



Frontier Transformation 2026: The Year of the Frontier Credit Union

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Microsoft Canada

Microsoft in Canada: By the Numbers



Up to \$40 billion

Annual productivity benefits from Microsoft's cloud and AI services gained by Canadian businesses¹



DIGITAL and Microsoft collaborations are investing **\$167 million**

in Canadian Innovation
Microsoft contributed to 29 projects via grants, in-kind support, and expertise²



\$828 million

invested in Quebec to expand Microsoft's hyperscale cloud computing and AI infrastructure³



\$219+ million

Donations in cash, employee giving, cloud, and discounted technology services to Canadian non-profits and charities in 2024⁴

Microsoft



Over 5,300

Microsoft employees across Canada⁶

Partner ecosystem



17,400+

Microsoft partners in Canada⁷

\$33-41 billion

in partner revenue generated annually⁸

Cloud ecosystem



\$39 billion

Revenues driven by Microsoft cloud customers in Canada annually⁹

Economic contributions



\$60 billion in GDP

generated or sustained by the Microsoft ecosystem annually¹⁰

426,000 FTE jobs

supported by the Microsoft ecosystem in Canada¹¹



Up to 93% more energy-efficient and up to 98% lower carbon emissions

Microsoft cloud compared to traditional enterprise data centres, globally¹²



5.7M

engaged learners with essential digital and AI skills through skilling initiatives since July 2024



26,000+

organizations in Canada participated in Microsoft for Non-profits programs in 2024.¹⁴ Copilot boosts employee efficiency in non-profits between 10% to 25%¹⁵



870,000+

Canadian learners equipped with practical, hands-on AI skills via LinkedIn Learning Pathways to boost career growth in 2024¹⁶



Note: Figures are presented in Canadian dollars. Jobs are expressed as FTE employment. Annual productivity benefits consider benefits from Microsoft Copilot, Teams and Azure AI. Note that the estimated partner revenues are attributed to all Microsoft's software products and services; whereas the estimated cloud ecosystem revenues are attributed to the implementation of cloud solutions only. Methodology is provided in the [Appendix](#).

Sources: ¹ Forrester Research, Statistics Canada, and EY Analysis; ² DIGITAL, ^{3,4,5,6,7} Microsoft; ^{8,9} IDC and EY Analysis; ^{10,11} IDC, Statistics Canada, and EY analysis; ¹² Microsoft and WSP; ^{13,14,15,16} Microsoft.

Platform shifts



Client server



Internet



Mobile/Cloud



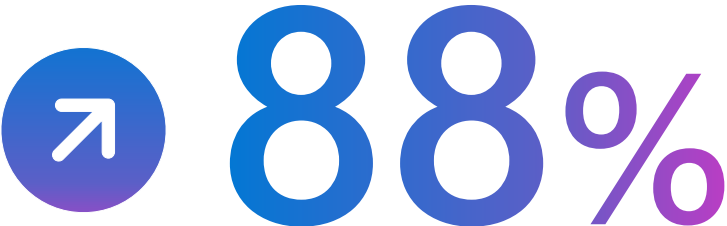
AI



Frontier Transformation demands strategic planning

56% of executives believe their infrastructure isn't ready for AI workloads

67% of leaders believe they lack AI skills and talent



of Frontier Firms report strength in top-line growth

compared to **23%** for laggards

Frontier success framework

Enrich

employee
experiences

A white line-art icon depicting various office equipment, including a computer monitor, a printer, and a desk, set against a dark blue background.

Reinvent

customer
engagement

A white line-art icon of a network graph with interconnected nodes and lines, set against a dark blue background.

Reshape

business
processes

A white line-art icon of a circuit board with various components and traces, set against a purple background.

**Bend
the curve**
on innovation

A white line-art icon of wavy, overlapping lines, set against a purple background.

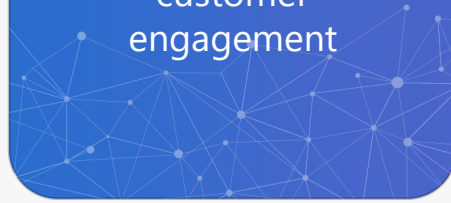
Enrich

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**Bend
the curve
on innovation**



Intelligence + Trust

Intelligence + Trust

Your unique intelligence is what powers agents

Unified view
of your business

How your
employees work

Your knowledge
sources

Your business
processes

Your data and apps

Your IQ



Agents



Microsoft IQ

Teams, roles,
and workflows

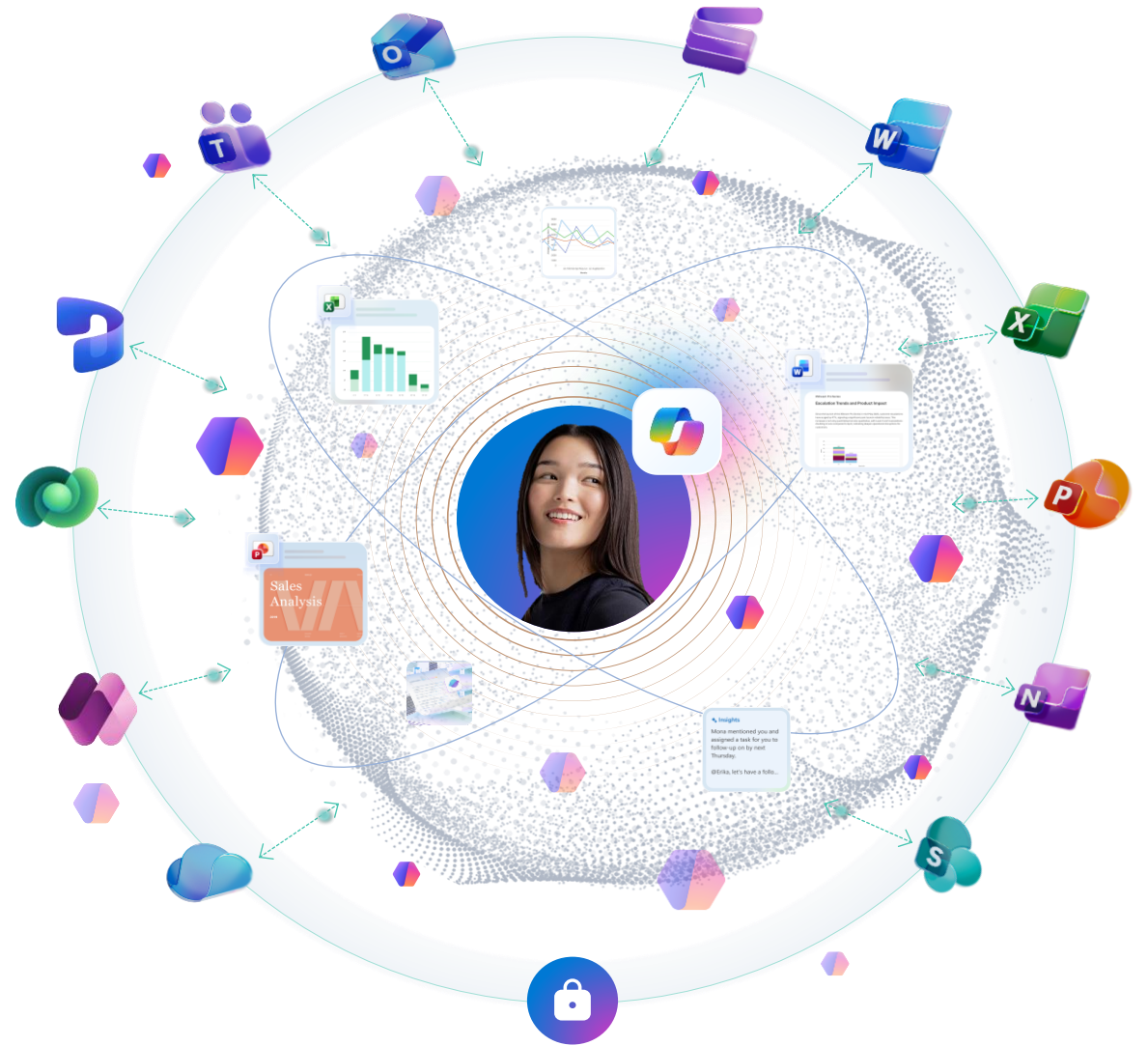
State and actions
of the business

Curated
knowledge



When intelligence is shared,
innovation spreads

Empower every
employee with AI in
the flow of work



Adopting agents at scale without visibility
introduces risk.

Frontier Firms ensure confidence at scale



Trust at the scale of AI



Trust is an
accelerator



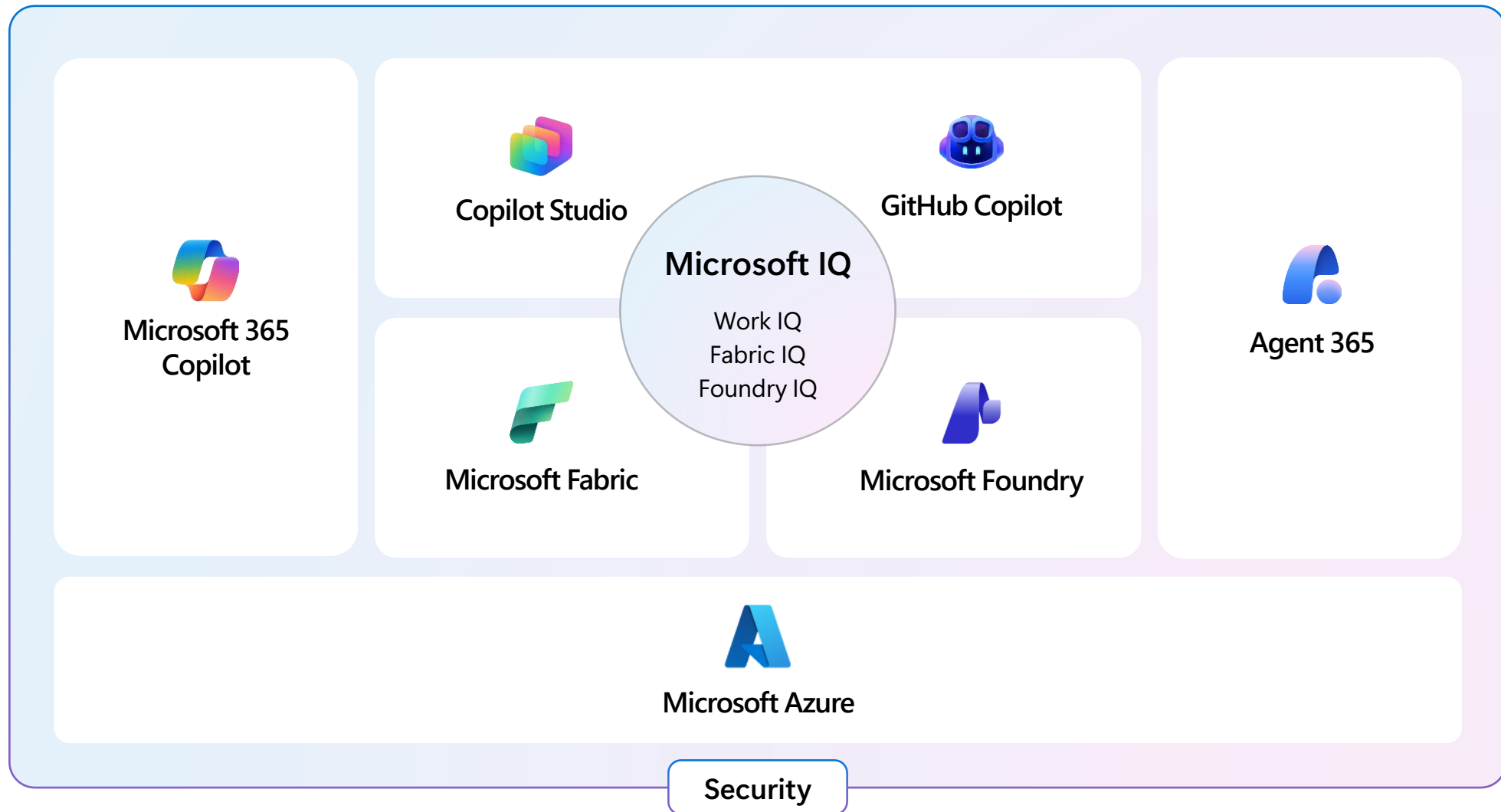
Trust enables
model choice



Trust is enforced,
not assumed

Microsoft IQ Platform

← Intelligence + Trust →



Take your next step toward Frontier Transformation



Explore use cases by
business function & industry

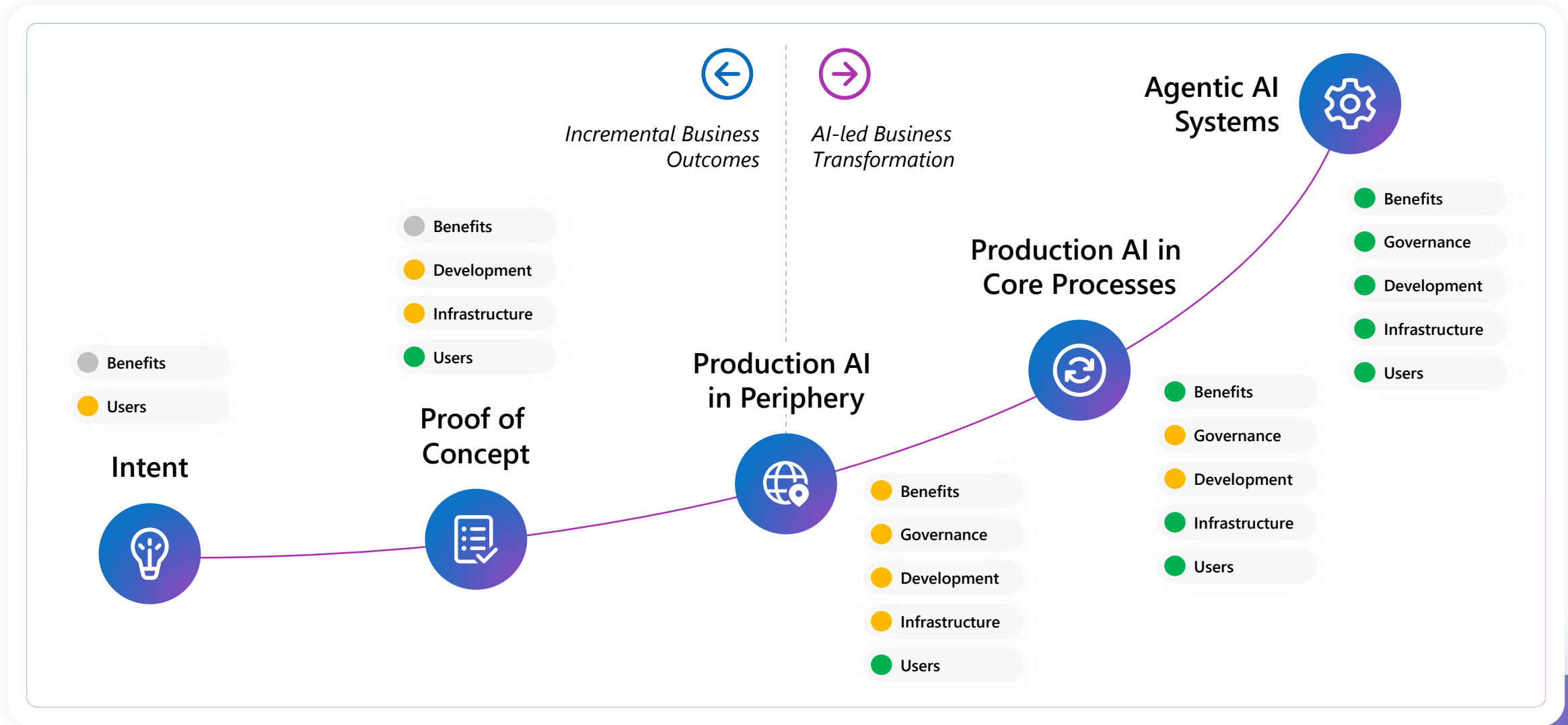


Assess readiness and plan
your agentic future



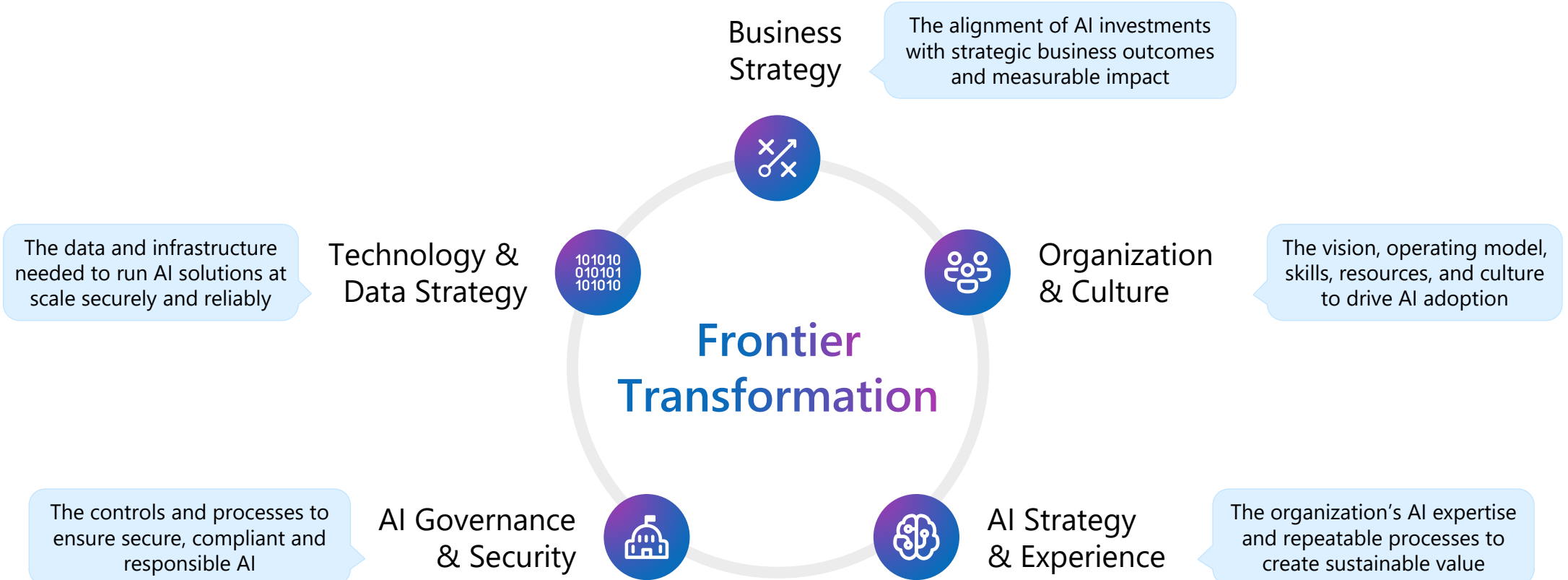
Accelerate your journey with
Agent Factory

Where do organizations get stuck?



The five drivers of AI value

Connected AI readiness for successful Frontier Transformation





Microsoft

Enrich

employee experiences

Reinvent

customer engagement

Reshape

business processes

Bend the curve

on innovation

Problem

Analysts overwhelmed by alerts and manual investigations, and a growing skills gap as the threat landscape accelerates

What changed

Built in an integrated, AI powered approach across the security stack

Impact

- ✓ Increased Efficiency: 90% faster incident summaries
- ✓ Upskilled junior analysts to enable them to work on higher value tasks
- ✓ Improved threat intelligence