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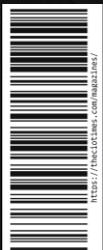
THE **10** MOST TRUSTED
MICROSOFT
SOLUTION
PROVIDERS TO WATCH IN
2026 ...—

CEO
QUISITIVE

MIKE
REINHART

A Visionary Driving Growth, Innovation, and
Lasting Impact in Modern Technology Services

...—





CEO | Quisitive

MIKE REINHART

A Visionary Driving Growth, Innovation, and ... —
Lasting Impact in Modern Technology Services

COVER STORY
...

Microsoft partners balance the diverse needs of several key stakeholder groups. They must remain committed to delivering reliable, innovative solutions for customers, while collaborating with and reflecting the key priorities of Microsoft. The organization must keep learning, strengthening its technical skills, and maintaining strong, transparent practices. As a leader in the Microsoft partner ecosystem, it's about inspiring trust, encouraging teamwork across regions, and driving growth through new ideas. Representing a global brand also means putting customers first, acting with integrity, and staying adaptable in a fast-changing digital world.

Mike Reinhart, CEO at Quisitive, is a longtime leader in this space and has decades of experience making an impact with global customers by leveraging the strength and depth of the Microsoft technology stack. Drawing on his experience in IT services, he founded Quisitive in 2016. He had seen firsthand how customers struggled with fragmented technology solution providers.

Even with Microsoft's powerful technology stack designed for a unified experience, organizations were still forced to manage vendors that delivered only isolated parts of their IT environment.

He added, "I saw an opportunity to create a Microsoft Partner of the Future by bringing together vast technology expertise under a single provider."

Since its inception, Quisitive has expanded through organic growth and M&A, integrating industry IP and strategic advisory services to meet the rapidly evolving needs of modern technology services.

Categorizing Approaches

Mike shared his long-term vision for the organization. His vision is clear: *Quisitive aims to be the leading global Microsoft partner for cloud and AI innovation.* This blueprint focuses on strategic advisory services to guide customers through the era of AI and emphasizes the core pillars of data, security, and AI services.

Even as Quisitive doubles down on AI, the team remains true to its founding principles and will continue to be a holistic technology solutions provider with excellent customer service and leading-edge innovations across solution areas.

Distinct Advantage

In the global technology market, Quisitive differentiates itself with end-to-end Microsoft expertise across all three Microsoft clouds, combined with strategic advisory services. Quisitive also sustains strong differentiators in its core industries, healthcare, manufacturing, and the public sector, ensuring tailored support for the distinct needs of each vertical. With its continued alignment with Microsoft, the company stays at the forefront of innovation and enables customers to realize transformative business outcomes.

Originality with Accomplishment

In considering what innovation means to him as a leader and how it shapes Quisitive's culture and service delivery, Mike views innovation as foundational. Quisitive structures teams to drive innovation that rapidly scales into adoption. Incubator groups accelerate speed to market and solution development.

He adds, "Our blended delivery model with on-shore, off-shore, and contractor relationships ensures we have diverse, nimble teams."

Enduring Client Partnerships

To build lasting client relationships in a competitive market, Mike centers on a vision to shift technology solutions from point providers to holistic partners as the basis of customer excellence. The company aims to meet



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the full needs of customers on their technology transformation journeys and leads with a focus on business outcomes, not just technology implementations.

Rather than solving a singular issue or deploying a standalone solution, Qusitive works alongside customers to assess business goals, build flexible roadmaps, and implement integrated solutions that deliver meaningful impact. This approach fosters relationships defined by trust, partnership, and innovation.

Outperforming Challenges

In considering examples of transformative projects that challenged Qusitive and strengthened its ability to deliver exceptional outcomes, Mike often points to Qusitive's partnership with Arthur Health, which marked Qusitive's expansion into Canadian healthcare and reinforced its

commitment to working side by side with clients.

Together, they tackled long-standing care delivery challenges by implementing a Rapid Access Clinic model powered by MazikCare, Qusitive's healthcare industry IP, Microsoft Dynamics 365, and Azure.

He adds, "This solution streamlined patient intake and referrals, reducing wait times by up to 80% and improving patient outcomes across Ontario."

Building on this achievement, Qusitive introduced Microsoft Fabric for Healthcare within the Ontario Workers Network to unify data and enable advanced analytics. This implementation eliminated silos, equipped clinicians with real-time insights, and accelerated personalized care planning. For Qusitive, the partnership highlights how deep Microsoft expertise, combined with

industry innovation, drives measurable healthcare transformation.

AI Evolution

Qusitive is leveraging AI and Microsoft cloud technologies to help clients achieve digital transformation and business resilience. Mike underscores that while some industry commentators question the pace of AI adoption and its ability to deliver true transformation, Qusitive is seeing AI serve as a strong catalyst for customers to adopt the critical infrastructure, data, and security frameworks required to advance in the era of AI. The company uses the full Microsoft stack for scalable infrastructure through Azure, along with security capabilities such as Purview and Copilot for Security, to help organizations build the foundation necessary to unlock AI transformation at scale rather than aiming for short-term AI gains.



Acknowledging Wins

In considering the milestones and achievements Qusitive envisions in the coming years, Mike highlights the company's recognition from Microsoft, industry awards, and attainment of advanced specializations throughout its journey. The company has experienced significant growth since its founding and recently celebrated its 10th anniversary.

Yet, the most meaningful achievements stem from customers reaching their goals. Qusitive's team remains focused on delivering outstanding results for clients every day, fostering a sustained culture of excellence rather than celebrating isolated milestones.

Advice for Future Professionals

Mike stresses the importance of deep curiosity and a commitment to continuous learning. He notes that he is committed to learning something new every day, often from the perspectives and insights shared by his own team. He believes individuals must be self-motivated to pursue new information, certifications, and technologies. Without that drive, skills will quickly depreciate, and the pace of the industry will leave them behind.

Guiding Principles

Mike highlights a guiding principle that captures his leadership philosophy: if an organization is not growing, it is falling behind. Sustaining growth and momentum remains essential, motivating him and his team to pursue the next step in their journey. He applies this mindset personally as he develops as a leader and expects it from everyone at Qusitive. When that philosophy is embraced collectively, the company grows, customers benefit, and the impact on partners strengthens.

Mike points to agentic AI as the most transformative shift. Autonomous, goal-driven agents aligned to an organization's security and governance models will fundamentally reshape how companies think about complex workflows. Work is rapidly moving toward a construct where agents operate as the new operating system layer, equipped with the context and autonomy to act with awareness of strategy, goals, and evolving priorities. For leading enterprises, agentics must become integral to IT strategy.

He added, "We have the AI expertise and the advisory services needed to guide customers through the hype and into transformation."

Supported by its deep Microsoft alignment, the company drives innovation and integration across the full spectrum of technology needs so

clients can advance confidently and responsibly.

Navigating Challenges

Mike emphasizes that implementing AI without a clear vision, strategy, preparedness, and security will challenge many companies and their IT teams. This is already evident as shadow AI emerges within enterprises.

IT leaders need to collaborate with solution providers who take the time to understand business objectives and assess AI's potential holistically, rather than pursuing the first proposed use case. Qusitive engages in extensive design thinking with customers to evaluate AI opportunities for ROI and ensure implementations align with strategic priorities and security requirements.

