

2017 MPN Partner of the Year Award Winners – Global

Alliance Global Commercial ISV

PROS, Inc.

United States

PROS has demonstrated exceptional customer focus, technical thought leadership and the ability to execute with the Microsoft teams globally for joint sales and marketing success. PROS and Microsoft are committed to enable modern commerce with dynamic pricing science on Microsoft Azure. Throughout the partnership, PROS and Microsoft are engaged in a tight collaboration to deliver a compelling and innovative cloud solution leveraging Microsoft Azure big data and big compute capabilities. Together, we're impeccably serving global customers in diverse markets with a differentiated solution that scales on Azure Cloud and will expand more on Azure as new services are released.

Alliance SI

Accenture/Avanade

United States

Accenture/Avanade has 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 Fortune 2000 companies, have seen significant uptake over the past year with SAP on Azure being a particular highlight. This momentum has ensured that Accenture/Avanade continues to be the market leader for Microsoft services in the enterprise, across all three Microsoft's The 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.

Application Development

ICONICS

United States

ICONICS offers Azure-based software solutions that deliver building management energy savings and manufacturing/industry 4.0 efficiencies to customers worldwide. Because of the 'open protocol based' ideology that its software provides, customers can easily integrate with their IT systems and Microsoft Azure, providing 'command and control' capabilities to building occupants. The intuitive dashboard delivers rich 3D visualization and insightful ways of displaying data, to help deliver business insight and occupancy satisfaction. Through the use of IoT and Big Data, ICONICS has helped their customers realize the following benefits in reduced energy consumption, reduced carbon commissions and improved energy efficiency. ICONICS continues to deliver innovative solutions through its partnership with Microsoft and expanding its support for Azure (IoT Hub, Azure Machine Learning, Power BI, and Service Fabric), Windows 10 (UWP, HoloLens), SQL Server 2016, and Office 365 (SharePoint Online app).

Business Analytics

Neal Analytics

United States

Big data, the cloud and analytics are converging, resulting in innovation and disruption at an unprecedented pace. Organizations are realizing that data is the key strategic asset at the heart of this convergence, and when combined with the computing power of The Cloud and new machine learning capabilities, can invigorate businesses. Neal Analytics is making this trend a reality for customers by providing powerful analytics solutions like SKU optimization that are built on Azure with Cortana Intelligence capabilities like Machine Learning, Data Factory, SQL DW, and PowerBI. Using Microsoft technology, Neal Analytics enables its customers to bring together data from disparate sources, create ML models to generate recommendations, and enable users globally, even those on mobile devices, to make intelligent, revenue-impacting business decisions. With Neal Analytics, customers can now optimize their SKU portfolios by region and even by store, helping customers achieve business goals like increasing revenue and reducing excess inventory.

Cloud Apps

Neudesic

United States

Neudesic exemplifies digital transformation. They supported their customer beyond simple "lift and shift", delivering a large-scale re-architecture of the customer's software platform, hosting, and production environment. Not only did they deliver cost savings through platform re-design, they brought dependability and added functionality. Modernizing once limited infrastructure that plagued the customer with unavailable services during peak holiday hours, Microsoft Azure brought reassurance that the platform would provide

zero site outages and be “always on”. The re-architecture allowed the customer to sunset all seven of their data centers, saving them \$1 million dollars annually in overhead and operational expenses. The right-sizing and re-deployment of the environment to include compute, storage, analytics, web and mobile applications, has a forecasted annual savings of \$4-5 million dollars. In addition, newly developed DevOps and deployment efficiencies have decreased costly risks inherent to bi-weekly rollouts.

Cloud Customer Relationship Management

Hitachi Solutions

United States

Hitachi Solutions is a business application consulting firm and trusted provider of vertical industry solutions built on the Microsoft Cloud. Hitachi has completed over 1,500 successful CRM projects for 600+ customers while embracing their number one goal of customer success by using powerful, easy to use, and affordable industry solutions. This commitment to customer success has allowed Hitachi to continually beat Dynamics competitors in the market and it has contributed to Hitachi’s extremely low (~2 percent) customer attrition rate. Another key to their continued CRM success is their commitment to cloud services and their focused efforts to migrate on-premises customers to the cloud. Currently, over 80 percent of Hitachi’s projects are cloud based, whereas four years ago that number was closer to 25 percent. Hitachi has designed, built, deployed and supported Microsoft solutions for over a decade and their collected knowledge and experience culminated in several Industry Cloud IPs.

Cloud Packaged Solution

P2V Systems

Ireland

P2V Systems did a great job telling a clear story about their business and the impact of their customized Cloud Packaged Solution with specific customer scenarios (Aperture). They demonstrated how they have incorporated Microsoft’s Cloud and enabled their solution to be both customizable and scalable for long term growth. They also showed how they invest in partnering with other businesses to fill the gaps needed for a robust customer solution. Their submission also demonstrated how they transformed 20 year old business with The Cloud and is saving their customer “a working day” each month.

Cloud Productivity

JOINT SUBMISSION: The Consortium; Content and Code, Modality Systems, Inframoon, Program Framework, & Coeo

United Kingdom

The Consortium comprises five specialist Microsoft partners, each with enterprise-level experience and their own unique IP. The partnership, based in the UK, includes Content and Code, Modality Systems, Inframoon, Coeo, and Program Framework. Together, these partners offer end-to-end digital transformation services for Microsoft’s Cloud customers, helping them unlock the potential of their technology investments. By working together, the Consortium combines the expertise, flexibility and agility found in specialist partners, while offering clients the breadth of capability more typically found in global SI’s. The Consortium meets diverse customer needs by bringing in the right partner(s) to offer follow on services over the lifecycle of the customer. In the 12 months the Consortium has been working together, they’ve helped countless customers by delivering customized solutions based on specific client needs. Projects range from digital workspaces, Skype for Business and communications, cloud and infrastructure platform, to Power BI & analytics, and project and portfolio management.

Collaboration and Content

Slalom

United States

Slalom’s winning award submission showcased how they helped their wireless customer realize the need to better engage their employee base and digitally-transform. As part of a project to move their customer to Microsoft Office 365, Slalom deployed a reimagined intranet using SharePoint Online as a foundation for a more collaborative, efficient way of working. The solution they delivered—an all-encompassing employee benefits portal and enablement platform—is intelligent, using data from employee profiles to deliver targeted information to individuals based on their local groups. The portal helps employees connect to the data and information that makes their jobs easier and more rewarding. The solution has helped business units gain insights on ways they can optimize the business, simplified the publication process for corporate communications, increased employee engagement, and improved communication between call center staff and retail employees.

Communications

PAIS Kuwait

Kuwait

PAIS Kuwait helped their real estate development customer embark on a transformation to better equip their teams—in the field, remote, and in offices—with modern communication that transcends the standard voice communication. Beginning with a pilot to prove their solution to key stakeholders, PAIS Kuwait showcased how their customer can leverage modern communications capabilities (instant messaging, mobility, audio and video conferencing, federation) in addition to the standard voice capabilities to communicate effectively irrespective of devices and location. The pilot solution also showcased the native integration into Microsoft Office desktop products and Office 365. After a successful pilot, they deployed a Skype for Business solution for 500 users and counting, to replace the existing PBX solution to address current business needs and prepare themselves for the journey to The Cloud with Office 365. The solution has increased business productivity, improved the fidelity of calls, and reduced travel and communication costs.

Customer Experience

Qorus Software

United States

Qorus Customer Experience application showed detailed and comprehensive market research as a foundation for their thinking, with depth in vertical markets around customer pain and challenges. The team built very strong calls to action that were relevant to their personas and contributed to a relevant and well-designed customer journey. The feedback from Qorus customers was extremely insightful and reflected the focus on customer centricity -- taking care and listening to customers, taking feedback whether positive or negative, and a standout among partners as most responsive in customer care across sales and service. In addition, an innovative product with a need that is underserved.

Data Platform

Cognizant Technology Solutions

United States

The quest for digital transformation has made it imperative for companies to modernize legacy infrastructure. Corporations need access to all forms of data, whether stored in their legacy data warehouse, SaaS application or in unstructured data. Cognizant understands the requirement for a unified data integration platform and framework. Cognizant's digital data and analytics platform, BigDecisions®, is an end-to-end Intelligence Platform that applies advanced analytics to complex data, of any scale, to extract actionable insights that lead to better decisions. Retail, insurance, and manufacturing are just some examples where Cognizant has helped customers to take advantage of digital transformation resulting in benefits across their sales, marketing and operations business channels reducing time to market for new analytics and KPIs by 35%. Cognizant leveraged Microsoft's Data Platform, SQL Server 2016, Azure Data services including Azure SQL Data Warehouse, Machine Learning, and Power BI, to help customers gain better insights into their business.

DevOps

InCycle Software

United States

InCycle Solutions, a Microsoft DevOps Gold partner with offices in the US and Canada, is helping a large project technology software company focused on construction, infrastructure, mining, oil and gas to disrupt their industry and challenge their big-name competitors SAP and Oracle, by enabling them to maximize the people, process and tools required to make great software faster. Creating a DevOps culture within the company has resulted in a 30% decrease in costs (millions of dollars saved), reduced the software release cycle by 98% (from 1,280 man hours to 24 man hours) and enabled them to get their software to market 32X faster, allowing them to delight their customers. "Working with InCycle has been unbelievable and extremely valuable to us and our survival," praised the company CTO. InCycle's passion for their customers, their ability to co-sell with the Microsoft Field, and transform their business is an example of a great Microsoft partner.

Distributor

Also Holding AG

Switzerland

ALSO | Disrupting Distribution – From transaction to consumption as part of an overarching objective to accelerate the Microsoft Cloud business, the ALSO Group invested in building programs, platforms and hiring resources that would provide unique value and support to a large channel ecosystem. The first step was to transform and innovate their transactional process with the ALSO Cloud Marketplace. This B2B Marketplace has enabled resellers to become more customer focused by providing tools that enhance their ability to automate and scale cloud services. The cloud marketplace has over 800 unique applications, runs on Azure instances in several datacenters around the globe and has been adopted by several peers in the industry as their go to market platform. Over the course of FY17, sales have accelerated and ALSO is adding more than 1 new O365 seat per minute and 5 new customers per hour.

Enterprise Mobility

Glück & Kanja Consulting AG

Germany

Glück & Kanja Consulting AG, is a Microsoft Certified partner and one of the leading consulting houses for Microsoft products and solutions. Glück & Kanja have been steadily building up its enterprise security practice to help their customer a large logistics company, with 60,000 users in 1000+ branches in need of a modern-workplace strategy to address productivity and security challenges. Glück & Kanja have established its capability to help its customers be more productive and secure with Enterprise Mobility and SecurityE5, WindowsE5 and Office 365. Additionally, they designed a solution to deploy large-scale Azure AD, Windows Hello on Azure AD joined Windows-clients, protected by Credential Guard, Defender ATP, using conditional access and Microsoft information protection to restrict confidential information, securing corporate clients everywhere. Furthermore, by designing a deployment blueprint "Future Workplace", Glück & Kanja have successfully implemented their solutions and working on many more similar implementation.

Enterprise Resource Planning (ERP)

SAGlobal

United States

With offices in 15 countries globally, SAGlobal is a worldwide provider of Dynamics 365 for Operations and Dynamics 365 Customer Engagement solutions to the Service Industries. In 2017, they completely shifted their business model to drive digital transformation using Dynamics 365 and other related Azure cloud services. SAGlobal's family of industry solutions, Projects + for Dynamics 365 (formerly ProjAX), have been fully updated to support The Cloud deployments of Dynamics 365 and uptake the latest Azure services like Power BI and SQL Azure in-memory BI, and was one of the first industry solutions to be curated on AppSource. They are also making significant investments to educate existing legacy Dynamics AX clients on the benefits of The Cloud, and have started several upgrade projects to migrate these clients to Dynamics 365. SAGlobal has seen unparalleled growth in our business as a direct result of Dynamics 365.

Hybrid Cloud and Infrastructure Platform

10th Magnitude

United States

10th Magnitude, born in The Cloud partner, bet their business on Microsoft Azure. They recognized the value of Microsoft's Hybrid Cloud, as well as the immense opportunity of the partnership that is the driving force of their Datacenter Transformation Practice. They identified a common theme in their customer cloud transformation opportunities that resulted in developing an Azure Migration tool, a novel solution that gave the partner a clear competitive edge. This solution helped 10th Magnitude address customer business challenges from a holistic point of view, both on-premises and in the cloud, drawing from multiple Microsoft competencies to develop solutions that meet and exceed customer business goals. The result is a repeatable Hybrid solution with a multitude of customer deployments, market credibility, record growth and profitability. Through Datacenter Transformation with Microsoft Hybrid Cloud, 10th Magnitude has helped customers to reduce the time to market for new customer-facing applications and secure highly-sensitive retail commerce systems.

Internet of Things (IoT)

COPA-DATA

Austria

Capturing the IoT opportunity isn't just about connecting the physical to the digital; it's about empowering customers with actionable insights to grow and differentiate their businesses in an ever-competitive marketplace. Leveraging the Microsoft Cloud and IoT portfolio, Copa-Data has built a predictive maintenance solution for a world-leading supplier of filling and packaging systems – empowering customers of these systems with insights to operationalize efficiencies and prevent costly downtime. The solution has also differentiated the supplier from its competitors by adding value to its existing offerings. It has leveraged services including Azure IoT Hub, Stream Analytics, Machine Learning, Events Hub and SQL DB to create bi-directional communication between each machine and The Cloud platform to provide equipment operators with maintenance recommendations and sees potential to expand to use cases in other industries such as energy and public sector. Copa-Data selected the Microsoft platform because of its rich capabilities in performance, availability and security.

Learning

Fast Lane

Germany

Fast Lane leverages all innovations of Microsoft Learning to better serve their customers. As early adopters of the Microsoft Learning as a Service (LaaS) platform, Fast Lane shows a passion for digital transformation. Leveraging LaaS they have been able to create a variety of learning modalities to meet their customers' needs. Fast Lane's impact to training and adoption is notable, from specialized training

for telco, to roadshows and events. Fast Lane has demonstrated their commitment to training their customers in Microsoft Cloud technologies.

**Messaging
Perficient
United States**

Perficient has been leading the charge nationally with Office 365 implementations and migrations year-on-year. As a certified partner in all MPN Cloud competencies, they have migrated more than 4 million users to Exchange Online and are the top National Solution Provider for Office 365. In their submission, they showcased their productivity and messaging success at a top financial technology customer. Initially, the customer engaged Perficient to help with their hybrid deployment for Office 365 and Skype for Business. But after two acquisitions and expanding global needs, the scope of the project grew in complexity. Initially a hybrid deployment, Perficient ended up delivering a 100% in The-Cloud solution, where they connected 55,000 Exchange users and 12,000 Skype for Business users worldwide. Perficient's deployment of Office 365 and Skype for Business Online modernized their customer's approach to collaboration, communication, and advanced productivity, providing flexibility for inclusion of future domestic and global acquisitions.

**Microsoft Dynamics Industry
Tribridge
United States**

Tribridge enables organizations to deliver modern, personalized healthcare by harnessing the power of technology. Tribridge has helped over 300 health and life sciences organizations improve patient care, cut costs, eliminate inefficiencies, mitigate risk and build collaborative teams. Tribridge's solution, Health360, is a cloud-based population health and consumer experience solution that enables providers and payers to personalize care experiences. The solution leverages Dynamics 365, Azure and the Cortana Analytics Suite and has delivered market-leading results for their customers, including a 36% reduction in the cost of care, a 23% reduction in ER visits and a 95% patient satisfaction rating for health navigator and RN services. The "Health360 Care Coordination" application on the Microsoft AppSource marketplace 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.

**Microsoft Philanthropies: Cloud for Global Good – Technology for Good
Navantis
Canada**

Being able to respond to a disaster – whether flood, wildfire, power outage or other emergency – requires a system that can collect information, track it, and report on the vital assistance individuals and communities need, and have received. Working with Navantis, Canadian Red Cross (CRC) transformed and automated their entire registration and reporting processes using all Microsoft technologies. By 2017, Navantis and the CRC deployed a full Emergency Management Information System (EMIS). Using Microsoft (MSFT) CRM Online with a custom-built ADX registration portal on the back-end and Power BI with an Azure-hosted data warehouse for reporting functionality. The solution enabled automated checking and validation to reduce the probability of fraud and ensure that charitable donations reach the right people, and that they are, in fact, in need of assistance. To enhance CRC's reporting capabilities, Navantis created a data warehouse in Azure that transfers all data from the CRM system into Azure to become the reporting database. Using Power BI, the non-profit is equipped with automated reporting functionality rather than relying on Excel spreadsheets and manual data entered weeks or months earlier. CRC makes a difference in the lives of those affected by disaster, and have done so for 120 years. The Navantis-built disaster management solution will have a lasting impact on CRC's ability to urgently respond and aid victims and communities of disasters in an effective and efficient way.

**Microsoft Philanthropies: Cloud for Global Good - YouthSpark
REDBELT
Brazil**

REDBELT, a company that focuses on synergies in IT services, believes in the impact that technology can make as well as the importance of empowering their employees to give back to customers or society. Aligned with these principles, REDBELT joined forces with Gerando Falcões initiatives whose projects have reached over 100,000 youth in and around Sao Paulo, Brazil. In partnership with Gerando Falcões, REDBELT helps provide technology training to youth ages 13-19 to help create new opportunities for the community. The technology courses are free of charge and are held twice a week over a year covering IT Development, Infrastructure, Cloud Computing, Cybersecurity and Application Development classes. The technology courses help drive interest in technology careers, they prepare them for jobs in this field, and provide new industry specialists for the growing Brazilian economy. And, the benefits extend beyond the participants to the REDBELT employee volunteers, who have become educators, improve their technical knowledge and grow as humans.

Mobile App Development

BlueMetal

United States

A Fortune 500 Medical Device Company, was looking to leverage the power of digital transformation to engage and care for people with diabetes in a more personal, frequent and meaningful way. The client elicited the help of BlueMetal Architects, a Microsoft/Xamarin Partner. Leveraging Visual Studio Tools for Xamarin, the Microsoft Bot Framework, Azure Cognitive Services and Machine Learning, BlueMetal worked closely with the client to develop "Leah," a new personal health assistant mobile application for patients living with diabetes. Leah is a completely interactive mobile bot and replicates a live interaction between the patient and a doctor. Leah is helping patients manage their diabetes and nutrition real-time in an intuitive and powerful native mobile app. With the help of BlueMetal and Microsoft, the client is realizing the power of digital transformation to alleviate the burden of care for people living with diabetes and support patients' journey to better health.

Open Source on Azure

Cardinal Solutions Group

United States

Cardinal Solutions is a national solution provider headquartered in Cincinnati, Ohio, with a rich history of digital transformation with Azure. Cardinal embraces Open Source solutions across the stack (e.g. IoT, DevOps, Analytics / BI, Modern Data Center) to meet customer requirements and evolve them from on-premises to hybrid or full, The Cloud deployments based on their needs. Cardinal is an expert in building, delivering and running comprehensive solutions on Azure. They have extensive open source skills and knowledge across the full portfolio and utilized these skills to assist customers in achieving a successful digital transformation. Cardinal's portfolio of open source solutions includes Red Hat, Kubernetes, Mesos, The Cloud Foundry, and Hadoop-based solutions.

Partner Seller Excellence in Technology, Sales and/or Licensing

Sebastien Molendijk, Econocom

Belgium

Sebastien Molendijk combines all the qualities to be a perfect P-Seller. He's a renowned technical expert on Workplace Solutions covering a broad spectrum of Microsoft domains such as Office 365, Security, Windows 10 and EMS. He's also gifted with an extraordinary commercial talent. After connecting to our joint customers by listening to their requirements & issues and analyzing their environments, he comes up with the right solutions and services to help them in their journey to The Cloud. Customers are impressed by his knowledge, analytical skills and ability to build the perfect solutions. Sebastien is well respected by his Microsoft sales and technical colleagues. His co-selling engagement makes their customers satisfied and their opportunities grow beyond expectations.

Project and Portfolio

Projectum

Denmark

Based in Denmark, Projectum is a leading Microsoft Project & Portfolio Management (PPM) Gold Partner both in the Nordics and throughout Europe. Over the past year, the company has been paving the way in transforming PMOs to DTMOs (Digital Transformation Office) by leading with Project Online and other Microsoft Cloud technologies. Projectum's unique offering of services and technologies enables high-quality end user experiences through its full support of delivering on the Scaled Agile Framework (SAFe). The proven expertise of Projectum as innovators has helped its diverse set of customers realize the business benefits through the complete and accelerated time-to-value delivery of PPM solutions.

Public Sector: Education

U-Planner

Chile

U-Planner's solutions provide higher education institutions a structured curricular design process that measures formative activities and optimizes methodologies to allocate academic resources. U-Improve is a solution iterated over years of academic use that enables higher-education institutions to model programs based on career objectives, helping students to identify – and gain – the requisite skills to achieve their professional goals. Windows Azure Services drive highly-complex algorithms scaling horizontally and vertically, that meet the needs of each client. Machine Learning and Power BI are at the center of U-Planner's data science design and implementation work, with a strong focus on visualization capabilities. SQL Server and Windows Server are the backbone of our solutions – Office 365 and OneDrive support learning outcomes for students providing needed to meet academic and professional goals. U-Planner's continues to grow across Latin America and recently signed with the Laureate Group to serve 85 Universities, 1.5 million students in 25 countries.

Public Sector: Government**Lagash****Mexico**

Lagash's innovative use of advanced The Cloud workloads was impressive. Their IoT solution, GasoApp, not only empowers their customer to provide insights through data and reductions in cost, but it also directly contributes to diminishing illicit activities, reduce losses of up to \$1Billion per year for the Mexican Treasury, ensures compliance with tax authorities, and helps safeguard the quality of the product delivered to the Mexican people. Finally, the powerful Azure architecture enables GasoApp to be a viable platform for multiple other industry scenarios.

Public Sector: Health**Allscripts****United States**

To succeed in this evolving industry, healthcare organizations must adopt IT solutions that deliver better care coordination, increase patient engagement, expand connectivity and data aggregation, and enable analytics to improve patient health. Allscripts offers solutions that can help improve the health of entire populations, exchange data across care settings, and help engage patients in their own care.

Public Sector: Microsoft CityNext**AvePoint****United States**

Microsoft and our CityNext partners work together to empower communities to become safer, healthier, better educated, and more sustainable by becoming more digital. AvePoint is a long-standing Microsoft CityNext partner who delivers AvePoint Citizen Services, a holistic, citizen engagement, case management and incident reporting solution that enables cities to deliver more effective, citizen-centric services. In cities from Sidoarjo, Indonesia to Richmond, Virginia, USA, AvePoint provides citizens with a centralized portal for submitting requests from anywhere, at any time, on any device, and enables the city to track, analyze and respond to all requests. AvePoint Citizen Services is fully built on Microsoft technologies including Azure, Dynamics 365, Power BI, Cortana Intelligence Suite, Cortana Personal Assistant, and Windows 10. In addition, AvePoint Citizen Services is available as a Software-as-a-Service (SaaS) application through Microsoft AppSource.

Public Sector: Public Safety and National Security**Genetec****Canada**

Genetec is a leader in their field, driving constant innovation and digital transformation in the Public Safety industry. They have evolved with Microsoft, and immediately saw the potential to deliver great results to customers by migrating their platform to Azure. Genetec is among the leaders of cloud-based solutions and represents one of our most mature partnerships in the industry. Genetec Stratocast delivers powerful tools for law enforcement while protecting citizens and enabling police officers in their mission. By leveraging Microsoft Azure, Genetec can provide a highly flexible solution for organizations to easily scale the available storage capacity of their surveillance system, and eliminate the need to invest in additional devices and servers.

Small & Midmarket Cloud Solutions**Be-CLOUD****France**

Be-Cloud is one of the top cloud partners in France. Founded in 2012, they have doubled their turnover and tripled their staff each year. They have a differentiated approach to offering Be-Cloud services, building commercial partnerships and selling Microsoft Cloud services. Their "PACK Be-Cloud" offering caters to Small and Mid-Market Customers. In addition, they create packaged offers with Sage, Cegid and Prestashop. Be-Cloud has built a customer centric sales and marketing engine, tailored by industry, with customer lifetime value at the core. Their services are delivered through a 5-Step Cycle that extends to even their smallest customers; Advisory Services, Implementation, Personalization, Training and Support. Core to their success, Be-Cloud has a high scale Digital Marketing and Sales engine that delivers over 2000 leads per month and 7200 monthly call volume. They are the #1 Azure CSP reseller in France and are adding, on average, +100 New Office 365 Customers per month and 4 Dynamics Customers per month. They sell Office 365, Azure, Dynamics 365, EMS, and Power BI with 63% of their revenue from customers with 2-3 services.

Windows and Devices Deployment**Dell****United States**

Dell has been a fantastic Windows 10 advocate this year, driving more Windows 10 Proof of Concept and Pilot projects through the Windows Accelerate Program than any other partner. While this by itself is a significant accomplishment, the Dell team has also worked to enable even more Windows 10 customer deployments through the launch and sale of great new Windows 10 devices, and even a new PC-as-a-Service offer that hundreds of other partners can also take advantage of. Additionally, Dell has pushed the envelope around Windows-as-a-Service efficiencies, application compatibility testing, and new Windows Enterprise E5 security service offers. Dell brings a lot of great talent and creativity to the Windows 10 ecosystem. Their energy and innovations help not just Dell and Microsoft, but many other partners around the world, too.

2017 MPN Partner of the Year Award Winners – Country

Angola Partner of the Year Menshen

Menshen is a local high skilled IT company in Angola. They have concluded with great success the biggest Google Win back in WECA, by moving the Angolan Airline (TAAG) to O365. This was not an easy task since the customer was using Google for more than 3 years for around 1300 users, but in collaboration with our Fastrack team, Menshen managed to move all users to Office 365 and they are now very happy with the move.

Argentina Partner of the Year AXXON Consulting

Axxon Consulting is a Partner driving big transformational projects in FS, Retail, PS and other industries. Optimize in Azure & Dynamics, Inspire in Office 365, Axxon has a culture of co-develop large projects with Microsoft teams including EPG, SMS&P and Services. Axxon also has a strong marketing execution that managed to bring CXO from large accounts to international industry events including Felaban for FS and NRF for Retail among others. Axxon also has a strong Customer Experience that allowed them to replicated business solutions in more customers having as reference cases their successful projects. We need more Partners like Axxon to deepen our transformation by pursuing “big whale” business projects.

Armenia Partner of the Year Dom-Daniel

Dom Daniel is one of the most committed The Cloud business partners in the country. They are a dynamic developer of The Cloud solutions for business in Office 365, Education applications and localization of online content as part of POC. They have spearheaded 2 critically strategic events: Dev Ops, for developing companies and Industry Day, for government institutions. Both events garnered significant media coverage and public interest, helping to solidify the role of Microsoft Armenia as a strategic partner for Government Institutions and the private sector. They are a leader in The Cloud technology in a country where the concept of The Cloud is relatively underdeveloped. Dom Daniel is a trusted advisor in the local community of customers and a Microsoft’s The Cloud implementer in terms of Microsoft’s The Cloud Technologies. Moreover, Dom Daniel is the sole P-Seller in Armenia. Not only does this partner contribute over 54% of Microsoft Armenia’s Licensing revenue but is the first initiator of SAM in the country resulting in the consolidation of 2 customer agreements in one comprehensive Enterprise Agreement.

Aruba Partner of the Year JOINT SUBMISSION: NetPro Aruba & Inova Solutions

Net Pro as part of the Inova group has been the service and support arm of the Inova business but stand rightly and magnificently by themselves. Their power is in their service delivery and technical capability that more than surpasses their competition in the region. NetPro is an up and coming full solution provider with whom we are happy to be partnering with.

Australia Partner of the Year Mexia

Mexia, is a leader in The Cloud based integration solutions using the power and flexibility of Microsoft Azure to drive tangible digital transformation outcomes for Australian customers. Through the development of a repeatable IP-based solution called ‘Flight Recorder’, Mexia enables customers to visualize, report on and manage large-scale integration platforms. Utilizing Flight Recorder, Mexia has enabled Bendigo Health to become the first hospital in Australia to leverage Microsoft Azure as its integration platform, delivering an Azure-based Electronic Medical Record (EMR) solution using both Azure Paas and IaaS. Based on Mexia’s engagement, Bendigo clinicians save time, manage workflows more effectively and make better decisions resulting in safer patient care, shorter hospital stays and reduced re-admissions.

Austria Partner of the Year
ACP IT Solutions

ACP have developed themselves to become the Austrian Partner of Excellence, and become the go-to partner for our teams to co-engage and co-sell with when it comes to Azure, Office 365 and EMS solutions. ACP with their digital workbench approach, has the power to consult with customers of any size in their digitalization journey. The digital workbench offerings include standardized solutions that transform customer processes and ensure security and compliance with GDPR regulations. The experts at ACP also tailor solutions for complex individual customer scenarios based on solutions-specific know-how and their experience. Combined with an innovative digital content marketing concept, ACP has boosted The Cloud Active Usage and Azure Consumption tremendously, resulting in the fastest CSP growth rates throughout the entire country. ACP is driving Austria's digital transformation with more and more customers joining the journey!

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

Computer World is one of the most relevant Gold & LSP partners in Bahrain. During the last year, this partner developed its business strategy by embracing The Cloud very rapidly and have now cloud offerings covering productivity, IAAS, PAAS, and SAAS, which covers all segments of the market. They also built a P2P business model with few global ISVs, deploying a wide range of workloads, in Office 365 and Azure and developed a value-added offering as CSP's Tier1, providing a deeper option of deployment, support and managed services. This year, they presented good cloud cases across segments covering both Office 365 and Azure. All cases are excellent reference to other Bahrain customers and support in competing against Google & Amazon.

Bangladesh Partner of the Year
Aamra Technologies Limited

Aamra Technologies Limited officially became a Microsoft Cloud Service Provider in April 2016. As of March 2017, they have acquired 83 Customers & sold 11000 cloud seats which is highest in SEANM & third in APAC. They also have attained a Cloud Gold Competency within that period. Their Marketing team, pre-sales & support team had a wonderful alignment within themselves which brings the result. In addition to 1600 internet clients, aamra group has another 3000 customers who are currently availing various services from separate concerns of Aamra & they are aiming to gradually convert these customers to Microsoft cloud products. Their sister concern Aamra Smart Solutions produces "WE Smartphone", one of the largely circulated smartphones & they are planning to pre- install Office 365 productivity applications in WE smartphones which will surely increase Office 365 Users. Aamra Managing Director, Syed Farhad Ahmed was Awarded ICT person of the Year, 2016 by highest selling English Newspaper, The Daily Star.

Belarus Partner of the Year
JLLC DPA

Squalio Belarus has outstanding results with one of the largest Belarus food retail chain Euroopt, where the partner has managed to sign the first Office 365 E5 deal in Belarus alone with Office 365 E3 (100 new seats). Total deal size, including legalization part, is 1.308K. In addition, during this CY Squalio Belarus will perform series of pilot projects for Azure ML and DR services, as well, as for additional components of Office 365 suite. The customer, together with Squalio Belarus expertise, will serve as a reference case for whole retail industry in Belarus and other CIS countries. The partner has demonstrated strong commitment and partnership with Microsoft by being the first partner who introduced SAM services and offered bundled cloud services to the Customers in Belarus. Squalio Belarus invests in certified specialists and co-sells with Microsoft through 3 P-Sellers which resulted to 107% YoY The Cloud revenue growth. Besides, Squalio Belarus actively conveys Microsoft digital transformation story by arranging various marketing cloud-oriented events and workshops for the customers.

Belgium Partner of the Year
Realdolmen

One of Belgium's largest ICT integrators, Realdolmen has successfully transitioned to hybrid cloud to become the leading Azure partner in the market. Realdolmen realized the highest number of customer adds and showed significant growth in Azure consumption across segments. This success was driven by closely engaging with Microsoft teams through 14 active P-Sellers, managing the most co-sell opportunities among Belgian partners. Realdolmen has invested in dedicated healthcare business development team and established close ties with Microsoft's Public Sector team to drive Azure and Office 365 adoption. Its Engaged Workplace team helps companies transition to the Secure Productive Enterprise and is among Belgium's leading Surface resellers. To help drive this offering, the company has built a mobile lab ("Tomorrow on Wheels") that brings the full Customer Immersion Experience to the customer's doorstep. In terms of readiness, Realdolmen learning was instrumental in training 100+ partners in our Azure Kickstart program.

Bermuda Partner of the Year
Fireminds Ltd.

Fireminds Continues delivering Microsoft's The Cloud message in Bermuda. They have been growing substantially in azure customers and maintaining The Cloud and their competencies such as Gold Small and Midmarket solutions & Silver Cloud Platform. This year they have become CSP Tier 1 and sold 50k year today. Overall Fireminds sales this year have been 155k growing Y/Y 100%. This partner has demonstrated effective engagement with their local Microsoft Office by showing great innovation, competitive differentiation and customer value that showcases the benefits of using Microsoft cloud services.

Bolivia Partner of the Year
Dima Ltda

The choice of Dima as CPOY in Bolivia is due to their focus on choosing the path to digital transformation. They are making investments in their personnel, in certifications, and also entering in areas where they had not developed strength before. In fact, the success story in Cotas, one of the most important Telco in Bolivia, has led them to work, discover and demonstrate that Azure is a robust solution to use any platform the client has chosen, in this case Linux. In addition, Dima is also exploring SPLA, and they project to consistently work to specialize in advanced infrastructure solutions all of them over Microsoft Azure Cloud offerings. We see a positive trend in the number of projects currently being carried out. To finish, the market growth YOY in The Cloud is around 70% which places Dima in a position of value for our business ecosystem.

Bosnia and Herzegovina Partner of the Year
King ICT

King ICT is one the largest Microsoft partners in Croatia and Bosnia and Herzegovina, with multiple Gold competencies. On market of Bosnia and Herzegovina, King ICT is recognized as the partner with the strongest expertise in Data Analytics and Business Intelligence on Microsoft platform, recently winning Business Intelligence and Data warehouse deals at the biggest local power and utility company, Elektroprivreda Bosnei Hercegovine, as well as at Border Police of Bosnia and Herzegovina, against strong competition from other BI / DWH vendors. By utilizing their expertise and Microsoft platform, King ICT was able to support aforementioned and other customers on path of digital transformation by turning large quantities of data into actionable insights for BDMs and other stakeholders through familiar tools like SharePoint portal, Excel and PowerBI. King IC is also closely working with Microsoft on bringing next-gen data analytics solutions to the market and is very active partner in promotion of data science overall.

Brazil Partner of the Year
Dedalus Prime

Dedalus used to be the biggest Google and AWS partner for LATAM and Brazil and decided to start a new business unit, initially focused on Office 365 and CSP, and this FY for Azure and LSP. In FY17, Dedalus achieved Gold Competency in Cloud Productivity and Cloud Platform, optimized for Office 365 and Azure. They also closed important wingbacks for Office 365 and deals in Azure. Total revenue is exceeding \$2M and impacting all segments: EPG, CA and SMB, driving managed services, leveraging their digital marketing expertise and helping our customers with their cloud journey. Office 365: growth of 284%, revenue of \$1.3M, adding 169 new customers and 47.7K new seats. Azure: created +1M pipeline – revenue of 266K, adding 37 new customers and a monthly revenue of \$32K, driving +200k of consumption.

Brunei Partner of the Year
Tech One Solutions Sdn Bhd

This Gold Partner has reflected a positive YoY growth in revenue and almost USD 400K of new businesses, with major focus on the cloud and partnerships with the Government and corporate sector. The team is highly driven towards growing cloud penetration in Brunei, leading transformational cloud wins in all segments of the business, inclusive of the largest local bank in Brunei and first Azure win for a financial advisory company in SMB. The breadth momentum is stronger with CSP and we foresee a solid growth in the upcoming FY in this hero-motion in closing more born-in-the-cloud type of businesses. We aspire to lead a positive shift towards more digital transformation wins with Tech One Solutions!

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

Most improved in less than 4 years, Softline has established itself as a strong LSP in Cambodia, especially in the banking sector. After hitting a disappointing FY16, also taking in a tough feedback from us, they invested on their local team resources, provided stronger support from their regional team, which will result in hitting at least a 134% YoY growth in FY17. Their CA to overall revenue

contribution is above average, and Softline is well on its way to achieve their cloud mix target. Besides their Gold competencies in The Cloud, Infrastructure and system center, SQL and PowerBI, Softline is a SAM specialist and one of our first direct CSP in Cambodia. They leverage a strong licensing skills and a structured approach to selling through solving for customer pain points (assessment, workshops, and recommendations). Within the Ecosystem play, they're keen to seize opportunities to co-sell with local ISVs, which fosters more value within the local market. No COCP happened this year showing that their growth was due to their building a pipeline of new customers.

Canada Partner of the Year
Genetec

Based in Montreal, Genetec is an industry leader in the delivery of unified IP-based security solutions to both commercial and public sector industries. Over the last number of years, Genetec has continued to evolve and build out their solutions, leveraging the power and flexibility of the Microsoft Cloud, specifically Microsoft Azure. As a partner, they've built a business that captures and reflects the potential of Azure for our IP-based ecosystem, increasingly leveraging more services and advanced capabilities to extend their solutions; they've modeled and grown their business around both discrete Industry and horizontal scenarios, extending their reach through a network of their own partners; they've helped to unlock some of the incredible potential in Public Sector in Canada, leveraging the Cloud Services and have globalized their capability by delivering great customer wins locally and internationally.

Cayman Islands Partner of the Year
SALT Technology Group

SALT has been a real game changer in cloud transformation in the Cayman Market. They are a new start-up partner, focused in Microsoft's Cloud solutions. In less than a year, they have been to sell \$101k year today and have a healthy cloud mix of 30%. They have earned 2 silver cloud competencies (Platform and Mid-Market Cloud solutions) Selling Office 365 and Azure helping Microsoft team to move on premise customers to different cloud services, all with a high level of customer satisfaction. They are committed to fully understanding their customers' business challenges and then delivering the most appropriate solution for their needs.

Chile Partner of the Year
Softline Internacional Chile S.p.A.

Most improved in less than 4 years, Softline has established itself as a strong LSP in Cambodia, especially in the banking sector. After hitting a disappointing FY16, also taking in a tough feedback from us, they invested on their local team resources, provided stronger support from their regional team, which will result in hitting at least a 134% YoY growth in FY17. Their CA to overall revenue contribution is above average, and Softline is well on its way to achieve their cloud mix target. Besides their Gold competencies in Cloud Infrastructure and system center, SQL and PowerBI, Softline is a SAM specialist and one of our first direct CSP in Cambodia. They leverage a strong licensing skills and a structured approach to selling through solving for customer pain points (assessment, workshops, and recommendations). Within their Ecosystem play, they're keen to seize opportunities to co-sell with local ISVs, which fosters more value within the local market. No COCP happened this year showing that their growth was due to their building a pipeline of new customers.

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

Shanghai Nanyang Wanbang Software Co., Ltd is a local company with HQ in Shanghai established in 1993. In 2013, Nanyang has finished capital injection from INESA to resolve the capital limitation, meanwhile entered the new business area of cloud computing, smart city, RFID technology, etc. From 1994, Nanyang already cooperated with Microsoft China. Nan Yang is 1st Microsoft resellers in China and became to DLAR in FY10, POY in FY13, Top LSP in FY14/FY15, Top Cloud Industry alliance partner (Gov.) in FY16. In FY17, Nanyang also has top performance on Azure consumption and cloud co-selling and customer develop & growth. With Microsoft new cloud strategy, Nanyang's management team is separately in charge of Azure (Mr. Zhengwen Zhu), Office 365 (Mr. Guangpeng Zhou), and License (Mr. Jun Zhu) Business. And each of team has dedicated resource investment for our varied products and business.

Colombia Partner of the Year
Lagash

With 14 years in the market and 5 years in Colombia, Lagash is a company that understands designs, develops and implements high-impact business solutions for different business segments in Latin America. During FY17 Lagash Colombia has continued to consolidate their sales strategy with Corporate Accounts and Enterprise segments by actively participating in marketing and co-selling motion via P-Sellers. As a cloud partner, they have evolved their consumption practice by focusing on 11 Freemium Solutions for Azure and Office 365. They are currently the Partner of Record of 520.000 Azure Consumed Revenue (400% YoY) and 55.000 Active Office 365 users

(120% YoY). They have attained Cloud Optimize status for Office 365 and Azure as part of their focus in the enterprise space and maintained their GOLD Cloud Platform and Cloud Productivity competencies. Lagash has been recognized for their consistency drive for results; Sell it Right business motions and mostly their commitment to customer success.

Costa Rica Partner of the Year IT Quest Solutions

This partner is a company that deliver consultant services based on Microsoft Technologies. Also, they had been promoting The Cloud message across all commercial segments, convincing customers to migrate their platform and to provide the added value of those cloud solutions, ITQ Solutions specialize in proving managed services on Microsoft Azure and Office 365 such as Cloud Solution Provider and Managed Services Provider. They have a strong commitment with Digital Transformation message to customer and they have been an important reference of our partner ecosystem. This FY17 ITQ Solution has engaged more than 76 customers with 98 The Cloud subscriptions being 59 Azure subscription with more than 300 K US\$ in consumption and 31 Office 365 subscriptions. ITQ Solutions has on their pipeline interest business that will engage more customers to the cloud in the next FY18.

Croatia Partner of the Year COMBIS

Combis is Microsoft's leading partner in driving The Cloud transformation in Croatia. Their cloud journey started in 2013, transforming from box movers to Managed Services Provider with over 25% cloud business growth and significant monthly Azure consumption increase over the last 6 months. Combis invested in a team of data scientists who developed several solutions for various industry verticals (such as banking and telco) using Azure Machine Learning as a cloud-based predictive analytics service, resulting in 3 SaaS (ER scheduler, Olive manager, HireMe). Additionally, Combis developed IaaS and Productivity Cloud offerings. Combis fully transformed their marketing towards digital starting with cloud dedicated web (The Cloud Business) and other digital activities. Combis has a dedicated Business Developer Manager role for cloud business, who is also the most productive P-Seller in the Croatian market with 80% closure rate. Logical progress in this partner's transformation is the moment of becoming a direct Cloud Service Provider.

Curaçao Partner of the Year Inova Solutions

Inova Solutions is the West Indies native CSP. They were one of the first to embrace the licensing model of CSP as a partner seeking to transform their business from a transactional model to a solutions based model. They have been largely successful nearly doubling their seat count since going CSP. They have invested made significant investments in their Microsoft presence in the LNM region choosing to expand their compliment of technical and sales staff. They have been aptly rewarded for their hard work securing major strategic accounts like Ministry of Education Jamaica, Government of St Lucia and One Caribbean Media Group.

Cyprus Partner of the Year Dot.Cy Developments Ltd

Dot.Cy, is a Microsoft certified Partner since 2000 and today holds the Gold Cloud CRM and Gold CRM competencies. Dot.Cy is providing business solutions in Cyprus and the Middle East using Microsoft platforms and technologies. They are one of the leading providers of Dynamics 365 and xRM based solutions in the region, serving the CRM needs of some of the most prestigious organizations. With more than 80 customers in 13 countries, Dot.Cy have been recognized as regional experts in Dynamics CRM for years and have the highest influence in the market related to Digital Transformation. During the FY17, Dot.Cy have demonstrated exceptional performance promoting to all new customers the online version of Dynamics CRM and has landed some substantial deals like Bernhard Schulte Ship management, Hellenic Bank, Emaar Group. In addition, Dot.Cy have significantly invested in key industries, building vertical add-ons which add major value in our Pre-Sales discussions with BDMs.

Czech Republic Partner of the Year SoftwareONE Czech Republic s.r.o.

Partner has gone through significant internal and external transformation process, which positively impacted Microsoft results in FY17, SMSP and EPG revenue, scorecard contribution, as well as create market pressure on other partners in ecosystem working in the same segments as a result of their solution independence. SoftwareONE was able to build and manage new solution divisions for product specific positions, architects, consultants in D365, Security, Azure, Office 365, which was already able to integrate and deliver +35% YoY topline growth. This Partner has displayed strong revenue focus, growth in strategic products and maintains a Microsoft relationship on multiple levels.

Denmark Partner of the Year
VENZO A/S

Venzo is a perfect example of how to renew and transform a partner business to not only meet the market's needs and expectations to solutions, but also to inspire customers to take large steps towards true digital transformation. Venzo focuses on their customer's business, needs and wishes which enables them to deliver an end-to-end solution creating value and innovation. Venzo utilizes the latest technology and creates output-focused value for their customers and their users, who are the real decision makers in a consumption driven world. Venzo is investing massively in the future and are one of the front runners when it comes to setting the digital agenda.

Dominican Republic Partner of the Year
C-ven Technologies

C-ven is a consulting company with over 12 years operating in the Dominican Republic. They provide integrated solutions for business management, based on Microsoft's technology. Their own transformation story in the past 3 years, from a transaction-based to a value-added business, has created a positive impact in their development and in ours. C-ven has become our go-to partner when we compete against Salesforce, especially in the financial sector, where they won the first CRM Online banking deal in the LATAM region (500 users & +700,000 end customers impacted, 100% The Cloud with Dynamics 365 plus Azure, integration of 3rd party IP through P2P and unparalleled commitment, alignment and collaboration with the local team). During FY17, they expanded their practice portfolio to Azure (websites, virtual office & chatbots), to attract a variety industries and segments. This, combined with their long-term strategy's alignment with Microsoft's bold ambitions, makes them the recipient of this award.

Ecuador Partner of the Year
BUSINESS IT

Business IT has become our main cloud partner in Ecuador on top of successfully expanding its practice to Panama and Peru and building a strong technical and sales team. They have been the largest cloud implementation partner for several years and during FY17 they developed the largest and more visible Azure deals in Ecuador: Maresa and Universidad de las Americas – UDLA. The Maresa case is interesting because it is the largest datacenter migrated to the cloud in Ecuador. It is a very large representative customer that will become a reference for the market. It was a heavily competitive case against housers, local datacenters and telcos. Once implemented, it proved to generate the customer almost 50% cost reduction vs expected cost because it included not only the migration but also an optimization of active hours for all cloud servers.

Egypt Partner of the Year
HITS Technologies

HITS is an early adopter to Microsoft's The Cloud Since 2012 and now they have more than 300 customers in around 50 countries covering many market industries. HITS SAAS on Azure helped ABK (Al Ahli Bank of Kuwait) Egypt to avoid costly start-up investments, improve productivity of HR Staff, GO- LIVE stability stage with unmatched swift methodology for the cloud SAAS. Some of the key benefits for ABK included, Efficient Management for employees Personnel & Payroll, along with day-to-day operational tasks, Immediate productivity in HR staffing in terms of many HR processes and finally, handling all required benefits out of the box like; Air Ticketing, Loans, Monthly Bonus and more. Another important cloud advantage is that users can access the system anywhere in the world besides having the data secured with 0% risks. HITS provided ABK with online-help to provide system guidance besides getting support along with holding remote-access sessions by HITS helpdesk team. Also ABK have totally switched their environment into paperless one via HITS self-services and electronic workflow, now 30% of staff time is saved in e-request, e-approvals of leaves, transfers, promotions, salary increases, time permissions, and more.

El Salvador Partner of the Year
Advanced IT Consulting Services

Advanced IT Consulting Services SA de CV is the local affiliate of Advanced IT Consulting Services SAS. It has 4 Gold Competencies: Cloud Platform, Cloud Productivity, Communications and Enterprise Mobility Management and 5 Silver Competencies: Collaboration and Content, Datacenter, Devices and Deployment, Midmarket Solution Provider and Small and Midmarket, Cloud Solutions. Advanced IT has successfully led the deployment of Office 365 and EMS in Avianca Holdings both in El Salvador and in Colombia, a complex project with an aggressive schedule. It has also worked to increase the Azure consumption of the company in El Salvador. Additionally, Advanced IT is actively pursuing the consumption of Office 365 and EMS in other key corporate customers such as AFP Crecer, Excel Automotriz and Aeromantenimiento. Advanced IT has proved that building of a successful consumption practice is fundamental to accelerate a partner transformation to the cloud.

Estonia Partner of the Year
Primend

Primend has shown continuous passion for taking the customer business to the cloud. They are fast and friendly experts in leading cloud transformation in Estonia, and at the same time even coaching their competitors – all that for making the cloud even more popular in the customers' eyes. Primend has done the majority of all cloud projects, including Office 365, Azure, EMS, in Estonia. Their marketing activities are really well-planned and cover topics interesting for BDs, IT Managers, and IT Pros. Primend cooperates with other partners in Estonia to achieve maximum cloud interest by customers.

Finland Partner of the Year
M-Files Corporation

M-Files is focused on dramatically improving and simplifying the way businesses manage documents and other information, resulting higher productivity, efficiency and compliance. Their innovative product is built on Microsoft's Cloud technology, and utilizes new advanced capabilities. Their well-implemented go to market strategy, combined with leading edge practices, have enabled M-Files to successfully grow in a highly competitive global market. M-Files serves customers in over 100 countries, strives to stay ahead of the game, and creates continuous value to their customers, for example by actively addressing critical market needs like GDPR. M-Files has been able to create IP and takes it to global markets thanks to their chosen cloud approach. Recognized by Gartner and Forbes in their list of leading technology companies, M-Files is a perfect example of a successful Microsoft Partner utilizing the cloud and helping businesses with their digital transformation.

France Partner of the Year
Cegid

Cegid is a French leading ISV, created in 1983, which has transformed with great success in an international cloud services and software provider. Cegid is now an emblematic player in the digital economy, ranked as the first French ISV delivering core and vertical solutions for organizations of all sizes. Cegid is a multi-dimension partner for Microsoft, engaged as an ISV on tools, Windows apps, and Azure, as a cloud provider on Office 365, but also a big end-customer. Following a fierce competition, Cegid has decided to build WW Cloud for retail on Azure. "Introducing the Cegid global retail cloud on Microsoft Azure will ensure that specialty retailers can keep pace with the fast-moving changes affecting the industry. Their international growth will be boosted by a global The Cloud solution designed specifically for their business" explains Nathalie Echinard, Director of Retail Markets at Cegid.

Germany Partner of the Year
ORBIS AG

Orbis AG has sided with Microsoft for many years with focus on LOB value sales with our customers. They were among the first to adapt their business model transforming to The Cloud and to IoT. Their 130 employee's build solutions in 3 industries and 5 verticals thus, enriching our product against our competitors while helping us win large multinational projects in the EPG, CA and SMB segments with the whole Microsoft Cloud Platform approach their passion won us our first Strategic Discrete manufacturer to the German cloud. With this win we have started to work on an Azure opportunity for predictive maintenance and Sensor monitoring of 3 million components worldwide. On top, they won a worldwide acting Service customer using Dynamics 365 Sales, Service and Project service automation with 4500 Dynamics users in next 3 years and potential for operations and Azure IoT as well.

Greece Partner of the Year
ATCOM S.A.

Atcom founded in 2000 is a world-class software vendor of smart content management products for intelligence interactive media solutions. They have expertise in the creation of portals, e-Shops, web & mobile applications and are reaching an extensive client in all market segments. Their modern public profile is representative of the nature of their core business; partner is also very engaged into large customer events besides digital marketing. Atcom is Gold in Azure and soon Gold in Office 365. Atcom has grown through Azure and already awarded partner of year once in the past. The main focus area is for partners to move all aspects of an interactive project (graphic design – web design, web authoring, web programming, testing – quality control, and training) plus installation and post installation professional support service including hosting, to Azure. This partner invests further on more services and innovation that are the main drivers of advantage like CRM OL with scenarios like: e-shops, CDN, back up, disaster recovery, storage & compute. They are considered a successful cloud partner transformer, an influencer and a cloud first mobile first partner with great presence in the local market. Finally, they have been approved as CSP-T1 to expand further with Office 365 & CRM OL. Azure will remain their focus area though.

Guatemala Partner of the Year
SEGA

SEGA Guatemala have demonstrated a clear commitment to digital transformation, redesigning their processes and building interdisciplinary teams, implementing best practices and removing consumption barriers to our cloud solutions. Their focus in accelerating CSP represents 434% seats growth YoY and 524% revenue growth YoY. The role of Segal supporting and leading the renewal play of Enterprise Agreements, has been very important including cloud solutions in every one of them.

Honduras Partner of the Year SEGA Honduras

SEGA Honduras, S.A. de C.V. is the local affiliate of Grupo SEGA. So far, in FY17, they are the largest LSP in revenue. Also, they have a 38% Cloud Mix YTD. SEGA has been diligent in securing Azure and Office 365 Consumption in Banco Centroamericano de Integración Económica, a regional account with presence in all Central America, and other key customers such as COCESNA and BANRURAL Honduras. SEGA has also been driving CSP as its preferred model to increase their cloud penetration in Honduras, especially in, but not limited to, SMB. Finally, SEGA has also been instrumental in executing initiatives like the Latam New Markets Azure Days and Hackathon, and Dynamics 365 Days.

Hong Kong SAR Partner of the Year HKT Limited

HKT is Microsoft's first Telco CSP partner and best Direct CSP in terms of seats penetration in Hong Kong which focus to promote Microsoft cloud solutions for both SMEs and enterprise. SMEs are the cornerstone of the Hong Kong economy and HKT has always attached great importance to supporting SMEs by introducing a wide range of solutions which best fit their business needs. HKT has joined forces with Microsoft for the first time to launch the HKT x Office 365 business. Cloud solution is a full-featured platform equipped with HKT's unparalleled network and ample storage capacity together with Office 365 applications that help the customers handle daily operations and improve overall efficiency for SMEs and enterprises which provides a productivity-boosting enterprise-class, cloud-based platform. With a short period of time, HKT achieved good seats penetration while the average subscription period has been improved by 32%, i.e. from 20 months to 26.5 months. HKT providing one-stop support and management from installation to valued-added post-sales support which including 24/7 local technical experts standby providing instant offsite and onsite Office 365 and technical support which customers can enjoy a hassle-free cloud on-boarding journey.

Hungary Partner of the Year S&T Hungary Consulting Kft.

S&T Consulting Hungary made a great job in FY17. They focused on Azure and the cloud and started customer campaigns and delivered proof of concept projects using Azure. Account managers in S&T -thanks to a systematic sales readiness and coaching program- are able to position Azure services and generate new leads in CA and EPG. Only in this fiscal year they have reached 75 customers with Azure technical and BDM content and delivered deals like HBO.

Iceland Partner of the Year Wise

Wise has shown outstanding year over year business growth. They have been, and still are, focusing on cloud growth and are executing rigorously on their own cloud journey with clear focus on Microsoft Azure. Wise have shown high numbers of new customer adds in the Microsoft Dynamics space in the year. Their focus on the public sector is an important strategic initiative they have taken with Microsoft in Iceland. Overall Microsoft Iceland and Wise have had great cooperation throughout the year and Wise has shown very high commitment to Microsoft products and services. Furthermore, they have committed to increasing their focus on Office 365, Dynamics 365 sales and PowerBI in the coming months. "I want to wish Wise all the best in their future growth and Microsoft commitment," says Heimir Fannar Gunnlaugsson, country manager for Microsoft Iceland.

India Partner of the Year Sonata Information Technology Ltd

"Riding on the cloud journey" has resulted in phenomenal success for this partner who has over 2 decades of relationship with Microsoft. Sonata, Information Technology Ltd., Microsoft's largest partner in India, continues to invest and grow across segments and their contributions are significant to the growth of Microsoft in the subsidiary. Sonata fully embraced "The Cloud First" as their GTM strategy, took big bets on The Cloud so much so that they have developed their own in-house solutions helping customers embrace "Digital". While their business grew 21%, their cloud mix increased by 7 points and boasted 101% YoY growth in Azure consumption and double-digit growth of CAU for Office 365 and EMS. Sonata provides excellent field coverage across the country, built a strong team of solution architects who drive the Consumption and Active Usage extremely well with their EA customers. Their IQRR rates are one of the best in the subsidiary.

Indonesia Partner of the Year PT Mastersystem Infotama

Aligned with Microsoft cloud strategy, Mastersystem Infotama (MSI) is embracing cloud transformation by continuously delivering new cloud deals to Microsoft from multi-industry. One of the example is they won the biggest deal in Government Institution for Health Care (BPJS) for 160,000 Indonesian citizen users. Collaborating with Microsoft, MSI become digital transformation consultant in this Governor Institution. After converting 7,000 internal users from Zimbra to Exchange Online, MSI make them believe in Exchange Online for their 160,000 users. We believe this is the biggest deal in APAC. MSI has been Microsoft Authorized Reseller for more than 20 years. With their tireless efforts in promoting Microsoft products and solution, they managed to grow by 35% for cloud revenue and 67% for cloud customer reach in the past 2 years. They have implemented the Microsoft cloud for their internal organization and is a further proof that Mastersystem has aligned themselves with Microsoft's cloud strategy, enabling customers to reduce the cost of ownership while increasing productivity and profitability.

Ireland Partner of the Year Codec-dss

Codec DSS service SMB, CA, Public Sector and EPG. First cloud CRM Partner in Ireland with 5 Gold competencies. A significant track record of business closed in H2 (\$1M D365 deals including Smartbox, Ryanair, AIB, McCann Fitzgerald and eShopworld). CodecDSS have been key in driving engagement and Azure consumption within Ryanair and Hostsure (both HiPo's). Case Study: SMARTBOX. SmartBox Group is an international leader in the premium voucher experience gift sector. Smartbox has grown rapidly through multiple acquisitions. The company had to contend with multiple systems, increased costs, and lack of insights from information due to multiple systems. Solution: Codec Dss implemented System Centre Configuration Manager as the OS and software deployment tool across the group along with Dynamics AX being deployed on Azure. Also implemented was a Product Information Management system to allow ease of access to multiple sources of information. This will lead to hundreds of thousands of euro savings for the customer in addition to creating an extremely loyal customer for Microsoft.

Israel Partner of the Year Cloud Valley (Dario IT Solutions)

Dario IT Solutions (Brand Name: Cloud Valley) formed a strategic partnership with Microsoft focused on The Cloud + Enterprise solutions. Cloud Valley chose to work exclusively with Microsoft Azure and joint efforts with our local efforts winning the competitive landscape of AWS and Google. Cloud Valley, a very loyal & committed partner with vast experience in Microsoft technologies and Strong alignment and investment in all customer segments: DX, SMB, CA & EPG. Recently, Cloud Valley appointed an LSP due to the strong customer lifecycle management they can deliver, managing from presale to an agreement to consumption and to next workload. Cloud Valley leads a P2P methodology in which they focus on ISVs solutions, resell them and extend their portfolio with. They lead digital transformation projects with their customers and keep very satisfied Azure accounts. Among their customers are ISVs, Start-ups, and Industrial & EPG accounts. Cloud Valley is a leading contributor to our local Start up CLM motion in which they are responsible to the Start Ups usage of Azure as part of Bizspark plus program. The CTO is involved in many MTCs in which Digital transformation customers' decisions are being made. Their impact is very high. Cloud Valley is a role model to many partners in Israel and WW.

Italy Partner of the Year Softjam spa

Softjam has been a key Partner within the Italian ecosystem for over 14 years. During this period, it fully committed to Microsoft's vision by pioneering The Cloud business, then growing over time with a Go-To-Market approach in line with Microsoft strategy, till finally recording outstanding performance across Microsoft technologies. It has contributed to accelerate digital transformation in the Italian market by starting a journey of innovation across different industries and interlocutors, being the only Italian Partner cooperating within the AI in Health Partners Alliance and developing innovative solutions such as: An Azure based machine learning application that enables early discovery of chronic kidney disease. BotJam, a solution to enable full communication between machineries in a plant and Azure. People Health Index, a solution that allows to track employees' engagement. Their outstanding cloud performance combined to such bent to innovation make Softjam the Partner of the Year for Italy.

Jamaica Partner of the Year Inova Solutions

Inova Solutions is the West Indies native CSP. They were one of the first to embrace the licensing model of CSP as a partner seeking to transform their business from a transactional model to a solutions based model. They have been largely successful nearly doubling their seat count since going CSP. They have invested made significant investments in their Microsoft presence in the LNM region

choosing to expand their compliment of technical and sales staff. They have been aptly rewarded for their hard work securing major strategic accounts like Ministry of Education Jamaica, Government of St Lucia and One Caribbean Media Group.

Japan Partner of the Year
FIXER Inc.

Fixer is a #1 Azure Consumption performance partner in FY17 with 700% YoY growth. They are one of the main Azure solution providers in Japan, and has a unique solution "The Cloud Config.", which is managed service of Azure to help deploy, run, monitor, and maintain Azure subscriptions. With its solution, they won over 100 customers including multinational major customers in broad area of industries such as Toyota (installed the first AI function in the tele matrix area's operating system in Japan), Panasonic, Square Enix, and major/local banks and successfully developed various practices including Web-App, IoT, Gaming and Fin-Tech. Furthermore, Fixer established a partner community called "Azure Council Experts (ACE)" in Japan with 46 different companies participating. Through the ACE, they trained 41,444 Azure engineers and have been influencing many partners and customer's ITDM. Last, but not least, they are expanding their footprint further through joining the WW cloud influencer program of MPN as the first partner from Asia region. With much experience and high level of technical skill, Fixer is expected to be the true pioneer of Azure market in Japan.

Jordan Partner of the Year
Specialized Technical Services

STS is the first Microsoft Partner in Jordan starting back in 1989 and since then they are the largest partner for Microsoft Jordan. STS is one of the early adopters of The Cloud Era which gave Partner and Microsoft the ability to penetrate more than 55% Annuity Customers. Market growth from last year results are: 288% Office 365, 338% of Azure, 123% EMS; and in total The Cloud Mix of 36%. Renewing 100% of the EA with The Cloud components is an amazing achievement to be added to the above with Microsoft team support specially in the enterprise space. Working with the team in Jordan to drive Digital Transformation/Automation and IoT mainly with corporate accounts will make a difference soon. No surprise with such results that STS is the first to achieve 2 gold, cloud competencies (productivity and platform) with solid deployment and consumption performance.

Kazakhstan Partner of the Year
Softline Services LLP

Softline Kazakhstan is a Microsoft Gold Cloud partner, with Cloud Productivity and Small and Midmarket Cloud Solutions competencies. Softline is the 1st Optimize partner in Kazakhstan. This Partner has demonstrated strong commitment and effective partnership with Microsoft in Kazakhstan through investment in certified specialists and led CSP services launch in Kazakhstan resulted in 65% YoY cloud revenue growth. Softline actively supported Microsoft transformation with local cloud offers, sales and track records with Customer Immersion experience (CIE) events. Softline managed to transform its business by introducing new cloud solutions to customers in value added SAM practices. Partner won 11900 new cloud seats, over delivered targets by 300% actively supporting Microsoft transformation in co-selling through 4 dedicated P-Sellers and demand generation activities to whole market of Kazakhstan.

Kenya Partner of the Year
Dimension Data

Dimension Data Kenya continue to demonstrate their ability to support our customers in digital transformation in collaboration with the Microsoft team. This year, Dimension Data Kenya positively impacted a number of customers in the financial services sector with a number of solutions built on SharePoint Online in particular that resulted in several strong, positive customer testimonials from a number of leading retail banks in Kenya.

Korea Partner of the Year
SBCK Corp.

As a partner of Microsoft, SBCK has made successful and meaningful deals of O365 for this year. For an example, recently, SBCK won back from Google business applications. The end-customer had used Google application for local business support but had problem with Chinese business. Therefore, SBCK proposed O365 package including Sharepoint and Skype for end customer's collaborative business environment. SBCK has played a key role in MS SMB business. We are expecting that SBCK will be a leading partner in successful win cases with Microsoft going forward.

Kuwait Partner of the Year
Diyar United Trading & Contracting Co.

Diyar is one of the leading companies in Kuwait, their main focus is EPG, CA & SMB. Diyar have more than 14 Gold competencies out of 17 total competencies, which provides customers with a solid and reliable partner to meet their expectations & requirements. Diyar

plays a big role in the journey of cloud transformation by accelerating & increasing the Azure consumption and Office 365 active usage through conducting an adoption program for its customers which includes awareness sessions, POCs and delivering end user training when it's needed. Diyar has participated to close very big renewal in the Kuwaiti market in different segments (EPG & CA) in addition to that Diyar has invested heavily in driving the CSP motion by building a complete team and helpdesk who are dedicated to the CSP business and customers. As a result for this investment Diyar has reached to almost 4,000 seats on the CSP. Finally, using Microsoft platform Diyar managed to compete & win in major projects against 3rd party cloud vendors.

Latvia Partner of the Year Squalio (SIA DPA)

Latvia based company Squalio group (DPA SIA) and Squalio Cloud Consulting developed next generation solution addressing Intelligent Transportation vertical. Solution is using Azure services and delivering exceptional result - saving people lives. Within 6 months in places where speed cameras are located, car accidents dropped by 42% on average, injuries decreased by 21%, and no casualties were recorded. It has been estimated that, over a period of 6 months, the above-mentioned solution has prevented 19 accidents and has saved 2 lives. Those numbers are taken from small 1.9M population country. With Azure services we can simply scale impact to CEE or global market.

Lebanon Partner of the Year Comprehensive Computing Innovations

Comprehensive Computing Innovations have shown exemplary performance during FY17. They have been transforming & performing at the same time with a major focus on Azure adding new customers to the Azure Platform in the enterprise managed space by driving the digital transformation story. CCI have lead by example across NEPA and MEA the effectiveness performing Azure Proof of Concepts and consultancy workshop with 4/5 wins as a strong indicator of the program effectiveness. CCI have signed 4 NEW Cloud Enterprise Agreements contributing to new cloud customers expanding the Microsoft cloud footprint. In the public sector CCI have contributed to the consumption of Azure {American University of Beirut SharePoint-Azure} and {Ministry of Finance Websites-Azure}. CCI are a strong example of a can do and will do attitude a culture that is spread in their organization from Top to bottom.

Lithuania Partner of the Year UAB SQUALIO Lietuva

Squalio Lietuva has always been Microsoft strategy oriented partner and made a breakthrough to The Cloud in 2016/2017 by transforming Lithuanian customers to Microsoft digital world. With clear cloud focus, Squalio Lietuva has the largest number of Azure Wins in FY17 amongst Lithuanian Partners and grew 12 times comparing to the previous year. In addition, the successful performance was highlighted in the market with a case study by migrating the number one car-sharing services provider in Lithuania fully from a local datacenter to Azure which helped to solve a lot of their infrastructural problems they had before. Additionally, throughout the year Squalio has made a huge impact in Educational sector by positioning the benefits of the Enrollment for Education Solutions to the top academic institutions of the country and getting them enrolled to the program. Moreover, Squalio Lietuva is driving and managing the biggest SAM engagements in the country. Finally, Squalio continuous transforming not only their customers but themselves as well by strengthening their competences, communication, marketing and building cloud offerings.

Luxembourg Partner of the Year Wizata

As largest Azure partner in the Luxembourg market, Wizata proposes data-driven solutions to help businesses transform their operations. Through its P-Sellers, Wizata has deeply engaged with Microsoft sales teams to address business decision makers and drive truly transformational projects. In one customer case, Wizata used Azure Machine Learning and Cortana Intelligence Suite to predict the behavior of a high-latency industrial process, allowing the customer to make timely adjustments, leading to significant savings and improvements in quality. In another case, Wizata worked with Cortana Intelligence Suite to analyze Web behavior and provide real time prediction and business recommendations. Such engagements have not only helped increase the number of Azure customers in the Luxembourg market, but also drove significant Azure growth. Wizata's commitment to final results, and demonstrated maturity and professionalism have led to satisfied customers connected to Azure Premium services.

Malaysia Partner of the Year rhipe

As Cloud first, Channel first, the cloud solution reseller (CSR), rhipe is uncompromisingly focused on enabling service providers and channel partners adapt and thrive in maturing the cloud economy. They are leading Microsoft CSP 2T and SPLA channel partner in Malaysia, ranked #1 contributing to 35%+ market share in country. Innovative digital marketing campaigns, outstanding reseller and customer support combined with operational excellence are yielding consistent high growth of CSP & SPLA business every quarter.

Rhipe's number of transacting resellers grew 142% YoY and customer adds doubled YoY. Rhipe is also leading in partner activation – average reseller sales frequency has doubled YoY, testament to their strong reseller recruitment and development efforts.

Malta Partner of the Year
Eyetech Ltd

Eyetech, IT services provider focusing on 4 main areas: IT managed services, Projects/Network set up, IT Solutions and Web management since 1995. Over the last couple of years, Eyetech has shown a notable shift to cloud technologies transforming their business and culture. They were one of the very early adopters of Office 365 in Malta and have built a solid business selling and managing Office 365 based services, which made them the leading Office 365 provider in Malta in terms of customers and seats through the Microsoft Cloud Solutions Provider program, having deployed their own marketplace where they showcase packages and services built around Office 365. This year they have embarked on a mission to replicate their Office 365 success to Azure by using the same strategy of offering their managed services capabilities in conjunction with Microsoft Cloud Services. By developing specific managed services packages, with Azure at their core, they have steadily increased their Azure customer base month over month and extending their Managed Services Business beyond Office 365.

Martinique Partner of the Year
Infodom

GIE Infodom is a Caribbean based company serving the French West Indies and delivering exceptional service the Microsoft way. They deliver superior Microsoft support and licensing services, allowing their customers to benefit from advanced solutions for their business. In this way, Infodom keeps their customers ahead of competition and ahead in this cloud first world. They are ably staffed and maintain a high level of expertise in products and licensing solution by validating all key Microsoft Certifications. Though they serve the French West Indies they are able to transact bilingually, an additional benefit for English speaking customers operating in that region.

Mauritius Partner of the Year
The Cloud Factory EMEA Ltd.

The Cloud Factory is an illustration of the talent we want to see in our Microsoft partner community to deliver innovative and transformative solutions. They worked very closely with Microsoft to build and plan new solutions that empower customers with the best possible experience to fully leverage the flexibility and benefits of the cloud and the CSP model: they are a leading example of a partner embracing Microsoft cloud technology as a stimulus for continued innovation and growth.

Mexico Partner of the Year
Pegaso Tecnología

Pegaso Tecnología, one of the top ISV in the country, is leading Digital Transformation in The Cloud, within our partner ecosystem and our customers. With rapid adoption and commitment to the cloud, Pegaso has grown 194% year over year in Azure consumption and has more than eleven thousand customers using their electronic invoicing solution running on Azure. Digital Transformation with Pegaso started by adopting the Microsoft cloud, and by creating Advanced Analytics solutions on Azure and Power BI that allows their customers to unlock insights from their own business. Pegaso has the Gold level in App Development and The Cloud Platform, and is a Cloud Solution Provider for Microsoft delivering the true digital transformation to their customers with Managed Services. Pegaso is a clear example of the evolution of the partner ecosystem.

Morocco Partner of the Year
Netopia Solutions

Netopia is one of the key ISV in Morocco with a deep focus on transforming digitally Government services in North and Central Africa. Their eGov suite called CIVIS includes biometric passport solutions, prison management and healthcare assistance modules being rapidly adopted in Morocco and beyond. This was recognized this year with the Microsoft eGov Innovation Grant. Microsoft Azure platform is the next generation platform helping Netopia scale their solutions across new markets. Netopia were successful in transforming their business model and now going to offer their solutions as managed IP.

Netherlands Partner of the Year
SnelStart Software B.V.

Our ISV partner, Snelstart is successfully onboarding Dutch organizations at scale on our Cloud Platform. They have migrated their solution to our Azure platform and on boarded 15K+ customers already resulting in a 1 Million dollar Azure commitment which they are proud of. With a current customer installed base of 57K customers and healthy growth ambition, the potential for this Azure based

solution is tremendous. Snelstart built this highly scalable solution in close collaboration with the Microsoft product teams to leverage the cutting-edge technologies in our platform to ensure quick onboarding, stability and high performing services to their customers. This Partner is a prime example of a local medium sized partner to attain high growth percentages while remaining agile, using our Azure platform. They have one of the largest Elastic Database Pools setup in the world to support their solution. We are now working with them to extend and integrate their solution with other parts of our platform, starting with Dynamics 365. Snelstart has become the icon of digital transformation and attracting other partners to start leveraging our platform.

New Zealand Partner of the Year Kinetics Group

A perennial award-winning partner, Kinetics have successfully transformed their The Cloud-driven business from that of an engineering-led integrator to a productivity- and enablement-led solution provider. They stand out as a top cloud partner because of their unique attention to consumption and the way they help their customers get the most out of their innovation investments. The Kinetics team created IP around their systematic approach to activation, usage, and reporting of Office 365 consumption within their client accounts using Power BI. With particular focus on CSP as an enabler, Kinetics has historical strength in small business and utilizes partnership and collaboration with distribution to offer their advisory services to other Microsoft partners. Recently they've also made CSP-led forays into the enterprise space. They have also won a Learning partner award for their Computer Coaching solutions which enable end users to adopt, learn, and make the most out of their productivity assets.

Nicaragua Partner of the Year Intcomex

Intcomex is the largest distributor for Nicaragua. Besides growing its business, Intcomex has demonstrated a clear commitment to the digital transformation. Specially, its focus in accelerating CSP has been remarkable. Intcomex has in place a clear strategy to drive new CSP customers that include not only its own internal sales and support realignment but new channel initiatives to strengthen its own reseller ecosystem in Nicaragua.

Nigeria Partner of the Year Reliance Infosystems Limited

Reliance Infosystems is a partner passionate about the Microsoft cloud. Last FY Reliance Infosystems was a typical SI partner but this FY, they are a Gold Cloud Competent ISV and newly onboarded CSP partner. FY17 was Reliance's year of transformation: They earned 2 Gold Cloud competencies (Productivity and SMMCS) and won over 44 new cloud subscriptions in a span of only 9 months, driving a YTD revenue of 138k in SMB space alone. "Sajenwa" their Payroll/ERP solution built on Microsoft Azure opened new territories for Microsoft in the SMB space which they bundled with D365 to launch their CSP offerings. They effectively embraced P2P motions with a global LSP to expand their customer reach in the CA space and this has led to \$368K new EA, cloud revenue for the subsidiary with \$500k of upsell pipeline. In summary Reliance Infosystems is our leading partner driving the digitalization of the SMB Customer Segment for Nigeria.

Oman Partner of the Year International Information Technology Co. LLC

IITC, a Gold Certified partner from Oman, knew exactly how to position the Microsoft cloud offering to Oman EPG/PS customers and their ability to offer the perfect solution gives them competitive advantage to win against the competition. IITC aims at addressing key requirements of businesses by building, deploying and managing applications on Microsoft platform and integrating with others. IITC presented how the Microsoft Cloud can drive immediate value to any business, specifically for Public Sector, Oil & Gas and Education customers to integrate with existing on-premises infrastructure. The result was a huge reduction in support and management costs along with significant productivity gains and ROI. Looking beyond this, the partner has showing great benefit to the whole Microsoft Partner ecosystem as it has now created an excellent reference in Oman market.

Pakistan Partner of the Year Confiz

Confiz is one of the top next generation partners in Pakistan, with a futuristic vision to digitally transform the retail and distribution verticals. In addition to providing managed services and digital transformation for their customers through Microsoft Dynamics, Azure and Office 365, Confiz is also an ISV with their own solution for retail, called Core. With their industry expertise, gold competency and reputation for excellence, Confiz has the top retailers in Pakistan as its customers. They continue to capitalize on technology trends, and leverage their deep subject matter expertise as well as insights of the retail industry, to deliver exceptional customer experiences. Confiz is an exemplary partner, leading the digital transformation game not only in Pakistan but also at a global scale. They closed the very first Dynamics 365 deal in the MEA region in November, putting Pakistan on the roadmap for digital transformation.

Palestinian Authority Partner of the Year

NTS

NTS is one of the youngest born in The Cloud partners in Palestine for Microsoft. Starting a business is not easy with the many challenges in Palestine but NTS managed to grow and become one of the respected names working with Microsoft and earning gold in cloud productivity was reached through amazing effort and consistent push. NTS is working hard to have all EA's/MPSA agreement include cloud solutions with an anticipated cloud mix close to 70%. Creating need, convincing customer with cloud base solutions, doing POC's, answering questions promptly, dealing with cloud competitors, doing TCO/ROI and having a clear deployment/consumption plans helped them to win 5 new Office 365 and/or Azure EAs. NTS showed solid ability to deploy and consume Office 365 in the fastest way possible reaching 60% in the first year for the customers on the cloud. Working now on Digital Transformation initiatives for the Banking and Manufacturing customer is providing the partner with new opportunities mapped fully to the business needs. Remarkably, NTS is now exploring new Partner to Partner relationships specially with Azure based solutions which is expected to expand NTS offerings and possibilities.

Panama Partner of the Year

Business IT Panamá

Business IT has been a real game changer in Business Productivity. They have been leading cloud transformation in the Panamanian market, helping the Microsoft team to move on premise customers to different cloud services, all with a high level of customer satisfaction. They are committed to fully understanding their customers' business challenges and then delivering the most appropriate solution for their needs. Business IT has also made great efforts in terms of marketing and new pipeline generation. Business IT is strongly aligned with Microsoft priorities, 100% focused on customers, and represents our actual extended sales force.

Paraguay Partner of the Year

Diviserv S.A.

Diviserv S.A. was chosen not only for their nominated business case, which is the first cloud success case in PS (we still have considerable opposition in PS about cloud solutions adoption in our country), but for their own Digital Transformation. A year ago Diviserv was not an important player in the cloud business, and the CEO started to take actions to change that situation. She made a 180 degree switch in her company, in order to position Diviserv as one of the most relevant partners in the cloud, by migrating their own infrastructure to the cloud and positioning Azure, Office 365, Dynamics 365 and Power BI, as their main focus. We see a real commitment and a growth mindset in the partner's leadership team and across the organization. Today Diviserv has an important market share in Microsoft cloud solutions. They are a great success case in Digital Transformation.

Peru Partner of the Year

G&S Gestión y Sistemas SAC

Founded in 2009, currently with 85 employees, G&S invested early (2013) consolidating a spinoff focus in the cloud, Cloud 365. G&S defined strategies in 4 lines resulting in 20 Azure customers and 100 in Office 365. EnterpriseSocial specialized in digital transformation, getting success stories like Visanet who won Best Place to Work with their IntranetSocial. The Cloud Architecture/DevOps won developments on Azure, including customers in insurance and PS. Cloud Managed Services, focused on Azure managed services. With this investment it was possible to penetrate accounts such as BCP, the most important bank of Perú. SolucionesSaaS focus in recurring revenue selling products such as Tri-norma ISO and E-Learning. Big-Data Analytics focused in PowerBI getting PS customers like Ministerio de Energía y Minas. Looking to the future, recent investments in a specialized group on AI and Cognitive Services made possible projects of Chatbots in Profuturo AFP and generated pipeline of AI solutions.

Philippines Partner of the Year

EPLDT, Inc.

EPLDT is the fastest growing CSP Office 365 partner in the Philippines. They have leveraged their core business which is connectivity solutions with complementary offerings from Microsoft via the CSP program. EPLDT was able to rollout at least 25 marketing-related programs for its customers including a series of C-level roundtable events, Lunch and Learn sessions, and roadshows across the Philippines. To promote Office 365 to the local small-to-medium enterprise community, EPLDT have successfully recruited business owners and Office 365 users to become brand ambassadors and help spread to their fellow entrepreneurs on how Office 365 had helped them in running their businesses. EPLDT have also started building expertise in Azure deployment and provisioning, Power BI and Enterprise Mobility Suite. They are also productizing Skype for Business integration with their fixed lines so they could offer PSTN calling and IDD calling to other countries.

Poland Partner of the Year
Sagra Technology Sp. z o.o.

For over 25 years Sagra Technology, the biggest Polish Retail ISV, has been one of the leaders in mCRM, FFA, SFA and BI solutions. Growing rapidly, Sagra supports almost 6000 mobile sales representatives using Emigo System to manage workflows for mobile sales, trade marketing, and customer service employees. Sagra is successful in reaching large enterprise customers thanks to its innovative services on consumer goods market. For years, Sagra Technology has been doing new projects in the cloud, but still kept their legacy customers in an on-premise solution. Finally, in fiscal year 2017, they decided to move all of their existing customers to Microsoft Azure. This decision resulted in almost 1000% cloud growth year over year.

Portugal Partner of the Year
Tech Data Portugal

Tech Data Portugal brings new level of cooperation to the partnership with Microsoft. A never ending "can do, will do" attitude supported by a team of professionals under continuous improvement, both in terms of tools but, most importantly, in readiness and knowledge. By offering these professionals to the channel and market, Tech Data Portugal has played a major role in the cloud Adoption and in the success of a Cloud Solution Provider in Portugal in Office 365 as well as Azure. By early adopting the CSP model, Tech Data Portugal has been able to not only convert the legacy Office 365 Open business to CSP but has increased the partner base. Leveraging on Microsoft messaging, Tech Data Portugal has created a sound Azure business, which is reference within their own group where partners can select building blocks out of a menu of Azure solutions, readily available to the market.

Puerto Rico Partner of the Year
Invid, LLC

Invid is a partner with more than 14 years of experience in consulting and custom software development, and has been Microsoft Gold Certified since 2003. They have been able to re-invent and re-brand their business while focusing in a very specific niche in Microsoft's technology. They have developed a product called Sharestack, which helps increase SharePoint and Yammer consumption, while adding value to daily processes within client's businesses. Their impact goes far beyond a marketing perspective; their solution has been able to complete 2-day processes in 25 minutes, lower costs by reducing paper consumption in a 35%, and improve work interactions between employees, among many others. Invid is a Partner that has been able to replicate and scale their business while still focusing in innovating and strengthening our business relationship. These qualities are what makes them recipient of this award, and are traits that Microsoft values most in a partnership.

Qatar Partner of the Year
Mannai Corporation

Mannai in FY17 had a turning point in improving Microsoft business unit within Mannai IT group, we have seen an Organization structural improvement injecting more resources for different strategic workloads across Azure, D365 and O365. Recently, Mannai invested in a dedicated resource heading MS Cloud unit building Mannai Microsoft cloud strategy for both CA and SMB with close focus on the CSP motion, adding more dedicated AM to sever CA segment and Tele resources to help the investment of CSP 1T. Mannai has been actively engaged with MS team to create IPs and packaging serve both entities cloud strategy, building strong alignment with MS DX and ISVs to diversify the solution offering.

Romania Partner of the Year
LikelT Solution SRL

LikelT Solution is an example of a traditional partner, which is transforming its business model, based on the Microsoft cloud strategy. LikelT demonstrated a true partnership with the local Microsoft subsidiary, with an intense business planning & stakeholder alignment up to the CEO/Business Leads/Marketing/Tech. Right from the start partner worked closely with the Microsoft team to create special offerings and bundles for the CSP Indirect launch, combining Office 365, Azure, Dynamics, SQL alongside implementation/support services, for an end-to-end business solution and the partner & customer experience. Their Executives are committed and strategically aligned with Microsoft to become a value added Distributor, based on CSP biz-model. They have invested in the new vision, the CSP platform, redesigned the sales/product teams, imposed new cloud KPIs, formed new P2P partnerships to increase market awareness for the Microsoft cloud: sales & tech trainings, product pre-bundles, hybrid-scenarios, app migrations and tech events. LikelT is one of the fastest growing CSP Indirect providers in CEE region, in less than 6months managing to reach 4k+ seats, 200 customers & recruiting/activating 50+ partners, with special projects dedicated to ISVs on Azure, and Dynamics. Multiple campaigns and alignment of the sales teams generated a fast onboarding and quick ramp-up in sales results. At the same time, LikelT has developed its own CSP marketplace platform, to offer their resellers a compete advantage. They also implemented cloud deployment & support mechanisms, by certifying technical people and obtaining 2 Microsoft Gold competencies: Small MidMarket, Cloud Solutions

and Cloud Productivity. Having an aligned strategy, LikeIT & Microsoft tackle the joint opportunity to bring the best mix of technology to partners businesses so they can benefit of the profitable biz-model in the Romanian ecosystem.

Russia Partner of the Year
Navicon

Navicon IT Consulting is a fast-growing professional team of consultants, analysts, developers and data specialists. They have a set of packaged industrial IP that helps to solve a range of complex problems in control, analytics and sales processing automation. Navicon is one of the most successful CSP Azure Direct Partners. Their CSP package offerings are Master Data Management- Automation of cleaning data from different IT system, Sales Out- Automation the loading and processing of sales and balances from distributors Hermes- Transparency of marketing agreements, monitoring compliance with budget. Navicon is one of the most sophisticated Dynamics Partners in CRM, AX, NAV. Navicon Pharma CRM Implementation in the company "R-Pharm" is recognized as the best CRM project of the year by GlobalCIO version. Navicon grows up expertise in Azure Machine Learning in FMCG, Pharma, Agro, and Marketing Agencies. Among partner's clients are Novartis, Unipharm, RESO Leasing, Toshiba, DeltaCredit Bank.

Rwanda Partner of the Year
Dimension Data

Dimension Data provided strategic support to the customer in terms of showing the customer the business value add of moving to the cloud. The deep technical support provided by Dimension data enabled Microsoft to have a much easier conversation with the different stakeholders on why the cloud and why now. This accelerated the deal to closure. Dimension Data then had a seamless working relationship with Fast track that allowed the customer to experience value. This has enabled Microsoft to have a great cloud story in Rwanda. Dimension Data has led the cloud story in Rwanda.

Saudi Arabia Partner of the Year
Computer World International Co. Ltd.

Computer World Int. decided to make this year a different year and aligned with Microsoft digital transformation to the maximum level possible, where they have doubled their sales and presales resources with great focus on Azure from solution point of view, and partnered with top company in IoT to bring to Saudi the value customer are looking for and the results are as described: Azure Growth and consumption of 168K in FY16 to 360K in FY17 YTD (214% growth YOY), overall with cloud growth and a cloud mix of 137% & 168% respectively, with overall revenue growth of 300 %.

Serbia Partner of the Year
ComTrade System Integration D.O.O.

ComTrade System Integration was formed in 2001. As part of ComTrade group, leading IT company in the region consisted of solutions, distribution, system integration and media with offices in 11 countries across Europe and North America and +1500 employees. ComTrade SI is a role model for partner transformation to the cloud and expanding its business to digital, they achieved the biggest Office 365 penetration, not only in commercial, but in the public sector as well, with Office 365 conversion win in the Serbian Government. This Partner's strategy for this very important win entailed a step-by-step introduction of Office 365 benefits to key decision makers, showcasing the business value of Office 365, as well as building trust in Microsoft's cloud offerings. With this win, the Government increased software usage, mobility, productivity and efficiency of government employees and Office 365 became the main productivity platform in all Serbian government bodies. This will support the digital transformation of the Serbian Government, helping to ensure that Government bodies have the trust, security and compliance they need for the sensitive data with which they deal.

Singapore Partner of the Year
Accenture/Avanade

Accenture elevated their position and amplified Microsoft's story in this Digital Transformation epoch. The Accenture IoT Centre of Excellence located in the heart of the Singapore central business district is home to a virtual reality room to the next-generation experience space. This center enables our clients to imagine (and reimagine) the possibilities, draws relevance to their business and realize the IoT potentials on Microsoft Technology including Surfaces, Surface Hubs, Azure, Revolution R, Xamarin. Our joint investments and credentials propagated key wins in Digital Government, Citizen-centric services in both the private and public sector, taking away share from our common competition. Going into 2017, Accenture and Microsoft, with Avanade made headway through strategic account planning and established a consistent business rhythm both at the senior executives and core team level. This strengthened our joint value proposition in the market place and a true reflection of our forward-looking and sustainable partnership.

Slovakia Partner of the Year
Softip, a.s.

Softip is one of most important partners of core businesses in Slovakia. Through the 25 years of experiences, it has demonstrated commitment to Microsoft, transforming at the same speed as Microsoft makes it. It's cloud YoY sales growth had 500%+ increase. Softip is very active in co-sell cooperation, one of the first partners with EMS and OMS implementation.

Slovenia Partner of the Year
Stroka produkt d.o.o.

Group Stroka Produkt are a complete Modern Microsoft Partner. In the past year Stroka Produkt achieved a new milestone of 50% revenue generated from cloud sales which is delivered by unique sales approach through sales productivity concept focused on consumption. Whole motion is supported by strong sales and technical team supported by p-sellers for Office 365, Azure and Power BI. Stroka Produkt has also developed their own Azure and Office 365 based IP, which is successfully included in bundled offering and supported by Stroka Customer Care Center to make customer experience flawless.

South Africa Partner of the Year
BUI

BUI is South Africa's premier cloud partner and has won Cloud and Infrastructure Partner of the year awards for 4 years in a row. A leader in helping customers realize their business potential through digital transformation. They are the go to partner of choice for Microsoft's cloud services and technology; underpinned by a solid delivery and expertise in the arena of cloud and cybersecurity. They have been actively engaged in selling all Microsoft cloud products in its clients and have been very successful in driving strong cloud adoption and consumption. As a result, their solutions and executions ensure customers securely collaborate, leverage the intelligent The Cloud and optimize technology operations. BUI have been involved in deploying some of the largest projects in the country for Microsoft technologies, Microsoft's The Cloud Solutions and Security Protection. It has aggressively displaced competitive products across all verticals, with numerous competitive wins. Their staff are 100% Microsoft focused and thus they have no biased or vendor agnostic statements. They also further backup their aggressive Microsoft product placement with high level skills. BUI is truly a leader in the field of enterprise, cloud and security.

Spain Partner of the Year
Avanade Spain SLU

Avanade Spain has done an extraordinary job selling Digital Transformational projects fully aligned with the 4 Microsoft pillars and investing in generating vertical solutions and IP that drive cross cloud workload and cross segment revenue and consumption (focused on Enterprise customers). Avanade Spain is one of the few partners that is also fully involved with our Spanish global accounts coverage. And they are involved in some of the biggest cloud projects such as Santander, Telefónica, El Corte Inglés, Sabadell, Axesor, Leroy Merlin, RACC, Metro de Madrid, Media Saturn, etc. They have set the strongest capacity plan (Azure training and certification) in Spain, leading also the Accenture Spain plan with a commitment to train 300 people, and are aligned with local sales via dedicated p-sellers. They are our best asset when competing vs AWS, Salesforce, Google, IBM.

Sri Lanka Partner of the Year
Sanje Pvt Ltd

Sanje Private Ltd is a large-scale Authorized Microsoft Licensing Solutions Provider and the largest enterprise document management solutions and services provider in Sri Lanka. Sanje believes in the value of connecting its business to the community it serves, and has aligned its market approach strategy to innovate & adopt the Microsoft cloud services practice to both private and public sectors. The Social Welfare program project initiated as a CSR project, in collaboration with Information Communications Technology Agency (ICTA) – an organization responsible for implementing Information Technology (IT) projects by the government of Sri Lanka, proposed the 'BI Dashboard for Social Welfare Programs'. Over 6 million records entered manually, had to be tediously sorted and categorized. This Business Intelligence Dashboard allows all records to be interpreted in a clear and transparent manner which is also accessible to the public online. This program not only empowers digital Transformation in Sri Lanka but also created the path for the Sri Lankan government to digitally transform their related departments to provide services to the country's citizens through fully automated websites and apps, helping eliminate fraud and supporting authorities to take action on illegal activities.

Sweden Partner of the Year
Acando AB

Acando is truly focused on Digital Transformation enabled by cloud technologies. Acando has adopted Microsoft's cloud services like Azure and CRM OL and has shown very good growth during FY17. Acando has a strong focus on industry solutions. In manufacturing

and utilities, there are customer wins based on IoT- and supply chain solutions. In retail there are wins based on integrated commerce. For healthcare, there are solutions based on analytics and machine learning. Acando has proven that it can successfully compete and win over other platforms like IBM Watson and Oracle. Acando is a great Microsoft partner, leveraging modern cloud technologies to transform our mutual customers.

Switzerland Partner of the Year Sword Switzerland

Active in Switzerland since 2005, Sword is an IT consulting & services company with 160 employees located in Lausanne, Nyon, Geneva and Basel counting 4 business units. Sword Services provides its customers with consulting and integration services. The company has developed an industrialized production model organized around specialist service centers providing them with local services, high-value-added know-how, and high production capacity and optimized economic approaches. Sword Digital accelerates companies' internal & external digitalization programs. Sword Performance enables customers to manage IT Performance. Sword Performance has developed innovative services and product portfolios to tackle customers IT Performance needs related to application life cycle performance engineering, operations monitoring or the emerging agile, cloud or mobile initiatives. Sword Technologies is specialized in setting up and managing IT infrastructure with a Microsoft's The Cloud Focus. Sword Technology strategy is aligned to Microsoft's one and they are a strong co-sell partner in Switzerland with best-in-class cloud performance.

Taiwan Partner of the Year Iscom Online International Information Inc.

ISCOM Online International Information Inc.(ISCOM) is located at Taichung City, middle of Taiwan, providing e-business/e-commerce and system integration services for Greater China customers. With deep industry knowledge and professional services, ISCOM is recognized as "Your best e-Business Provider" from major clients and also have been awarded as the best partner of Microsoft Taiwan for continuous 4 years. In the wave of globalization, cloud technology changes industrial structure. Taiwan government has also started to focus and promote the transforming of Smart Industry. There are around 1.3 million registered small and medium businesses in Taiwan and a local survey shows more than 80% companies willing to adopt the digital transformation. ISCOM seizes the opportunity and decided to partnership with Microsoft in this cloud new era. The journey started right after the WPC 2015, ISCOM formed a cloud team dedicated in Microsoft's cloud and Microsoft Taiwan enable ISCOM from building with sales and technical competency, solution offering and develop their go to market plan. ISCOM now has over 850 clients and nearly 30,000 active Office 365 seats with YOY 373% and Azure also with YOY 782% growth in 2016 and the services business also grow 321%. This is a big milestone for ISCOM, even in the past 17 years in Taiwan IT business. Now ISCOM has strong confidence of cloud transformation and definitely will keep going this cloud journey with Microsoft. Moving forward, the IoT in manufacturing is the next key strategy to grow ISCOM's cloud business as Taiwan government has announced the smart factory policy and ISCOM has the strong position and rich experience in this field. With Industrial Development Bureau, Ministry of Economic Affairs' endorsement, ISCOM partnership with CEC, the leading smart factory solution company in Japan, to build up a cloud version of smart factory solution for Taiwan local factories and now ISCOM is also working closely with Microsoft IoT development center to promote the solution to the Machinery Innovation Technology Park and looking for a great business opportunities in the coming year 2018. ISCOM is a role model of partner transformation in Taiwan with outstanding The Cloud business performance. We're glad to see this growing process and how partners can success partnership with Microsoft.

Tanzania Partner of the Year Techno Brain T Ltd

Microsoft has relied heavily on the C-Level relationships that Techno Brain has built In Tanzania to build pipeline and close deals. This C- level relationships is what Microsoft tapped into when Exim bank wanted to move to the cloud. The Country manager Of Techno Brain landed a convincing cloud transformational message to the MD of Exim Bank. This work laid a firm ground for the successful co-selling of Microsoft and Techno Brain. This was the fastest, The Cloud EA opportunity, that closed in East Africa this fiscal which benefited from C- level sales initiative.

Thailand Partner of the Year G-Able Mverge

Mverge dominantly demonstrates cloud transformation in Thailand. Completely reinvented client engagement model, business structure & processes, sales incentive program and services to capitalize cloud business. Obtained 7 active MPN Gold & 9 Active Silver Competencies with 40 Microsoft Certified Professional plus 20 Data Scientists. Leading and delivering their client value throughout Microsoft offering i.e. Office 365 including Voice Solution, Hybrid Cloud, Big Data & Advanced Analytics on Azure and Dynamics365 to serve customers through digital transformation with business consulting, change management, Implementation and 24*7 managed services. Resulted in Mverge successfully drove 25% cloud growth in corporate accounts and 334% YoY growth on Azure. They have had an impressive drive of cloud consumption at Stock Exchange of Thailand from 37% to 79% in 5 months. In addition, Mverge also won the 2017 Frost & Sullivan Thailand Unified Communication System Integrator Partner of the year Award.

Trinidad and Tobago Partner of the Year Inova Solutions

Inova Solutions is the West Indies native CSP. They were one of the first to embrace the licensing model of CSP as a partner seeking to transform their business from a transactional model to a solutions based model. They have been largely successful nearly doubling their seat count since going CSP. They have invested made significant investments in their Microsoft presence in the LNM region choosing to expand their compliment of technical and sales staff. They have been aptly rewarded for their hard work securing major strategic accounts like Ministry of Education Jamaica, Government of St Lucia and One Caribbean Media Group.

Turkey Partner of the Year Netas Telekomunikasyon A.S.

Netas Telekomunikasyon is the leading Microsoft's The Cloud partner with \$1,5M yearly Azure revenue from 55 different customers in Turkey and has 11 Azure customer adds so far in FY17. Netas Telekomunikasyon has started their transformation by building a new team based on Customer Cloud Journey and Transformation vision. They have built a repeatable transformation approach focusing on customer business needs, replacing the infrastructure & application services towards cost effectiveness with providing high available and secure services. The exceptional capability and commitment of their p-sellers along with close collaboration with local Microsoft team helped them differentiate from local hosters and global cloud providers. Netas Telekomunikasyon has established Microsoft Operations Center for 7x24 managed service to continuously monitor and control the customers' The Cloud services. At Dedeman Holding, they achieved 40% infrastructure cost savings annually; and they have been motivating the IT team to use the remaining budget from vanishing hardware replenishment and maintenance costs, for other visionary projects on trending technologies. This practice has been replicated to more than 10 other customers, such as Simit Sarayi, Kale Endüstri and so on; as well as other scenarios such as identity management, dev&test environment, web application service for their customers with increasing focus and dedication.

Ukraine Partner of the Year Comparex Ukraine LLC

Comparex Ukraine has made an incredible transformation within a year. Their transformation being, as LSP fully transactional company, Comparex Ukraine within a year transformed to the leading Transaction and Deployment Microsoft Partner by creating separate Technical Department with 3 main directions: Pre-Sales (6 SSPs), Architectures and Engineers (2 Architects, 3 TSPs, 2 SAM Analysis's), Support (7 Specialists). The company expanded presence to Western Region by opening office in Lviv with the same structure - Sales Department and Technical Support. They offer design, development of solution architecture, implementation and full support of the implemented solution for Microsoft ON-Premise Infrastructure, Hybrid Office 365, Hybrid Azure IaaS and Azure Solutions, Cloud Growth, Comparex is a leading partner in Ukraine selling and deploying Azure. This Partner has doubled Azure revenue to 900K YtD compared to 500K in FY16. Comparex Ukraine deployed Azure in key CA accounts, that led to more than 200% consumption growth in customer accounts: Delivery - increase from initial 1,2K commitment per year to 163K commitment per year with monthly consumption increase; Jeti - battling hard against Google, saving the customer for Microsoft and avoiding evangelization of Google solutions everywhere. Today's consumption is about 4.5K of Azure per month. In March the customer is going to finish a pilot with their largest customer with about 15000 employees in 3 countries and distribution to 23 countries. This project itself should bring additionally up to 2,5K of Azure consumption per month from the start; Youscan - a Ukrainian company of the emerging social media monitoring & analytics / Social CRM market. Comparex convinced the customer to migrate from Amazon to Azure and raise initial annual consumption from 12K to 136K in just a year. Leading 2 projects in major EPG accounts - Ukrtelecom (SAM) and Vypelkom (building infrastructure for 500 employees) with huge future impact on EPG business. Both projects under NDA. Comparex Ukraine is the only partner, transforming EA Renewal and selling Microsoft's cloud plan Office 365 E5 to EPG (Credobank) and CA (SoftServe) customers for 2000 users in total and working on deployment. For the customer CredoBank were deployed 2 pilot projects: Microsoft Identity Management Project (Integration with based Oracle HR Database with Active Directory for new employer, change employees position, vacation employees, and remove employees) and Intune project - mobile devices management. Future plan - full customer mail migration to Exchange Online and SfB Online. EPG Public Sector, in Ukrnafta deployed Azure Backup and Azure Site Recovery, created hybrid infrastructure (Azure Express Rote on-premise and in Azure) and started customer's server migration to Azure VMs. planned revenue 150K per year. Another significant project in EPG is for Novus retail chain, where Comparex Ukraine implemented hybrid scenario on Office 365 (Exchange and SfB). Comparex Ukraine effectively works with Corporate Accounts on Office 365 (100-500 seats) and Azure sell and deployment - AGROTRADE EXPORT LLC, Global Messaging Center, Megabank, Youscan, Jeti, and Delivery. SAM Baseline Projects (for Auchan Ukraine, Yadzaki, etc.) Comparex Ukraine effectively cooperates with System Integrators, such as Lizard Soft, Syntegra, Conterra and enabling all partners to benefit from selling and deploying Microsoft cloud solutions. It is effectively covering both EPG and SMSF CA segments, with the focus on seeding the market and gaining new customers. Such strategy ensures, that during territory planning process and re-segmentation both segments receive accounts for future development and upsell.

United Arab Emirates Partner of the Year
Teambase

Teambase has been a game changer for us in the UAE market by engaging skilled professional resources with business decision makers specifically around BI / Analytics Solution which is helping us drive the Azure Consumption in the PaaS model and we see a paradigm shift in engaging with our customers. Teambase main choice is always a cloud first approach which is well aligned with MS strategy, because it brings business value in manageability, cost, and scale. One of the best ISV CO-Sell engagement in Corporate Accounts (EPG and SMS&P), and as a result we managed to compete and win key strategic deals in UAE (MCT, Gulf News, Meraas, Emaar, MAF).

United Kingdom Partner of the Year
CGI IT UK Ltd

CGI UK is a leading Microsoft Partner who has put growth and transformation at the heart of their business, making a big investment in building Azure skills and training over 100 of their senior architects in the last 12 months. CGI are early adopters of the Microsoft strategy and are currently in the process of migrating customers from their datacenter to Azure. They've really leveraged the Microsoft partner ecosystem, building strategic partnerships that enable them to deliver the best solutions for client innovation. Building IP is key to their transformation and they've recently set a target of generating 30% of their revenue from IP by 2019. They have implemented a full end-to-end data analytics solution built on Microsoft Azure, Advanced Analytics, PowerBI and SQL Server to help their customers drive efficiencies and cost savings. Their long-term commitment to customer obsession has been a key driver of their transformation.

United States Partner of the Year
Neudesic

As industries face new customer demands to be 24x7, digital, accessible, ubiquitous, and be intelligent systems that learn and personalize interactions, Neudesic continues to partner with Microsoft as the platform to deliver digital solutions for today's complex business challenges. As part of this partnership, Neudesic helped Allrecipes.com leverage Microsoft Azure as a bridge to growth, whereby they can now acquire new brands as they see fit, while providing the brand experience to serve the behaviors and needs of the next generation of their customers. As Neudesic continues to help customers transform in this services-based economy, their commitment to Microsoft gives them many options to help customers navigate the pathway for realization.

Uruguay Partner of the Year
AT S.R.L

AT S.R.L is the Uruguayan Cloud Apostle. Their cloud share has been great within the year for them and cloud business for our country, migrating a lot of customers to the cloud driving big transformational projects in manufacturing, finance and e-commerce industries. Optimized in Azure & Office 365, AT S.R.L has a culture of co-selling with Microsoft team. They also have a strong marketing execution with more than 20 events for final customers AEW, DiaD, etc. AT S.R.L definitely is a very important player in our transformation strategy. We are very proud about their development along this years, and we have great expectations for the future.

Venezuela Partner of the Year
RKM Suministros S.A.

RKM Suministros has been working hard since the beginning of the fiscal year with a good commercial strategy to renew all their contracts, to close all their Open Value annuities and increase their customers reach. At the same time, they have been working very closely and have synchronized with the local MS team, which allow us to have a good rhythm of the business. In addition, RKM closed the biggest deal that we have until now in the FY, for a 6.5M deal, and this deal includes on-premise, Office 365, Azure and Dynamics 365. With this strategy, RKM is driving and reinforcing the digital transformation of our customers and helping them to move to the cloud with a great consumption plan.

Vietnam Partner of the Year
HPT Vietnam Corporation

HPT is the highest contributing LSP with 37% share of local LSPs' revenue with consistent YoY growth. They align with Microsoft's strategy of Mobile first-Cloud first, with significant YoY growth of the cloud at 340% vs. FY16, which is supporting a cloud mix at 35%-highest rate among partners in local market. HPT is one of two partners who selected together with PDU to build up Skype Voice business in Vietnam. In FY17 they successfully drove Azure consumption for TRG with utilization rate 192.50% and focused on key customers: Vingroup, BIDV, Hanoi Local Government, Maritime Bank. One milestone is First CityNext Win in Vietnam with Hanoi Government, Capital City to develop infrastructure for Smart City solutions with Microsoft's Hybrid Cloud. HPT established The Cloud Solution & Service Center in 2014 has specialized in providing the most optimal cloud computing solutions and services which apply in management and production of domestic and foreign enterprises/ organizations. With the professionalism, and continuous

development of advanced cloud computing solutions and services, HCS always aims to become one of top 5 Vietnam's leading cloud service providers.