

Microsoft deploys AI inside the customer. Globodain keeps it compliant and integrated.

Globodain's analysis of three public Microsoft moves (Frontier Company, its AI-led cloud strategy and the Frontier Firm concept) and where a continuous audit, compliance and integration service helps those deployments keep working at the customer over time.

\$2.5B

announced investment in
Microsoft Frontier
Company

6,000

industry and engineering
specialists embedded in
customers

3

fronts where Globodain
adds audit, compliance
and integration



THREE FRONTS

Where Globodain fits in Microsoft's AI strategy.

Each row starts from a public Microsoft move and describes what Globodain would add as a continuous service at the customers where it is deployed.

01 | Embedded engineering

Frontier Company: \$2.5B and 6,000 experts embedded in customers to co-design, deploy and improve AI against measurable outcomes

What Globodain adds

Continuous audit, regulatory compliance and technology integration across the systems customers already use, so what Frontier Company designs stays compliant, automated and integrated into their infrastructure over time.

02 | Deep adoption

AI-led cloud strategy: AI capabilities across the stack, from cloud infrastructure to business applications

What Globodain adds

Integration of Microsoft's cloud and productivity tools with customer systems, automation of manual work and legal and regulatory alignment through continuous audits and monitoring. Less friction and less operational risk.

03 | Scaling learnings

Frontier Firms: the conversation moves from what AI can do to how it creates measurable business value

What Globodain adds

A continuous, tailored service that audits existing systems, integrates AI into them, automates previously manual workflows and keeps the infrastructure aligned with evolving business and legal requirements.

Applied use case prepared by Globodain from public information. Microsoft did not take part in preparing it and does not endorse it, and Globodain does not act on its behalf. Microsoft, Azure and Microsoft 365 are trademarks of Microsoft Corporation. Third-party figures as per the cited sources; scenarios are indicative.



PRODUCTION

The value Frontier Company promises is measured in months of operation, not at go-live.

THE CHALLENGE

Designing AI at the customer is the start. Sustaining it is another job.

WHERE FRICTION SHOWS UP IN EVERY DEPLOYMENT

Every customer brings its own ERP, CRM, data and legacy systems →

What works today drifts when data, models or rules change →

The EU AI Act and GDPR ask for ongoing evidence, not a final report →

Embedded teams rotate to the next customer →

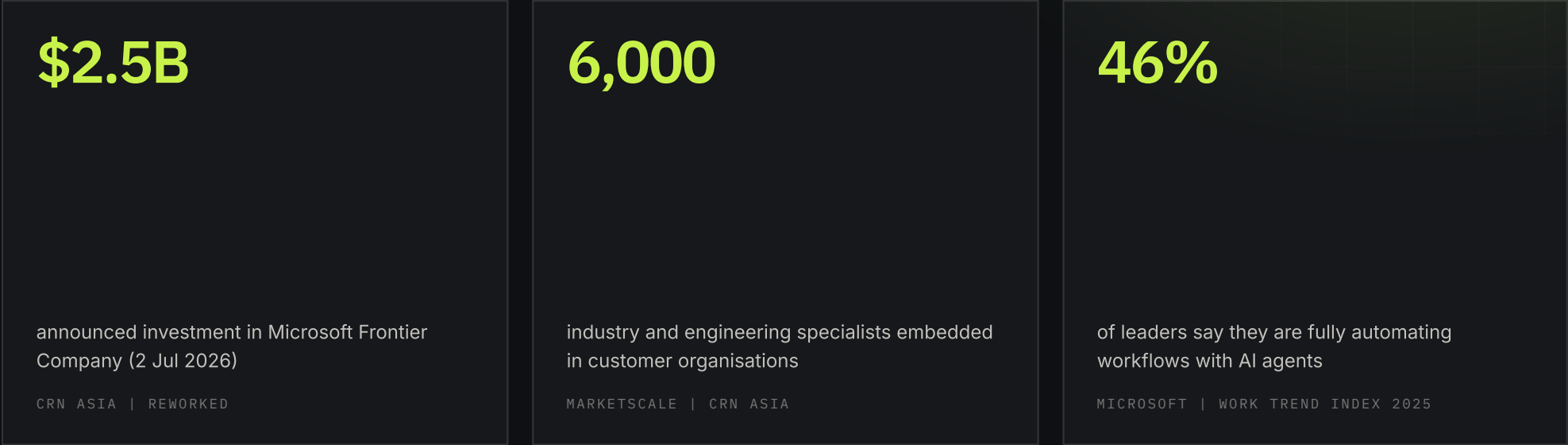
Manual work survives around the copilot →

Without monitoring, the measurable outcome cannot be proven →

THE NUMBERS

A bet on scale that plays out in production.

Figures with a public source. Microsoft has not said whether the \$2.5B is new capital or over what period it will be spent.



WHO ELSE TAKES PART IN DEPLOYMENT

Global integrators	Accenture, Capgemini, EY, KPMG and PwC scale Frontier Company; large engagements
Customer in-house team	Knows its systems; rarely has capacity to audit and monitor continuously
Legal counsel	Interprets the Act; does not touch the stack or integrations

Frontier Company designs and deploys. A continuous audit, compliance and integration service keeps what was deployed proving its value.

WHAT WE PROPOSE

Globodain as a continuous layer alongside Microsoft's teams.

Globodain does not replace Frontier Company or its integrators: it covers the ongoing operation of what has been deployed at each customer.

Frontier Company

Deployments that stay compliant

Audit and monitoring aligned with the EU AI Act and GDPR after go-live.

Enterprise customers

AI integrated into what exists

Azure and Microsoft 365 connected to ERP, CRM and own data, with no manual work around them.

Account teams

Adoption with less risk

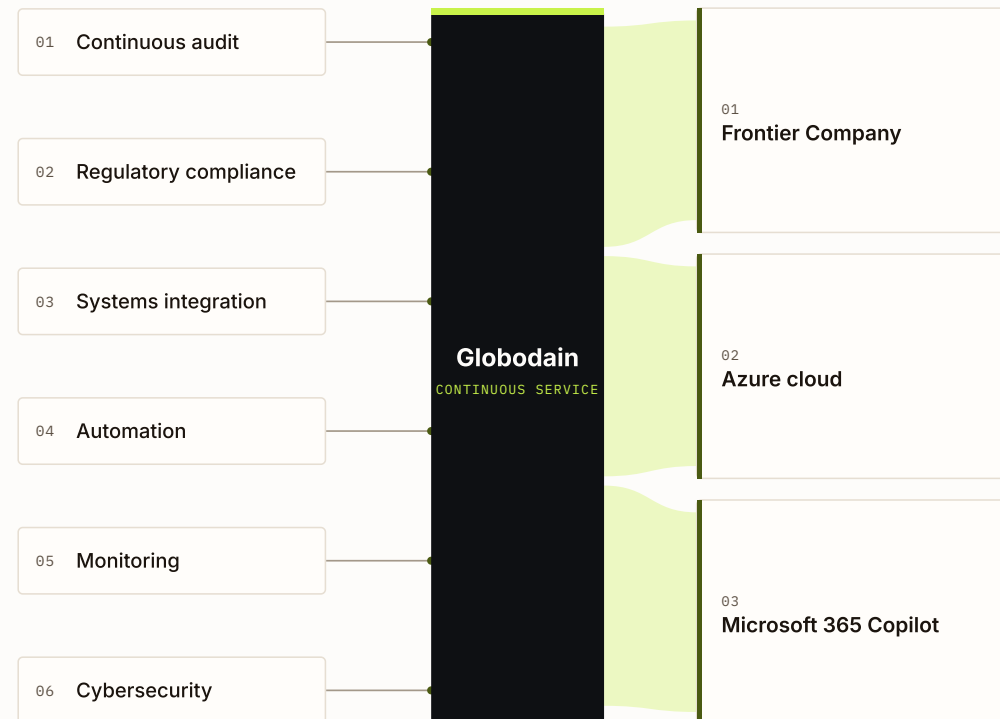
Less integration friction and evidence to defend the measurable outcome.

ONE LAYER BETWEEN STRATEGY AND CUSTOMER

TECHNICAL AREAS

PARTNER

MICROSOFT LINES



6

TECHNICAL AREAS

1

PARTNER

3

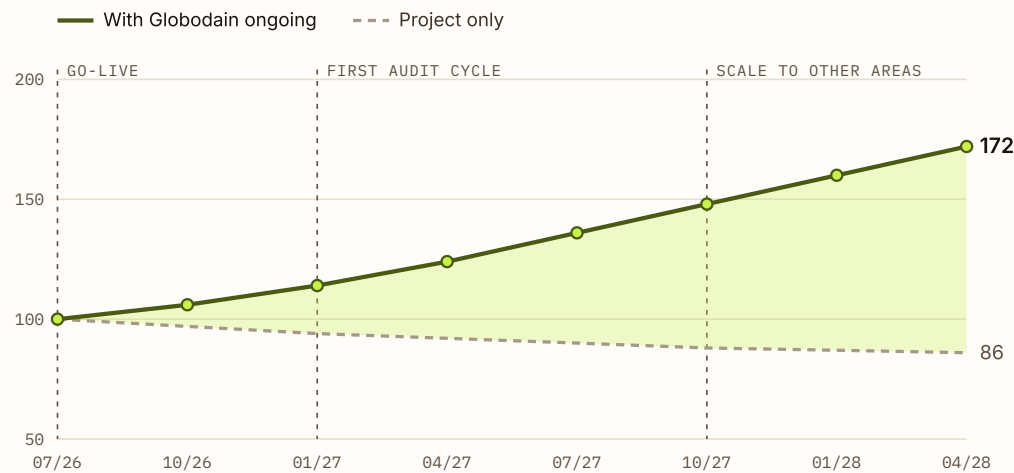
MICROSOFT LINES

EXPECTED IMPACT

More sustained value from every deployment.

When audit, compliance and integration stop depending on the team that ran the project.

SUSTAINED DEPLOYMENT VALUE (INDEX)



WHERE THE CUSTOMER TEAM'S TIME GOES

AFTER THE PROJECT

41%

59%

WITH GLOBODAIN

14%

86%

Manual integration, evidence and fixes

Using and improving AI

×2.0

sustained value at the end of the period, versus running on the project alone

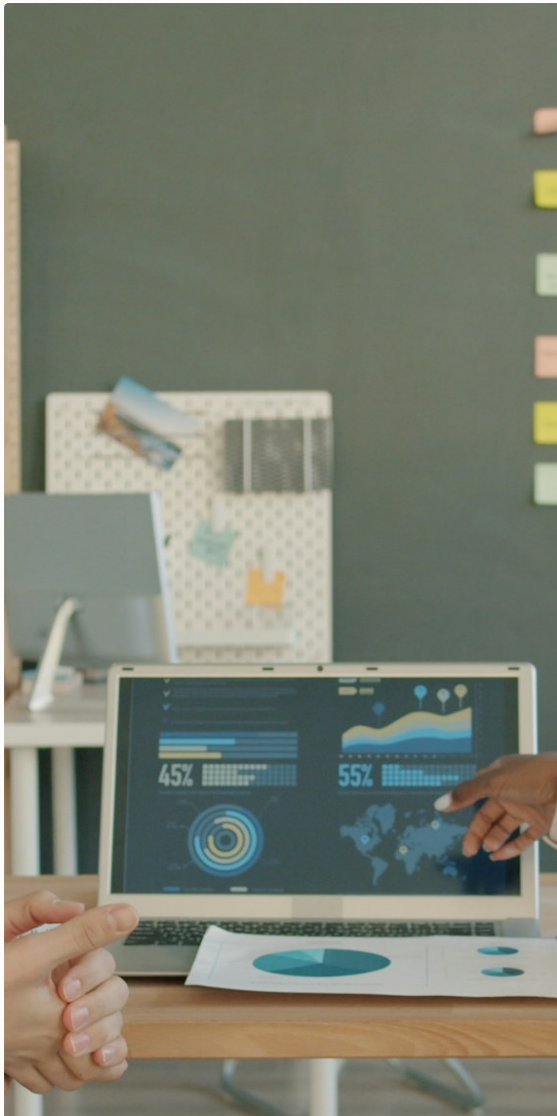
−27 pts

of capacity back to using and improving AI

6 → 1

technical fronts, one continuous service

Illustrative scenario, not a forecast or a Microsoft result. Index 100 = value at go-live.



CONTINUITY

The embedded team moves on; the system stays audited.

HOW IT WORKS

A continuous cycle at every deployed customer.

The same cycle for every deployment, coordinated with the Microsoft team that designed it.

01

Initial audit

Existing systems, data, integrations and the deployment's regulatory exposure.

02

Integration

Azure and Microsoft 365 connected to the customer's ERP, CRM and data.

03

Automation

Workflows that were still manual become automatic and traceable.

04

Monitoring

Compliance, performance and drift watched continuously, with evidence.

What we do | 01

Continuous technical and regulatory audit of deployed systems

What we do | 02

Integration and automation with the systems customers already use

What we do | 03

Monitoring and evidence for legal and audit teams

BENEFITS

What Microsoft gains and what its customer gains.

01

Provable outcomes
Monitoring that backs the promised measurable result.

02

Lower regulatory risk
EU AI Act and GDPR with evidence every cycle.

03

Deeper adoption
AI reaches the systems the customer already uses.

04

Teams freed up
Frontier Company focuses on designing and deploying.

05

Less manual work
Integrations and workflows automated around the copilot.

06

One counterpart
Audit, compliance and integration in one service.

THREE MODELS AFTER GO-LIVE

	Project only	Global integrator	Globodain ongoing
AUDIT	At close	On request	Continuous
COMPLIANCE	One-off report	Another contract	In the same service
SYSTEMS INTEGRATION	The project's	In phases	Maintained over time
ENGAGEMENT SIZE	Fixed	Large	Sized per customer

WHY GLOBODAIN

Continuous engineering for AI already in production.

01**Technical audit**

Stack, data, integrations and model surface.

02**Compliance**

EU AI Act and GDPR mapped onto real use.

03**Integration**

Cloud and productivity connected to ERP, CRM and own data.

04**Automation**

Manual workflows turned into traceable processes.

05**Cybersecurity**

Controls over systems handling sensitive data.

06**Monitoring**

Alerts when data, models or rules change.

WHERE OUR ROLE ENDS

- We do not speak for Microsoft and are not part of Frontier Company
- We do not certify legal compliance or issue legal opinions
- We do not replace Microsoft's teams or its integrators

This case describes how Globodain could support Microsoft's AI strategy. It is our own analysis of public information, not an agreement or an ongoing project with Microsoft.

We describe applicable capabilities, not a commercial relationship with Microsoft.

NEXT STEP

On a Microsoft AI deployment? Let's keep it running.

Rubén Ayuso reviews a specific deployment with you: which systems it touches, what regulation requires and what can be audited, integrated and automated on an ongoing basis.

Discuss this case

TO DISCUSS THIS CASE

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