



Microsoft Practice Overview

Updated: January 2026

OUR MICROSOFT PRACTICE

20+

Years of Partnership

CSP

Indirect Provider
US and Canada



Microsoft Fabric
Featured Partner

MSP

Managed Services
Provider



Microsoft Copilot
Jumpstart Partner

Microsoft in A Day
Program Partner



STRATEGIC FOCUS AREAS

- Artificial Intelligence (AI)
- Application Modernization
- Data & Analytics
- CSP

ADVANCED SPECIALIZATIONS

- Analytics on Microsoft Azure
- Microsoft Low Code Application Development
- Intelligent Automation
- *Build AI Apps on Microsoft Azure*
- *Copilot*

SOLUTION PARTNER DESIGNATIONS

- Business Applications
- Data & AI
- Digital App & Innovation
- Modern Work
- Security

FUNDING PROGRAMS

- MCI - Azure Accelerate
- MCI - Modern Work
- MCI - Business Applications
- ECIF (US and Canada)

COMPLIMENTARY PARTNERSHIPS





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|--------------------------------|--|
| KEY CONTACTS | <ul style="list-style-type: none"> ▪ Nada Ungvasky (Partner Mgr.) ▪ Lowell Messner (Sales) ▪ Bill Curry (Technical) ▪ Faiz Dharamsi (Marketing) |
| MICROSOFT CONTACT | <ul style="list-style-type: none"> ▪ John Yurewicz (US) ▪ D'Arcy Lussier (Canada) |
| PRIORITY INDUSTRIES | <ul style="list-style-type: none"> ▪ Manufacturing ▪ Healthcare ▪ Retail/CPG ▪ FSI ▪ Energy ▪ Utilities ▪ Mining |
| GEOGRAPHIC COVERAGE | <ul style="list-style-type: none"> ▪ US & Canada ▪ Mexico ▪ South America ▪ India |
| FY26 TOP SOLUTION PLAYS | <ul style="list-style-type: none"> ▪ Copilot & Agents at Work ▪ Innovate with Low Code AI & Agents ▪ Innovate with Azure AI Apps & Agents ▪ Unify your Data Platform ▪ Migrate & Modernize Your Estate ▪ Accelerate CSP Renewals |
| GLOBAL PARTNER ID | <ul style="list-style-type: none"> ▪ 1022177 |

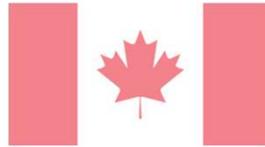
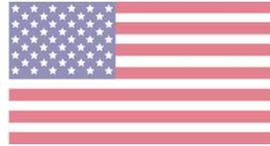
Improving is a \$300+M **systems integrator** based in North America, serving customers around the globe. We employ 2,000+ professionals across our 21 locations throughout the world; including offices in the **US, Canda, Mexico, South America** and **India**.

Our goal is to deepen our global partnership with Microsoft, driving new and expanded sales opportunities, and unlocking scalable funding and co-selling programs. Through unified efforts across geographies and verticals, to transform Microsoft relationships into enterprise-wide success—enhancing profitability, accelerating market presence, and positioning the Microsoft Cloud Solution Provider (CSP) as a core Improving asset. Our vision is to elevate Improving’s brand within the Microsoft ecosystem while empowering our teams with the tools, knowledge, and connections to win together.

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|---|--|
| <p>SOLUTION PARTNER DESIGNATIONS</p> <ul style="list-style-type: none"> • Business Applications • Data & AI • Digital & App Innovation • Modern Work • Security | <p>ADVANCED SPECIALIZATIONS</p> <ul style="list-style-type: none"> • Analytics on Microsoft Azure • Microsoft Low Code Application Development • Intelligent Automation • <i>Build AI Apps on Microsoft Azure</i> • <i>Copilot</i> |
|---|--|

ELIGIBLE FUNDING & PROGRAMS ENROLLED IN

- MCI - Azure Accelerate
- MCI - Modern Work
- MCI - Business Applications
- ECIF
- X In A Day
- Copilot Jumpstart
- Microsoft Fabric Featured Partner



MICROSOFT FY26 MCAP PRIORITIES & OUR ALIGNMENT

AI BUSINESS SOLUTIONS

- M365 Copilot
- Copilot Studio
- Power Platform
- M365
- D365

CLOUD & AI PLATFORMS

- Migration & Modernization
- Azure AI Foundry
- GitHub Copilot
- Microsoft Fabric
- Power BI
- Azure Databricks

CSP

- Licensing – M365, D365
- Azure Services
- Value-add Services
- Managed Services

MICROSOFT FY26 SOLUTION PLAYS & OUR FOCUS

AI BUSINESS SOLUTIONS

- Copilot and Agents at Work
- Innovate with Low Code AI and Agents

CLOUD & AI PLATFORMS

- Migrate & Modernize Your Estate
- Innovate with Azure AI Apps and Agents
- Unify Your Data Platform

CSP

- Accelerate CSP Renewals
- Onboard new clients
- E3 → E5 Upsell
- New Workloads/ Seat Expansion

Improving's Global Microsoft Alliance Team

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