Simpson
Associates

Microsoft Purview Partner Evaluation Guide: Your Framework for High-Value Data Governance

For many data leaders, the case for Microsoft Purview is already made. Fragmented systems, relentless compliance demands, and explosive data growth mean **robust governance is no longer optional - it's essential.**

The real challenge then isn't **if** you'll implement Purview, but **how** you'll ensure your investment delivers lasting value.

This guide equips you with **a clear, proven framework** to select the right partner – so Purview becomes a strategic engine that drives measurable success, not just another IT project.

The wrong partner doesn't just waste money - they can set your data transformation back while market opportunities pass you by.

The Cost of the Wrong Partner

Poor partner selection **creates cascading problems** which can
set your organisation back to square one, including:

❌ **Compliance Disasters:** Regulatory fines, failed audits, and legal exposure
from inadequate data protection or incomplete governance frameworks.

❌ **Security Vulnerabilities:** Misaligned deployment methods and weak security postures
that expose your organisation to unnecessary risks and potential breaches.

❌ **Delivery Inefficiency:** Poorly defined scope that extends delivery timelines and
drives unexpected costs, reducing the impact of your Purview investment.

❌ **User Abandonment:** Teams bypass restrictive systems with manual
workarounds, creating the exact data chaos you're trying to eliminate.

❌ **Technical Fragmentation:** New data silos and brittle integrations
which leave your data estate **more complex than before.**
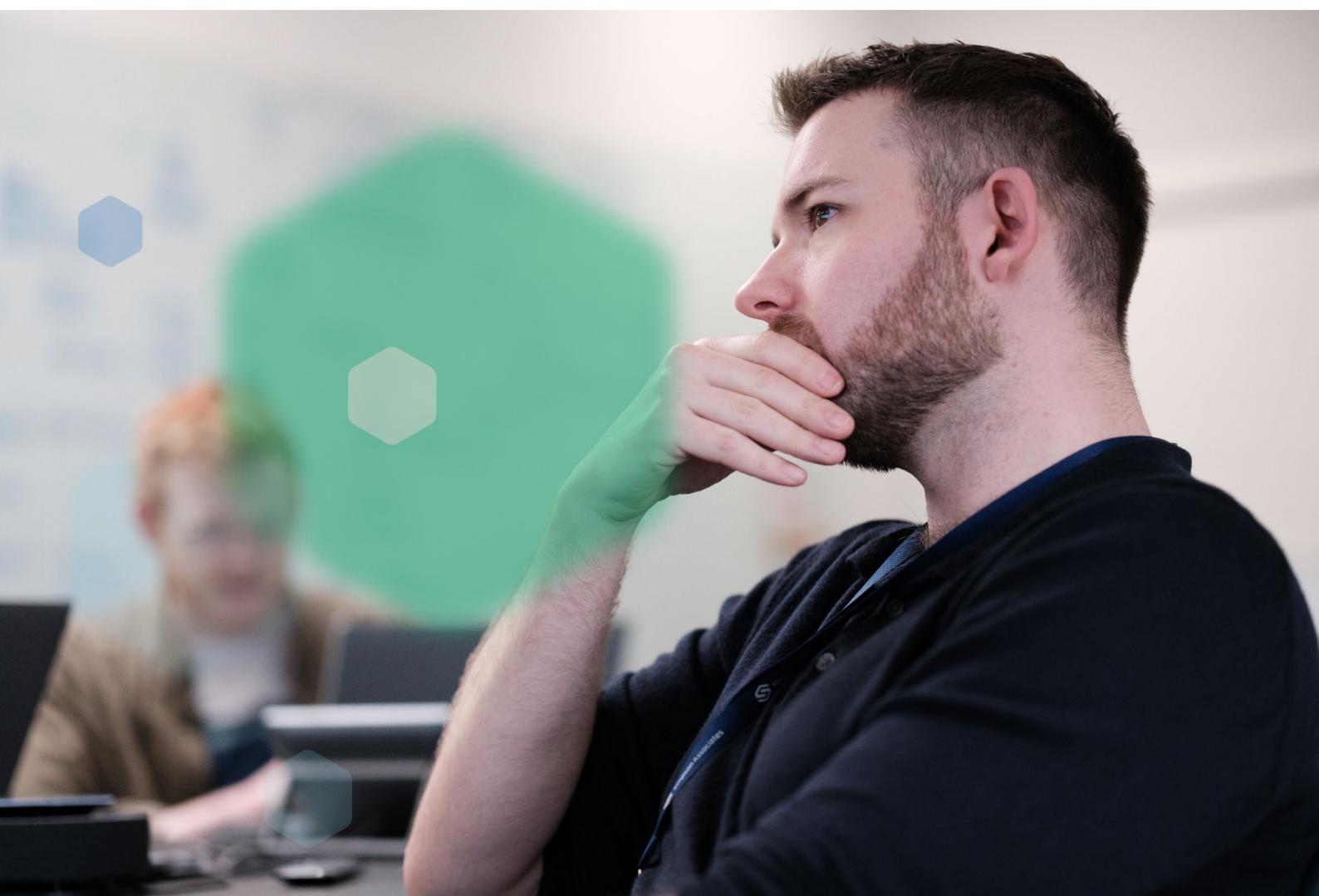
Business-First Alignment: A Partner Who Delivers Measurable Impact

Purview only transforms an organisation when it **reduces compliance costs, accelerates decision-making, powers business strategy** and **reduces complexity** by bringing clear value from the data estate.

The right partner understands that governance challenges are industry-specific and mission-critical.

Financial Services:
Juggle and control banking, trading, and customer systems under strict regulations.

Healthcare:
Safeguard sensitive patient data spread across EMRs (Electronical Medical Records), research platforms and clinical systems.

Policing and Public Safety:
Secure intelligence and case data siloed across high-security environments.

Local Government:
Wrangle citizen data spanning housing, social care, finance, and public services, amid mounting regulatory pressure.

Transformational partners design governance frameworks that **automate data classification, streamline compliance, and empower self-service analytics** - adapting your data team to a culture of strong data governance.

Ask:

? Do they understand our **industry's landscape and operational priorities** - not just the technology stack?

? Can they tie Purview directly to measurable business outcomes – such as **specific compliance cost reductions or operational efficiency gains?**

? How will they **help our teams adopt Purview,** so that its value is realised quickly yet successfully?

✖ The consequences of choosing a partner who can't answer these questions means that Purview is left, **simply as an IT project.**

Your chosen data partner needs to **understand your organisations governance challenges** to ensure that they can identify where Purview can unleash new data opportunities.

Technical Excellence:
A Partner Who Architects Solutions That Scale

Even the best strategy fails without the **right technical foundation and architectural understanding.**

Modern data estates span on-premises systems, multiple clouds, SaaS applications, and legacy platforms. **Seamless integration is essential** to avoid new silos, unreliable data, or security gaps.

Within complex estates, sensitive data - **Personally Identifiable Information (PII), financial transactions, patient records, Intellectual Property (IP)** - must be identified through Microsoft Purview's Data Classification process, which feeds directly into Purview's effective Data Loss Protection (DLP) policies.

Look out for the warning signs:

Reluctancy to discuss technical challenges, a vague methodology or over-promising on timelines without a full understanding of your environment.

Instead, look for partners who:

⚙ Follow a repeatable, evidence-based delivery process.

🛡 Maintain current, recognised security certifications.

⭐ Have achieved industry recognition for their projects and expertise, such as Microsoft Partner of the Year and Specialisations.

Ask:

? Does the partner **hold top-tier accreditations and certifications** to demonstrate high technical and security expertise - such as Microsoft Solutions Partner status and Cyber Essentials Plus?

? Can they demonstrate **mastery of the Purview Pillars** - Data Governance, Security, Risk, and Compliance - alongside the Microsoft Azure services that underpin it, including **Azure Entra ID, Azure Information Protection, and Microsoft 365 integration?**

? Do they have a proven, **step-by-step methodology** that ensures success when implementing secure governance frameworks in complex hybrid environments?

✅ These indicators are evidence that a partner can deliver solutions that are both **technically resilient and strategically future proof.**

Long-Term Value:
A Partner Who Drives Continuous Business Impact

The true measure of successful data governance transformation isn't launch day - it's **compounding value** over years of regulatory change, Microsoft platform updates, and shifting business priorities.

The ideal partner is one that looks beyond initial implementation, ensuring governance remains **a living capability that matures with your organisation.**

The right partner becomes a trusted advisor, helping internal teams stay confident whilst **keeping data governance at the forefront.**
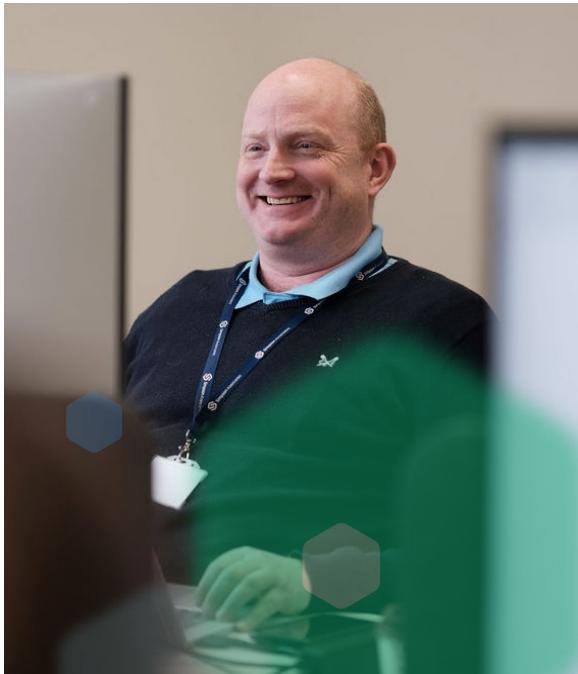
Ask:

? Will they equip our teams with **self-sufficiency through training and support**, considering best practices?

? Does the partner offer **proactive support including maintenance and ongoing optimisation** after launch day?

? Do they have **experience implementing an end-to-end solution** with the proposed technology – including Microsoft Azure and Purview?

? What specific measures will they take to **ensure business impact?**

From Data Liability to Strategic Asset

With the right partner, Microsoft Purview has the potential to transform governance from a cost centre into a **growth enabler** - improving data quality, literacy and discovery, enabling efficient automation across the entire data estate, and unlocking the full potential of enterprise data.

At Simpson Associates, we've built our Microsoft Purview services around this exact framework. We invite and encourage you to **benchmark us against these criteria** - and any other partner you consider.

The Partner Who Meets Every Standard

The final step is partnering with a team that guarantees technical excellence and measurable alignment, including:

✓ **Organisation-First Strategy**
We prioritise your operational goals and regulatory obligations, delivering solutions that align with business and produce measurable impact within your timeline.

✓ **Certified Technical Expertise**
We hold Microsoft Partner of the Year status, up-to-date security certifications and house a team of Purview experts, giving you piece of mind that your data is in the right hands.

✓ **Sustainable, Long-Term Value**
We empower your teams through knowledge transfer and internal development, ensuring self-sufficiency and lasting capability.

Book Your Free Consultation

Ready to discuss your Purview requirements? Your Purview journey starts with a single conversation.

Schedule a **confidential, no-obligation session today** to explore how our methodology can **accelerate long-term compliance confidence.**

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