Long View

Microsoft Solutions Partner
Security

We Help The World Work

Moving Businesses Forward

Complete Microsoft Alignment

About Long View

Our consistent partner recognitions and active membership in exclusive Microsoft communities underscores our commitment to excellence as a trusted Microsoft Partner.

A Company That Takes the "Long View"

Long View

Built to Serve North America

Over 1,300 Employees (900+ Technical)

Est. 1999

Privately owned

Success Through Strategic Partnerships

Strengthening Digital Defense

Moving Business Forward with Comprehensive Expertise

Long View

Our unwavering commitment empowers us to deliver innovative Microsoft-powered solutions.

26 Years
Of Proven Microsoft Expertise

1,300
Team Members Worldwide

50
AZURE
SECURITY
ENGINEERS

25
SECURITY
OPERATIONS
ANALYSTS

Our FY26 Security Priorities

AI-First Security for Your Entire Estate

Long View

SECURE BY DESIGN

With a culture of security and governance, we build an AI-first end to end security across environments.

SECURE BY DEFAULT

Enable autonomous and adaptive automation to ensure security from the get-go.

SECURE OPERATIONS

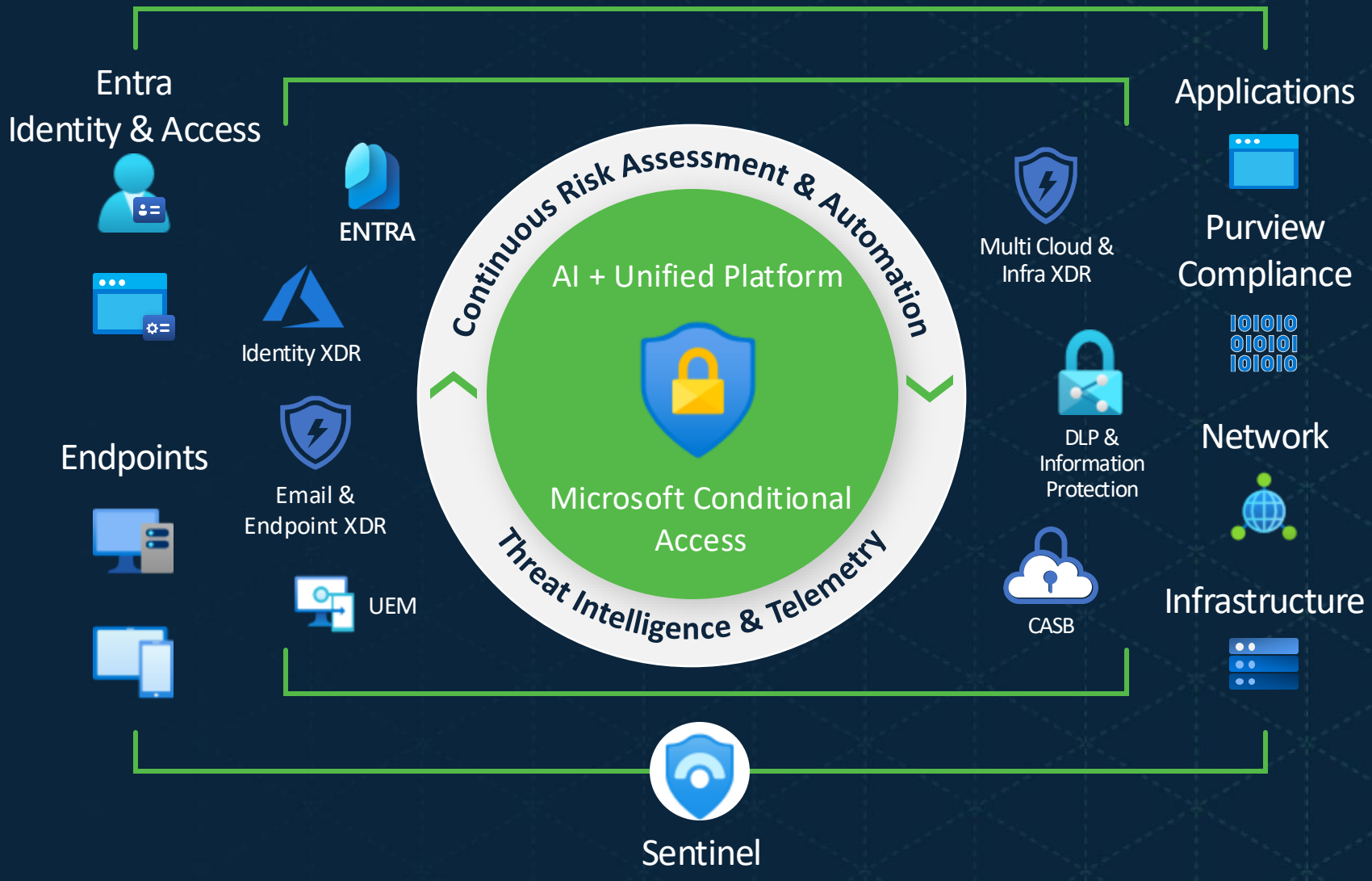
Build secure cyber foundations with robust measures that delivers cloud posture enhancement.

Modern SecOps with a Unified Platform

Member of Microsoft Intelligent Security Association

Microsoft Security | Microsoft Verified Managed XDR Solution

Long View



XDR Shield Service Architecture

Integrated Threat Protection + 24x7x365 SOC

Long View

CISCO

CISCO Meraki

FORTINET

paloalto NETWORKS

3rd Party Devices **(Ingestion costs are extra from Microsoft)**

Step 6 Long View 24x7 SOC

Azure Lighthouse

Step 5 Client Sentinel SIEM Instance

Step 4 Log Analytics Workspace (Azure service required with Subscription)

Step 3 Third Party Devices: Syslog/CEF Security Logs

Step 2 Microsoft 365 Defender XDR Security Products

- Microsoft Defender For Endpoints & Servers
- Microsoft Defender for Office
- Microsoft Defender for Identity
- Microsoft Defender for Cloud Apps
- Microsoft Entra ID Protection
- Microsoft Defender for Cloud

Step 1 Meet Minimal Licensing for Microsoft XDR Coverage/User

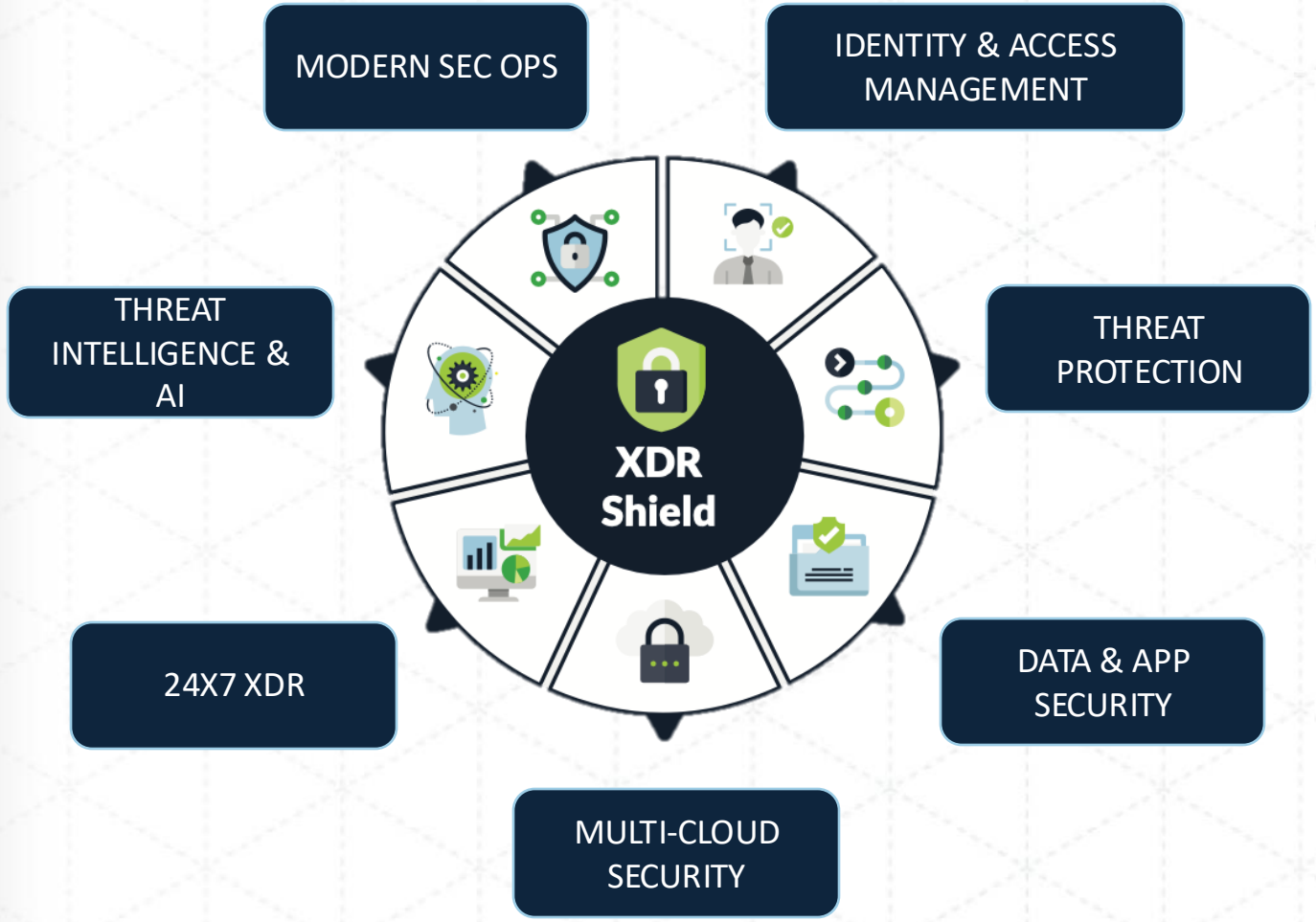
- Long View Access into Client Tenant for Monitoring
- Sentinel SIEM Creation & Setup
- Azure Req. for Ingestion of XDR Logs Into Sentinel
- Syslog Server built to Forward logs from 3rd Party Devices
- Configuration & Setup of baseline Security settings
- Meet Basic Requirements For XDR Threat Protection

Long View's Managed Security Approach

MICROSOFT SCORECARD IMPACT

- Retires Security & Compliance Quota
- Drives Azure Consumption via XDR & Multi-Cloud
- Contributes to Partner Earned Credit (PEC)

Long View



Long View's Winning Formula

Extend Security with CSP

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.

Enable CSP & AI Powered Security

Protect all IT assets with Copilot and agents, making security faster and better.

Differentiate with Microsoft Cloud

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

Security

Microsoft Solutions Partner
Security

Long View

Securing the cyber foundation with AI infused unified and comprehensive SOC service offers:

SENTINEL IN 30: Modernize security operations by enabling proactive threat detection, investigation, and response.

XDR SHIELD: Coordinate protection, detection, investigation and response, across Users, Endpoints, Email, Data & Apps.

USER SHIELD: Complete threat visibility & prioritized alerts to secure multi-cloud, infrastructure assets, and 3rd party solutions.

CYBERSECURITY ASSESSMENT: Perform security and risk assessments, as well as evaluate and baseline your environment.

INCIDENT RESPONSE STRATEGY: Create roadmaps to identify and effectively respond to changing conditions.

Security

Microsoft Solutions Partner
Security

Long View

Govern sensitive data and ensure data security across the estate with AI-driven insights:

PURVIEW FOUNDATIONS: Hands-on knowledge in data protection, governance, and compliance with expert-led Microsoft Purview service.

ENTRA IN 30: Unified identity, access, security, and data governance solution to help minimize cybersecurity risks in 30.

THREAT PROTECTION WORKSHOP: Enhance data security and help govern, protect, and manage data with Microsoft Purview.

VULNERABILITY MANAGEMENT: Vulnerability management is the continuous process of identifying, assessing, prioritizing, and remediating security weaknesses in IT systems to reduce the risk of exploitation.

Security

Microsoft Solutions Partner
Security

Long View

Strengthening security posture with AI-powered identity & access management:

DEFENDER FOUNDATIONS: Establish baseline protection and monitoring with Microsoft Defender to strengthen identity security.

Contact Us – By Branch

Long View

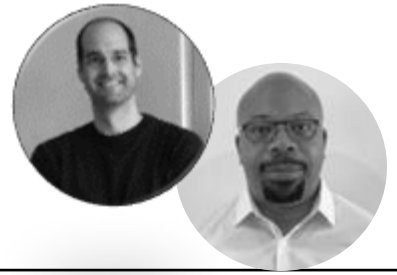
CANADA

UNITED STATES

Alberta			British Columbia	Ontario		Colorado	Texas
Doran Wilson Sales Manager, Calgary Doran.Wilson@lvs1.com 403.510.7548	**Jeff Hughes** Vice President, Sales, Alberta Jeff.Hughes@lvs1.com 403.477.7522	**Kevin Kachulak** Sales Manager, Edmonton Kevin.Kachulak@lvs1.com 780.974.8203	**Jeremy Pedder** Vice President, Sales, British Columbia Jeremy.Pedder@lvs1.com 672.208.6293	**Mario Lim** Vice President, Sales, Ontario Mario.lim@lvs1.com 647.678.8050	**John Kaus** Sales Manager, Ontario john.kaus@lvs1.com 905.328.4350	**Jake Estares** Vice President, Sales, Colorado/US West Jake.Estares@lvs1.com 303.729.2116	**Jason Skinner** Vice President, Sales, Texas/US East Jason.Skinner@lvs1.com 469.556.5937

All Branches Toll Free: 1.866.515.6900

Contact Us – By Practice

Data & Dynamics	Microsoft Alliances	Strategic Alliances	Security	Cloud	Sync Services (Licensing & Procurement)	Modern Work
						
Caelon Voogt Director, Data, AI & Custom Solutions Caelon.Voogt@lvs1.com 303.729.2008 **Stephan Breant** Practice Director, Dynamics 365 Stephan.Breant@lvs1.com 514.757.7555	**Sean Culbert** Director, Strategic Alliances, Microsoft Sean.Culbert@lvs1.com 778.999.1870	**Keith Howe** Executive Director, Strategic Alliances Keith.Howe@lvs1.com 206.638.8965	**Chad Reid** Practice Director, Security Chad.Reid@lvs1.com 403.988.7169	**Jeff Young** Practice Director, Cloud Jeff.Young@lvs1.com 403.387.3116	**Sarah Malcolm** SVP, Alliances & Licensing Sarah.Malcolm@lvs1.com 604.367.6043 **Leslie Stockdale** Director, Strategic Engagement & Programs Leslie.Stockdale@lvs1.com 604.780.4094	**Garrett Dunne** Practice Director, Modern Work & Managed Services Garrett.Dunne@lvs1.com 905.409.6567

Supporting Holistic Cloud Journeys

Long View

Accelerating Growth Across Microsoft Workloads

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

Microsoft Solutions Partner
Business Applications

Business Applications
Intelligence in the Business

Artificial Intelligence
Innovation to Empower

Microsoft Solutions Partner
Infrastructure
Azure

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

Next Gen Managed Services
Manage & Optimize

Microsoft Solutions Partner
Security

Digital Defense
Cybersecurity that Lets You Sleep

Microsoft Solutions Partner
Modern Work

Modern Workplace
An AI Empowered Workforce