

2018 MPN Partner of the Year Award Winners – Global

Alliance Global Commercial ISV AT&T

With nearly 39M connected devices, AT&T is delivering against their top strategic priority of IoT. In early 2016 Microsoft seized the opportunity to partner with AT&T to enable their IoT developer platform on Azure, AT&T Flow Designer. This proved to be an important investment for both partners setting the foundation for the Asset Management Operations Center (AMOC) solution on Azure. AT&T had a goal to bring scale, global reach and advanced analytics together with AT&T connectivity and devices to AT&T and Microsoft customers. Choosing Azure and SI partner Artis Consulting to accelerate development, the AMOC solution launched in the Fall of 2017. Through joint go-t-market, we have showcased the value of their differentiated IOT solution that leverages advanced services from Azure. This platform has been recognized by industry analysts, including recent recognition by IDC as the Leader in IOT Platforms, and led to two joint showcase wins out of the gate.

Alliance SI Accenture/Avanade United States

With large-scale investments in the Microsoft platform, Accenture/Avanade have a strong set of solution offerings spanning all aspects of Digital Transformation. These offerings, targeted at enterprise customers, have seen significant uptake over the past year with SAP on Azure being a particular highlight. This momentum has ensured that Accenture/Avanade continue to be the market leader for Microsoft services in the enterprise, across all three Microsoft clouds. In addition to being recognized as Microsoft's top partner, it's important to also recognize the adoption and innovation Accenture/Avanade are driving across the Microsoft platform, as a customer with almost 450,000 users. By positioning themselves as a leader in the adoption of Microsoft technology internally, Accenture/Avanade are transforming their own business whilst building experience and expertise that will also benefit their customers.

App Innovation Larsen & Toubro Infotech India

Larsen & Toubro Infotech (LTI) is the App Innovation Partner of the year. LTI developed a blockchain based solution for a Fortune 500 manufacturer. The powerful combination of Microsoft Azure platform along with LTI's blockchain expertise led the judges to a consensus that LTI is the deserved winner for this category. The solution is available on Microsoft Azure Marketplace.

Artificial Intelligence Insight United States

BlueMetal, an Insight company, has made significant progress in maturing AI + Analytics practice in 2017-18 and is bringing Microsoft AI Platform and Solutions to customers. The highlighted story of TD Ameritrade (TDA) is an inspiring referenceable customer win on digitally transforming the Customer Experience using Microsoft AI Platform. The solution enables real-time experience and connects audience with organization in a more meaningful and personalized way. TDA chatbot consumes approximately \$25,000/month of Azure and continues to increase. Also, BlueMetal is continuing to repeat this pattern with many other customers in the Americas AND expanding later this year into EMEA. In addition, many of the GBBs have sold solutions with BlueMetal - they 110% have Microsoft's back. They truly believe that Microsoft's cloud is the best in class enterprise cloud to build with and always do a great job representing us and our platform.

Azure Compete GTPLUS Korea

After rigorous competition in the cloud space, GTPLUS secured a major client in the gaming industry. By rearchitecting an IaaS solution to an Azure PaaS one, the customer achieved new levels of performance in their gaming platform allowing them expand to new international markets, growing their user base. These expansion and platform investments will translate into a 10X YoY revenue growth for the customer.

Big Data Analytics Cognizant Technology Solutions United States

Cognizant Technology Solutions worked with Heathrow Airport Limited on an Airport Efficiency and Performance Digital Transformation Journey to develop a strategic roadmap to improve airport operations. Heathrow entrusted Cognizant to drive this program and be the key anchor for this IT digital transformation project. With their hybrid approach to their Azure-based Big Data and Analytics solution that drove the organizations digital transformation, Cognizant best represents the Big Data Analytics category. Cognizant used a broad set of PaaS/SaaS services in Azure including: Stream Analytics, App Service (API), Azure Functions, Service Bus, BLOB Storage, SQL DB, Power BI, Azure Machine Learning & R, and Microsoft Visual Studio. They utilized batch and real-time processing for ingestion through to Power BI and Web Apps for consumption. The benefits of the program included unlocked capacity, enhanced passenger experience, and improved operational efficiency.

Customer Experience
Content and Code
United Kingdom

Content and Code has shown dedication to the practice of Customer Experience throughout their business. Content and code took great care to fully understand their market size and share in its current state, but also its future state. They observed subtleties in the market changes between 2017 and 2018 and made internal adjustments to match what was happening in the customer base. Content and Code is also vertically focused, which gives their content, personas and understanding a great amount of customer depth. The insights from their customers and top learnings were particularly astute and they provided thoughtful responses to areas with friction and areas for improvement. Since 2014, Content and Code has tracked Net Promoter Score, reflecting their transparency and consistency with measurement of CX over time. They also complete monthly surveys and have a voice of the customer feedback and client services loop that reflect a best practice. The organization has made a large amount of progress in this area of practice and they continue to set a high bar for our partner channel.

Data Estate Modernization
pmOne AG
Germany

pmOne took an industry-focused customer value creation approach to drive Data Estate Modernization with the customer. pmOne's solution is a great example of our unique hybrid approach and the integration of multiple on-prem (Azure stack with Citrix) and cloud (Azure Data Lake, PowerBI, etc.) products in the solution and it shows the power of our platform.

Datacenter Transformation
Ensono
United Kingdom

Ensono helps customers in their digital transformation journey with application modernization & migration to Azure through fixed cost cloud migration offerings, Ensono has a very unique Datacenter Transformation offering focused on Mainframe migrations to Azure. It recently won one of the largest Azure CSP Deals for the fiscal with its Mainframe to Azure offer. Ensono has built out a strong portfolio of MSP offerings on Azure that include the following: Enterprise Azure Enablement, Data Center Optimization, Enterprise Applications, Hybrid Identity, Azure Assured Continuity, and Test & Development.

DevOps
Xpirit Netherlands
Netherlands

Xpirit Netherlands is a Microsoft DevOps Gold partner that embraces DevOps as foundation to modern development practices including cloud-native architectures, continuous experiences across devices and platforms, and embracing the intelligence of Azure services. Xpirit's winning submission showcases their solution for an international technology group serving the global defense, maritime, oil and gas, and aerospace sectors. Their people-centric approach helped this customer transform not just their tools and operations, but the core of their business, to accelerate on Azure. By moving this customer from a build-and install-once model to an automated VSTS build and release pipeline based on containers, Xpirit has helped their customer reach new markets and to significantly lower prices for end-customers. Xpirit shows wholistic engagement as a DevOps partner: evangelizing DevOps worldwide through their Global DevOps Bootcamp, contributing to open source projects, and executing DevOps FastTracks on behalf of Microsoft.

Dynamics 365 for Field Service
Velrada
Australia

Velrada's Field Services solution leverages the Microsoft Cloud Platform (Dynamics 365, Azure and Office 365) to provide a comprehensive solution for large WW commercial companies (i.e. Sodexo), Not-for-Profit entities (i.e. SilverChain) and Local, State and

Federal Government sectors. Velrada's solution provides organizations with a time-to-value of 6 months (an 80% improvement of the industry standard), allowing the organizations to significantly reduce spending while empowering their staff in the field to do more for the people they serve. With a strong focus on competing by leveraging Dynamics 365's out of the box capabilities, Velrada simplifies and reduces costs, deploying an integrated single-platform solution. This focus is also driving 300% growth in their Facilities Management business and 30% overall revenue growth. Velrada is dedicated to their customers success, and demonstrated by multiple testimonials, and has added several new facilities management clients in the past 12 months.

Dynamics 365 for Talent
SAGlobal
United States

SAGlobal bet big on the Talent category and led the world in terms of customers engaged and logos won. Their active demand generation is paving the way for the next round of Customer wins. As the provider of one of the first public case stories their work is helping the partner ecosystem around the world to land the Talent solution & value proposition.

Dynamics Customer Service
eBECS
United Kingdom

eBECS is a key partner for growth, displaying consistent solid business metrics, competitive wins, and extended customer service capability through Power BI, Azure Machine Learning, and more.

Dynamics for Finance and Operations
Accenture/Avanade
United States

Accenture/Avanade put Dynamics 365 in the center of their digital transformation initiative, intelligent enterprise, and in the last year demonstrated outstanding results. Avanade was a leader in Customer Acquisition and delivered wins in almost every one of our 14 areas. In addition, Avanade and their Dynamics 365 practice was recognized by leading analysts for their Market Leadership.

Dynamics Sales
NuSoft Solutions
United States

NuSoft Solutions has demonstrated their ability to solution sell with an emphasis on relationship selling.

Education
Campus Management
United States

Campus Management is a leader in driving Digital Transformation with Higher Education institutions leveraging their Student Information System, CRM and ERP solutions. Their solutions are built on Azure and Dynamics 365 and integrate with Office 365 and Azure Machine Learning. Campus Management has demonstrated both alignment with customer needs for transformation and Microsoft's priorities of driving our cloud platform and partner co-selling.

Financial Services
Vector Risk
Australia

Global regulators have unleashed a tsunami of regulation on the financial derivatives industry that is hitting banks everywhere, culminating in the Fundamental Review of the Trading Book (FRTB) requirements, which all banks must comply with by 2022. Exposure calculations for FRTB and a raft of other regulatory impositions (Basel III) are highly complex and require powerful, ultra-high-performance IT systems. The traditional approach, whereby banks implement standalone instances of solutions on their own servers, is widely seen as expensive and fraught with project risk for what is of little commercial value other than the regulatory box tick. Vector Risk has leveraged the power of Microsoft's Azure, MS HPC Pack, and MS SQL Server to create market and credit risk analytics and workflow that addresses Trading Book Basel III in their entirety, at the enterprise level, for banks large and small. Vector Risk's Azure solution offers proven, demonstrable performance across all Basel III requirements, reducing implementation costs/timeframes, and ongoing cost of ownership. A distinct advantage to the system is that the bank can try all approaches to the exposure calculation approach to be used prior to deciding which one to use.

Government
Axon Enterprises, Inc
United States

Axon Enterprises, Inc's commitment to improve public safety through technology is exemplary. Their portfolio of cutting edge solutions drive Azure consumption across the world, enable the use of multiple Azure workloads, and recently resulted in Axon winning the Q3 Azure Open Source Consumption Challenge. Axon and Microsoft have a unique partnership with executive level engagement on both sides, close architectural collaboration on emerging technologies, and a strong co-sell motion. Microsoft will continue to support Axon's mission of protecting life every day.

Health
Solidsoft Reply
United Kingdom

The risk of falsified medicines is growing on a global scale and their infiltration in the European supply chain poses a major threat for citizen health & security. Solidsoft Reply has created the only end-to-end solution to address new regulatory imperatives around falsified medicines. This solution, composed of the European Hub, National Blueprint System, and Verilite was chosen as the Health Industry partner of the year due to several factors including impact, innovation, scalability, and the novel use of Microsoft technologies and platforms. Solidsoft Reply chose Microsoft technologies because of repeatability, resilience, high availability, and performance. Powered by the Microsoft cloud, Solidsoft Reply's solution has already been deployed in Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Iceland, Ireland, Lithuania, Malta, Slovenia, Sweden & Switzerland with Lichtenstein.

Indirect Provider
Tech Data
Netherlands

Tech Data, a premier global technology leader has illustrated its cloud transformation this year by providing holistic, innovative services for their Indirect Partner channel. Tech Data has positioned their Microsoft solutions around Modern Workplace, hybrid cloud, enterprise security, IOT, and business applications to help unlock customer value. Additionally, they are taking a proactive approach to their internal transformation to enable their channel partners through their respective innovation journeys. With focus on the entire lifecycle, Tech Data is investing in all aspects of the customer. Using a Centre of Excellence approach, they design and build solutions both globally and regionally. Using strong strategy and IP foundation, Tech Data brings their solutions to marketing through consistent sales execution to all customers in every one of their 40 countries. Over the next three years Tech Data is committed to driving growth through CSP solutions for their customers through their indirect partner channel.

Intelligent Communications
Sada Systems
United States

Sada Systems prevailed against competing platforms to provide a large chain of Asian restaurants with Office 365 with Microsoft Teams and Skype for Business for their communication and collaboration needs. The solution eliminated the cost of competitive licenses and significantly reduced online storage costs. Sada is leading the way with industry solutions built on Microsoft Teams and their comprehensive Intelligent Communications offer helps customers map their technical and business requirements to the Microsoft product roadmap to maximize customer value.

Internet of Things
Crestron Electronics
United States

Crestron Electronics has been an important Microsoft devices partner for many years but in 2017 they embarked on a journey to expand their IoT offering to with cloud solutions by building XiO Cloud. XiO Cloud helps Crestron's customers modernize their building's productivity tools by adding intelligence on top of their conferencing systems, lighting, security systems and more. In this customer case, the solution enabled them to deploy, provision and manage their conferencing devices across multiple locations. This provided them with real time insights regarding scheduling, meeting room occupancy and their status of their collaboration tools and ultimately changed the way that their employees worked for the better. Crestron Electronics was chosen as the 2018 IoT Partner of the Year based on the innovative way they are tying together the E2E cloud to device experience to deliver digital transformation for customers like Sealed Air.

Learning
Digicomp Academy AG

Switzerland

Digicomp Academy AG showcases how they exemplified innovation in the delivery of high-impact Microsoft Training solutions. Digicomp knew their customers struggled to find time to invest in future-ready Cloud skills. By inventing an efficient, high-quality learning program called Azure for Success, Digicomp developed the key to help their customers stay ahead of the skills gap. Based on LaaS, Azure for Success blends MOOC and MOC content in one single in-class training, then validates skills with a certification push. With the addition of community and peer exchanges, by hosting Azure Meetup groups and Global Azure Bootcamps, Azure for Success provides a platform for life-long learning. This innovative approach is exactly the results oriented, blended training needed to help grow Azure and other Cloud skills in the market.

Manufacturing

ICONICS

United States

ICONICS, a Microsoft global partner, delivers digital transformation solutions in the energy management and manufacturing industry. ICONICS IoT software suite, communicates with Microsoft Azure using analytics, and mobile solutions running via Azure. Their rich 3D visualization technology, use of HoloLens augmented reality and insightful data presentation help deliver business insights. Through the use of industrial IoT and AI, ICONICS helps their customers reduce energy consumption and carbon emissions and improves productivity. ICONICS continues to deliver innovative manufacturing solutions through its strong partnership with Microsoft.

Media and Communications

Advvy

Australia

Advvy helps media agencies streamline inefficient manual campaign planning processes with a workflow solution that enables marketing teams and media planners to collaborate more effectively, from campaign briefing and media planning to media buying and campaign monitoring, while giving management real-time visibility into campaign execution and performance. Advvy's solution is built on Dynamics 365, the suite of intelligent business applications, and is deeply integrated with Office 365 for improved business productivity and Azure for advanced analytics. Advvy's integrated media agency workflow solutions optimize media investment workflows at several leading media agencies and some of the top brands, reducing administrative overhead, turnaround times, and response times when campaigns need to be adapted. Advvy are in the process of expanding their teams in Australia, the UK, and the US to meet demand, and are partnering with Microsoft to further develop their solution and take it to global market.

Microsoft CityNext

Bentley Systems

United States

Bentley Systems' connected data environment (CDE), ProjectWise and AssetWise, leverages Microsoft's Azure cloud services to enable multi-discipline design collaboration from any location and the management of asset information to ensure optimal asset performance during operations and maintenance. Bentley provided key infrastructure for the Malaysia Rapid Transit Corporation (MRTC) while MRTC builds a new rail and evolves their transportation infrastructure for their 9 million inhabitants. MRTC is harnessing the latest digital technology to deliver one of the most ambitious projects ever undertaken in Asia with the aim to increase the public transport modal share from 18% in 2009 to 40% in 2020. Bentley's Azure-hosted platform enabled the 1500 project members to manage large amounts of 3D design and engineering records, and effectively control the project information to be shared and used without loss or misinterpretation for the whole project life cycle. This is expected to increase productivity by an estimated 35%.

Modern Desktop (formerly Microsoft 365 Powered Device)

Insight

United States

Insight is an incredibly committed Microsoft partner who has truly evolved their business to digitally transform their clients through Microsoft cloud solutions. Insight offers a full-service solution called Insight Managed Office that bundles devices, cloud applications, and services under a single monthly subscription, enabling some of Microsoft's biggest customers to adopt a technology strategy that meets the demands of a changing workforce. More specifically, Insight offers Windows and Office as a Service solution to keep customers up to date, by using modern deployment tools such as Windows Analytics. In September 2017, Insight acquired the Dutch cloud services provider Caase who is also a highly committed Microsoft partner and continues to invest in Microsoft solutions. Caase has independently delivered Modern Desktop solutions to Dutch customers and is now working with the Insight team to further strengthen their offerings.

Modern Workplace Transformation

Dimension Data
South Africa

Dimension Data successfully positioned their customer for the digital future by completely transforming their workplace with the full power of Microsoft 365. Through organizational change management and adoption services, Dimension Data was able to deploy an integrated Microsoft Productivity portfolio (Skype, SharePoint, Yammer, Teams, Windows10, SurfaceHub and Surface devices) as well as Collaboration and Security solutions, improving overall employee productivity, engagement, and satisfaction. It has been downloaded for trial in more than 20 countries. Tribridge is expanding their teams in the US, UK, Australia, Middle East and Africa and Finland to meet demand.

Open Source Applications & Infrastructure on Azure
10th Magnitude
United States

10th Magnitude is a national solution provider headquartered in Chicago, Illinois. 10th Magnitude opened its doors in 2010 at the advent of cloud technology. From the outset, it sought to perform cloud transformations, adopting Microsoft Azure early in the life cycle. 10th Magnitude has deep skills and proven experience with a broad array of open source technologies (e.g. Containers, DevOps, Data Intelligence, data center migration / modernization) and uses this experience to meet customer needs. 10th Magnitude strives to be active in the open source community participating in Chef, Ansible, Mesosphere and other open source user groups. 10th Magnitude's portfolio of open source solutions includes Kubernetes, Docker, Red Hat, HashiCorp, Mesosphere, Chef, Hadoop and Jenkins.

Open Source Data & AI
Cloudera
United States

Cloudera was brought in by its open source customer (Rush University Medical Center) to create a more modern data platform that could gain deeper & faster insights into patient care & healthcare delivery. Cloudera implemented a cloud-based analytics platform that leverages machine learning and delivers analytics-as-a-service capabilities. The solution runs on Azure and takes advantage of both machine learning & Azure Data Lake Store services. This new platform helped the customer reduce query, analysis & reporting times from 2 days down to near-real-time delivery. The solution also helped reduce the number of data silos in the organization and increased the size of the data sets it could analyze - this allowed for expanded research on data-heavy (e.g. genomic) models. Today, Rush's leaders can easily monitor more than 200 key performance indicators (KPIs) & benchmarks via executive dashboards for more self-service, data-driven decision making.

Partner for Social Impact
ProServeIT Corporation
Canada

In Ontario, Canada, over 175,000 children are at risk. The ~9,000 social workers of a children's welfare organization based in Ontario are entrusted with keeping those children and youth safe, strengthening families, and providing alternate care. This organization has recently become the target of cyber-attacks, preventing the agencies from viewing, using, and sharing information on the children and families they serve, as well as delaying response, care, and interventions. To combat this problem, ProServeIT designed and implemented a security solution that enabled real-time communications for the organization. Using Office 365, ProServeIT worked with 42 agencies to create a platform for encrypted intra-agency communication and deployed security features from Microsoft 365, including: Office 365, ATP, MFA, and DLP. This resulted in protecting a number of agencies from zero-day cybercrimes and ensuring the safety of families and children in Ontario.

Partner Seller Excellence in Technology, Sales and/or Licensing
Erik Moll, COMPAREX Canada
Canada

As a P-SSP from COMPAREX in Canada, Erik Moll is a true business transformation evangelist who leads as a front-line advocate for Microsoft technologies, educating and empowering customers to embrace the business value that technology adoption can drive. Erik's ability to teach technology to non-technical people is unique and his ability to co-sell with Microsoft and align both customer and Microsoft objectives inspires customers to leap into Office 365 and Azure and fully adopt the entire platform. He's recognized by his peers and by his Microsoft contacts as the P-Seller role model.

Platform
Provance

Canada

No partner better exemplifies the value of building on the Microsoft platform than Provance. Provance is a platform partner with a solution that extends the capabilities of Dynamics 365 and the underlying Business Application Platform. Their solution provides exceptional, cost-effective and cloud-based IT Service Management (ITSM) to customers. ITSM is a well-established \$2B annual software market and one in which Dynamics 365 does not directly play. The Provance ITSM solution breaks down traditional IT silos and enables an end-to-end view of services across cloud and on-premise environments. Through their unique IP built on top of Dynamics 365, in addition to tapping into other Microsoft investments like Azure, Office 365, Power BI, Microsoft Flow, etc., Provance competes to win in this market against ServiceNow. They drive digital transformation for our customers who value the deep integration that Provance brings across the Microsoft stack.

Power BI

Slalom

United States

Power BI helps organizations develop a data culture, creating an environment where everyone is empowered to do great things because of the data at their fingertips. A data culture enables every employee to harness the power of data by tapping into natural language, real-time analytics, self-service business insights and visualization capabilities. Creating a data culture often requires organizational changes, and a trusted partner that helps scope, plan, and implement a new solution is paramount. Slalom Consulting has shown its ability to be an agent of change, helping enterprise-scale organizations implement modern, self-service, cloud-based business analytics platforms built on Power BI. Their impact over these organizations is immediate: improved customer service, heightened responsiveness, and broader adoption of analytics across organizations. Slalom's long-time experience as a Microsoft partner has proven to be crucial in helping to deliver insights where they are most needed, directly in Power BI or embedded in core business applications.

Project and Portfolio Management

CPS

United Kingdom

If Corporate Project Solutions (CPS) didn't coin the phrase "Joined Up Solutions", they certainly define it. CPS is a long-standing Project and Portfolio Management partner who has continued to broaden their footprint as a Microsoft Partner, by expanding their Consulting, Services, and Solutions that they offer their customers. CPS's submission required moving their customer from an older platform, displacing competition and developing a custom solution built on Project Online, SharePoint Online & Power BI. Additionally, some of their innovative solutions allow for other worldwide partners to expand their businesses and grow along with CPS.

Retail

Teambase

United Arab Emirates

Teambase takes all of the Microsoft suite and provides transformational capabilities to retailers that deliver real insights and bottom line benefits. They take the complexity out of retail by integrating hundreds of data sources and deliver KPI's and business tools on top. Their broad customer base – anywhere from very large shopping Mall's to small operators – shows the flexibility of the solution. Insights are not only delivered through Power BI Apps, Dashboards and Power BI Reports, but also through digital companions, chatbots and voice. The biggest value of the solution is that insights and recommendations are embedded in day-to-day operations of the retailer across all levels of organization, from leadership to store associates, and are provided across any device.

SAP on Azure

Accenture/Avanade

United States

Accenture/Avanade – Aside from Accenture running one of the largest SAP HANA business warehouses on Azure for their own internal business, they have also been a leader in deploying some of the most complex SAP migrations to Azure. Beyond this critical workload, Accenture has also developed repeatable offerings, which have extended to the use of Microsoft's Analytics, Productivity, AI, IoT and Mobile services, powering innovation and adding value to these mission critical applications.

Security and Compliance

Oxford Computer Group – UK

United Kingdom

From identity synchronization to digital transformation and global recognition, Oxford Computer Group (OCG), a UK-based Microsoft Gold Competency partner, has helped many customers to embrace the potential of enterprise mobility and protect their critical assets

from cybercriminals. OCG specializes in the following areas: identity management, cloud transformation, enterprise mobility and relationship management. Additionally, OCG utilizes Microsoft security solutions, such as Azure Information Protection, Azure AD Premium, and Advanced Threat Analytics, to offer unparalleled threat intelligence to help organizations detect and protect against possible attacks.

Teamwork
Adopt & Embrace
Australia

Adopt & Embrace drove broad adoption of Office 365 by connecting solutions and services with C-Level business priorities. This approach led to revolutionizing the customer's HR recruiting processes across 75 locations and enabled employee engagement throughout their retail and manufacturing divisions. The customer transformed how they connected across their employee base, improving leadership connection and transparency and reducing purchasing decision-making time by gathering customer-informed feedback from their thousands of Firstline workers.

2018 MPN Partner of the Year Award Winners – Country

Albania Partner of the Year
BTS Ltd.

BTS Ltd. has demonstrated excellence in innovation and implementation of customer solutions based on Microsoft Cloud technology. They have played a strong adviser role for many customers in Albania focused on cloud solutions like Azure DR, Backup to Azure, Office365, PowerBI and SQL DWH, and education transformation with the use of technology. BTS have played an active role providing customers with advice, recommendations on functionalities, and potential improvements that Microsoft Cloud solutions could bring to them. Their latest engagement in a data analytics and visualization project for the healthcare university campus ZKM demonstrated their capabilities to unlock the value of the data that the customer had been collecting and archiving over the last 10 years.

Argentina Partner of the Year
Softtek

Softtek is a key partner that delivers services with excellence and drives transformational deals with their SAP on Azure solution. Softtek has shown true commitment to helping companies in their digital transformation processes. With 20 years in Argentina, this well-known company combined strong partnerships with both SAP and Microsoft to create a unique platform of cloud based services. Softtek has developed 2 disruptive solutions: Softtek on Demand and Softtek Managed Platform. Both solutions are based on Microsoft Azure (which lead their ACR to 1M USD in FY18, including IP Cosell). Softtek also complemented their solutions with power BI and started a Dynamics 365 practice this year. Several success stories (such as Rizobacter, San Miguel and Deam) illustrate Softtek's commitment to helping customers of any size to experience the benefits of the cloud. After their implementations, these customers were able to measure concrete increases in productivity and significant cost reductions.

Armenia Partner of the Year
Dom-Daniel

Dom-Daniel is a Microsoft certified partner with Gold Competencies, LSP in Armenia, SPLAR covering 15 CEE countries and CSP in Eastern Europe, Middle East and Africa. Dom-Daniel is the largest Systems Integrator and value-added reseller in Armenia. Founded in 2003, the company has pioneered the systems integration, consulting, and software licensing markets. Dom-Daniel has significant focus on systems and network integration, consulting, training, product development, and customization. The partner primarily serves critical infrastructures customers including ones in governmental, financial, utility, and telecommunication markets. Dom-Daniel delivers tailored and exceptional solutions to its customers and making Transformational Cloud Projects. The partner works with many organizations and consult on licensing, development and integration of Microsoft products and various Cloud services.

Australia Partner of the Year
rhipe

rhipe Australia have shown great alignment with Microsoft over the past year as we transform and support the partner channel. rhipe continues to invest in and build their capabilities, delivering new customer-lifecycle programs and creating new and innovative programs to support the partner ecosystem such as their Marketing as a Service to assist partners with go-to market strategies and to attract new customers in the digital age. Their commitment to systematic channel development focused on Microsoft's Cloud technologies, in particular Azure, Dynamics365, and Microsoft365, shows a great focus on creating incubation roadmaps to help evolve

partners' business models grounded in digital transformation. These initiatives have contributed to an expectational year of performance for rhipe Australia with record YOY growth for Microsoft CSP Indirect revenue.

Austria Partner of the Year Nagarro GmbH

Nagarro GmbH Austria provides technology services for digital disruption to both industry leaders and challengers. Since Microsoft Azure was born in 2010, Nagarro has been our leading Partner in Austria in terms of influencing decision makers in the Manufacturing Industry towards the value that innovative technology brings to build sustainable, intelligent and smart solutions, business models and enterprises. With their deep expertise around the Azure platform, ranging from Azure Infrastructure and DevOps to the IoT framework and the entire AI services portfolio, Nagarro has proven to customers like KTM, Andritz, Schrack, Hörbiger and my more, that they are a reliable manufacturing advisor when it comes to digital transformation and the creation of competitive advantages. Nagarro Austria is delivering the highest Azure Consumed Revenue among the entire Austrian Partner landscape and acting as a Partner role model in the areas of solution development, digital content marketing and co-selling.

Azerbaijan Partner of the Year Respect Solutions

Respect Solutions is a Systems Integrator, professional services, and management consulting company in Azerbaijan, specializing in enterprise software from optimization, upgrades and improvements in current software to selection, implementation and integration of new software. Respect Solution has been implementing Microsoft Dynamics for over 5 years, allowing them to fine tune the implementation along the way. Localized, customized Dynamics implementation projects have an extremely high success rate and Respect Solutions intends to keep it that way. Respect Solution is a Microsoft Cloud Partner who supports clients on smooth transition of their Dynamics EPR on prem to Azure which helps their clients save a significant amount of money and be more productive. The partner is expanding to other CIS regions, and sharing Cloud best practices with other Dynamics partners, so we've added them to the IP co-sell program to make a bigger reach.

Bahrain Partner of the Year Computer World W.L.L.

Computer World W.L.L. is one of the largest system integrator in Bahrain, with 26 years of experience in IT solutions and services and a complete customer-centric and relationship driven business model. Computer World continually infuses learning experience, building high customer satisfaction through a trusted partnership by providing solutions and services that are cost effective with tangible business results. Computer World partners with industry leaders to enable agile technologies that foster higher efficiency, lower cost and business growth through Infrastructure Optimization, Business Solutions, Information Management Systems and Technology Support Services. Computer World is organized by vertical industry and service line to deliver solutions and services with the precision that customers require. With more than 200 customers and 26 years in technology enablement, sharing experience, knowledge and learnings gathered over the years, Computer World delivers comprehensive end-to-end advanced solutions backed with services.

Bangladesh Partner of the Year Aamra Technologies Limited

In their 2nd year as CSP (FY18), AAMRA has built a healthy Microsoft client base of 156 organizations – more than a 17,000 user base in the first 9 months – with strong anticipation to increase the number to around 200 organizations, totaling more than 22,000 users, by end of FY18. As of April 2018, AAMRA has an approximated 20 enterprises, 140 SMBs, and 6 Educational institutions in their clientele. They have increased customer billing by 140% in Q1-Q3 FY18 and hope to make it more than 200% in the remaining Quarter, selling only to businesses inside Bangladesh. In FY18, AAMRA became Gold Partner in Education alongside its pre-existing Gold status in Cloud Productivity, Small & Mid-Market Cloud Solution, and Data Center Based on number of seats, while keeping churn below 1%. Despite competing with 4 other CSPs, AAMRA has maintained clear market leadership.

Belgium Partner of the Year COMPUTERLAND

COMPUTERLAND has been Microsoft's top partner in leading Wallonia, the French-speaking region of Belgium, to the cloud. COMPUTERLAND's strong commitment to the Microsoft strategy, combined with its key locations in Liège and Charleroi and its close ties to the local communities, have helped customers adopt Office 365 and Azure. COMPUTERLAND is the leading CSP partner in Wallonia and has built a complete managed workplace offering including Office 365, hardware and support. As a strong Dynamics partner, COMPUTERLAND has also built industry-specific applications on top of Dynamics to cater for the food and drink industry, such as cDrinks for Belgium's many specialized breweries. The COMPUTERLAND team is working closely with Microsoft's Go-To-Market team

to put these solutions into market. Finally, COMPUTERLAND is a strong believer of Microsoft Azure, and is investing in migrating a significant part of its managed services from its datacenter to Azure.

Bermuda Partner of the Year Fireminds

Fireminds has been a real game changer in cloud transformation in the Bermuda Market. As a Microsoft Gold Cloud Platform and Cloud productivity Partner, Fireminds operates at the intersection of software development and cloud managed service provider, providing customers with innovative technology solutions to run their businesses and make digital transformations. For example, Fireminds helped Caribbean Airlines to reduce time to purchase flights and update reservations while improving customer service by developing an AI Chatbot based on Azure. In 2017, Fireminds received a major investment from ATN International, Inc. which will help to expand its operations and capabilities to become the CLOUD leader of Caribbean.

Bolivia Partner of the Year SoftwareOne

In the middle of a tough political scenario, where regulatory obstacles prevent companies from cloud adoption, SoftwareOne Bolivia has managed to stay on track, grow their sales and technical teams, and win important Azure contracts, featuring lighthouse cases such as GetSAP – the largest Azure contract in the local market, and Gobierno Municipal de La Paz – iGob24/7 portal, both featuring high consumption rates. The latter case, iGob24/7, a citizen services portal that leverages Azure based Open Source technologies, is an example of how Microsoft Cloud can empower the digital transformation of a municipality with a proven positive impact on the life of Bolivian citizens. Not only has SoftwareOne Bolivia been key to help Microsoft secure these important wins, but they have also shown a day to day commitment to our strategy and sales objectives during this last fiscal year, which sets them apart from the rest of the local partner ecosystem.

Brazil Partner of the Year Westcon Brasil

Due to their strategic alignment with Microsoft's current momentum, Westcon Brazil was chosen as Country Partner of the Year for Brazil. Besides Westcon's great focus on ISV recruitment and enablement, they are also aligned with our CSP strategy, greatly impacting SMB. Westcon has also been chosen due to the significant number of IPCoSell opportunities that they have brought to Microsoft, which have caused an extremely positive impact in the last year of partnership. Their internal restructuring also showcases their alignment with our OCP strategy, creating Build With, Go-To-Market and Sell With teams to easily interact with Microsoft on a day-to-day basis. A huge contributor to this decision was the fact that they are a distributor who went through a digital transformation journey. Brazil took into consideration the message sent to other partners by choosing this winner, and we believe that it will motivate innovation and adaptation in a digital world.

Brunei Partner of the Year Concepts Technologies

Concepts Technologies completed their Gold Disti Competency in FY18 and grew the Cloud business exponentially, converting industries such as Telco and Manufacturing to increase their Cloud consumption while also grooming the local resellers in line with the customers Digital Transformation journey. The local Partner team is recognized for leading digital conversation to customers like VAM, in showcasing the real value of Microsoft Cloud Azure in terms of their digital transformation journey in better customer engagements, more efficient processes, and maximizing their manufacturing profitability with better time-to-market. With executive level sponsorship on the utilization of Cloud for their daily business processes, this has a significant ripple effect on other similar organizations in the local manufacturing space in Brunei. Concepts Technologies as a Disti also ensured that they have the competency required to completely nurture the local reseller ecosystem to remain relevant and become the go-to partner community for Microsoft Cloud solutions and services.

Bulgaria Partner of the Year COMPAREX Bulgaria OOD

COMPAREX Bulgaria is evolving its business to a services model and has developed globally a set of managed services and IP that are deployed also in Bulgaria. COMPAREX grew 22% YoY and 72% in cloud – higher than the benchmark for the Bulgarian market. Cloud mix is 31%, representing a 41% increase compared to cloud mix last year. COMPAREX Bulgaria is one of the two subsidiaries (out of ten) in CEE that focus on CSP Indirect as a differentiator on the market. They invested in cloud / Azure presales, technical and BDM resources. Customer projects like the ones in Naxex, Software group, VM Finance, and Coca Cola, partner2partner collaboration with ISVs (such as VEEAM) and marketing execution in close partnership with Microsoft teams (co-selling, CSP channel development, customer events and digital& social) proves a clear transformation to cloud business and alignment with Microsoft.

Cambodia Partner of the Year
Softline (Cambodia) Co., LTD

Softline is the highest contributing LSP with 67% share of local LSPs' revenue and a staggering three-digit YoY growth for two years in a row with +220% in FY18. They align with Microsoft's strategy of Mobile first-Cloud first, with 570% YoY growth of cloud revenues vs. FY17, which is supporting a cloud mix at 40%, the highest rate among partners, when the only Office365 SKUs are available in Cambodia. Softline drove our first Office365 win of the #2 local bank (3000 seats) only 9 months after the official launch in our market. This deal was also the largest in New Markets for Q2FY19 and sent a strong signal to the Cambodian FSIs which are navigating a lack of cloud regulations by the central bank. With their professionalism, drive, and continuous development of advanced cloud computing solutions and services through partnerships, Softline always aims at keeping its #1 position as Cambodia's leading cloud service providers.

Canada Partner of the Year
Long View

Long View's commitment to partnership with Microsoft (100% committed to Microsoft with no AWS or Google practice at all) on driving top line business performance across our major solution areas. Their YOY growth is impressive in revenue performance, per segment and priority products including Azure, Office 365, Dynamics 365 and SQL Server. Driving Innovation in their business, they were highly invested in high-touch marketing engagement to accelerate pipeline and an early mover in building a P2P strategy. Finally, their strong commitment to building commitment and capacity within their own business on P-sellers and technical acumen with certified individuals is remarkable.

Cayman Islands Partner of the Year
SALT Technology Group

SALT Technology Group is one of the few Microsoft partners that is 100% focused on Microsoft technologies. SALT is one of our most innovative partners in the English-speaking Caribbean due to their work several customers including Foster's (the largest grocery store chain in Cayman Islands) as the first M365 customer in the Caribbean, Neural Studio (a Data & AI startup based out of Cayman) with their self-service automated AI platform, and Walkers (one of the largest legal corporate firms in the Caribbean) who SALT helped to consolidate their Data Centers with OMS & Azure Site Recovery. Besides those success stories, SALT is looking to keep investing on new technologies such as Azure Stack and Azure Blockchain Service. SALT is a great example of a partner that is fully committed to help our customers digitally transform their business with Microsoft technologies.

Chile Partner of the Year
Kudaw S.A

Kudaw S.A has been a key partner in growing our Azure Big Data and Analytics business, thanks to their expertise in Data and Science, they have been able to drive from 0 to 700k in this workload, which was previously unexplored in Chile. Now they are working very closely with us to further develop Big Data opportunities in our Enterprise customers.

China Partner of the Year
Shanghai Nanang Wanbang Software Technology Co.,Ltd

Shanghai Nanang Wanbang Software Technology Co., Ltd is a local company with HQ in Shanghai established in 1993. In 2013, Nanang finished capital injection from INESA to resolve the capital limitation and entered the new business areas of Public Cloud, smart city, RFID technology, etc. Since 1994, Nanang has worked cooperatively with Microsoft China. Nanang is the number one Microsoft reseller in China and became DLAR in FY10, POY in FY13, Top LSP in FY14/FY15, Top Cloud Industry alliance partner (Gov.) in FY16, and with its strong Cloud performance, Nanang become our China POY in FY17 again. In FY18, with its heavy investment on its Cloud technical team, over 100 employees in its pre-sales, technical delivery, and development teams, and its solid determination to follow Microsoft transformation, Nanang aims to become the TOP MSP in China. Nanang helped us to drive over \$7.5M ACR, over a 190% growth rate, 30K O365 users, \$12M Cloud Revenue, and \$40M total billed revenue. On its self-developed Cloud Management platform, it is managing over 100 customers' Azure consumption, and 505 subscriptions. As one of the pilot cloud transformation partners, Nanang also joined our Microsoft Azure MSP Early Onboarding program, and we are expecting it to become the first certified Azure MSP in China.

Colombia Partner of the Year
Bizagi

With 20+ years in the market, Bizagi wraps around existing legacy systems to transform today's organizations into digital businesses where their digital business platform helps banks improve customer experience, hospitals empower patients and airlines fly more efficiently. The company was born in Colombia, but today it represents one of the most successful BPMs in the global space, with consistent recognition from Leading Industry Analysts. Bizago was supported by Garner magic quadrant, Named as a Strong Performer in BPM and Low Code Forrester Research Waves, and named "Highest Ranked BPM Product" by Europe's most prestigious software engineering institute. This ISV started its journey to cloud 2 years ago with a strong partnership with Microsoft, building their cloud solution with the latest Azure technology. Making a strong shift to cloud where ACR grew 1578% YoY and adding 10+ top global customer stories (such as Ikea, Basf, and AON) to their list, Bizagi is becoming a leader in multiple industries across the globe.

Costa Rica Partner of the Year Conzultek

During the last 16 years Conzultek has been working on meeting our customers' business and technological needs. Their main expertise has stemmed from using Microsoft's technology to evolve from on premise to the cloud. This transformation gave them the knowledge to grow the cloud market in Costa Rica and Panamá, building a strong practice that has allowed them to win back customers from Google with Office 365. This nomination is a great example from a scalable compete practice from Central América.

Côte d'Ivoire Partner of the Year INOVA

Established since May 1999, INOVA is an IT company which has its head office in ABIDJAN – Côte d'Ivoire. INOVA specialized in software development, system integration, networking infrastructure, and Training. INOVA has been a Microsoft Certified Partner and training center (CPLS) since 2004. INOVA is a traditional LSP with a team having a growth mindset. They welcome our new OCP engagement and work hard to better know their customers, their market challenges, and to bolden their cloud stamp and perfectly assimilate the new currency in their strategy: Cloud Consumption. INOVA has many Cloud co-sell ready solutions and sells them to companies that appreciate the added value of how those solutions help them to focus on their real work instead of worrying about IT continuity and performance. INOVA is Gold on Cloud Platform and Silver on Cloud Productivity. BaaS (INOVA BACKUP AS A SERVICE) offerings provide exceptional, customizable backup and storage management solutions for any system setup: physical servers, virtual machines, PCs, business-critical applications, and more. With their solution built on Microsoft services, Backup is dramatically cheaper. Their customers have now the perfect solution to help them manage space on expensive, purpose-built backup storage systems. Their business profile as a previous traditional LSP without any solution is 66,7 Cloud Mix. Their ambition is to be the Cloud Champion in WCA.

Croatia Partner of the Year Recro d.d.

Recro d.d. cloud team counts 5 people containing technical team for presales consulting and post-sales support, providing one place for partners to fulfill client requirements including platform with services catalogue, order automation, self-provisioning and ticketing systems for post sales and technical support issues. In the era of digital marketing they started with first digital campaigns and created the landing page <http://office365.recro.hr/> Targeted customers were found through Facebook, Google, and LinkedIn which resulted with 500,000 impressions, 100,000 reached people and 8,000 link clicks. In just one FY 300+ different partners went through 25 CSP workshops, 250+ partners attended our 12 webinars and 12 technical workshops. Today they have onboarded 125 new active cloud partners and sold CSP and VL/Open agreements and over 5,000 seats of cloud products to more than 300 customers. Year-to-date, Recro has created a 246% growth in cloud mix, they onboard 5 new CSP partners monthly, have roughly 20 new customers and 200 new seats added each month. CSP growth is 1486%.

Curaçao Partner of the Year Inova Solutions

Curacao based Inova Solutions continues performing while transforming by advancing their multi-year strategy of increasing their Caribbean market footprint. In FY18 Inova performed by growing investments, establishing and evolving cloud opportunities in new and acquired customer accounts in the Caribbean in close collaboration with MS field leading to key deals like Government of Saint Maarten and Perfect Luck Assets (Baha-Mar). Inova also continued investing in transforming their business from a traditional LSP to modern licensing platforms by driving renewals to CSP and developing scale in customer service via a fully automated platform for customers to self-serve and manage their Cloud services. Other significant investments have been allocated to increase services capability and developing successful Partner-2-Partner engagements. They have also embraced the Microsoft 365 platform as the primary suite for EA renewals resulting in several conversions.

Cyprus Partner of the Year COMIT Solutions Ltd

During FY18, COMIT Solutions Ltd has transformed from a traditional System Integrator delivering on-premise solutions to a “Cloud First” Partner that is co-selling with Microsoft in order to penetrate the Forex industry, a lucrative industry in Cyprus. COMIT Solutions has rapidly gained the Gold Cloud Platform competency with annual Azure consumption of more than 6 figures and are now delivering blockchain projects that can revolutionize the Forex industry. Being one of the leaders on value selling in the specific industry, they have already published one Forex-specific data center solution in the OCP catalogue.

Czech Republic Partner of the Year
ARTEX informacní systémy, s.r.o.

ARTEX informacní systémy, s.r.o. is a loyal and 100% Microsoft cloud focused partner. This partner has shown capability and skills to transform and perform in four Microsoft core priorities. Their combination of knowledge in Dynamics and Power BI brings completely new value to our customers, with competitive and easy to implement CSP solutions. This results in our common cloud success (357% YoY Cloud growth). Artex is a player on the market with 25 cloud focused employees, delivering 90% cloud share mix, and growing 312% YoY on total revenue. We see Artex as one of the most important transformational partners in the SMB segment, driving O365 business and helping our customers with their active usage focused on Microsoft Teams. Artex is an especially important partner for our mutual future growth at Corporate and Enterprise segments (i.e. at Retail or Manufacturing).

Denmark Partner of the Year
ProActive A/S

Our partners are paramount in our efforts to enable digital transformation and innovation for businesses across all segments. We have chosen ProActive A/S as Partner of the Year for Denmark because they have succeeded in transforming their digital services to help our customers transform their businesses. It is a huge pleasure to see how ProActive A/S is particularly successful in cloud infrastructure projects. This service is in high demand in the Danish market, where businesses recognize cloud as the foundation for driving the digitization of our society.

Dominican Republic Partner of the Year
Solvex Dominicana, SRL

Solvex Dominicana, SRL is a local custom development shop for web, mobile, and business solutions with over 10 years operating in the Dominican Republic. This FY, Solvex has fast-tracked their cloud business by driving Azure consumption (highest in the territory) through their managed services offerings and their IP Co Sell ready solutions, adding new CSP customers, which has resulted in a cloud revenue growth of 68% YoY. Their recent success story where they deployed the first SAP production environment on Azure in the Caribbean is a token of their customer obsession. This, combined with their long-term strategy's alignment with Microsoft's bold ambitions, makes them worthy of this Award.

Ecuador Partner of the Year
BUSINESS IT

BUSINESS IT is the most relevant cloud partner in Ecuador on top of successfully expanding its practice to Panama and Peru within the last three years. They have a strong technical and sales team and have been leading large cloud projects in all major workloads: IaaS, PaaS, and Productivity. This year's case is one of Yammer in Produbanco-Primerica, one of the largest banks in Ecuador. It is the second yammer large success story in Ecuador after Universidad Tecnica del Norte. Yammer has allowed the bank to improve institutional collaboration and share information between teams safely and in real time. The customer has reported a better sharing, centralizing, and channeling of information among business groups and interested parties. BUSINESS IT is the type of partner that is always innovating, generating valuable solutions for customers, and working collaboratively with our teams to maximize our impact in the market.

Egypt Partner of the Year
HITS Technologies

HITS Technologies is a Microsoft Gold Partner specialized in developing HCM software products, to manage, serve and secure organizations over Cloud using Microsoft latest technologies of IoT. Over the course of 20 years, and hand-in-hand with Microsoft Egypt, HITS became the most prominent and customizable people management software solutions worldwide, maintaining the highest user satisfaction and ROI. HITS successfully Secured Azure annual commitment in FY18 via Azure EA Renewal, with 40% YoY Growth (Highest Impact for an ISV in Egypt). In addition to 10+ Co-Sell Deals Won throughout FY18 (Highest Contributing ISV in Co-Sell Wins), with 30+ Co-Sell Opportunities in the Pipeline on MSX. HITS is the most active ISV in GTM and Cross-Border Demand Generation (Africa, Gulf and APAC) Impact with significant GTM investments within DA/AI & IOT workloads, with defined ROI on Pipeline impact. They Implemented Azure Ethereum Consortium Blockchain & IoT Access Controller is built over windows IoT core, to automate & control their Face Recognition Smart Access Solution on Azure. Also, HITS is Using Xamarin, DevOps and advanced Azure Services in R&

and solutions Development. They Conducted the largest Government PoC with Ministry of Planning for 100K+ for Smart Access Solution on Azure.

El Salvador Partner of the Year
Corporación Orbital

In the past year Corporación Orbital have been a key partner to growth our Azure Services Market in El Salvador. They achieved key projects with sustainable growth. One of the projects with Banco Central de Reserva de El Salvador, help to our customer to be compliant with legal regulation of data management. A key part of the implementation was the empowerment of tracking information through portals and the ability to manage all the security regulations.

Estonia Partner of the Year
Primend

Primend is a clear leader in the local market providing high level Microsoft based cloud services to different types and sizes of organizations. Through serious customer engagements partner has proved their development of strong expertise in the main solutions areas including Modern Workplace, Data & AI, and Apps & Infrastructure. This allows Primend easily to guide customers through digital transformation journey and offer them a consistent and strategical IT development plan. At the same time Primend has developed several pre-packaged solutions for Analytics and Automated process management which have high demand and help their customers effectively utilize various Microsoft cloud solution benefits. These kinds of added values services are based on active listening and understanding their customers challenges, which Primend helps to overcome and solve. Moreover, Primend is launching their own marketplace aiming to reach more customers with their cloud offerings. In addition, Primend is constantly putting effort and energy on raising awareness of Microsoft cloud solutions and products. Those activities consist of performing various seminars and webinars to clients. All of this proves that Primend has a clear commitment and strategy based on Microsoft Cloud platform which helps to achieve better and better results every year.

Finland Partner of the Year
Onrego Oy

For over 5 years Onrego has had a significant impact in Microsoft Public Cloud Success in Finland. Covering Azure, Office 365 and EMS offerings they have opened the public cloud door for many many customers and become their trusted advisor in cloud. Onrego has delivered great business results, growth and reference cases year over year and even they still are quite a small company, they rank as TOP3 Partner in Azure consumption in Finland and are growing almost 100% YoY. Onrego is actively working with different stakeholders within Microsoft and have become a trusted partner for Microsoft sales teams. Onrego is also a very active contributor in (Microsoft) cloud ecosystem - they have even released a public cloud professional qualification program to train and certify new cloud experts to Finnish markets.

France Partner of the Year
Capgemini Sogeti

Capgemini Sogeti France has had a year of transition where they decided to boost their relationship with Microsoft one-level up. They have a vast market reach potential and have living demonstrations of their true capabilities to commit & perform joint selling while transforming. Capgemini has made several more contributions, \$25m ACR by 2020 in France, coming from \$8,3m for FY18 using DPOR & CSP as means to accelerate market reach Bringing the Microsoft workforce to 1500p in France, better addressing joint clients and improving organizational alignment with Microsoft France. Finally, sustaining similar core values and ethics especially the joint partnership on Defi H, a trophy to the benefit of disabled people.

Georgia Partner of the Year
LLC SYNTAX

Having started cooperation with Microsoft in 2015 LLC Syntax has achieved the highest 57% of CloudMix among all Georgian partners in FY18. This Partner has solid experience in sales and deployment of cloud products such as O365 and Azure. Syntax has also demonstrated a huge growth in FY18 starting work with prominent Georgian customers as Georgian Post, KazTransGas, Coca-Cola, USAID, GPI (Vienna Insurance Group) etc. The Partner's mission is to build long term relationships with customers and to become a notable IT advisor by pursuing business through innovation, advanced technology and high skilled professionals. They also have cloud competencies: Gold Small and Midmarket Cloud Solutions.

Germany Partner of the Year
pmOne AG

For two years running (FY17 and FY18) pmOne AG has been Microsoft Germany's top co-sell partner, with an unbeaten track record of co-sell opportunities and co-sell wins. The showcase for the Country PoY Award is an innovative big data platform which helped E WIE EINFACH, a 100% subsidiary of E.ON Energie AG, to boost their modern self-service platform in Azure. E WIE EINFACH discovered new opportunities while slashing previous costs by 20% and accelerated analytics by 100%. pmOne AG's unique capabilities include combining deep expertise in cloud-based BI and Analytics with the ability to create great business solutions (ISV) for our common enterprise and corporate customers. Over the past 3 years alone, pmOne has developed seven new solutions which are unique to the market and drive customers to the Microsoft Cloud every day. pmOne was able to grow its cloud business by 360% in FY17 and approx. 400% in FY18.

Greece Partner of the Year **InTTrust SA**

InTTrust SA has transformed from a traditional System Integrator to a "Cloud First" Partner during FY18. They are providing value to their customers by having Digital Transformation conversations and they are influencing the market with Microsoft Cloud Solutions in the area of Application and Infrastructure and, more importantly, on Advanced Analytics and IoT. InTTrust had a significant Azure growth driving sales mostly through their CSP Direct Bill contract. Being one of the leaders on value selling in the Greek market they have already published two solutions in the OCP catalogue related to Security and GDPR and they are Gold competency Partners in both Cloud Platform and Cloud Productivity. They have also improved their marketing skills significantly by having extensive digital market campaigns since the previous year.

Guatemala Partner of the Year **Sega**

Sega has been a key partner in our Central América ecosystem for over 26 years. They built a solution integrating Azure PaaS with our Security offer. This solution is helping several customers to increase their productivity. One of the key projects was Tribunal Supremo Electoral, where they migrated / implemented the platform services that allowed to automatize the Popular Consultation held in Guatemala.

Honduras Partner of the Year **Sega**

Sega has been a key partner in our Central América ecosystem for over 26 years. They built a solution to modernize the workplace in Honduras. This transformational journey of their customers includes training for end customers, updated and complete environments, and new design to optimized collaboration scenarios. This practice will help us to grow the business and build a strong consumption engine in Honduras.

Hong Kong SAR Partner of the Year **Superhub Limited**

Achieving Sevenfold Growth in net-seat-add and a succession of industry "FIRSTS", Superhub Limited is one of Hong Kong's leading CSPs. It offers a full range of Microsoft cloud applications and infrastructure services as well as other cloud-based security, back-up, and domain offerings aided by 24/7 hotline support and service on a project or ongoing basis designed to meet ever-changing needs, empowering Hong Kong's vibrant community of small and medium-sized businesses. In FY18, Superhub achieved a series of succession and milestone achievements in providing cloud-based solutions powered by the latest Microsoft technologies including Sevenfold growth in net-seat-add and a catalogue of industry "FIRSTS", which includes the First global Microsoft Customer Experience Center (CEC) which launched in Mar; the First Direct CSP Marketplace, the First M365 wins, and the Industry First of Creation of O365+, M365+ and Azure+: the managed services with Superhub's valued-added support. With more than 10 years of Exchange hosting experience, Superhub had successfully transformed to become one of the top CSP partner in the market with the fastest growth in new seat acquisition this year. Customer acquisition, activation, support and service excellence will be the key motivators keeping Superhub's business growth.

Iceland Partner of the Year **Advania**

Advania is well on their way on their Digital Transformation journey with Microsoft and were thus chosen for their commitment in the Build-With program. Their cloud focus is clear and their vision for digital transformation is growing their customers, i.e. through Advania Marketplace and Advania Advice. Advania has grown steadily in in CSP where revenue doubled in the past year. Their commitment to Microsoft Dynamics is very interesting where Azure is there platform of choice and they are frontrunners in offering ERP solutions in the cloud. The positive effect of this is reflected in seat adds that have more than doubled in the past year. "Avania's growth both in CSP

and Business Applications joined with their understanding for the Azure journey is the foundation for our choice of Advania for Microsoft Iceland Partner of the Year 2018, " says Heimir Fannar Gunnlaugsson, country manager for Microsoft Iceland.

India Partner of the Year
Embee Software Pvt. Ltd.

Embee Software Pvt. Ltd. has played a key role in landing the cloud transformation and delivered phenomenal success. They grew 107% on Azure Consumption and continue to grow Cloud mix YoY at +5 Points to be at 58% YTD. On Azure billed revenue they delivered +15% YoY and landed some strategic Azure Customer Adds. Additionally, Embee Software exhibited strong adoption on the Partner Sales Connect delivering the highest close rate on PSC transferred opportunities with 9 competent P-sellers onboarded. To add to this, they secured 17 compete wins within the July- May FY18 period and their strong pipeline exhibits sustained growth. Embee continues to strategically invest towards accelerated cloud transformation journey. Their adoption and commitment towards new OCP business models, processes and tools further demonstrates their belief and conviction towards Microsoft's cloud vision.

Indonesia Partner of the Year
Kreatif Dinamika Integrasi

PT. Kreatif Dinamika Integrasi had shown strong performance in FY2018 by consistently delivering strong triple digit YOY growth in revenue (456.44%) and Cloud (94007.14%). They had been really committed to expand their portfolio as per written in PBP from dynamics only partner into other Microsoft cloud portfolio such as Office 365, Dynamics 365 and Azure with the winning of \$1M ACR in 2018 Asian Games and implement the first integrated Dynamics 365 & Office 365 in Jakpro (Jakarta LRT). Kreatif Dinamika Integrasi had gained their co-sell ready status and also have 2 co-sell ready solution available in OCP catalog and had continue to invest in capacity & capability.

Ireland Partner of the Year
Codec.ie

Codec.ie have really continued with their business transformation and aligned directly with the MS Ireland strategy. They are almost a mirror image of our business. They are impacting every aspect of our business in Ireland from Azure to Devices. Driving business - they are transacting licensing and influencing where they can't transact (Co-Sell engagement driving \$8.5m in licensing revenue transacted through LSPs and Transacting \$2.6m pa of CSP (annualized) grown by 1500%). Business Transformation - Hired 80 new staff into their MS practice, including key Cloud Architects, Data Scientists, Inside Sales & Customer Success Manager. Driven Azure Consumed Revenue to \$1.2m – growing by over 100% with plans to grow by 150% in FY19. Biggest Business Apps partner with \$1.6m of new business – key wins in AIB (1k users Ireland's largest Bank), Dept of Foreign Affairs (1800 users).

Israel Partner of the Year
Aztek Technologies

Aztek Technologies has been a Microsoft licensing partner since 1999. Over the past two decades they strategically focused on building and developing Microsoft's licensing programs. 3 years ago, Aztek started her Digital transformation journey, and since then they are investing efforts and succeeding in embracing Microsoft's transformation and Strategy. Aztek became one of the leading technological cloud partners in the CA & Enterprise space while developing 3 IP Cosell solutions, doubling their Azure consumption impact, partnering with leading ISVs and building marketing engines to grow at scale.

Italy Partner of the Year
Avanade Italy

Avanade Italy, thanks to the combination of their digital innovation DNA, strong Microsoft expertise, and the unique partnership as the Power of Three (Po3) with Microsoft and Accenture, has been able to deliver among the best digital transformation projects in Italian top customers, offering the high-end, comprehensive cloud, digital, Intelligent automation and IoT solutions.

Jamaica Partner of the Year
Inova Solutions

In FY18, Inova Solutions has had great success in growing its business in Jamaica and creating some great transformational stories with customers. A testament to their Jamaican performance is best exemplified by a lighthouse win, the Office of the Prime Minister. This deal is key in Jamaican Public Sector as it showcases Microsoft technology as the way forward for many of the government agencies who are regarded as inefficient and bureaucracy. The overall experience has led Prime Minister to publicly state his commitment to leverage technology to boost public sector productivity. To achieve this pro-technology climate in the OPM Inova, in close collaboration

with MS Field teams, proposed a packaged solution based on O365 including migration assessment, full deployment and end user training getting the OPM to realize quickly the value of the solution. In customer like OPM Inova continues to perform and grow their investments, evolving cloud opportunities through modern licensing for customers in over 30 Caribbean countries.

Japan Partner of the Year
Japan Business Systems, Inc

Japan Business Systems, Inc is a No.1 Cloud partner in Japan with 54% cloud mix, gained its success by aligning Microsoft Co-sell measures. Major domestic enterprises with a global presence, including Toyota, Panasonic, Mitsubishi UFJ Financial Group, and Starbucks Coffee Japan, depend on JBS for cloud-based assistance, with requests up by 148% (FY 17-18) compared to previous year. Serving as an effective real showcase, JBS has utilized 2,000 Microsoft 365 E5 licenses for internal use and has incorporated Workplace Analytics to analyze productivity for 1,000 users. Insight gained through in-house application enables JBS to develop strategic proposals and advance product consumption. Furthermore, JBS contributed to HONDA's advancement into the "Car Sharing" business called "Honda EveryGo" by utilizing Azure and is now leveraging data accumulated through Azure Machine Learning, making headway into the data and AI market to elevate operational efficiency in areas such as booking forecasts. Maximizing Azure's features, JBS continues to support digital transformation, further boosting their client's success.

Jordan Partner of the Year
Specialized Technical Services

Rapidus by Specialized Technical Services (STS) is a new breakthrough in managed services offering built on top of Microsoft platform provides customers both in Jordan and the Gulf Region the simplicity and ease of use of innovative and intuitive offerings and solutions built on the Microsoft cloud platforms. Rapidus a world class set of managed services provide customers with workload outsourcing for their IT environments through making Information technology more intuitive, simpler, faster, and more cost efficient. STS, a well-known Microsoft Gold Partner in Jordan with the most reputable certifications and competencies namely Gold Platform and Gold Productivity, always aspire for perfection consulting, implementations and delivery result in an outstanding customer satisfaction across various industries, verticals and segments.

Kazakhstan Partner of the Year
ASPEX

ASPEX is a System Integrator from Kazakhstan and offers solutions for data automation and BI (Business Intelligence) analytics by using Power BI from Microsoft, and it has numerous successful implementation cases. The company specializes in deep internal and external data audit, cross-analysis of data from various sources, automate reporting both within departments and within the holding, identify abnormalities / deviations / theft, and develop stunningly handy automated reports - KPI, Risks, PnL, warehouse, logistics, pharmacy, FMCG, etc. The partner can not only develop dashboards for internal use and forecasting, but also implement a single analytical platform for visualizing all data from IoT to analyzing customer satisfaction. One of the advantages of ASPEX's customized BI solution is the developed connection, which allows clients to integrate virtually any database. The company has successfully integrated with 64 programs/platforms from 1C, CRM/ERP-systems up to SAP and Google.

Kenya Partner of the Year
Cloud Productivity Solutions Limited

Cloud Productivity Solutions Limited is a technology firm that specializes in helping companies save money through innovation. With an obsession on customer success, CPS has focused on driving value for customers who have already purchased Microsoft Technologies yet have low consumption by providing a Managed Services Solution that helps drive usage. Using tools like Teams and SharePoint, CPS has been able to engage C-Level Executives and educate them on the benefits of consuming what they have bought. Through this initiative, we have been able to see cloud growth in our key customer base. CPS has a team of highly qualified and dedicated resources who are Cloud Certified that have been agile hence being able to turn around customer requests at short notice. Rather than just building technology or implementing software, CPS delivers real business value through industry knowledge and understanding each client business. They make it their business to know the customer business.

Korea Partner of the Year
GTPLUS

GTPLUS has supported and developed sophisticated services, such as WAS (Web Application Server), database, APM (Application Performance Monitoring) to enable dynamic enterprise infrastructures for various clients. Currently with over 700+ enterprise customers, GTPLUS provides all-encompassing technical support and Managed Services to 250+ companies. By serving major enterprise level clients for over a decade, GTPLUS has crafted and inherited its own specialty and "secret sauce" for success within this industry.

With over 80+ talented engineers, the company continues to innovate and strive to help its clients create a difference and impact within their own verticals. In 2017, GTPLUS first began planning and strategizing to provide Microsoft Azure Cloud Service to its clients, and after tremendous efforts, in September of 2017, GTPLUS was selected and approved as a Microsoft Managed Service Partner, allowing the company to add Microsoft Azure as part of business sales. Over 1-year GTPLUS invested huge effort to ready engineers and sales teams to align to be a best cloud solution provider and won bold gaming case as PUBG, Pearl Abyss. GTPLUS successfully provide benchmark test to compete with AWS and managed serviced offering with best cloud architecture to win the game. And GTPLUS has successfully migrated from Oracle's Opera to Microsoft Azure (on the technical end and client service management end) with Parnas Hotel, a chain of Intercontinental Hotel. Now GTPLUS team is conducting SAP on Azure, and the team predicts that everything will be seamlessly executed within Azure.

**Kuwait Partner of the Year
EBLA Computer Consultancy**

EBLA Computer Consultancy has shown outstanding year over year business growth. They have been, and still are, focusing on cloud growth and transforming their customer with latest technology from Microsoft that made big improvement on customer operation, productivity and security with clear focus on Microsoft Azure and Microsoft 365. EBLA is playing very major role on consulting Kuwait Public Sector customers to modernize from on premise to cloud based. Their focus on the public sector gives them a differentiation on understanding this industry to bring relevant solution for transformation. EBLA is one of the unique LSP that managed to move fast from traditional license provider to managed service and solution building. They managed to successfully leverage their experience on both strategic partnership they have (Microsoft and IBM) to build their own IP around IBM FileNet on Azure adding their managed service to offer high available and secured ECM solution to their customers, they have closed in less than 2 months 4 IP Co-Sell wins total of 2 M\$. EBLA is one the best partner offers value-added SAM by putting their both SAM and security experience together to go beyond traditional license asset management and offer their customers more value and consultation services.

**Laos Partner of the Year
Top Value Service Sole Co., Ltd**

Top Value Service Sole Co, Ltd. is the only partner in Laos focused with Microsoft portfolio. They are helping Microsoft work together with the Govt. of Laos. They have closed an Exchange and Skype for business with the Ministry of Post & telecommunication, they are planning to implement Microsoft products in the remaining ministries, they are working with PMO to provide a dashboard using Power BI, they have co invested in different Microsoft events (Microsoft Laos banking day, O365 launch event in Laos) and the Laos ICT expo with Microsoft Stalls and Logo. Microsoft participated for the first time in Laos ICT expo with TVS. Top Value Service Sole has Silver certified competency and committed to reach gold competency in the next 6 months, Microsoft Windows 10 device ranges branded ALO and are the first CSP in Laos with internet connectivity IP.

**Latvia Partner of the Year
We are DOTS (SQUALIO Cloud Consulting)**

In the midst of Digital Transformation, *Dots* was swift to adapt technology to the modern challenges of our customers, quickly standing out amongst our partner ecosystem. After successfully landing a variety of highly complex projects, leveraging Cognitive Services, Machine Learning and AI, they realized the potential of solution repeatability, thus, harnessing holistically the true benefits of a cloud platform. *Dots* have invested heavily in their technical expertise and continuous enhancements to their solutions. Drive, commitment and professionalism are keywords defining their customer engagements and their approach toward their needs. *Dots* and *Microsoft* collaboration grew stronger in FY18 and will greet FY19 with great momentum.

**Lebanon Partner of the Year
Comprehensive Computing Innovations**

CCI an abbreviation for Comprehensive Computing Innovations have shown exemplary performance and impact helping customers along with their digital transformation journey by providing Managed Services on the Cloud under their own Branding FASTGATE powered by Microsoft Technologies namely Azure and M365. CCI have successfully been able to provide extensive value to their customers across multiple segments and industries by keeping up with a very high pace of innovative solutions that speak value. CCI both a Gold Productivity and Gold Platform earns these reputable competency certifications by proving expertise in technical tracks, along with providing customer references and success stories. CCI is a reputable Microsoft partner who takes great pride in talking the customer language and catering to their needs and mastering delivery and technical implementations which results in a remarkably high customer satisfaction base without any churn.

**Lithuania Partner of the Year
Telia**

Telia Lietuva achieved remarkable results in FY18 as a Cloud Solution Provider in terms of revenue growth, net seats and customer adds and contribution to digital transformation of the wide number customers in Lithuania. Telia Lietuva has developed and launched advanced full-service solutions on Microsoft365 technologies and Skype conferencing, supported by Telia's managed services that enable customers to maximize the value of their investment in Microsoft products. Telia's Team exemplified professionalism, dedication, focus on development of technical expertise and close attention to customer needs.

Luxembourg Partner of the Year

JOINT SUBMISSION: Elgon SA & AINOS SA

Elgon has been one of Microsoft's top partners in driving cloud solutions in the Luxembourg market, leading in both CSP sales and Azure consumption. The company leads the way in hybrid cloud by proposing Azure Stack next to public Azure solutions. This provides customers flexibility in moving between a Luxembourg-based datacenter and Azure. Elgon's MyDPRights application is fully developed on Azure and allows customers to transparently manage GDPR requests. The application is closely integrated with Elgon's Azure chat bot framework, allowing for new levels of customer interaction. Next to Azure, Elgon proposes a complete managed desktop offering including Microsoft 365 and Surface hardware and support. Finally, Elgon helps Luxembourg's Financial Services industry address regulatory requirements by providing a Cloud Officer training, so that customers have the legal knowledge necessary to manage cloud environments. All these offerings were built, marketed and sold in close cooperation with the Microsoft team.

Malaysia Partner of the Year

Enfrasys Consulting

Established in Kuala Lumpur in 2010, Enfrasys Consulting is a solution integrator that owns and operates in Malaysia and Singapore. Throughout the years, Enfrasys have assembled a team of experienced consultants to provide expertise around Microsoft solutions. Enfrasys is extremely competent System Integrator partner for Microsoft in Malaysia, having achieved Gold competencies in Cloud Platform, Cloud Productivity, Datacenter and more. Throughout a year Enfrasys showcased six validated IP solutions based on Microsoft platform – featuring SYBA for Security, CEEDR for Disaster recovery and most recently IOT solution based on Azure Cloud platform. Enfrasys is also growing Azure consumed revenue business for more than 220% in FY18, expanding their Azure customer base by 40% during the year. Great business performance was also backed by great customer success stories in Enterprise and SMB segments like Petronas, UMW Holdings Berhad, Penang Development Center and others.

Malta Partner of the Year

Computime Ltd

Computime Ltd during FY18 has transformed from a traditional System Integrator delivering on-premise solutions to a Cloud First Partner helping us penetrate the iGaming Industry in Malta. Leveraging on their core expertise on Datacenter Services and Security, Computime was able to win the trust of several Gaming customers and progressively migrate them on Azure resulting on consumption of more than 60K per month. Computime had a significant Azure growth driving sales mostly through their CSP Direct Bill contract and they are Gold competency Partners in both Cloud Platform and Cloud Productivity. Partner has also an extensive marketing presence with digital marketing activities, with internal resources and weekly in house mini events and trainings for their customers in order to educate and accelerate sales.

Martinique Partner of the Year

Infodom

For one more year, French West Indies local partner Infodom continues to drive Cloud growth in Martinique via a CSP model in close partnership with Microsoft. Insight from working with Infodom has driven Microsoft to adapt programs and services in order to solve for data residency requirements and unlock the market opportunity. Also, Infodom has shown great commitment to co-sell with our own WWIS sales team effectively driving pipeline generation and leading with Office 365 to compete in some high-profile tenders (Conseil Régional de la Guadeloupe) and progressing some very important opportunities (Groupe Bernard Hayot). Infodom continues to build their practice shifting more attention to Microsoft Technologies and while they continue to serve as licensing advisor to our mutual customers their solution sales approach and growing technical ability in Microsoft technologies continues to grow our mutual ability to capture the French West Indies market opportunity with Microsoft Cloud.

Mauritius Partner of the Year

MC3

MC3 Mauritius initiated massive transformation in its business from a traditional distributor to a Value-Added Reseller while driving a strong partner reach and onboarding of over 50 new Cloud resellers within 3 quarters of FY18. MC3 has also built new Value-Added Reseller partners relationships with ISVs, Professional service providers and Telcos in FY18 that have enabled the differentiation of MC3

in the market and they completed the implementation of a portal to automate the reseller ordering process as well a marketplace for resellers customers hence putting it in a solid foundation for future growth. MC3 has contributed over 5000 Net New Seats of O365 and had a strong revenue performance where they achieved their Full year targets by April 2018.

Mexico Partner of the Year
ReadyMind

ReadyMind is a Microsoft GOLD Cloud Partner with 10 years of experience, with a total of 60 employees, born in Argentina and with presence in Mexico for less than 2 years. Focused 100% in digital transformation, promoting Microsoft solutions to cover any need of its customers. In Mexico subsidiary, they achieved +500K TTM Azure consumption revenue (With exponential YoY growth, +90K monthly consumed revenue and with 3 IP Solutions that lead ReadyMind to be partner with more #1IP Cosell wins in Mexico subsidiary.

Morocco Partner of the Year
CASANET

CASANET is the fastest growing CSP Microsoft partner in Morocco. Consistent with their values, they launched the first and unique cloud computing marketplace in Morocco (www.mycloud.ma), which is the only one stop shop for SMB IT needs. Their unique value proposition is easy access, from anywhere, to the latest MICROSOFT cloud solutions and at the lowest price. They are the only provider of local platform which charge in local currency (paying in non-local currency is a real and strong blocker in Morocco). Casanet were the 1st CSP partner in Morocco to build practices and build their own security and collaboration practices for the SMB and corporate accounts. Indeed, Small and Midmarket businesses in Morocco, which are 98% from economic fabric, have a huge potential Thus, Mycloud.ma answers the unmet need for these companies to upgrade their systems and grow business. Casanet key asset is their online marketplace itself which allows instant provisioning. Further to their CSP advantage, they offer bundles cut to their clients' needs and they tailor their offer by verticals. They, along with Microsoft, provide solutions for verticals' main pain points. So far, we succeeded in reaching pharmaceutical industry, accountants and FMCG.

Myanmar Partner of the Year
Access Spectrum Company Limited

Access spectrum had been a dedicated reseller in Myanmar for the past 2 years. In the last year, they had been qualified as a gold partner as well as our managed reseller. They drove growth of 30% YoY and supported to land our first few cloud deals in Myanmar. One of the more significant wins are CB Bank (cloud) landing in Q4 and United Pharmaceutical (SQL) in Q3.

Namibia Partner of the Year
Salt Essential IT

Salt Essential Information Technology is a Namibian based company with 20 years of experience in hosting solutions offering their clients affordable infrastructure through the Microsoft SPLAR platform. 2 years ago, Salt embarked on CSO platform, moving customers from their own data center to the Microsoft Datacenters, which allowed customers to not only save on their IT essentials services, but access a wider range of services to enable them to focus in their core business but to also embark on a digital transformation journey with Salt to become industry disruptors in their field of specialties. Salt's transformation of plastic packing is only one of many examples how they helped their customers over the past two years to become more productive and improve on their collaboration on the modern workplace. The investment by Salt to ensure that they can successfully deliver via the CSP platform is an example of hoe Microsoft partners can grow their business with Microsoft.

Nepal Partner of the Year
Thakral One Nepal Pvt. Ltd.

After devastating 7.6 Richter scale earthquake on the 25th April 2015, Nepal Police Computer Directorate Building was flagged as Red (Risky) where they had their data center which included major application solutions directly related to the public service, the partner was key vehicle to restore their datacenter. As part it's digital transformation, Nepal Police has become the first Government agency to have its email on Microsoft technology Exchange and to adapt security through cloud using Microsoft office 365 Advance Threat Protection. Partner was able to win this back from Zimbra Webmail 8.6 running on Ubuntu 14.2. Also, the partner had helped grow market at 330% growth as on May at same time they have been contributing to cloud growth by 25% in Nepal.

Netherlands Partner of the Year
InSpark

Our SI partner InSpark has been a valuable Microsoft partner for a long time already. Digital Transformation is in their veins and they have a proven track record in helping customers in their journey, step by step, by their side, as a strategic partner. The strategic merge

of Sparked & Inovativ one year ago turned out to be a rock-solid combination in delivering highly appreciated customer value from strategy to managed services and innovation. They are able to go beyond IT with their customer centric solutions. InSpark's Cloud Security Center (Security Operations Center-as-a-Service), as one of their many innovative solutions for example, is one of a kind. It monitors our customers' users, devices, environments, applications and attack intelligence 24/7 and warns them in case of threats in a pay per use model. It's 100% Microsoft. They focus exclusively on the Microsoft Cloud and are the first Cloud Security Center. It's 100% In front & ahead. InSpark always leads the way. They employ 8 MVPs. Exactly what our customers need from a true security partner. It's 100% Dutch. They have 24/7 support in Dutch (or English) by a trusted Dutch organization. It's 100% Compliant. They provide a service that is GDPR proof and deliver ISO27001 standards as input for our customers own strategy and policies. Ultimately, InSpark is nominated as Country partner of the year for helping us to become the icon of digital transformation and leveraging the full Microsoft platform to deliver highly valued, market oriented, scalable, secure and fast time to market end-to-end cloud solutions for the benefits of our customers.

New Zealand Partner of the Year Intergen

Intergen are leaders in the design and application of Microsoft technology and have demonstrated their success in working with organizations to improve productivity, empower staff, streamline and automate business processes, delivering comprehensive solutions for businesses of all sizes, in all industries across New Zealand. Aligned to the Microsoft transformation their engagement is high, leading with Azure and O365 across all engagements with particular strengths in productizing IP on Microsoft platforms (SNAP 365, Cohesion, Convergence) that are having impact in the market through their significant engagement with the build and GTM teams, and collaborating on co-sell.

Nicaragua Partner of the Year Sega Nicaragua, S.A.

Grupo Sega have been a key partner in our Central América ecosystem for over 26 years. Nicaragua build a Solution that allowed to our customers the integration of their SAP with a scalable service in Microsoft Azure. This helps our customers to simplify infrastructure management and provides SAP with a secure and sustainable environment.

Nigeria Partner of the Year Ha-Shem Network Services Ltd.

In this era of Digital transformation, odds are traditional partners would experience a much longer learning curve. This was not the case for Ha-shem Network Services Ltd., A traditional LSP within the Nigerian Partner eco-system. The Ha-shem team were quick to embrace the value selling approach to customer and churned out a viable practice within their latent strengths as a partner and the business needs of our customers. The Beyond Borders Security Solution provides customers with all round business security by combining M365 and Sophos Security Solutions. The success of this practice spearheaded transformational M365 wins and renewals in the subsidiary worth over \$1m within 2 months of its launch, setting the standard amongst its peers and fostering digital transformation within our market.

Oman Partner of the Year KalSoft LLC

As a Microsoft Gold Partner and System Integrator, Kalsoft has always been committed to delivering to their customers state-of-the-art solutions using Microsoft technologies. Kalsoft has always been a customer centric company with the unique goal to contribute to the success of their clients by providing: innovative products and solutions to grow their business, an edge on competition and overcome their challenges. In FY18, Kalsoft aligned with Microsoft's strategy focusing on the Cloud. This has been successfully executed by working closely with Microsoft teams which led to a strong cloud penetration.

Pakistan Partner of the Year Systems Limited

Systems Limited has made immense progress this year. Its Microsoft portfolio growth can be gauged through its contributions: approximately \$175K on EA/SCE and \$170K on CSP model for cloud solutions so far. Systems onboarded 18 new customers on CSP and hope to add 6 more in FY18. Revenue contributions from MBS/ERP deals will be \$1.4-1.5M, of which around \$200K is from Dynamics 365 sold through EA/SCE model. In short, net contribution to Microsoft will be approximately \$1.8M-\$2M in FY18, of which 35% revenue is from cloud services – four times of the previous year. Systems has become one of the largest spenders on Microsoft Cloud in Pakistan. They now also offer solutions that require zero capex investment, allowing customers to pay on an opex model when they start using them. Systems developed and launched several IP solutions with Microsoft, including a well-integrated, end-to-end cloud-based business application for Fashion & Apparel retailers that cuts across the entire Microsoft Cloud platform.

Panama Partner of the Year
IT Quest Solutions

ITQS working with as a Microsoft Partner is building solutions to provide managed services to its customers including the onboarding, assessment process and intelligent applications. ITQS is becoming a strong specialist of Data/AI. Ministerio de Gobernación de Panamá was able to save \$410K cost and gain more than 100% agility in their processes provisioning a scalable infrastructure for the business needs. They are now more agile, secure and able to invest in new projects.

Peru Partner of the Year
G&S Gestión y Sistemas SAC

G&S has become one of the most relevant partners in South, with a very balanced practice that encompasses deep technical expertise, a good understanding of value messaging/delivery for customers and a great interaction with our sales teams. This year's winner case is about Business Intelligence, Data Analytics, IOT, and integration of different sources to provide customers with a comprehensive Data/Bidgata tool for the business decision making and analysis. They have taken this solution successfully to at least 14 customers of the Enterprise/Corporate space in Peru. Solutions like this have allowed G&S to be one Peru's main contributors to the Cloud business. G&S has become the largest Azure consumption partner on the cluster and projects additional growth and investments in Power BI, Big Data, Machine Learning for the future.

Philippines Partner of the Year
Tech One Global Inc.

Tech One Global Inc. (TOG) is Microsoft Philippines' Go-to-Partner for Azure. TOG demonstrated excellent growth both in technical and services sales competency. Having both the co-founder and a new GM has enabled their drive to accelerate digital transformation and into the customer base. They have successfully integrated a range of Microsoft technologies with their own IP, chatbots and the customers business process to create transformative solutions. TOG has gained a reputation for providing solutions to clients with complex business needs using Azure platform services – modernizing key Sharepoint apps and moving large number of projects to Azure, millions of documents scanned through Enadoc, and over 40 Azure deployments handled by the team. Key customers who have provided excellent feedback are Lufthansa Technik Philippines and AG&P. TOG's IP Enadoc (document management system) has been further improved to keep pace with what is emerging as a key technological demand with their Blockchain for Enadoc.

Poland Partner of the Year
Synerise S.A.

Synerise S.A. is one of the top Polish ISV partners. They are building the Next Generation Marketing Cloud, as they have been described. Synerise is a comprehensive omnichannel platform which simplifies the process of making strategic decisions regarding sales and marketing activities. They work with retail, financial services, media and telco customers from around the world. The project, that secured them 2018 Country Partner of the Year Award in Poland is a digital transformation in Orange – Polish branch of global telecommunications operator, who was looking for a way to optimize sales in their digital communication channels. Orange decided to use the abilities of AI-assisted cloud marketing built on efficient and scalable Microsoft Azure infrastructure as a replacement of SAP Hybris solutions based on the Amazon Web Services cloud. As a result, Orange generated almost 500,000 views of dynamic content and improved the conversion rate by 20%, providing over 3,500 qualified leads.

Portugal Partner of the Year
Armis

Armis have focus on 3 of the 4 Microsoft's solution areas and the forth is also planned to be developed in the short-term. They have cross-segment presence: Commercial and Public Sector, from SMB to Enterprise. On top of that, they have shown tremendous alignment and engagement with Microsoft Sales Teams and with OCP, Pro-actively driving our technology. We have been working together in optimizing existing offerings, as well as developing new IP Solutions on top of our technology, all integrated in our Catalogs. They are a business-oriented company and started to develop industry-specific solutions such as SCORE, a competition management system for sports/football, and a set of traffic management related solutions called Next, Drive, OpenRoads and Way4Smart. They are co-investing in a GTM campaign that comprises both digital and telemarketing and they are participating in industry related events, such as CityNext. They also joined Global Sports Innovation Center.

Puerto Rico Partner of the Year
Truenorth Corporation

For over the past years Truenorth Corporation has been transforming their own business to become a strategic cloud solution provider. They also decided to invest in Microsoft technology to develop their new business model from the inside to the outside. The results are solutions that brings to the light valuable business insights able to adapt different customer scenarios across industries and segments. Compass is the best and more meaningful example of their own transformation that gave life to STATUSPR the only one source of truth in the aftermath of the most critical natural disaster in Puerto Rico. Based on their expertise, their highly qualify resources, the trust in Microsoft, Truenorth is able to demonstrate results in a short term. Truenorth really understands the new Microsoft partner model and they are committed to work together bringing impact in the business. They are a best example of the quality of partners we need to move forward.

Qatar Partner of the Year
Information & Communication Technology W.L.L

ICT (Information & Communication Technology W.L.L) is one of the most committed and aligned partners in Qatar. Having strong structure aligned with Microsoft structure and strong sales and operation team. ICT helped to empower our customers with our cloud and digital transformation offering and have major impact on Oil & Gas and Education Sectors, ICT helped to enable Qatar Petroleum with Microsoft 365 to increase their productivity and security level and Azure Information Protection to improve Compliance to local and global policies with automating data classification and protection. ICT one of the best partner accelerating on IP Co-Sell motion by leveraging their experience on Azure service and Citrix, they managed to build their own offering around Citrix VDI and Azure to give more value to their Citrix customer that improved high availability, security and cost effeteness and they managed to make it repeatable IP Co-Sell motion through different sector , that has boost their Azure consumption and Azure customer add. ICT showed big transformation approach by being open to partner with other industry solution partner to give more value to their customers.

Romania Partner of the Year
SC Avelgo SRL

Avelgo is a full-service solutions and managed services provider, 100% built on Microsoft cloud platform. In FY18 they demonstrated vision, initiative, investments, strong business development and technical excellence. Avelgo proved fast alignment with the new Microsoft business model, focusing on solutions portfolio development, based on market needs and latest industry trends. Always leading with a cloud first approach, Avelgo is an example of both following the company vision and individual path and developing strong business partnerships with distributors and other key partners. They made strong investments in growing team skills on Microsoft cloud technologies, attracting best talents, including 5 Microsoft MVPs. We successfully scaled our business through alignment and strong Co-Sell between our teams. Avelgo is a key player in creating the market for public cloud offerings in Romania and they are an example of building a successful cloud business, based on scalable solutions home and abroad.

Russia Partner of the Year
Bright Box

Bright Box, founded in 2012, grew from startup to one of the biggest connected cars solution vendors in the world. Bright Box provides a turn-key connected car platform called Remoto that links drivers to their cars and cars to auto manufacturers (OEMs), dealerships and third-party service providers. The company shows outstanding results, using modern cloud technologies, creating full-featured infotainment solutions, which are built with open-source software hosted on Azure platform. Bright Box has more than 600,000 users on both iOS and Android, including 40% of top automotive players in Europe, the CIS and the Middle East. The partner independently develops the entire stack of technologies for automotive OEMs and telematics market, including cloud platform, mobile and Web apps, hardware and connectivity between them.

Saudi Arabia Partner of the Year
eSense Software

eSense Software has played a critical role in advancing the adoption of Azure in public sector by positioning their innovative and co-sell ready solutions in key government customers like Supreme Council for Tourism & Heritage (SCTH), Council of Ministers etc. These solutions have enabled customers to digitally transform their business processes for employee enablement as well as improve citizen engagement for these public-sector organizations. For example, in line with the priorities of Saudi National Transformation Program, Supreme Council for Tourism has been seeking to promote the cultural heritage of the country to attract tourism. To help them with this objective, eSense has developed a unique AR/VR solution that digitalized the images of national treasures that allows visitors to interact with the artifacts. This solution was exhibited and recognized will be used to promote touristic heritage of the country. Similarly, their BERRY solution deployed on Azure brings together the productivity solutions of Microsoft such as Teams along with other government tools to provide a unified experience and enhance the productivity of government employees. For their contribution in promoting the digital transformation of Saudi customers specially in public sector, Microsoft Arabia recognizes eSense Software as 2018 Partner of the Year for Saudi Arabia.

Senegal Partner of the Year

FTF

FTF is a 20 years old Microsoft Partner. They are one of the Partner in Senegal with a Cloud mindset and like transforming their business model to be competitive and relevant in West African market. FTF is Gold Partner on Cloud Platform and Cloud Productivity. They are the one driving most of Cloud productivity consumption in WCA. FTF started their new OCP adventure in July and since they discover a new business model, how powerful is collaborating with abroad ISV to strengthen their offerings and being unique in terms of solution proposal. They modernize The Sudatel Telecom Group Informations System with their FA365 Offer: Microsoft 365, Acropolis Mails Management and Digital Signature Book built this year and available in the WW OCP Catalog. In FY 16 their business profile was 26,2 Cloud Mix far behind. In FY18, they bring it to the next level and realize the impact of the new OCP model with 63,6 Cloud Mix and 61,7 Cloud Growth. They are now appreciating the importance of Cloud and how it impacts enterprise and consumer segments. They define the new company direction as a new Cloud Era.

Serbia Partner of the Year

Informatika a.d.

Informatika a.d. Belgrade is one of the leading technology company in the West Balkans, established in 1976. Informatika is a role model for partner transformation to cloud and expanding its business to digital and have the highest Azure consumption in Serbia with expected consumption of 300 K USD in FY18. One of the greatest and strategic most important Cloud win is Project of predictive analytics for Dispatch center for EPS which is the largest power company in Serbia. Project objectives are to build as most accurate as possible electricity demand forecasting model, based on most advanced Microsoft Cloud services. Microsoft Cloud services will enable EPS dispatchers to connect to data across apps and platforms, to get more value from the data and to provide better forecast results, whether they use the common data service or integrating application platform with existing systems and services.

Singapore Partner of the Year

NCS Pte. Ltd.

The Singapore Country Partner of the Year Award recognizes NCS Pte. Ltd. (NCS) for substantial customer and revenue growth by driving solid business impact with Microsoft Cloud. As Singapore advances its Smart Nation ambition, NCS plays a vital role in accelerating technology adoption with various public-sector agencies, including defense, education, healthcare and transportation. In addition, NCS also propagates digital transformation and cloud journey for enterprise and midmarket customers. NCS has doubled Microsoft Cloud revenue from last year, along their transformation from a traditional SI, to become a CSP, now also an ISV and a Surface Hub Authorized Device Reseller. To maintain their success as one of Singapore's largest cloud partners and market share leader, NCS continuously invest in Microsoft technical resources to maintain Gold optimized status and a strong cloud pipeline.

Slovenia Partner of the Year

Stroka produkt d.o.o.

Stroka developed custom-made cloud business model with a selection of proprietary package services and solutions (IP and managed services) adapted to market demands and suitable for companies in all areas. As first partner in Slovenia they launched extended package offer (IP + managed services + BPS consultations) for establishing modern workplace for organizations, called ALL in One 365, charged also per user/per month. Published packaged offerings for SMB's <https://www.stroka.si/moderno-delovno-okolje>. Developed white label offerings for P2P partnerships that helps expanding their business and solutions across Europe. High invested in marketing department- implementation of marketing automation tool that helps them drive further growth through education of their customers – blogs, LinkedIn post, direct marketing, workshops, events and lead nurturing activities. As an ISV, they also provide their own IP solutions, which enable their customer lifetime cycle activities for a more efficient support of their client's digital transformation.

South Africa Partner of the Year

Britehouse a Division of Dimension Data

Britehouse (a Dimension Data company) is a long-standing Microsoft Partner with experience across all of the Microsoft Solution areas. Over the past year they accelerated their Microsoft Practices and are currently building 21 different solutions to jointly market and sell with Microsoft. Britehouse has shown tremendous innovation and driven impact in the fields of IoT with the Tour De France solution, Modern Workplace collaboration solutions leveraging Microsoft Teams, PowerApps and Flow, Dynamics 365 Customer Engagement and Azure platform solutions wins as they take their customers through the journey to the cloud.

Spain Partner of the Year

Proware Spain S.A

Prodware Spain S.A, previously a partner strongly specialized in Dynamics technologies, has demonstrated an extraordinary ability to transform the business and themselves as a company over last years. They are now developing a robust business not only in Dynamics365 but also in Azure and Office365 creating seamlessly integrated solutions around customer digital transformation, based on strong pillars such as industry solutions (Retail, Manufacturing and Financial Services) and reaching CxO level talking about business. While keeping deep commitment investing in acquiring and developing a talented team to support the growth and evolution they ambition.

Sri Lanka Partner of the Year
H One Pvt Ltd

Identifying the apparel industry to be one of the most challenging fast-paced manufacturing industries in the world; cut-to-ship ratio is a key performance indicator, representing losses incurred from the point a factory cuts pieces of a garment until it is shipped to the customer. H One (Pvt) Ltd, a large scale Authorized Microsoft Licensing Solutions Provider in Sri Lanka, leveraging the analytical power of Microsoft Azure and Power BI, built ResQ - a cloud-based quality management solution. Streamlining quality inspection with a simple, digital interface-driven process, providing decision makers a 360° visibility into production quality across the factory floor, to enable data-driven decision-making, improving the overall cut-to-ship ratio. Field tested for over a year at Hidaramani Group, launched in August 2017 ResQ/QMS has been implemented across Sri Lanka, Bangladesh, Vietnam and Ethiopia. Together with regional partners to broaden reach, ResQ will help to solve one of apparel industries greatest challenges.

Sweden Partner of the Year
Haldor AB

Having access to qualitative education is the best way to create self-confident, knowledgeable and responsible citizens and in addition transform the world into a better place for future generations and we at Microsoft are committed, together with passionate and dedicated partners, to deliver the best solutions to students and teachers. Haldor AB are one of these partners that have developed their solutions, Haldor Education, on Azure, Office 365 and Teams for Education to deliver pedagogical tools that promotes flexible curriculum planning, process-oriented assignment functions and assessment modules. One of their customers, MTH Utbildning, was recently appointed as a Microsoft Showcase School. "With partners like Haldor we are confident that we will be able to provide both students and teachers with modern solutions that will aid them in during their education" says Catharina Ljungberg, Director One Commercial Partner Organization for Microsoft Sweden.

Switzerland Partner of the Year
Codit

Codit's nomination for the Swiss Partner of the Year 2018 is based on the cloud projects implemented by Codit which are characterized by their high level of innovation, technical understanding and customer focus in terms of new business areas and cloud transformation. At Bühler AG, a far-reaching IoT project was realized which includes an IoT platform that was supplemented by an in-house development of Codit (Nebulus Gateway). The challenges in this project which Codit had mastered were, in addition to the existing machine protocols, the message transmission, scalability and the multi-tenant implementation. The solution is visualized accordingly and the customer can track and modify the current situation at any time via dashboards. At SwissRe, a new business area was realized using the Flight Compensation Application based on Azure as a platform. In recent years Swiss Re has been looking for ways to diversify its offerings. As Swiss Re has a strategic partnership with FlightStats, a global provider of real-time flight data, it seems like a good place to start. A new offering was built on a fully automated digital insurance platform. Passengers can now purchase a flight at the same time. Where the flight is delayed, canceled, or diverted, the insured is compensated, often within the hour in contrast to the classic insurance procedure. Swiss Re opted for Microsoft and its Azure platform as-a-service (PaaS) to guarantee the realization. Both cases show the high level of technical and business competence that Codit brings to its customer engagement. At the same time, they optimize existing processes and optimally support the customer's transformation into new technologies and business areas. Not to forget the contributions and support of the local and international communities with their competent contributions and technical know-how.

Taiwan Partner of the Year
Acer e-Enabling Service Business Inc.

Acer e-Enabling Services Business (AEB) is a strong LSP in Taiwan. Most of their revenue came from resells and project services in past years. To seize cloud business opportunities in coming years, AEB aware that they must change the way of doing business. Aligning with Microsoft's transformation from FY18, AEB work closely with Microsoft One Commercial Partner (OCP) team to develop their transformation plan. AEB showed their strength of their dedication by earning multiple gold cloud competencies. Further than that, AEB developed their own managed services for engaging more customers with the collaborations of OCP Go-To-Market team by digital marketing. By the strong efforts of AEB, the outcome of Cloud performance and Azure Consumption turned out significant of Top

partners in Taiwan. AEB's journey is a delightful story to inspire all type of partners; the value of transformation and fruitful result is what partners can enjoy!

Thailand Partner of the Year **MVERGE Co.,Ltd.**

Mverge demonstrates themselves as a full-service Microsoft Solutions Provider in Thailand by continuously building up their skilled resources. They possess 6 MPN Gold and 1 Silver Competencies with 39 MCPs. Mverge applies their 3Cs strategies, Customer First, Competency First and Community First as part of their organization transformation journey. Combining the 3Cs strategies and skillful resources as success factors in cloud transformation, Mverge has significantly outperformed their YOY cloud performance, i.e. Azure revenue growth 381%, total cloud revenue growth 100% and 490% Azure Consumption growth. They take a pragmatic approach to apply "Customer Success Plan" to become a trusted partner for customers by continuously investing in Data Scientists, Cloud Solution Architect and Change Management to meet the customers' expectations and ensure the successful deployment. Therefore, Praram 9 Hospital is pleased to select Mverge as a Trusted partner to turn their vision as Digital Hospital into execution and become Microsoft's customer reference.

Turkey Partner of the Year **Makronet Bilgi Teknolojileri**

Founded in 2000, Makronet Bilgi Teknolojileri is a Microsoft Gold partner focused on Microsoft Cloud Technologies and on delivering high-quality solutions and consulting to its clients. Makronet provides a single point of contact for their customers' IT needs, such as consulting, implementation, deployment, and ongoing management of cloud products, including Microsoft 365 and Azure. Makronet is leading direct CSP partner with approximately 100+ NCA, 15K+ NSA and 400K+ ACR\$. Makronet has developed two mission critical co-sell ready practices - Logo (Local ERP) On Azure and Secure Score as a Service. Makronet demonstrated top performance in IP Co-sell wins thru these practices. In addition, Makronet has developed a software-as-a-service (SaaS) portal, based on Partner Center and other native APIs, that integrates with their customer relationship management (CRM) system.

Ukraine Partner of the Year **SMART business**

SMART business (SB) demonstrated significant growth in all solution areas; #1 CSP partner in UA and AZ (from total rev \$, and will bring >1M CSP revenue in FY18); #1 SI CSP partner in CEE (all up #8, after # 1-7 Telcos/MSP & CD partners); #1 Dynamics partner in UA, AZ. SB developed own CSP self-service platform <https://smart-cloud.net/> and bring it to UA, GE and AZ. SB will bring in FY18 >300K ACR, >7000 net new AE, >7000 net new seats. SB closed biggest Dynamics deals in UA – VF retail (180K), Ukrenergo (230K), Brocard (150K). SB included in AI Inner circle program (for TOP 100 AI partners) and execute >20 projects with Azure AA workloads for Black sea market leaders – Uklon, Allo, Citrus, ATB, Roshen, Socar, MHP, MIH, Glusco, VF, Brocard, UIA, etc. We create and publish 4 global case studies in FY18 with SB as a partner. SB achieve IP co-sell ready status for 4 solutions and plan to finish FY18 with 7, and actively co-sell their solutions in UA, GE, AZ, PL. SB received 160 referrals (YtD) via partner center from IS teams and directly from customers (from UA, PL, CA, US, UK teams) with 15.6% win rate (YtD). SB was Gold partner for Digital Evolution forum in UA&GE and organized and participated as a main sponsor for key industrial events in UA, AZ for Retail, Agriculture, FMCG and participated in some key technology events with focus on digital transformation, AI, Advanced analytics. Cloud competencies include Gold Cloud Productivity, Gold Cloud Platform, Gold Small and Market Cloud Solutions, Gold Customer Relationship Management.

United Arab Emirates Partner of the Year **Teambase**

Teambase continue to lead the UAE market with their deep technical & professional services. Their agility and tenacity to develop appetite for Intelligent Solutions with key business decision makers has proven to triple their Azure consumption in FY18. Teambase has been instrumental in continuing to develop our Azure Data & AI strategy with strategic accounts. They were the driving force in building innovation in the Gulf and developed a new usage model for premier lifestyle brand, Majid Al Futtaim, by tapping into the power of Cortana, BI and AI to analyze and make sense of critical business data delivered through a Virtual Forecast Assistant. Teambase has been a champion of our Microsoft Digital Transformation Strategy by proving to customers our Intelligent Cloud Solutions will empower their employees, engage their customers, optimize their operations and transform their products.

United Kingdom Partner of the Year **Kainos**

Kainos is a leading Microsoft Gold Cloud Platform and Direct CSP partner with a vision to "Enable outstanding people to create digital solutions that create a positive impact on people's lives". They are recognized as one of the UK's leading digital services and digital

platforms companies, having delivered major transformation programmes across healthcare, government and the private sector. After attending Inspire in 2017, they recognised how both companies could easily complement one another and made a strategic decision to further strengthen the partnership with Microsoft, creating a robust business plan that would accelerate Microsoft Azure business across their markets and offerings. In that short space of time Kainos have delivered some truly inspiring offerings built on Microsoft Azure's advanced features which have been well recognized in helping advance the digital transformation of all aspects of the healthcare sector e.g. Royal Brompton & Harefield NHS Foundation Trust as well as wider public and private sectors such as HM Courts & Tribunals Service, Her Majesty's Prison and Probation Service and the Welsh Revenue Authority. On top of that they have made a significant investment in people and skills with their Earn as you Learn apprentice places (including in-depth Azure training) and award winning social and tech programmes including Codecamp and AI Camp, supporting young people in learning Azure skills. Their work doesn't stop there, with their laser focus on customer obsession they have demonstrated a strong desire to drive innovation in technology and exploring new opportunities to bring the best technology to their customers around AI and Data practices. Kainos is a highly motivated partner with a focused ambition perfectly aligned to the Microsoft Strategy.

United States Partner of the Year Icertis Inc

Icertis has developed a strategic Contract Lifecycle Management solution running entirely on Azure, which has enabled the top ACR pipeline and Co-Sell story in MSUS. Creating this customer outcome-focused solution built on Dynamics pulls through real business value while extending acquisition and adoption of Dynamics 365. Icertis has embraced all MSUS investments – from our technical teams to our marketing and incentive programs, to continue to scale their solution and embed in the Microsoft Sales Process – they are one of the only 3rd Party applications that is embedded in every MTC in the US. Finally, they are great supporters of broad education on GDPR policies and putting in appropriate checks and balances with technology to protect customer data appropriately.

Uruguay Partner of the Year Arkano Software

Since their foundation, Arkano Software has been a full Microsoft Partner, being always open and responsive to our recurrent suggestions of business transformation needs. This year and on top of having opened offices in Chile 2 years ago, they have also opened a new office in Peru and are also doing new businesses in the US, rapidly adapting themselves to the new WW Partners model. The specific case they presented refer to the largest drugstores' economic group in Uruguay, where Arkano developed a solution focusing on the Digital Transformation of the customer, focusing on Engagement with customers (Omnichannel, User Loyalty) and Processes Optimization (IaaS and Paas in Azure and industry IoT with Azure Cognitive Services). Arkano is a very good example of a Partner who quickly adapts their self to the evolving Microsoft strategy, investing on being always innovators and at the same time being a sales driven Partner.

Venezuela Partner of the Year CONSEIN, C.A

CONSEIN, C.A, is a partner with over 30 years in the IT Market Place in Venezuela, and 10 years in Panama. Their customers are strategic allies, rather than a supplier-customer relationship. 10 years ago, the company turned the helm of its approach to selling licenses to IT solutions and services provider. CONSEIN build a solution to help our customers in their modern workplace transformational journey. In Venezuela our customer Bancaribe were evaluating Google, with this solution CONSEIN help them to find the best productivity suite and help them to deploy over 2,700 users.

Vietnam Partner of the Year CMC System Integration

CMC System Integration is the highest contributing LSP with 34% share of local LSP revenue and significant YoY growth 48%. They are leading the market on Azure back up and DR solution (Azure consumption growing 2168% YoY), and also strongly contribute to Office 365 customer add (57.6% YoY O365 AE). FY18, their MS cloud revenue growth at 88%, cloud mix increases from 26% in FY17 to 48% in FY18. They focus on new cloud customer add - increases 45% compared to FY17. CMC is accelerating the partnership with Microsoft in 5 ongoing engagements focusing on Hybrid Cloud, Datacenter transformation and Data services. CMC newly invest in a new division for Data and AI focus on Retail and Distribution. They consistently invest on their people, both Technical and Sales. With the professionalism and continuous development of advanced cloud computing solutions and services, CMC aims to be in top 5 Vietnam's leading cloud service providers.

2019 SAM Awards

SAM Partner of Year

Apeiron Sumus

Mexico

Apeiron delivered the most valuable SAM Engagement in the Caribbean, helping the region not only with its Cloud business but with the communication of the SAM message. Apeiron drove P2P opportunities by conducting SAM Services and working with Commercial partners in the Region to drive cloud business opportunities. The quality of Apeiron consultants assigned to the Region to drive SAM processes and hiring them locally in each subsidiary helped coordinate teams within Microsoft, and their native language skills lead to positive Customer CPE. Thanks to this strategy, the Enterprise and SMCs team are more involved in the process and feel that Apeiron consultants are part of the team.

SAM Key Contributor of Year

Monika Duerr, License Consult

Germany

Monika Duerr and License Consult are the reigning German SAM Partner of the Year for the past two years. The German SAM ecosystem is large and has a strong legacy of driving proper license compliance. However, Monika was in a position to move away from SAM as a process primarily for license compliance, and has transformed it toward a valuable assessment model to help customers migrate to the Cloud. By employing customer workshops and their deep licensing knowledge along with C-level business justifications, they are able to make powerful and meaningful cloud migration customer recommendations and Microsoft solution recommendations including Azure and M365.

SAM Individual of Year

Norm Barber, Unifycloud

United States

Norm Barber from Unifycloud is a fierce advocate for Microsoft and its Software Asset Management business. Norm has tirelessly worked with Microsoft for years to better Microsoft's SAM programs and offerings, and can always be counted on to join special projects where his knowledge and industry expertise plays a crucial role in our Partner feedback loop. Norm's collaborate demeanor, and growth mindset sets him up for success, and Microsoft is proud to celebrate him as our SAM Individual of the Year for 2018.