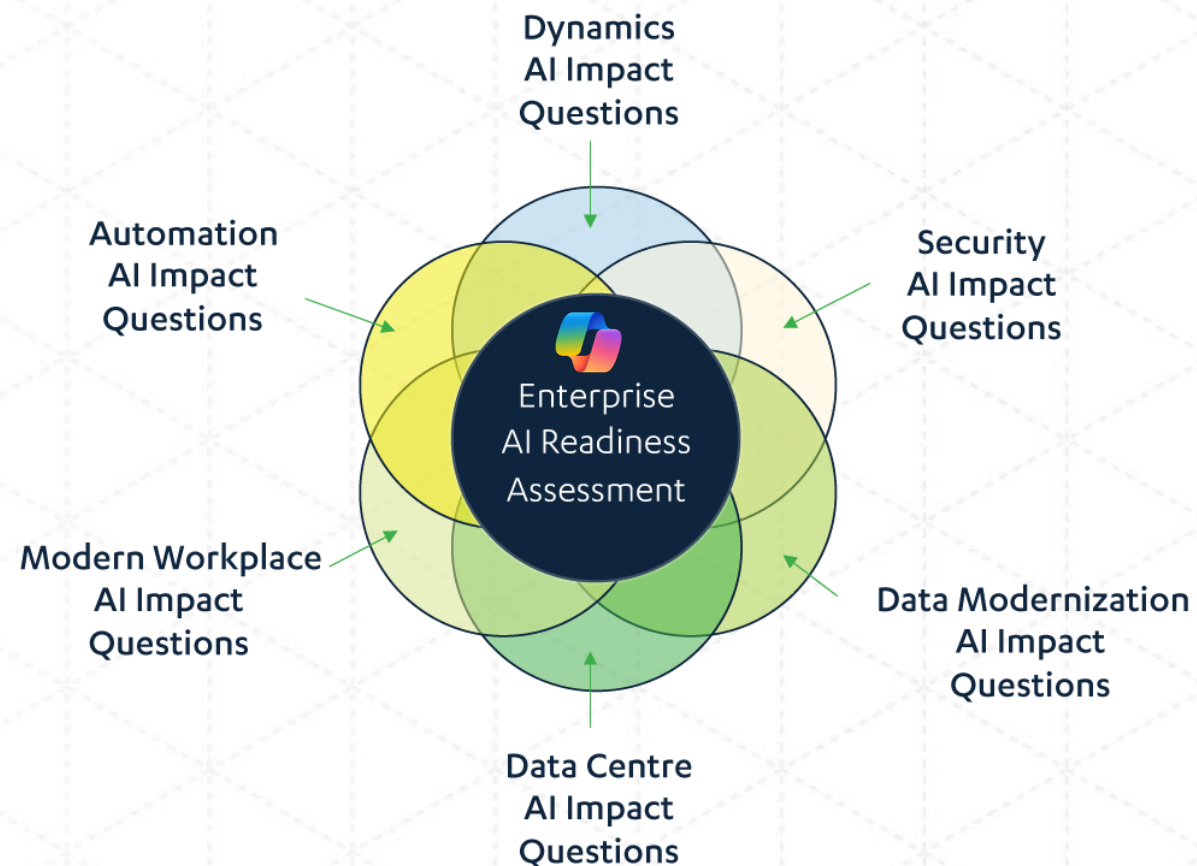
AI Workforce

MICROSOFT 365
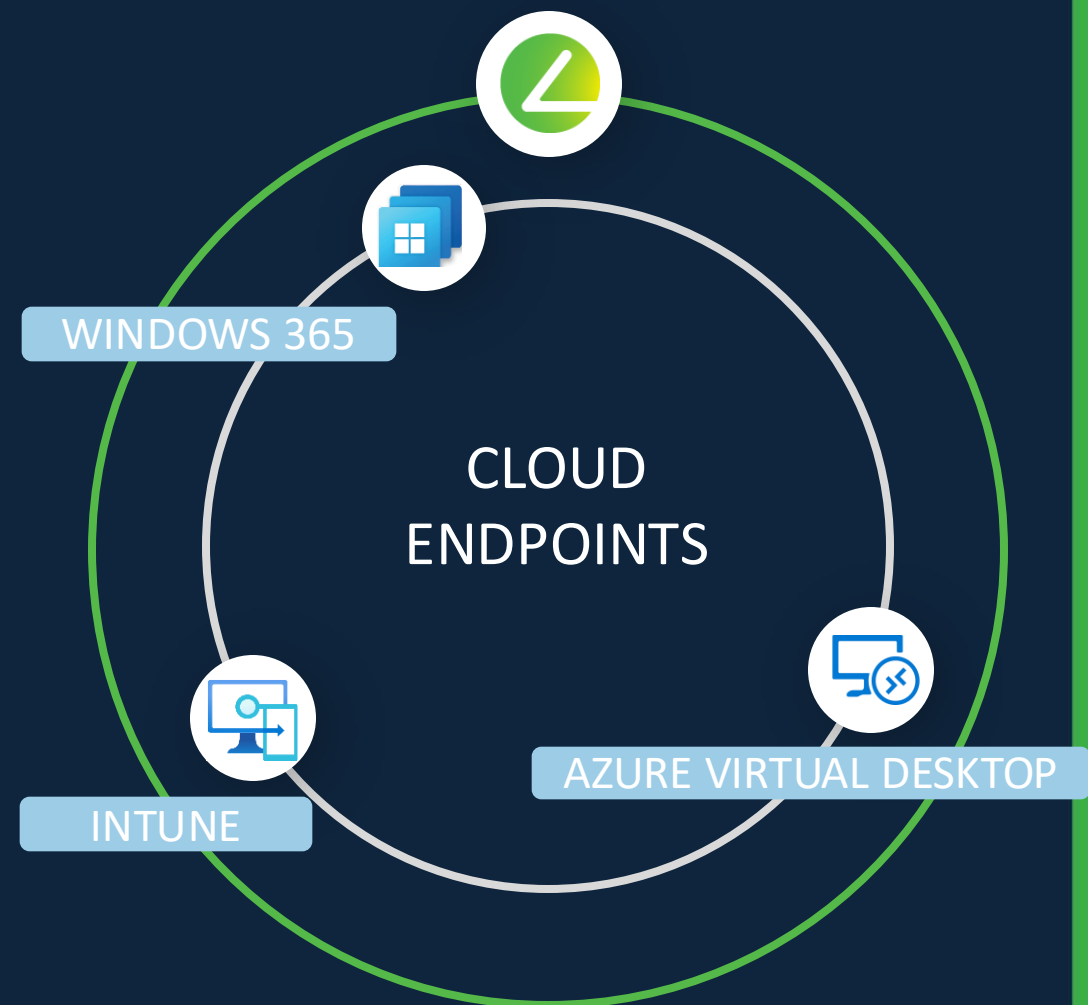
CONVERGED COMMUNICATION
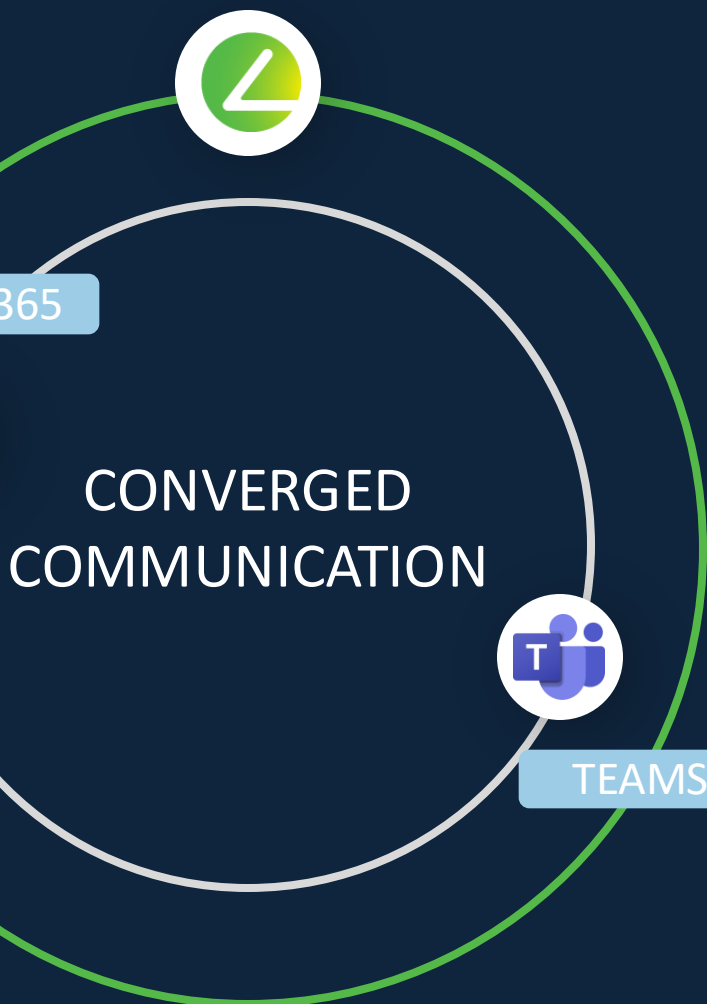
TEAMS

Fully integrate communication and collaboration with AI-powered experiences:

TEAMS PHONE IN 30: Enable telephony through Microsoft Teams, using either Operator Connect or Microsoft Calling Plans.

TEAMS PHONE MANAGED SERVICE: Manage and optimize Teams phone environments.

Contact Us – By Branch

Long View

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Supporting Holistic Cloud Journeys

Accelerating Growth Across Microsoft Workloads

Long View

Microsoft Solutions Partner
Microsoft Cloud

Microsoft Solutions Partner
Data & AI
Azure

Data Modernization
Insights to Drive Decision-Making

Microsoft Solutions Partner
Digital & App Innovation
Azure

Business Applications
Intelligence in the Business

Microsoft Solutions Partner
Business Applications

Microsoft Solutions Partner
Infrastructure
Azure

OneCloud + NextNet
Modern Infrastructure that's as Fast as You Are

Microsoft Solutions Partner
Security

Digital Defense
Cybersecurity that Lets You Sleep

Microsoft Solutions Partner
Modern Work

Modern Workplace
An AI Empowered Workforce

Artificial Intelligence
Innovation to Empower

Next Gen Managed Services
Manage & Optimize