

2016 MPN Partner of the Year Award Winners – Global

Alliance Global Commercial ISV Award

DataStax

United States

DataStax is the Global Commercial ISV Alliance Partner of the Year for demonstrating exceptional customer focus, technical thought-out leadership and the ability to execute with the Microsoft teams globally for joint sales success. DataStax accelerates the ability of enterprises, government agencies and systems integrators to power the exploding number of Cloud applications that require data distribution across on-prem datacenters and public Cloud platforms like Microsoft Azure. DataStax and Microsoft are committed to delivering distributed and operational database solutions architected for Cloud applications, providing enterprises with the unique capability to build applications spanning private and public Cloud environments. Throughout the partnership, DataStax and Microsoft are engaged in technical collaboration to deliver a deeply integrated solution on Microsoft Azure. Together, we're seamlessly serving global customers with a differentiated solution that scales according to customer demand on the Azure Cloud.

Alliance SI

Accenture/Avanade

United States

With large-scale investments in the Microsoft platform, Accenture/Avanade have a wide array of solution offerings spanning The Cloud, Mobility and Industry Solutions. In December 2015, IDC MarketScape positions Accenture/Avanade as a leader for worldwide Microsoft enterprise application implementation services based on both current capabilities and future strategies. With a determined approach to jointly target key focus accounts, Accenture/Avanade are Microsoft's #1 partner for Azure and Office 365. Undoubtedly, planned Accenture/Avanade investments in the areas of The Cloud, Internet of Things, Digital and Mobility will only continue to spur their growth and Microsoft's.

Application Development

Wortell

Netherlands

Wortell's CareConnections application allows healthcare professionals to use a Smartphone or a Tablet to securely connect into their legacy of personal healthcare record systems. The solution allows users to view and update their daily schedules, report on activities and view and update patient data. These are tasks that need to be performed on a daily basis and are very time consuming. Now that these activities are performed through the CareConnections application, users can update this data straight away at their patient's location. The savings in travel and administrative work can be up to 20% or 1.6 hours per day. CareConnections leverages the Microsoft stack, including Azure, Windows 10, Microsoft Power BI, Outlook, SharePoint Online and CRM Online to deliver a solution that helps healthcare professionals focus on the care of their patients versus the burden of returning to the office to update the data.

Cloud Customer Relationship Management

Sonoma Partners

United States

Sonoma Partners provides technology and business process consulting services to enterprise and mid-sized companies throughout the United States and Canada. They specialize in deployments where customers want to leverage CRM to transform their sales, marketing, and customer service organizations. They have developed industry solutions for professional services and manufacturing, and are dedicated to empowering customers with their mobile applications. They have invested in strong sales teams and industry leads, as well as demand generation engines by establishing exclusive and high-impact industry events for business decision-makers. Their content marketing strategy includes the production of blog posts, e-books, case studies and tutorials.

Cloud Packaged Solutions

SoftBank Technology

Japan

SoftBank Technology truly demonstrates the ability to provide a customer solution using multiple Microsoft Cloud products with the services expertise of the partner. This submission not only clearly articulates the positive impact on the customer but also, how Softbank is evolving its business strategy. It further demonstrates how this particular customer solution can be packaged, providing a differentiated, repeatable solution for potential new customers. Best of all, it has created customer stickiness with the Ministry of Agriculture that will open up future opportunities.

Cloud Productivity

Atea AS

Norway

Atea impressed us with their Atea Rapid Intranet offering as well as their continued ability to drive consumption across multiple Office 365 workloads. Their Cloud Productivity offer, Atea Rapid Intranet, is a standardized SaaS solution that rolls out fast and secure for both pure Office 365 cloud or hybrid scenarios with Azure data center solutions. They are able to get their customers up and running, with an intranet, in record time (less than 2 months) and a collaboration portal within a few days. We were also impressed by the depth of the products and solutions that they integrate throughout each of their customers' unique Cloud journeys. Because of the high customer usage rates of their solutions (60—80% compared to 10% average usage of Office 365 in Western Europe), they add significant and immediate value to their customers' businesses.

Collaboration and Content

Content and Code

United Kingdom

Content and Code's unique solution-centric approach, innovative use of Microsoft technologies and flexible managed services arrangements deliver substantial productivity gains for their customers. Their use of business analytics and BI dashboards allow them to review their customers' adoption plans on a regular basis, which helps drive high consumption rates across SharePoint Online, Exchange, Skype for Business, Delve, Sway and Yammer. In their Google compete example, they not only provided their engineering consultancy client with a single, integrated digital platform built on Office 365 that connected their people and enabled consistency to global information sharing, but it also projected cost and efficiency savings in excess of £20m in the first year alone. Content and Code also packages and reuses valuable intellectual property so that success stories can be repeated at a lower cost and in minimal time, which results in even more cost savings and efficiency gains for their customers.

Communications

Modality Systems

United States

Modality System's transformational approach to Unified Communications enables even the most complex and diverse corporations to cut the wired telephony cord with confidence. This was demonstrated by their ability to not just sell, but to design and deploy Skype for Business across a globally distributed workforce. By including UC over wireless as a key deliverable to the project, the customer was able to eliminate their legacy IP desk phones and associated operating expenses for all their users, helping the customer avoid over \$1.5 million in third-party conferencing services, and save \$2 million in capital and operating expenses over a four-year period. By driving the benefit of the familiar interface and tight integration to Office 365, underpinned by a managed Services partnership with the customer, the deployment is designed to support the organization throughout every stage of their journey to a modern collaborative workplace.

Data Analytics

EXTEND SOLUTIONS SA DE CV

Mexico

The SAT, as an organ of the Secretariat of Finance and Public Credit aims at collecting taxes provided by law in Mexico. It achieves it through providing the taxpayer with tools to facilitate voluntary compliance with their obligations. To modernize SAT's auditing process, Extend Solutions has implemented a strategy of exploitation and analysis of SAT's historical information that would allow identifying trends, deviations and indicators to detect incompliance. The problem is identifying patterns within the historical information via the crossing of different SAT large data volumes which are repositories, not easily replicable for analysis, without first impacting the pace of business. As a solution, The Tax Evaders Identification Service was designed with a phased approach using SQL Server, Azure Data Lake Analytics, Azure HDInsight, Azure Machine Learning and Power BI as the main building blocks. The service has helped to increase tax revenue by 18% against the previous year, exceeding in 400 billion pesos in just last year's result.

Data Platform

Hewlett Packard Enterprise

United States

The vacation and business travel destination gaming market is incredibly competitive. HPE enabled analytics, a deep understanding of customer needs and high speed access to information, utilizes the industrial strength of SQL Server to help their client's 41 million customers have a premium experience. Understanding the value of patron information, a key initiative for the organization in 2016 was to upgrade, refresh and modernize their business-critical Patron Management System across all properties. The client's IT staff designates the Superdome X as its datacenter Lamborghini. As businesses collect more consumer data, demands on technology

providers to ensure the integrity of customers' personal information are increasing. The HP Superdome X with over 128 cores (scales to 256 cores) combined with SQL Server gave MGM unprecedented scalability, reliability and performance. With the success at MGM, the HPE/Microsoft partnership is well poised to help resort owners worldwide to improve each customer's unique experience...and bring them back again and again – a winning streak for all!

Developer Platform

Black Marble

United Kingdom

Black Marble, a Microsoft ALM Gold partner in the UK, assisted Rolls-Royce in kick-starting a cultural change among its development and IT teams, by transforming how its DevTest and DevOps processes accelerate the speed-to-market for one of its most important solution offerings, the EHM (Engine Health Monitoring) system used by its aircraft equipment customers. Black Marble has not only been critical to Rolls Royce's changing development practices but has also implemented these changes to people, processes and tools inside their own organization (Black Marble) with impactful results. "To us, DevOps is an expression of how all development should be done – and this is how we have always approached our work. Once we've completed a sprint or a project we don't sit back and relax – instead we ask "what can I fix next?"" Richard Fennell – Engineering Director, Black Marble. Black Marble's commitment to the software development industry, deep customer commitment and investments to continuously improve their own organization are an example of a great Microsoft partner.

Distributor

Ingram Micro

United States

Ingram Micro US demonstrates exemplary leadership and commitment to the Microsoft partnership and joint-strategy through significant investments and substantial business model realignment. Aimed at rapidly transforming, the company embarked on progressive acquisitions, resource portfolio augmentation, and platform/technological innovations that epitomized the Mobile First, Cloud First approach, needed to be a worldwide leader. Not only has Ingram Micro US led all partners in all up CSP revenue and Net Seat Adds, but they also delivered almost half of all Microsoft's Indirect CSP business, as well as led in breadth execution for Client, Server, Office, digital distribution, and devices. Their investments in digital marketing and orientation toward verticalization show the progressiveness of Ingram Micro US and willingness to accelerate and optimize for the future. Through investments and innovation, Ingram Micro US demonstrates their commitment to the Microsoft partnership and set themselves apart as a global leader in the transformation to The Cloud.

Enterprise Mobility

Kloud

Australia

Kloud is a Microsoft Gold Certified provider of professional and managed services to deliver and enhance its customers Cloud based services. As a previous finalist for the Enterprise Mobility and Identity and Access Microsoft awards, Kloud has been aggressively building up its enterprise mobility practice to help their customers like the Pact Group, a manufacturer of packaging and other products, address the modern day productivity and security challenges. Kloud has successfully demonstrated its ability to help its customers be more productive with Office 365 while ensuring peace of mind with strong identity and access management, mobile device management, and data protection through the Microsoft Enterprise Mobility Suite. Furthermore, Kloud's relentless focus on ensuring customers realizing the value of their purchase by helping to solve their business problems, has been a leading factor in their ability to help drive utilization of the Microsoft services.

Enterprise Resource Planning (ERP)

Columbus

United Kingdom

A few years ago, Columbus truly made the commitment to transform their business and the businesses of their customers to the digital world. The results have been truly impressive, delivering three straight years of record revenue and EBITDA, with growth rates far exceeding the market. Columbus has achieved this success by creating specific solutions for a number of targeted verticals, including the food services vertical, where they have racked up both impressive wins and strong customer references. In addition, Columbus has been early adopted in in the Microsoft Dynamics ERP move to The Cloud, with a number of certified Cloud solutions and Dynamics AX Online early adopter customers ready at the launch of the product. Columbus has continued to drive innovation with the delivery of new solutions for the "Internet of Things" and the delivery of rapid value through Azure deployment and industry specific process templates.

Hosting
Internet Initiative Japan Inc.
Japan

IJJ's winning entry, a hybrid cloud offering of Hyper-V virtualization platform that connects with Microsoft Azure and on-premise systems, solved the need for Business Continuity and Disaster Recovery after the Great East Japan Earthquake. The customer, a large financial institution, faced the need to organize and reinforce increasingly complex networks and systems, secure scalability to cope with business growth and changing work styles, and perform on-going security improvements. The large variety of systems, covering email, portals, file servers, authentication/quarantine systems and IntraWeb servers, as well as ERP, SFA, employment management, and project cost management, were all migrated to IJJ to bolster security. Customer uncertainties about using public cloud were turned into confidences by offering seamless private connections between Azure, IJJ, and on-premises systems based on private networks using IJJ Cloud Exchange Service for Microsoft Azure. The IJJ migration not only consolidated a file server from ten servers onto one physical server, it moved to a private cloud environment in just five months, almost four months ahead of schedule. The outcome: system consolidation of an entire IT environment onto 40 servers; a significant operating task reduction; and a 15% savings on annual IT costs.

Hybrid Cloud and Infrastructure Platform
Ensynt
Australia

Ensynt, a Gold Certified partner from Australia, knew exactly how to position Microsoft's Hybrid Cloud offering to a South Australian customer. Ensynt's ability to offer the perfect solution, which beat out the competition, was aided tremendously by Microsoft's partnership with Red Hat. It is aimed at addressing key requirements of businesses building, deploying and managing applications on Red Hat software in Microsoft Azure. Ensynt presented how Microsoft Hybrid Cloud can drive immediate value to any business, specifically for this customer situation to shift its on-premises Red Hat Linux system to a novel, hybrid environment connecting Azure with other 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 solution has great benefit to the whole Microsoft Partner ecosystem as it has now created an iconic reference for Red Hat users to see what's possible through Azure.

Internet of Things (IoT)
BlueMetal
United States

BlueMetal has helped Weka Solutions to develop an innovative new IoT-enabled medical device – the Smart Fridge – for the clinical workforce to manage vaccine distribution to countries in the developing world. Weka Solutions, received a highly competitive product, delivered in a remarkable short timeframe, giving them the convenience of The Cloud combined with the power of Internet of Things. Using BlueMetal's IoT Reference Architecture, Microsoft Azure (IoT Suite, IoT Hub, Stream Analytics, Machine Learning, HD Insight), Power BI, and Microsoft Surface, the Weka Vaccine SmartFridge was designed to support the entire vaccine supply chain from manufacturer to patient, improving access to vaccines for patients and physicians by reducing the time, resources, and complexity of vaccine storage and inventory management, ensuring accurate, automatic temperature monitoring, and single-dose dispensing, while providing real-time reporting from mobile devices to supply critical analytics regarding inventory, utilization, and access to manufacturers, distributors, and healthcare provider networks.

Learning
DDLS
Australia

Over the past year, DDLS partnered with Microsoft to create an incredibly innovative training program inclusive of traditional classes, on-the-job training and Custom MOC for the Australian Department of Defense. Leveraging this uniquely tailored training program allowed DDLS to train end users on an expedited schedule while helping the client unify their technology stack around Microsoft's solutions. Legacy technologies, as well as direct competitors, were displaced from the client environment as they consolidated around a cohesive Microsoft platform including Cloud, SQL and Exchange. In DDLS' own words "...what we have learnt along the way makes DDLS a BETTER learning provider with new experience in how to provide clients with better learning outcomes." The DDLS solution is a model for future engagements that require a non-typical approach to technology enablement.

Messaging
SoftBank Technology
Japan

Softbank Technology succeeded in winning back a total of over 20,000 users from Google between 2015 and 2016, and is the only company in Japan with successful experience in data migration of 10,000 users. To-date, Softbank Technology has a track record of 180

companies and 520,000 users for Office 365. For one of their clients – the largest company in the education industry in Japan – Softbank Technology delivered a complete migration of email, calendar data and complex permission settings, as well as data from Google Drive and Google Vault – all within five days. In addition to their experience in helping large enterprises migrate data from a diverse range of email systems and collaborative software, they tout their "complete data migration" from Google Apps is an edge that sets them apart from the competition. By partnering with BitTitan and leveraging their "MigrationWiz" tool, Softbank Technology is able to meet complex customer demands.

Microsoft Azure Certified ISV Solution

Barracuda

United States

Customers face a myriad of security challenges and they are looking for hybrid solutions that span on-prem, public and private clouds. Barracuda empowers customers-giving them the flexibility to fully leverage the benefits of The Cloud, while maintaining security and control. They are a great example of a Microsoft Azure Certified ISV partner providing a great customer experience, and helping customers leverage Barracuda solutions to protect and secure their assets in Azure. One of the many customer initiatives that Barracuda has successfully implemented empowered Mount Sinai, a prominent health system and recognized visionary in medicine, to leverage the benefits and agility of Azure and deliver a secure high-touch healthcare experience for patients. They have been able to demonstrate success and a high growth Microsoft Azure Certified ISV Solution.

Microsoft Dynamics Industry

AEC360 Holdings

United States

AEC360 is a comprehensive business development solution for architects, engineers, construction companies, building owner/developers and the manufacturers of building products that is built on Microsoft Dynamics CRM. After building and selling a very successful Dynamics CRM business focused on the legal industry, CEO Whit McIsaac and COO, Dave Hutchinson identified a real need for a new business development solution to meet the specific requirements of architects, engineers, contractors and building product manufacturing. In just two years, AEC360 formed an industry advisory council, built a vertical solution and quickly started filling their sales pipeline and closing deals, becoming one of the fastest growing partners in Dynamics history. Moreover, they took advantage of the extensibility of the Dynamics CRM platform to build a highly repeatable yet flexible solution that has rapidly evolved into an extremely competitive alternative to traditional leaders in the market.

Modern Marketing

PowerObjects, an HCL Company

United States

PowerObjects demonstrated all aspects of the award criteria through a compelling video that illustrated a clear, differentiated customer value proposition that showed a deep understanding of customer needs. They showed end to end engagement across multiple touchpoints using a variety of marketing tools. The award highlights a sophisticated understanding of the role of marketing in an organization, with clear goals and ROI measures. PowerObjects showed how they keep a prospect and customer engaged across the customer journey. The video award submission was a nice touch and demonstrated visibly how this partner exemplifies modern customer experience.

OEM

Exertis

United Kingdom

Exertis has excelled not only at bringing to market a device in only 4 months but also at developing a multi-functional tablet (Linx Tablet). From a share perspective, this tablet has helped Microsoft win share in UK and is considered the best selling tablet with a market share of 34% based on GFK. From a design perspective; this tablet comes in different flavors, ranging from tablet with optional keyboard, ruggedized devices, to gaming peripherals providing gamers a unique tablet experience.

Open Source on Azure

OpenSistemas

Spain

The Microsoft Cloud provides the opportunity for partners with open source expertise to take advantage of the combined power of open source and Microsoft Azure to solve all their customers' Cloud needs. Based in Spain (with presence in MEA and LATAM), they are driving significant Azure usage through open source and have many great customer success stories. OpenSistemas is an innovator in the open source space and an expert in building, delivering and running comprehensive solutions for Data Analytics and Linux system

deployments on Microsoft Azure. They have extensive open source skills and knowledge, comprising Linux distros (including Red Hat, Ubuntu, SUSE), JBoss, Apache, Node.js, Python, MySQL, MongoDB, Moodle, Drupal, WordPress, Puppet, Chef and many more.

Partner Seller
Rick Slager, Wortell
Netherlands

Rick Slager from Wortell exemplifies the collaborative Co-Selling approach with his Microsoft sales team to drive customer success. He leads with business solutions across the Microsoft stack of technologies and is as comfortable with a CxO as he is with the IT team and end users. His Microsoft team loves working with Rick as he not only helps close the deal quickly, but he often increases the deal size in the process! Rick meets with his Microsoft team weekly and works across CA, CTM and Public Sector. Rick also he sticks with the customer, even after the deal is sold to make sure the customer is happy in the long term, with deployed cloud solutions they are using to drive business value. Rick embodies the spirit of a Microsoft P-Seller!

Project and Portfolio
CPS
United Kingdom

CPS is one of the leading Project and Portfolio Management (PPM) partners in the world, and a leading PPM Implementation Partner in the UK. As a PPM partner CPS is among the first to fully embrace PPM in the cloud. CPS has built PS+, an IP solution on top of Microsoft PPM that helps to accelerate customer adoption and value realization; this has helped Microsoft win large PPM deals in a highly competitive environment. CPS has delivered more than 600 consulting projects worldwide and are providing ongoing services to over 200 customers. Their proven expertise has earned them numerous accreditations and seen them cement their position at the forefront of innovative solutions for the Microsoft PPM platform with the full-packaged PS+ solution, with 13 apps published to the app store.

Public Sector: Education
3P Learning Ltd
Australia

3P Learning is a global Cloud-based education company offering resources used by +5.3 million students, in +100 countries in both the developed and developing world. With the mission to create a place where students, families and teachers around the globe love learning, 3P worked closely with Microsoft Team Australia to successfully migrate from a hosted datacenter into the public cloud on Microsoft Azure. The move to Azure was done with an eye towards the fast growing 2015 World Education Games (www.worldeducationgames.com). Throughout the Games, 3P served 6,308,021 students from 166 countries, who spent +128 million minutes answering 133 million math, literacy and science questions! 3P deployed Azure Active Directory (linked to Office 365) to provide a SSO option enabling +10 million sign-ins, peaking at +750/second, and +1 billion server requests throughout the Games, with zero downtime. 3P also leverages Windows 10's stylus capabilities allowing students the option to handwrite answers.

Public Sector: Government
SoftBank Technology
Japan

The Agricultural Farmland Information System from Softbank Technology is a repeatable & scalable breakthrough solution based on Azure, Office 365 and Dynamics CRM. The solution provides government leaders, government workers, and farmers with significant operational efficiency in the distribution and overview of farmland. The solution supports Japan's national growth strategy for agriculture, improves social inclusion, and drives environmental sustainability. The impact goes across multiple ministries, more than 1700 municipalities, and independent administrative agencies. The work from Softbank Technology has received Best Practice recognition from the Japanese cabinet office, and in addition has already sparked interest from governments in Southeast Asia and Africa.

Public Sector: Health
Innana S.A.S.
Colombia

Innana is a health industry partner based in Colombia. Healthicloud, is an Azure-based, web-enabled, Electronic Health Record that allows resource-stressed hospital systems to manage clinical operations in a more efficient, technology-enabled manner. Healthcare workers are able to rapidly access critical patient information anytime, anywhere. This has led to increased clinician productivity, better patient outcomes, and improved capacity and cash flows. Additionally, The Cloud nature of their solution has led to IT infrastructure savings while opening the door for some customers to broaden access using new, innovative offerings such as telemedicine and home

care. Healthcloud was developed in net using Visual Studio Online to streamline application lifecycle management. It leverages Azure and Azure SQL Database to ensure availability, reliability, and security in the public cloud. This is especially important to meet rigorous compliance and reporting requirements recently enacted by the Colombian government.

Public Sector: Microsoft CityNext

COPA-DATA

Austria

COPA-DATA Azure based IoT solution for Gorenjske Elektrarne (GEK), Slovenia. By using COPA-DATA's solution Zenon in combination with the Microsoft Cloud platform Azure, including the Azure IoT Suite and the Azure RemoteApp, COPA-DATA helped GEK to lower the total cost of ownership of its control and monitoring solutions and improve the speed and consistency of vital plant status information for its control and engineering staff. Information about critical equipment and plant status, and live video feeds of key infrastructure are now available anywhere in real-time – eliminating the delays of its previous solutions. Jurij Cadež, Project Manager at GEK, says: "The application is extremely fast and responsive. I am very happy with the outcome of our latest zenon project using Microsoft Azure as a platform. It is very useful for our company. Not only has the solution delivered improved operations for GEK, it has resulted in a more stable energy supply for all citizens of the region."

Public Sector: Public Safety and National Security

SMS

Australia

SMS eBorderForce leverages the power, scale and availability of Microsoft Azure and Dynamics CRM, Skype for Business and Microsoft Surface to enhance the security of Australia's borders. eBorderForce provides an Operational Communications and Collaboration platform that captures data for high risk deliveries for analysis and investigation. eBorderForce integrates back office applications with real time data analytics to deliver actionable intelligence via mission ready devices to a distributed workforce of officers in the field. The solution provides offline capability and enables officers to use their Surface tablets to intuitively capture and store the inspection details to upload later if out of range of a mobile data signal. The eBorderForce solution is the result of highly successful collaboration between SMS, Australian Customs and Border Protection department and Microsoft and meets the rigorous demands associated with securing Australia's vast coastline.

Small and Midmarket Cloud Solutions

EMIT

Ireland

EMIT is one of the fastest growing Cloud partners in Ireland. Their SMB customer offer of 'IT-as-a-service' model has grown by 50% in past year. Their business profitability focuses on customer lifetime value. For example; training and user adoption services drive lower support costs, increase usage and maximize profitability. Their sales, marketing, operations and finance approach is focused on a quality customer experience. EMIT describes their 'land and expand' selling techniques, pitching Office 365, Azure and EMS as foundational technologies, then demonstrating how other solutions can change the way customers run their business and generate new opportunities. Marketing has been core to their success through digital and PR to acquire customers. They have 45 new Office 365 customers in the last 15 months and are Partner of record for over 200 accounts. EMIT has seen 500% growth in Office 365 sales, 230% growth in Azure.

Software Asset Management (SAM)

Software Optimisation Services

Australia

Software Optimisation Services' (SOS) innovative team sets a high standard in combining energy, passion, and long term customer value through every Microsoft SAM engagement. This unique set of qualifications and innovative approach, created the winning success criteria. "I'm proud of the SOS team's work and am even more proud that they are expanding their high value SAM services further into new markets in 2016." – Mike Kennedy, Dir SAM Partner Channel

Technology for Good Citizenship

AvePoint, Inc.

United States

Microsoft is pleased to recognize AvePoint as the Technology for Good Partner of the Year. Human trafficking is one of the most sinister and fastest growing criminal activities in the world. To help counter it, AvePoint worked with the International Organization for Migration (IOM) and Microsoft to develop 6Degree.org - the world's first crowd funding portal that enables the public to directly support survivors of human trafficking in a safe and secure way. Built and deployed on Microsoft Azure, AvePoint created 6Degree.org's

platform to allow IOM Protection Officers to determine funding goals based on a survivor's immediate and longer-term needs, and to then upload the case so that it is featured on 6Degree.org where it can be funded. "6Degree is about connecting individual users with individual human stories," said Tara Dermott, IOM Program Leader. "Parallel to the funding aspect, these stories will help develop awareness... and commitment towards stopping human trafficking." IOM expects to fund 30,000 cases over the next 12 months.

Volume Licensing
SoftwareONE Mexico
Mexico

As one of Microsoft's largest LSPs worldwide, SoftwareONE was able to grow their volume licensing business by more than 25% while leading in the transformation to the cloud. SoftwareONE's cloud business grew faster than benchmark across all segments and products like O365, Azure, EMS and SPLA. SoftwareONE's early and deep adoption of Microsoft's modern licensing options and sales platforms enables future-oriented discussions with customers focused on delivering solutions and driving digital transformation.

Windows and Devices Deployment
CDW
United States

CDW developed a comprehensive Windows 10 deployment roadmap for a large, global manufacturer's 35,000 users. This ongoing deployment plan involves System Center Configuration Manager, Enterprise Mobility Suite and Surface Pro 3 and 4 devices. This highly successful engagement is providing the customer with a mobility solution for sales staff and executives along with significant support cost savings. CDW effectively tailors the Windows 10 solution based on customers' needs. CDW's ability to remain agile equips them with the flexibility necessary to grow their customer base and deliver meaningful, dynamic engagements. CDW offers IT strategy that successfully positions Microsoft against its competitors while empowering their customers through transformative solutions that help them achieve their business goals. From IT strategy, to design, hardware and software inventory all the way through image engineering and deployment, CDW's expertise encompasses all aspects of a strong Windows engagement.

YouthSpark Citizenship
QA Limited
United Kingdom

Youth unemployment remains a significant issue in the UK. Meanwhile, growth in the digital economy has created a huge surge in unfulfilled demand for IT professionals. QA's Microsoft Apprenticeship Program is addressing this issue by providing young people (ages 16-24) who are not attending University with the opportunity to gain IT experience that will allow them to pursue fulfilling careers in technology. Thus far, the program has placed an amazing 6,000 young apprentices into job roles in over 1,000 UK companies. Microsoft is proud to partner with QA to empower young people from diverse backgrounds to pursue their dreams and achieve more in their lives.

2016 MPN Partner of the Year Award Winners – Country

Argentina Partner of the Year
Prisma Soluciones Tecnológicas

Prisma is a gold Cloud and Optimize Partner that has worked with Microsoft for many years. They migrated the "Dirección Nacional de Migraciones" (DNM) to Azure. The DNM is the governmental institution in Argentina in charge of controlling the country's frontiers. More than 250,000 people cross these frontiers on a daily basis. To cross the frontier, they have to scan their finger prints which creates a monumental amount of data to store. Prisma has not only understand Azure but they also understand how to customize Azure for every client making it adapt to the business instead of the business adapt to Azure. This has been a good year in numbers, Prisma ranked 2 in Azure usage in Argentina and drive \$260388. In Office 365 they have 19323 users and 33% usage. They worked hard in the tree segments EPG, CTM, SMB with great cases of success in each of them.

Armenia Partner of the Year
Dom-Daniel

Dom Daniel is one of the most committed Cloud business partners in the country. They are a dynamic developer of 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 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 Cloud implementer in terms of Microsoft 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.

Australia Partner of the Year
MOQdigital

Over the past twelve months MOQ Digital has demonstrated customer innovation and expertise in Internet of Things (IoT), creating a solution that helps customers get business impact from their data. MOQ Digital and the Laing O'Rourke innovation team developed the 'smart hardhat', based around a sweatband sensor array and data collection unit which can be retrofitted to an existing hardhat. It monitors the temperature and heart-rate of the wearer, plus the external temperature and humidity. The solution has enabled Laing O'Rourke to act decisively to eliminate workplace accidents, potentially saving the lives of their 6,000 employees.

Austria Partner of the Year – Joint Submission
COPA-DATA
augmensys
icomedias
PROLOGICS

The isv4industry alliance was founded in 2015, by four independent, internationally active, software manufacturers: augmensys, COPA-DATA, icomedias and PROLOGICS. The members offer cross-system applications in the Industry 4.0 environment through the interaction of their products and technologies. The alliance has industrial expertise as a basis for their comprehensive solutions for the intelligent factory of tomorrow. The isv4industry alliance has the goal of showing industrial corporations the concrete value of the newest technological developments and implementing these in practice by means of existing infrastructures. This covers applications in maintenance, start-up, quality management, energy data management, logistics and more. The holistic approach of the alliance allows existing infrastructures to be qualitatively optimized, work processes more efficiently and quickly designed, costs reduced, flexibility increased and competitive advantage increased. The alliance isv4industry provides deep industry knowledge and various solutions for the smart factory of tomorrow, such as for maintenance.

Bahrain Partner of the Year
Almoayyed Computers

Almoayyed Computers dedication and commitment in transforming their business model to align with Microsoft's strategy of Cloud first, Mobile first is evident through steps taken to accelerate their transformation. They have invested into building their Microsoft Cloud practice and the readiness of their resources resulted in growing new business by 34% year on year. They have taken a lead in driving Azure consumption & deployment through strategic engagements with customers from multiple perspectives, sales, pre sales and technical. They have also defined dedicated teams towards driving impact towards critical areas and workloads which is having a positive influence on the business.

Belgium Partner of the Year
Cronos

This year, Cronos has developed to become the Belgian partner of excellence, and the go-to partner for our teams to co-engage with. Cronos not only has the highest number of P-Sellers, they are almost the most active and selling our strategic workloads. As such, Cronos drives the highest number of opportunities in both PSX and MSX, and is this year's uncontested leader for Office 365, Azure, and CRM Online workloads. They have also been the main engine behind the success of our Azure and Office 365 Everywhere workshops. Always eager to co-engage, they are first to start with EMS Everywhere, and perfectly align with our strategy, aligning to our healthcare and digital transformation initiatives. With its wealth in competences, its enthusiasm for our solutions, and the close engagement with our teams.

Bermuda Partner of the Year
Fireminds Ltd.

Fireminds Ltd is a leading provider in the Bermuda technology market that has launched Bermuda's newest and one of the most sophisticated data center. The new data center, will allow them for continued growth in delivering Cloud solutions managed hosting, and colocation. As an Azure Cloud and Office 365 partner, Fireminds Ltd has offered customers Cloud solutions via Azure Cloud platform for the past four years. Data residency continues to be a top priority with Cloud and hosting solutions. As an offshore jurisdiction, many Bermuda based businesses want to ensure their data does not reside in USA. In the past they have been able to

achieve this with Azure and utilizing their data centers in Ireland, Netherlands and Singapore. This partner has demonstrated excellence in innovation and implementation of customer solutions based on The Cloud Microsoft technology.

Bosnia and Herzegovina Partner of the Year
LANACO

Old Bosnian outdated educational system inherited from pre-war times, urgently needed modern solutions in order not just to track students' progress but to also track teachers, schoolmasters, and everyone else, top to bottom, involved in education. EDUIS has given 24/7 insight to parents about their children performance, but equally important, it has given Educational Ministry a detailed and accurate information's about school assesses and teacher allocations enabling them to build more efficient educational system. System is using Active Directory and Office 365, SQL as database and was developed using VS.

Brazil Partner of the Year
N1 IT

N1 IT is a SMB partner that has embraced The Cloud business transformation. With a blueprint of 14 employees, they re-structured sales organization and compensation, shifted marketing to digital, and started a CLM and services practices for a faster customer acquisition and consumption growth. In 12 months, they were able to bring 6K new seats, 196 new customers (almost 1 new customer per business day), 33 new customers coming from CSP platform, 50% of the leads coming from digital marketing, consumption is 66% Exchange Online and 25% for Skype for Business, and 15% of their P&L is already coming from services providing 5x higher profit. We're recognizing N1 for their vision and tenacity to transform themselves from a pure transactional SMB partner to fully embracing and profiting from The Cloud journey with Microsoft.

Brunei Partner of the Year
Tech One Solutions Sdn Bhd

Tech One Solutions Sdn Bhd has demonstrated a strong Year-on-Year growth with Enterprise customers with strong Gold Partnership with Microsoft and proven competency status in all major areas of business. This would not be the first time the team has won an award, and with rising competitiveness in the local market, TOS stands to deliver with precision, minimal CPE and maintain a healthy relationship with all stakeholders. The people behind TOS are competent and very focused on delivering customer requirements on time. The team aligns well to Microsoft's Mobile-first, Cloud-first core mission and is evident in ensuring that The Cloud demand trends in the country.

Bulgaria Partner of the Year
COMPAREX Bulgaria OOD

Comparex Bulgaria are on our market since 4 years. In this period of time, they have succeeded in winning a solid market share and to grow consistently in revenue perspective. Their focus and customer solutions are strongly aligned with priorities and are excellent example of The Cloud transforming partner. Comparex Bulgaria succeed in the convert of one Google oriented customer and IT manager into a Microsoft Cloud fan. In a very competitive moment through their consistent effort to demonstrate and prove our Cloud differentiations, they convinced together with Microsoft Bulgaria, the customer to prefer our solutions in front of competition. Thanks to their successful positioning of this hybrid Cloud solution, the company reported 30% savings, improved productivity and security. With this project, the CIO of the company won the IT manager of year on the Bulgarian market.

Burkina Faso Partner of the Year
SOFTNET

SOFTNET has been a key partner in running business in Burkina Faso where the Political and Security context this year was very difficult. SOFTNET has been working with Microsoft in improving the e-gov project with the EPG team. They also worked with the EPG team in the SIGU project. It is a dematerialization of procedures for citizens. Key and strategic projects has been won as well like the UEMOA/PAES project supporting Statistic Department of each country of UEMOA to have a Strong SQL database implemented. SOFTNET is a strategic partner and projects being driven are now impacting the whole UEMOA countries. They have also worked in maintaining their competencies with new technical resources hiring.

Canada Partner of the Year
Infusion

Infusion helps enterprises deploy digital solutions that transform their business. They have continued to be a leader in their space, and in the ecosystem and community at large throughout 2016. They've been a leader in the adoption of Azure in Canada, leveraging it as a core capability to power the services/solutions they deliver to their customers, including increasingly advanced workload scenarios (AA,

IoT). Truly embraced both a deep commitment to driving a value-based customer engagement, with deep capability in delivering industry, and customer relevant solutions spanning multiple industries in Canada. They've continued to be a leader and active participant in the community at large, participating across IAMCP Woman in Technology (WIT), TAP (Technology Advisory Panel) for HoloLens, engagement in several Partner Advisory Councils – showing that their impact is, and can be greater, than themselves.

Cayman Islands Partner of the Year
EDU 365 Group Ltd

Edu 365 team has a proven track record for providing top class IT solutions by having key personnel in the education and been successful understanding improving schools teaching and learning technologies like SIMS (school information Management system) hosted in Azure. They also offer Office 365 to students and teachers leveraging and delivering and integrated solution resulting in better attendance, behavior and academic performance. This partner has more than 500 schools worldwide using Microsoft Cloud technologies. This partner has been a leader in the Caribbean region leading with Azure and Office 365 sales, and has gold certified personnel.

Chile Partner of the Year
SoftwareONE

SoftwareONE has been one the key Partners in Chile helping the local subsidiary to achieve several goals, including revenue and Cloud transformation. For the last six years, since being in Chile, they have shown commitment investing in resources such as Business Developer Managers and engineers. They are the number one LSP for the third year in a row, and they have hired seven new employees dedicated only to the Microsoft business, focusing on our CTM and EPG segments. This FY16, we are placing our efforts in reverting the market trends by setting a new demand generation practice, that has generated more than seven million dollars in qualified pipeline for H2 FY16 and for Q1 of fiscal year 17.

China Partner of the Year
Beijing Sinoage Technology Co., Ltd.

Sinoage is the role model of Cloud Transformation in China Partner Eco-system. Started their business with Microsoft in 2002 and grew as Top 5 LSP in China in the past 15 years. Sinoage is the first LSP partner to make dedicated resource investment on Cloud business from where we launched Azure Service in China in FY14. Sinoage is Azure and Office 365 Gold Competency partner, CSP Partner and Optimized partner in both Azure and Office 365. Sinoage has a 3M Azure Rev with 45 customers reach (Azure Wins) and 2M consumed Rev, has 580K Office 365 Rev. with 40 customers, 22086# Active Seats, has 10 dedicated resource on Cloud business and has acquired 12 cloud certification, have managed services offer launched in Q2 FY16 and has work on IP Services offering "Sinoclouds" and target to launch. Sinoage built up their cloud services capability from Resell service, project service, Managed service to IP service, will increase their investment on Cloud business by add 10 more HC, and target to drive 2X growth on Cloud business in FY17.

Colombia Partner of the Year
Lagash

Lagash has been in the Colombian market for 5 years. Today Cloud represents 30% of annual local revenue. During FY16 Lagash executed a strategy to position themselves as the top Solution Partner by ensuring co-engagement strategy via P-Sellers to work with CTMs account teams focused on: Office 365 Customer Success via IP Solution TeamON:365, a freemium intranet service influencing today over 25.000 Office 365 users in CTM, presented as best practice WW to receive Corp funding for Office 365 store app roadmap, and also Azure IP Solutions that promote IOT Services in partnership with Ibot and Advanced Analytics services with over 900K in influenced revenue. They became CSP T1 to promote solutions for Office 365, Azure, CRMOL. They have also exported several IP solutions to other countries and have been recognized as a IoT Latam Partner of the Year. Lagash is a true example of a Cloud Partner that embraces new market trends.

Costa Rica Partner of the Year
IT Biz S.A.

IT Biz is a clear and great example of a partner that clearly understands MS cloud offering through CSP, integrating their own value services to provide a solid offer to their SME Customers. IT Biz is a transformed partner in all metrics. They have aggressively been targeting SME companies using or not competition products, and in all cases they are clearly providing an accessible, comprehensive and integrated package of services that drives long term relationships and customer satisfaction. Their openness to work with the local office has been key, as we have been able to work together in terms of marketing, sales motion and compete play to take advantage of all resources we provide to partners. Customers has been able to increase productivity by using The Cloud, all with a convenient

monthly payment model that really meets the expectations of small and medium businesses. At the moment It Biz has 35% of all CSP seats in Costa Rica.

Côte d'Ivoire Partner of the Year **INOVA**

Established since May 1999, INOVA is an IT company which has its head office in ABIDJAN – Côte d'Ivoire. INOVA specialized in software development, system integration, networking infrastructure, and Training. INOVA have been a Microsoft Certified Partner and training center (CPLS) since 2004. INOVA is managing most of our EA in Cote d'Ivoire including the government agreement. They are the first gold partner in The Cloud productivity in Cote d'Ivoire. They have also started to migrate their applications in Azure. INOVA is well committed to Microsoft partnership and drive our penetration to Cote d'Ivoire market.

Croatia Partner of the Year **SPAN**

When we started with The Cloud and needed partners to follow us, SPAN was the first partner to embrace Cloud and begin transformation of its business towards new era of ICT. SPAN's commitment to Cloud starts at the top executive level and is leveraged throughout the company. As a partner who aims to be first and synonym for innovation, SPAN has established new digital marketing department and hired young digital experts to expand its business into digital. Understanding the importance of sales force in selling The Cloud, SPAN has also adjusted their sales staff quotas to reflect Cloud world. SPAN has Gold Cloud Productivity and Gold Small and Medium Cloud Solutions and Silver Cloud Platform competency. SPAN's cloud revenue is showing constant double digit growth. As a leader with innovations and aiming to solve the problem of its customer, Podravka, leading food producer in Croatia, SPAN has developed the first IoT solution in Croatia, Emily. Emily tests reactions of people to a photo, video, product, shelf, window, basically anything. It is a smart system that collects and analyses data using advanced algorithms to analyze large amounts of data, their synthesis, and machine learning. All recorded data are sent to Azure cloud and analyzed using Azure Machine Learning which discovers the smallest patterns and deviations and learns how to offer concrete and meaningful conclusions. Results from this process are then stored in Dynamics CRM and connected with artefacts of marketing campaign and all other customer data. Specific data can boost performance with trustworthy collection and good analysis. Emily system allows: integration with CRM, data collection out of various sources, and impact analysis of weather conditions, historical data, traffic and in-store data (store music, temperature, light, etc.). System can be expanded with more than 20 sensors. Emily comes in two forms, as applicative solution and as integrated products (including both hardware and software). It can be used broadly from testing reactions of customers to the content of the store shelves, the store window layouts or to testing reaction of a specific target group to video or photo. Emily the first Project Oxford case being used for commercial purposes in Croatia.

Curaçao Partner of the Year **Inova Solutions**

Inova Solutions is an indigenous LSP from the Caribbean area. In their operations, they support all customers in the BCBBJ and TT subsidiaries. They have been true to their name providing innovative solutions for corporate businesses and government organizations in the islands across the Caribbean. They offer a range of Licensing Solutions from their sales portfolio as well as Support Services through their sister companies NetPro and Infotech. Inova is one of the only Direct CSPs for the region already capturing thousands of seats a fantastic achievement considering they launched this service only one year ago.

Cyprus Partner of the Year **Chrison Co. Ltd**

Chrison is selected as country partner of the year for successfully designing and deploying a repeatable Azure Disaster Recovery solution for the European University Cyprus: When the customer (a member of the Laureate International Universities, the largest international University organization) needed to implement a Disaster Recovery solution, Chrison challenged both the customer's and competitors' legacy approach to on-prem infrastructure investment with a hybrid Cloud centric solution using the Azure Site Recovery replication service. By leveraging the Azure infrastructure to implement the project, the time frame required for completion was 1/6th in comparison to the time required to deliver the equipment and implement the on-premises solution. Financially, the customer would have invested 130%+ more capital expenditure to implement the on-premises solution versus the hybrid Cloud solution on Azure. With regards to the operational expenditure, it is projected that it will take the customer a period of 6 years to spend the difference between the initial capital expenditure of the two solutions. The success of the project has enabled Chrison to engage in a discussion with Laureate International Universities with the scope to replicate the Azure Disaster Recovery solution throughout all Laureate International Universities globally!

Czech Republic Partner of the Year **KPCS CZ**

The company KPCS, s.r.o., was founded at the beginning of 2006 with a view to providing a highly professional consultation in the field of IT. Just a year and half ago KPCS started to provide Microsoft Cloud solutions and current Cloud service revenue mix representing 40%. The company has a unique proposition in Czech market: active Azure partner with core business solutions, advanced EMS partner with first implementations, OMS demo maker for Microsoft and deep experience in O365 area. Together, it makes KPCS one of the most modern and flexible partner in Czech Republic with dedicated cloud team consisting from pre-sales, sales and support. KPCS is active in enterprise segment and in playing key compete role against our competitors and local hosts in areas like management, private & public Cloud and enterprise mobility.

Denmark Partner of the Year
ProActive A/S

ProActive continuously delivers strong results across a broad portfolio of Microsoft services, ranging from anything from Dynamics CRM to Azure and EMS to Office 365, SharePoint and Exchange. With great focus on winning customers rather than projects, ProActive have shown extraordinary engagement in ensuring great adoption and long term customer satisfaction. With high levels of sales and technical competencies, ProActive have performed absolute excellence in guiding and cooperating closely with customers throughout the entire sales process from introduction to deployment and adoption. The results speak for themselves; a very convincing number of delivered projects with very high customer satisfaction.

Ecuador Partner of the Year
Exacto IT Solutions

Exacto IT/Namira is one of the most relevant solution partners in Ecuador. During the last 3 years and particularly during FY16, 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 have also built a P2P business model, deploying a wide range of workloads for LSP's, supported readiness with Distis, training a wide range of program partners in O365 and Azure and developed a value added offering with one of the CSP's Tier1, providing a deeper option of deployment, support and managed services. This year, they presented two Cloud cases in PS accounts covering both Office 365 and Azure. Both cases are especially relevant because of the emphasis that the Ecuadorian government has put into not favoring The Cloud in its institutions.

Egypt Partner of the Year
Link Development

Link Development in alliance with Microsoft Team worked to consult and provide CAPMAS (Central Agency for Public Mobilization and Statistics) with Link development's Universal Windows platform Application- based platform: NUSMS (National Unified Survey Management System) that is built to empower agents with Windows 10 based mobile solution for data collection, agent routing and monitoring as well as rich data analysis and reporting on KPIs using executive dashboards and color-coded Esri maps. Link Development succeeded in getting the Full Customer Buy in for utilizing the solution for the full population. This Solution assisted Microsoft in landing 44,000 Windows Tablets making Egypt have the largest Tablets WIN in MEA. Adding on to the huge deal Size, Link Development also developed the LOB WINDOWS 10 App eliminating our main competitor's Android / Google from the very beginning. Look forward to a great partnership ahead!

El Salvador Partner of the Year
Segacorp SA de CV

SEGACORP, S.A. de C.V., is the Salvadoran subsidiary of Grupo SEGA. They are one of the top Licensing Solution Partners in El Salvador and a strong partner in The Cloud, Solutions and VAR and Cloud plays. YTD total sales are more than USD\$3M., including direct and indirect revenue making them one of the largest partner by revenue in the country. SEGACORP, S.A. de C.V, already a Gold Cloud Productivity partner, continues delivering key Cloud projects, such as the migration of Banco Davivienda, one of the largest banks in El Salvador, from Lotus Notes to Office 365. SEGACORP, S.A. de C.V. has also accelerated the transformation to the Mobile-first, Cloud-first world. They have now 9 Azure SCEs and the largest Office 365 sold and active user base, thanks to a strong consumption play. Also, they have been an active part of our local "EA: New and Renew in Cloud" campaign, securing ECS/O365/EMS/WinPerUsr in renewals.

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 the 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 BDMs, IT Managers, and IT Pros. Primend cooperates with other partners in Estonia to achieve maximum Cloud interest by customers.

Finland Partner of the Year Sininen Meteoriitti

Since the beginning 15 years ago, Sininen Meteoriitti has created a sustainable, profitable and growing business, which currently employ over 100 professionals. They showcase, how an established Microsoft partner has successfully transformed their business and products. Today, over 80% of their new customer engagements are based on Office 365, CRM online, Azure or combination of these Microsoft Cloud offerings. Thanks to their own intellectual property on top of Microsoft Cloud platform they currently export to 11 countries outside Finland. Having over 100,000 unique users within large and medium sized enterprises and public organizations they empower people through digital ways of working, optimize and transform business processes, and help organizations to improve customer engagement. They drive their own business through modern marketing utilizing social media and blogs. Their customer testimonials demonstrate high customer satisfaction and value.

France Partner of the Year Expertime

Expertime has been chosen for their outstanding Microsoft's Cloud Solution achievements. They have developed Powell 365, an intranet portal based on the Microsoft Office 365 collaborative suite. The solution has been launched in Q4FY15 and met with immediate large-scale success: more than 170 000 Powell 365 users (SNCF, TUI, LVMH...), 50 M€+ revenue won on Microsoft technologies, 300+ Microsoft Certifications, 220+ satisfied customers, 60% revenue in the Cloud. Expertime is a model as they managed to transform themselves from traditional SI to ISV, driving Office 365 customers' usage consumption, especially on Sharepoint, Delve and Yammer workloads. Powell 365 helps customers boost their business productivity by delivering an innovative communication and collaborative solution powered by Office 365. Thanks to pre-defined templates and rich customization features, Powell 365 enhances user experience and reduces implementation time of the Office 365 collaborative suite significantly.

Georgia Partner of the Year Softline Georgia LLC

Softline Georgia LLC is one of the leaders of the IT industry in our Country. For about a decade, Softline has invested in its local subsidiary to gain the market share and customer portfolio. In the last few years, Microsoft has become a priority #1 for the Softline business in Georgia which is reflected by its standing Revenue growth and as a last final step, they have gained LSP status beginning FY16. We see a big potential in extending business with Softline for coming years. One of the example of such partnership is licensing a big part of the Evex Clinics which dramatically changes situation within Healthcare industry.

Germany Partner of the Year VAS Value Added Software GmbH

As a long lasting and committed Microsoft Partner, enrolled in the Cloud Solution Provider Program since last year, VAS Value Added Services GmbH is honored for their commitment to customers, their solution's market impact and for showcasing the benefits of using Microsoft Cloud services. Thier is specialized in solution-oriented, product-based services and are partner to a various number of different solution providers with special focus on sophisticated new technologies in the German speaking region. With the ever increasing importance of Cloud Services, VAServ became a CSP in 2015 and started implementing its VASP4UM in Azure, creating a Service called HUMAN! (Holistic User Management in Azure Now!). This solution emphasis on the business impact of ULM vs. the technical issues by utilizing the Azure offerings to build the spine for digitization the processes of onboarding, changing and off boarding human resources.

Greece Partner of the Year SiEBEN

SiEBEN has been in the IT industry since 2000 and is active today in three divisions: Systems Integration, Business Software and Digital Marketing. The continuous effort for innovation and its specialization in modern sectors of IT, has distinguished SiEBEN as one of the leading companies. From their early days, SiEBEN's main focus has been: Unified Communications, Management and Collaboration, Virtualization, CRM. Today, having successfully transformed towards providing Cloud solutions, they focus on CRM Online and Azure, plus mobile business apps, Power BI & analytics and Digital marketing. CRM Marera and PocketBiz are couple of their own unique solutions, while always expanding their services in the Edu sector. With an active marketing department that truly supports and

enriches the company's initiatives, SiEBEN is considered an advanced player within the Greek IT sector. Through their apps on Azure, like the latest 'Justphonebook', SiEBEN has identified the path to expand to neighbor countries, having already developed an important network of resellers in Greece, Cyprus, Bulgaria, Romania and Serbia. SiEBEN has a flexible group of people with significant knowledge and studies not only at the subject of computer technology and modern methods of application development, but also at the subject of business organization. Thus, it can identify the needs of customers and transform the potential of new technology into business advantages for them. SiEBEN is the trusted partner that promotes the adoption of our technologies and grows with us in the new Cloud first, Mobile first era, while turning the challenging market conditions to a competitive advantage!

Guatemala Partner of the Year
Sega, S.A.

SEGA group is one of most important partners of core businesses in Guatemala. Through the years, it has demonstrated commitment to Microsoft, transforming at the same speed as Microsoft makes it. Its Cloud YoY sales growth had 207% increase, as well as the participation of The Cloud increasing 35% YoY. The case exposed by SEGA not only shows the value of the security provided by Microsoft, but also it became a media case of much impact in the country, during government election.

Honduras Partner of the Year
SoftwareONE Honduras

SoftwareONE Honduras, S.A. de C.V., is the Honduran subsidiary of SoftwareONE. They are one the top Licensing Solution Partner in Honduras and a strong Cloud partner. Overall SoftwareONE's impact in the country is more than USD2.3M. SoftwareONE Honduras has demonstrated a strong commitment to the Cloud transformation pushing successful deployments such as Banco Atlántida and its affiliates. Also, they have been very active in promoting MPSA as the next generation volume licensing alternative to our corporate customers.

Hong Kong SAR Partner of the Year
TFI Digital Media Limited

Mobile + Video = Business Everywhere: Standing for Technology, Fun and Innovation, TFI is a company specialized in digital video solution and product with the mission to connect the world together with inspiring innovation. Foreseeing that mobile + videos will be the next game changer of the world, TFI immersed herself into providing the best and forerunning digital video encoding, streaming, and delivery solution for the new decade with Microsoft Azure and has never settled for less. Power up Microsoft Azure Cloud and Content Distribution Network (CDN) by an Advanced Video Platform: TFI enriched and powered up what Microsoft Azure can do by video and its accompanied advanced features such as A.I. Committed to Azure in her video encoding solutions, TFI has 3.5X growth YoY on Azure consumption to \$476k TTM. TFI goes beyond media industry to address white space, e.g. drive digital transformation in property agency with video website; raise effectiveness of events with live streaming, transform traditional media with video advertising platform.

Hungary Partner of the Year
Systemfarmer

Systemfarmer is our best Cloud partner, who are generating 100% of their customers using online marketing. Growing more than 100% year over year, they have started to focus on new workloads as well like CRM Online in SMB and Azure in SMB. This year they started the CSP Direct model and they will deliver 900+ new seats in 6 months by selling value added services on top of the MS services. They are the most innovative SMB partner in Hungary and they are not afraid to share their learnings with other partners, they are helping others with tips and tricks as well.

Iceland Partner of the Year
Nýherji

Nýherji, historically Iceland's IBM shop, has grown considerably as a Microsoft partner in the past few years as there has been a turnaround in total cooperation between the two. Nýherji's Microsoft emphasis and transformation to Cloud space is also noteworthy. As a POY nominee, they provided great customer cases with transformational Cloud focused customers. The cases of Samskip, Mannvit and Alvogen are a true witness to a great Country POY for 2016. In FY16 Microsoft Iceland has experienced excellent cooperation with Nýherji within the partner network both in SMB and CA space. Nýherji has shown 25% growth in hosting in FY16 and are on track with

their Cloud competencies and business transformation. Their most solid confirmation of their Microsoft focus is the partners own transformation, moving their whole internal operations from Lotus Notes to Office 365.

India Partner of the Year
Sonata Information Technology Ltd

As this partner celebrates their 25th year of association with Microsoft, their strategy to reinvent themselves as a Cloud focused partner has resulted in phenomenal success for them. Their contributions are significant to the growth of Microsoft in the subsidiary. This partner embraced "Cloud First" as their GTM strategy, took big bets on cloud driving growth in both Azure and Office 365, they became the first partner to cross \$40M of Cloud revenue in India. Not just that, this partner has consistently grown their revenues across segments. In the last 3 years, their CA business grew over 300%. Their overall revenues grew over 40% in the past year. This partner has a strong alignment with our vision for the future, deeply engage with us on Sales Plays, p-Seller led co-selling and Consumption motions.

Indonesia Partner of the Year
PT Mitra Integrasi Informatika

Mitra Integrasi Informatika has been doing Cloud transformation internally as organization as well as in their market approach. As commitment in Cloud transformation, they use all Microsoft Cloud (Office 365, Azure, as well CRMOL) in their operations. Their relentless approach in Cloud transformation brought results of new Cloud customers win, growing revenue stream and Cloud business mix. Having strong alignment with Microsoft, they are the highest contributing LSP with revenue growth 20% and 35% Cloud mix. Consistently acquiring new customers, Mitra Integrasi Informatika achieves Optimize partner in SureStep. In transitioning from a licensing-only business to also positioning Cloud solutions, they also now more engage with ISV's to make Microsoft Cloud solution more ready to use.

Iraq Partner of the Year
Avesta Company

Avesta is the leading Cloud Partner in IRAQ with Gold competencies in both Productivity & Platform. In FY16, Avesta's sale has increased by 320% compared to FY15's sale, especially in Microsoft Azure. The partner managed to convince the top three largest traffic websites in Iraq (according to Alexa website ranking) to migrate to Azure (Xendan.org, NRTTV.com, Dwarozh.net). Also, migrating a strategic website of Iraqi Presidency to Azure VM was another achievement. Avesta is the only partner in Iraq that could sell and support such amount of Microsoft Azure credits in Iraq and even in the region. Avesta hosted the biggest digital marketing campaign on Azure penetrating on a national scale more than 100 websites in addition to the social media channels. Microsoft is proud to have a partner such as Avesta representing its technologies in IRAQ and looks forward for a great road ahead on the Cloud.

Ireland Partner of the Year
Spanish Point Technologies Ltd.

Headquartered in Dublin Ireland, Spanish Point provides consulting and solution built services on Microsoft's core information worker and related technologies. Our innovative Lookup Point technology displays line of business information directly in Microsoft Office and is a great example of the power of the Microsoft Office platform and Spanish Point's design and software development skills. Spanish Point Technologies is an innovative software company working with Microsoft technologies to provide business systems which remove complexity, increase productivity and connect users to critical business information. They employ technologies such as SharePoint, Office 365, Dynamics CRM, Azure, BizTalk, BI and SQL Server to build great solutions. Spanish Point Technologies is a Microsoft Gold Certified Partner with three Gold and two Silver Competencies.

Israel Partner of the Year
Bezeq International

Bezeq international is the leading ISP and one of the largest integration companies in Israel, a market leader with more than 42% market share in internet space, serving every 7/10 business in the country. It is the only company in Israel to hold a submarine communication cable. Bezeq international is part of Microsoft eco system for years which made a huge change in the past 3 years realizing that Microsoft Cloud services and office 365 in particular are the right thing to develop with strategically. Since, Bezeq international invested heavily in the development of the relationship and business. recreating Microsoft product manager, Microsoft SSP, training hundreds of sales reps, pre sales technicians, post sales, marketing and more, now recruiting Azure PM and a couple of azure engineers. large investments in digital marketing and marketing activities, developing their support and technical units to become a profit center by generating leads and pushing the up/cross see. proposing Office 365 high SKUs to every customer turns to be set of "oiled" engines working independently. Step by step they climbed up to the respectful 13th place in the CSP direct WW (out of than hundreds CSPs in the world) with more thousands customers and tens of thousands of seats mostly in the MSB space (grew more than

400%YoY). Looking forward, Bezeq international are launching in May a unique cooperation with prodware "CRM OL" for everyone" the largest local MBS partner in Israel and azure and azure stack are coming next. Bezeq international represents the "eat and dream" idea with exceptional execution performance in the cloud, they proved high commitment to Microsoft strategy and business goals.

Italy Partner of the Year Insight Technology Solutions

Insight has a long successful relationship with Microsoft as a partner for over 25 years. In FY16, they have worked hard and with full commitment in transforming their business, proving a great alignment with Microsoft strategy and revealing an outstanding execution ability. Insight's business has transformed in a way that the partner can now offer not only Licensing Consulting Services to customers, but also Hybrid Cloud and Modern Workplace related solutions. Their offering embraces Cloud, mobility, productivity and collaboration, recording a stunning growth performance on deployment and on execution ability over the latest 12 months. By moving up the value chain and therefore focusing on solutions that may match the different customer needs, Insight has brought conversation with customers to the next level, depicting today a best in class example of Microsoft partner transformation.

Jamaica Partner of the Year Inova Solutions

Inova Solutions is an indigenous LSP from the Caribbean area. In their operation they support all customers in the BCBBJ and TT subsidiaries. They have been true to their name providing innovative solutions for corporate businesses and government organizations in the islands across the Caribbean. They offer a range of Licensing Solutions from their sales portfolio as well as Support Services through their sister companies NetPro and Infotech. Inova is one of the only Direct CSPs for the region already capturing thousands of seats, a fantastic achievement considering they launched this service only one year ago.

Japan Partner of the Year SoftBank Group

SoftBank Group is comprised of SoftBank Technology and in addition, Softbank Corp and SoftBank Robotics. SoftBank Technology has progressed 1000% consumption growth in Azure in its own proprietary services. Over 150 million JPY Azure consumption, provided to over 80 companies. Registered 160,000 new users to Office 365 and EMS. As an EMS Elite Partner, they have deployed EMS suite to 20,000 users in this initial year. SoftBank Corp has launched Office 365, EMS, Surface 3 LTE business and developed ExpressRoute services to enterprise customers. SoftBank Robotics and SoftBank Corp announced their Robot "Pepper" connection solution with Azure & Surface Hub to realize an innovative retail store experience in the market. In addition, SoftBank Technology has developed SaaS-compatible Azure packages leading to be the largest Azure SCE vendor in Japan via launching 12 new solutions services related to Office 365 and Azure. These unique and innovative comprehensive solutions are integrated as a one stop solution delivered thru the SoftBank Group.

Jordan Partner of the Year STS

STS is the first Microsoft Partner in Jordan starting from 1989 and since then, they are the biggest partner for Microsoft. STS is one of the early adapters of the Cloud Era which gave Partner and Microsoft the ability to penetrate more than 60% Annuity Customers. Market share Results are: 27% Office 365, 30% of Azure, 17% EMS; and in total a Cloud Mix of 10%. Renewing 90% of the EA with cloud components is an amazing achievement to be added to the above with Microsoft team support specially EPG Commercial and CTM. No surprise with such results that STS is the First to achieved 2 Gold Cloud competencies with good follow up on Deployment and consumption. Partner leverage this experience not only to move customers to the Cloud but to help them use the Cloud to drive growth, productivity and agility.

Kazakhstan Partner of the Year COMPAREX Kazakhstan LLP

COMPAREX Kazakhstan has overachieved their quota targets in revenue with impressive 9% YoY growth despite high negative market conditions (100% local currency devaluation) and -15% drop of country revenue. They have also demonstrated a high level engagement and co-selling motion with Microsoft: actively participated at p-seller program and supported Microsoft transformation with local Cloud offer and sales. These activities has impacted on the results: 338% YoY growth of Cloud revenue and closed the first MPSA deal in county with Cloud products.

Korea Partner of the Year
TechData Co., Ltd.

TechData is recognized for their tireless efforts in driving customer impact and satisfaction with Microsoft Cloud offerings as well as Microsoft products and solution. TechData is one of big Licensing Solution Partner in Korea that has the substantial and outstanding growth and joined a Cloud Solution Partner in 2015. TechData is providing the managed maintenance service with nearly 16 years' experience based on advanced core IT platform to major customers in Korea and embraced quickly Cloud transformation from the on-prem service. With long partnership and loyal relationship with Microsoft Korea, they demonstrated strong commitment and dedication to customer satisfaction and innovation as well as Microsoft products and solution. They have 2 Cloud competencies, Cloud Platform and Cloud Productivity of 10 active gold competencies and launched a Cloud managed service called Enterprise Unified Management Cloud Platform based on the Cloud dedicated team in Nov, 2015.

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

Diyar United Company have grown their Microsoft business 35% YoY while actively transforming their business to The Cloud. Diyar steadily increase their Cloud performance through a focused approach in driving Microsoft public and private Cloud. Diyar's alignment with Microsoft in driving effective account plans and world-class execution has resulted in achieving over 40% Cloud revenue YTD. Diyar continues to show their commitment to growing their Cloud business by investing into building a robust Microsoft resource team, dedicated sales, pre-sales and operations people. Diyar is the first Cloud Solution Provider in Kuwait and has built a dedicated team to drive this new business practice and evolve their GTM strategy into the SMB sector.

Latvia Partner of the Year
Squalio (DPA)

Squalio (they changed name from DPA group to Squalio) is fastest transforming partner in Latvia with clear Microsoft Cloud solutions focus. In short term, they have developed new generation Sales and marketing engine efficiently using traditional telesales and events approach in combination with digital marketing tools and technologies what allowed them to become the strongest Azure and Office 365 seller in Latvia. As a transformation result, Squalio is expanding and successfully opening new markets in several geographical locations as Kazakhstan, Romania, Austria and Bulgaria. This partner has significant market share in all segments (EPG, CA, SMB) by growing double digits in Microsoft license sales revenue. It is noticeable that Squalio has a strong dedication to develop SMB allocating sales & marketing resources to this segment specifically. On top of above stated, Squalio made a significant investment building latest Microsoft technology and solution cross segment market awareness addressing Cloud technologies by running international Industry day conference reaching 644 onsite and 1240 streaming content participants.

Lithuania Partner of the Year
Fortevento

Fortevento is a very Cloud orientated Partner with the Cloud mix as of H1 result – 42%. Consumption is at a highest rate, confirming the fact, that Cloud is being sold right and Customers use it. Additionally, Fortevento has recently focused a lot on building a strategy on Microsoft priorities and are initiating lots of strategic projects based on our 3 Main pillars – this shows clear aligning to Microsoft strategy with Microsoft Cloud – we have a great Case study with one of the Biggest CA accounts for Office 365. The consumption here is 90% and we happily use this as a success story, Microsoft Mobility – focus in health industry with LOB apps and Devices opportunities, driven hand in hand with Microsoft and Microsoft Big Data – focus in health industry, with a ML and DR scenarios on Azure. Fortevento is also strategically driving Public Cloud project, based on Azure, driving opportunities for major health industry customers up to 300 K\$ Azure revenue.

Luxembourg Partner of the Year
ELGON SA

Elgon is supporting the Microsoft strategy and has been a real ambassador in our clients' transformational journey. Through the services delivered to our Luxembourg customers, Elgon allows them to optimize their IT spends, while increasing agility and most important, freeing up time and resources needed for the digital transformation of our customers. Elgon is continuously investing in training and readiness of their experts, but also their sales teams. The success of Elgon is driven by a multi-year satisfaction, again reconfirmed by our customers in 2015/2016, which allowed them to grow to one of the biggest Microsoft Luxembourg partners. Last

but not least, we have a very close and open collaboration with Elgon that allows both companies to constantly pursue the needed challenger mindset.

Macedonia, FYRO Partner of the Year
Nextsense

Nextsense is the strongest ally and partner that Microsoft has for pushing Azure implementations and revenue. On the already difficult marketplace for Azure, Nextsense is providing their expertise by adapting their SW solutions for working on Azure. The case for this reward is very important as it is a turning point for the Public Media and news house MPM (Media Print Macedonia) by placing their entire web portal on Azure, they are paving the road for other news media to follow. Additionally, the example of a mass media company going Azure shows the strength of the platform and is a point of reference for other businesses.

Malaysia Partner of the Year
SoftwareONE Experts Sdn Bhd

SoftwareONE is the highest contributing LSP with 25%-30% share of local LSPs' revenue with YoY consistency amidst the currently challenged economy. What's key to sustaining this impact is in their relentless approach to winning new customers while growing existing base and close collaborations with Microsoft stakeholders on a daily to weekly basis. They have begun their Cloud transformation journey with customers, transitioning from a licensing-only business to also positioning Cloud solutions with ambitious goal of growing the services team. Early results include netting several key Cloud wins, becoming POR and deployment (of 1 or more of Azure/O365/EMS). They have also taken on additional Microsoft levers recently, as 1T CSP and ADR for Commercial Surface with the latter overachieving FY16H1 target units by 46%.

Malta Partner of the Year
Computime

Computime Technology's tremendous effort that they have put into transforming their business towards Cloud adoption has set them apart from others. Following a visit to WPC in 2015, Computime began their transformation to the Cloud. Since then, they have invested heavily in their Cloud solution offerings by bringing together a Managed Services team to serve as an extension to their customers' IT operations. By integrating Office 365 and Azure into their Managed Services, they are now in a better position to provide scalable solutions, which are open and flexible to meet their customers' requirements. To support their efforts, they have enrolled into the Small and Midmarket Cloud Solutions and Cloud Productivity competencies and have completed all of the required examinations whilst nearing completion of the additional requirements needed for Gold level. In recognition to their Cloud transformation, Computime were entrusted by Corinthia Hotels and the National Airline, Air Malta plc, to implement solutions based on Azure and Office 365. Computime have come to firmly believe that Microsoft Cloud products, coupled with their Managed Services, can create a continuous revenue stream for them while delivering outcomes that their clients trust.

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.

Mexico Partner of the Year
Datavision Digital

Datavision is our most exemplary partner who has made the investments and strategy changes to transform their business into a cloud services business. Based on his original philosophy defined since they were funded 20 years ago, "Not just selling a product, selling a solution, sell services around the product", Datavision has effectively demonstrated their transformation to a services and IP company. All these gave as a result that Datavision is today the top consumption partner both in Azure and Office 365 in all Mexico. Datavision is the live example of the Modern Partner with strong models in all four pillars and with focus in developing his own IP under a solution named Cloud Vision: a solution based in the fast track framework that allows an orderly and easy implementation for the customers.

Myanmar Partner of the Year
Myanmar Information Technology Pte Ltd

Myanmar Information Technology (MIT) is one of the largest IT companies in this new market of 55 million people. MIT was the LSP who closed the two largest Enterprise Agreements in FY16 - Kanbawza Group and Shwe Taung Group of Companies. MIT is on-track to meet their revenue target, the only one of the three LSPs forecasted to meet the requirements of their Partner Business Plan. Further, MIT is showing commitment to the Public Sector, working with the Microsoft MDP and the World Bank to optimize the Ministry of Finance's initial licensing requirements for the ministry's Modernization of Finance project. MIT's Chief Executive Officer, Dr. Tun Thura Thet, will be supporting Microsoft's DX team through his position with the Myanmar Computer Federation's Kanaung Hub. MIT has clearly demonstrated an ability to achieve results, proactively support Microsoft developer evangelist team and to provide insights into IT policy issues that Microsoft can influence with the Myanmar government.

Namibia Partner of the Year
Business Connexion Namibia (PTY) Ltd

Business Connexion Namibia (Pty) Ltd continuously use Microsoft platforms, products and solutions to build innovation ICT solutions for their customers that is testament to their commitment to Microsoft as a Partner. Partners such as Business Connexion play a vital role in growing Microsoft's footprint in countries such as Namibia through their focus Microsoft approach. The Microsoft based solution that was designed and developed for Old Mutual Namibia has been rolled out to Old Mutual branches across Southern Africa. Using products such as SharePoint within in the Office 365 solutions suite, further proof that Business Connexion has aligned themselves with Microsoft's Cloud strategy enabling customers to reduce the cost of ownership while increasing productivity and profitability.

Nepal Partner of the Year
Tech One Global Nepal Pvt. Ltd

The support from Microsoft helped us cater the Microsoft Cloud on different organizations and business sector in Nepal. Tech One Global Nepal came out to provide a better service to the customers. In the scenario of Nepal, government and non-profit organizations have become one of the sectors where Microsoft Cloud has transformed the working lifestyle. Beside this, banking and financial sectors play imperative role on Microsoft SharePoint on premise which directly contributes to the economic growth of Banking Sector by minimizing the operating cost and increasing the staff productivity and efficiency on decision making. In the difficult situation to go with Microsoft Cloud solution, looking at country's situation, to convince them on Cloud has become one of the first biggest challenges they had taken in Nepal where internet penetration is 37% (source www.worldbank.org). We explained and presented them with quantitative metrics of - return on investment calculations and presented a cost benefit analysis to show them how easily and flexibly they could fit into the pay as you go model of O365 compared to the huge investment that they were thinking of doing to set up an on premise data-center as described on their nomination. Tech One Global also formed a Cloud service team, after the massive earthquake in Nepal on April 2015. Communication was a vital component to initiate the relief work, by analyzing the requirement with some of the non-profit organization as National Society for Earthquake Technology, TOG Nepal have worked hand in hand to deploy Microsoft cloud solution on more than 10 non-profit organizations as an emergency support in Nepal to make them efficient to be able to respond to Nepal on difficult situation.

Netherlands Partner of the Year
Caase.com

Our business partner Caase.com is a successful game-changer in Business Productivity. They combine integrated Cloud Solutions with a unique approach to drive adoption and customer success. Caase.com is able to translate the most profound Microsoft Cloud technology developments to customer solutions with high adoption and satisfaction. These technologies include Office 365, Azure and Windows 10. They pro-actively invest in new Cloud Solutions and Business Models to help customers in their Cloud journey and building agile businesses. With true entrepreneurship Caase.com has invested deeply in becoming a Cloud Solution Provider, being able to provide end-to-end productivity scenarios as-a-service on any device to enterprise and midmarket customers. Combined with a unique customer success management service they are driving high solution adoption rates in organizations attaining high satisfaction rates amongst end-users.

New Zealand Partner of the Year
Datacom Systems Ltd

A perennial award winning partner with Gold competencies all across Microsoft's stack, Datacom continues to build new value-added solutions on top of the Azure and Office 365 platforms, including a Sitecore solution on Azure for Auckland Airport; a new Social Intranet called Kohanga for Tourism New Zealand which gets geographically diverse teams working together in their native languages using Yammer Translation Services; an early-adopter Azure IoT Suite project with Tru-Test, a New Zealand Agritech business, which enables a weigh-scales device for beef and dairy farmers to predict herd growth and health; and a multi-tenanted SaaS product for the

education sector called Smart Timetables which has been successfully sold to multiple prominent New Zealand universities. Datacom is one of just 10 partners globally on the MAS Customer Architecture Technology (CAT) program and is also well known for its innovative Datacomps which bring its developers together to make the next great product.

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

SEGA Nicaragua, S.A. de C.V., is the Nicaraguan subsidiary of Grupo SEGA. They are one of the top Licensing Solution Partners in Nicaragua and a strong partner in the Cloud, Solutions and VAR and Cloud plays. YTD total sales are more than USD\$1.4M., already surpassing its FY16 quota by 20% and making them of the largest partner by revenue in the country. SEGA Nicaragua, S.A. de C.V., already a Gold Cloud Productivity partner, continues delivering key cloud projects, such as Banco Procredit deployment of Office 365, Enterprise Mobility Suite and Windows Per User. SEGA Nicaragua, S.A. de C.V. has also accelerated its transformation to the mobile-first, cloud-first world. They have been an active part of our local "EA: New and Renew in Cloud" campaign, securing ECS/O365/EMS/WinPerUsr in renewals such as Banco Procredit and ACCEDO.

Nigeria Partner of the Year
Signal Alliance

In FY16 Signal Alliance displayed a high level of commitment to our Cloud Transformation Journey, which is evident in their performance till date on the following indices: On Growing the Business SA has recorded the highest YOY Growth (16%) YOY growth in 3 quarters and has the highest number of cloud wins (13) in our ecosystem till date. They are also the most Cloud Competent partner in the ecosystem, accomplishing 1 Gold Cloud and 2 silver competencies this year.

Oman Partner of the Year
Bahwan IT LLC

Bahwan IT continue to deliver on their commitment in driving transformation by building and enabling hybrid Cloud scenarios. They have continually invested in improving sales skills and technical capability which enable them to build new practices and innovation related to Microsoft solutions that support different types of customers. Bahwan IT have increased the number of dedicated employees that focus on Microsoft business and increase the overall revenue with healthy growth and profitability. The results have been exceptional in the satisfaction of customers since they have managed to offer a complete end to end solution that directly impact business with tangible mutual benefits.

Pakistan Partner of the Year
Premier Systems (Pvt.) Ltd

Premier Systems (Pvt) Limited is one of the oldest and committed LSP in Pakistan. They have been appointed as Microsoft Direct Large Account Resellers (DLAR) currently known as Licensing Solution Provider (LSP) in 2002 and quickly became one of the most trusted partner in enterprise space, landing a new generation of volume licensing solutions and suites like MPSA and ECS. They've attained the Gold Cloud Productivity and Silver Cloud Platform competencies, implemented P-Seller program in a remarkably successful way, employ both Azure and Office 365 Solution Sales Specialists. It has seen a great transformation and commitment in the last 12 months and has shown great results in growing new business, growing the Cloud revenue and, more importantly, taking the consumption and deployment very seriously with great synergy between Sales and Services team. Premier Systems played a crucial role in landing Microsoft's transformation vision in Pakistan and fully adopted Microsoft's cloud strategy.

Palestinian Authority Partner of the Year
NTS

Next Level Technology (NTS) is one of the youngest born in the Cloud Partners in Palestine for Microsoft. Starting a business is not easy with so many difficulties in Palestine but NTS manages to grow and become one of the respected names working with Microsoft. Earning Gold Cloud Productivity was reached through an amazing effort and consistent push to reach this target. 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 2 new EA's fully Office 365 base. Working hard with Microsoft Team especially the PSE/LOM helped NTs to have these 2 win's which are a major leading Bank and a big retail company. What is nice is the ability to deploy and consume the Office 365 plans in the fastest way possible reaching 50% entitlements activation from the first 2 months and 70% in 4 months. The word of mouth reference is so powerful in Palestine; these 2 references helped NTS to build a solid Cloud Pipeline.

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

During FY16, Sega Panama has demonstrated the best skills to deliver innovation and best practices around Cloud Solutions. This LSP Partner has invested many time and efforts in CTM and EPG, working together with Microsoft Account managers and bringing new deals and Cloud solutions opportunities. After barely 2 years in the country, Sega Panama has become a reference when it comes to cross-selling, evangelizing Microsoft Technology and enabling people and businesses in Panama to realize their full potential!

Paraguay Partner of the Year
OLAM S.R.L.

Banco Itapúa is a leading institution in Paraguay with 22 branches throughout the country. The bank needed to connect and further integrate personnel by upgrading its Open Source e-mail application which it had been using for years, and thus took the decision to migrate to Exchange Online. This allowed the bank to speedily improve communications and upgrade its collaboration environments as well as achieve significant cost savings. In addition, it increased security levels so that service management and compliance with monitoring requirements are now much easier. The Banco Itapúa of Paraguay is a financial institution with over 40 years' experience. It has a broad portfolio of products and services which include personal, agricultural and commercial loans, home and car purchase loans, savings and savings deposit certificates, as well as checking accounts, credit cards, debit cards, money transfers, payment of public and private services and wage payment facilities, among others. The company has about 300 employees. Senior Management at the Banco Itapúa decided to implement Exchange Online as the principal platform for communication and collaboration across the organization.

Peru Partner of the Year
Torioux Group SAC

Founded five years ago, Torioux have been consistently growing very close to the main objectives of Microsoft, aligned to the core priorities this Partner have earned in the past recognitions like Country Partner Reveal in FY14 and Best Solutions Partner of Peru subsidiary in FY15. During FY16 they shifted quickly to embrace fully cloud objectives gaining Gold status in key competencies Cloud Platform and Cloud Productivity and also outstanding as Digital Partner of Record (DPOR) achieving the OPTIMIZE Level in Crossover Program. In early FY16, Torioux brought a method that allows customers to continually improve the use of Office 365. The Torioux Adoption Kit (TAK) was presented to the commercial team of Enterprise and Partner Group and Corporate Accounts of Microsoft Peru. From this, they have achieved the implementation of more than 17,000 active Office 365 entitlements in key customers such as Telefonica del Peru with more than 5000 users.

Philippines Partner of the Year
Tech One Global

Tech One Global (TOG) has been leading in the Cloud with "Enadoc" a mobile-ready, Cloud-based document imaging system to create paperless environments for all enterprises. TOG has landed deals in CTM which has resulted in progressive Azure consumption. TOG has generated healthy partner generated opportunities across segments in EPG and CTM through Enadoc and SQL. They have skilled P-sellers who drive the technical sales which enables CTM to scale through TOG. In preparation for FY17, TOG has committed to partner with the sub in driving SQL by developing SQL expertise through the P-seller program. TOG and Microsoft's relationship has strengthened with the continuous focus of TOG on innovating and leading in the Cloud with Microsoft Technologies.

Poland Partner of the Year
Onex Group

Onex is the first partner company in history to sell Microsoft Cloud for the amount of 1 million USD to SMB customers in Poland. They are not only excelling in sales performance but also in helping their clients to seamlessly transition to the cloud. Focusing only on Microsoft technology, Onex has demonstrated their passion for building an effective online sales engine and acquiring new clients in a profitable and scalable way.

Portugal Partner of the Year
ITEN Solutions

ITEN Solutions has over 30% Cloud services penetration amongst their customers with a YoY growth of more than 110%, Development of an Office 365 change management methodology (<http://www.iten.pt/cloud-solutions/>) that increases the customer confidence in the journey to the cloud. This approach allows ITEN to be responsible for 64k Exchange online entitlements with 47% of usage: Development of managed services offers to increase the Azure usage among customers and creating special offers to ISV partners (<http://isv.iten.pt/>). As an ADR, ITEN was responsible for delivering our main wins in the financial market supporting the mobilization of

enterprise sales force and dematerialization of processes.

Puerto Rico Partner of the Year
Integration Technologies Corp

Integration Technologies Corp (Intech) represents an example of traditional partner that forced itself into a Cloud transformation to continue growing its business. With over 25 years of solid reputation on IT services, it has been investing heavily on its own transformation for the last 2 years. This process included convincing its venture capitalist that transformation was vital to guarantee future; created a completely separated Cloud business unit with independent KPIs and consistently leveraged MSFT incentives and programs. As result, Intech was able to double their Cloud revenue and increase its Cloud Gross profit by over 30% YoY. Today Intech has 3 P-Sellers, 10 customers registered as DPOR, representing over 50% of total Azure Consumed in CTM and moved from zero to 5 Cloud Competencies. Finally, Henry Gordillo (CEO) is an important influencer in Puerto Rico industry and has been a great advocate of MSFT cloud.

Qatar Partner of the Year
Qatar Datamation Systems

QDS continue to lead as one of the most skilled, committed and dedicated Cloud and Mobility Partners in Qatar. QDS have helped customers improve business processes, reduce data center and infrastructure costs, manage risk and governance and enhance top-line revenue through strong Cloud positioning. Their business approach has established strong partnership with their customers that encourages success through mutual benefit. QDS is a strong Cloud evangelist and have been committed to delivering great results in growing new business, growing Cloud revenue and more importantly driving consumption and deployment which has added significant value and momentum with their customers and for Microsoft Qatar.

Romania Partner of the Year
Orange Romania S.A.

Orange Romania, the telco market leader with 10.2M customers, is the first Cloud Solution Provider (Direct) launched in Romania in 2015 and the Platinum Partner at Microsoft Summit, the biggest business and technology conference in the country. Orange demonstrated a true partnership with the local Microsoft subsidiary, with an intense business planning & stakeholder alignment up to the CEO/CCO/Segment Leads/Marketing/IT. Right from the start Orange worked closely with the Microsoft team to create special offering and bundle for the CSP launch, combining Lumia Windows devices with Office 365, Azure, CRM Online, BI or EMS, alongside voice and data plans, for an end-to-end business solution and the best customer experience. Microsoft Cloud solutions are now a top-priority for Orange, launching all CSP solutions to all sales channels (Corporate, SME, SoHo, Tele and Retail shops) thru more than 380 sales people engaged in selling Microsoft services. Multiple campaigns and alignment of the sales teams generated a fast onboarding and quick ramp-up in sales results. At the same time, Orange has developed The Cloud deployment & support mechanism, by certifying technical people and obtaining 2 Microsoft Gold competencies: Small MidMarket Cloud Solutions and Cloud Productivity. Having an aligned strategy, Orange & Microsoft tackle the joint opportunity to bring the best mix of technology to customers' businesses so they can benefit of the most valuable solution.

Russia Partner of the Year
Softpoint Cluster Technology

Softpoint Cluster Technology is a fast growing professional team of software developers, analysts, efficiency and failover experts. They have a set of packaged IP, that helps to improve IT infrastructure efficiency, manages IT resources, monitors performance. They also have a solution for building data clusters. The beauty of the IP offerings is designed to operate in hybrid environment, all based on MS technologies: SQL Ent., Azure, its cost effective – customers can scale-out MS SQL thru workload distribution between nodes without architecturally modifying its information system, IP packaged with a fixed price. Softpoint has been selling their solutions not only directly to customers, but also thru 50+ 3rd party Sis/VARs – great example of partner to partner collaboration. They've got Cloud offerings which appeal to a broad set of customers: SQL database migration to Azure and De-personalization of personal data allows customers to use public Cloud services in line with Russian legislation.

Rwanda Partner of the Year
Dimension Data

Through consistent and strategic customer Engagement, Dimension Data have been able to "win over Rwanda as a country". Working together with Microsoft, Dimension Data closed the 1st ever full Cloud banking deal in Rwanda, Bank of Kigali. The win was also influenced by a recommendation letter from Banque Populaire Du Rwanda of the excellent Customer experience they had with Dimension Data. Dimension data has also exceeded expectations at the National Bank of Rwanda and Crystal Ventures where they help

convert a google customer to Microsoft. DD is currently also engaged in the deployment at the ministry of Education of Office 365 Edu for 3.4 M. This is a large transformative project that will impact millions of students and Generations to come.

Saudi Arabia Partner of the Year
Al-Nafitha Information Technology

Alnafitha is the FASTEST growing LSP in Saudi as they tripled their revenue with Microsoft since they started as an LSP, add to that they are the most active in growing our NEW EA/ECS agreements in the market as they score 50% of all our new EAs every year closed 20 YTD and 47 NEW EA/ESC currently in the pipeline to go, most of these came as a result of the successful CJS events and registered as lead in the PSX and were developed to impact positively our co-engagement motion. Alnafitha and due to their financial constraints embraced a strategy to focus on CA space then partially to EPG and SMB space, since we started our transformation journey Alnafitha has been contributing positive to our Cloud mix ratio, they are at 20% YTD. Their POR attached for the cloud customers is almost 100% and that has been achieved from the support of strong cloud services team, this strategy supported growing their profit margin of Microsoft business. Alnafitha enjoy complete alignment with our sales and presales team, this have generated great team work to achieve more and have quick wins in many opportunities. Worth to mention that Alnafitha is a candidate to 1 tier CSP program and they are the first LSP to establish a marketing unit that support the sales force to great extent.

Senegal Partner of the Year
FTF

FTF is since 1998, solutions provider in complementary areas of computing covering cloud services, the design and the implementation of Basic Infrastructure services, infrastructure services supporting productivity, infrastructure services supporting the application platform, security, training, and support. FTF has strengthened his partnership with Microsoft working with the editor on strategic accounts. (EPG accounts and CTM accounts). Most of this accounts are being transformed into Cloud account, thanks to a clear co-selling motion executed with the Microsoft Account Team Units.

Serbia Partner of the Year
E-Smart Systems d.o.o.

E-smart systems was founded in April 2000 with a primary specialization in relation to Microsoft platforms. They are the first Windows Azure Circle partner in Serbia, from January 2014, because specific knowledge and experience in service and Microsoft Windows Azure platform based on application development. They transformed completely to Cloud. Together with Microsoft Enterprise Services, as subcontractor, they are the part of 3 phase project of Consolidation of IT infrastructure in Electric Power Industry of Serbia (EPS), that supported business needs of customer to: maintain their position on de-monopolized market (driven by EU union), to be faster in respond to market needs and with that more competitive and to be more efficient and collaborative internally. First phase of project was finished in 2015 where private Cloud of EPS was built on Hyper-V, Centralized AD, Centralized Exchange and 1/3 of company assets migrate to this Cloud. Second phase is near to be finished (June 2016), where Hybrid Cloud was established with: Hybrid identity, Hybrid Exchange, Office 365, Hybrid storage (Store Simple), SCOM, Public site on Azure and migration of production entities to the Cloud infrastructure. Third phase is in process of negotiation and it is planned for deployment in FY17.

Singapore Partner of the Year
Accenture/Avanade

Avanade Asia in Singapore has been recognized by Microsoft Singapore as the Enterprise Partner of the Year for two consecutive years (Fiscal Year 2014 & 2013). They are in strong alignment with Microsoft as we transform our business to one with a deep focus in Cloud. Avanade continues to invest and build their capability and capacity on Azure, O365, CRM Online. They recognize that Digital Technology is the answer to stay ahead of competition. With an 80% Azure service growth and notable wins across the different Microsoft client segments in FY2015, they were awarded the Cloud Platform (Customer Focus) Partner of the Year, Business Intelligence Partner of the Year and Country Partner of the Year, making them the biggest achiever in Singapore Partner 2015 Star Awards ceremony. A "CLOUD" Market Unit is also formed in FY2016 as part of their Go-To-Market strategy globally.

Slovakia Partner of the Year
ANASOFT

Just-in-Time logistics is one of most critical factors of any production cycle cost optimization. It is even more critical in agricultural industry where raw materials are subject to rot. This solution was chosen because it is Azure based and at the same time addressing and solving specific issues related to agriculture and sugar production industry. It is a unique real-time logistic software which automatically synchronizes and manages transport carrying sugar beet from the field with the real-time production cycle requirements. To automatically manage and control vehicles, the application uses standard 3G connected smartphones or tablets. VIATUS calculates

minimum number of vehicles required for the transport plan execution. Cost saving are mainly in reducing down-time and material manipulation by more than 50% causing Total logistics savings of 10-20% yearly. Anasoft has a capability and motivation to spread and scale the solution to other industries and countries where Just-in-Time logistics is an element to be addressed.

Slovenia Partner of the Year
ADD d.o.o.

ADD is a role model for partner transformation and winning POY award which would have significant impact on partner ecosystem in our country. ADD did several steps in FY16 in order to lead in Slovenia with cloud and BI solutions. They have expanded their business also beyond their home country. ADD has Gold Data Analytic competency for ML, Power BI and APS solution, which is Cloud based solution driving Azure consumption. ADD was confirmed as a Premier Partner for Microsoft FY16 APS SI Partner Program. They were among 2 partners from CEE that were invited to Airlift training (US) for SQL re-platforming where they will be tutored on how to approach Oracle to SQL migrations. They have Implemented 1st reference in CEE on Analytic Platform Services, invited to Microsoft Power BI Red Carpet Program, are part of Jumpstart program, they have 2 active p-Sellers, have made organizational changes and developed a Cloud team with new hires (3), and compensated on Cloud. They also hired a marketing agency and are renewing marketing strategy to digital (active on: social, blogs, developed one pagers for Cloud offerings), are active internationally (Bulgaria, Serbia, Croatia, Bosnia, Ukraine), are spreading their business in the area of mobility and productivity and are a major success story Internationally in FY16: Studio Moderna APS.

South Africa Partner of the Year
Karabina

Karabina is honored for their excellent selling and implementation via work done Omnia Holdings CFO, and thier management team. Karabina is leading a complete Digital Transformation project from inception to delivery that has resulted in Dynamics CRM, SharePoint, Office 365 and ERP projects being initiated and license renewals taking place – the largest Enterprise Agreement during the Microsoft financial year. Karabina initially engaged with the CFO over a 6-month period to help drive an agenda at a Board level to gain support for a digital transformation project that would see him and Omnia investing heavily in Microsoft technology in order to achieve strategic company goals. The once-off immediate IT savings have already amounted to \$10 million – across licensing, hardware, telecoms services, and savings in travel. On-going savings per annum is estimated at \$7 million.

Spain Partner of the Year
Plain Concepts

Plain Concepts is a young organization incorporated in 2006 that today is present in 3 continents, employs 100+ staff and is widely recognized as a reference for the most advanced cloud solutions. With focus and strong investments in Sales & Marketing, Plain Concepts has delivered outstanding performance in FY16: largest Azure partner with 1M\$ in DPOR TTM consumption plus additional 2M\$ in Influenced consumption. Also ranking very high in O365 and CAU. Apart for their performance and results, Plain Concepts also stands out for their strong alignment with our strategy across all areas and segments, talent management & creation and close integration with our programs: Co-Engagement, P-Sellers, Cloud Jumpstart, Incentives... just to mention a few.

Sri Lanka Partner of the Year
H One Pvt Ltd

H One – a leading partner in Sri Lanka worked collaboratively with the Microsoft team to pursue, win and deploy and Office365 for the Softlogic Group. Softlogic Group has continued to expand in recent years across multiple disciplines by acquiring vertical industries including as Healthcare, Financial, Leisure, Automobile, Retails and ICT. With over 6500 staff across hundreds of locations their CIO had a vision to unify their workforce with a common platform to facilitate employee engagement, innovation and efficiency. H One and Microsoft fought a direct competitive battle with Google and their partners. After months of engagement H One was successful with and deployment is progressing well. A material Lotus Notes and OSS win-back with a heavy Google compete highlighted the value of our collaborative partnership. H One continues to be a key Cloud Productivity partner with one of the largest install bases of Office 365 in Sri Lanka today.

Sweden Partner of the Year
Sigma

Sigma has evolved its business toward new areas like Microsoft Azure, Internet of Things and predictive analyses. Among other things Sigma has developed a native cloud platform called 'Sensation', based on Microsoft Azure. The purpose of Sensation is to help customers realize the true potential of data-driven automated processes - to create cost efficiencies, provide innovation and allow businesses to serve their customers more effectively. During the past year Sigma has won many high-profile customers and projects in a wide range of industries. One specific example is the development of the solution Virtual Care Rooms, enabling remote and virtual

healthcare in rural areas, providing people their right to good health even though far away from the doctor. Sigma is truly driving leading edge solutions built on Microsoft technology.

Switzerland Partner of the Year
Trivadis AG

Trivadis has heavily invested in their Cloud business recently by launching a separate Cloud business unit. They have reached Gold Cloud Platform competency by now and will continue to invest into their Cloud transformation. In this project, Trivadis built a visionary IoT platform which supports live data from the wind farms, surveillance of long-distance heating facilities and smart metering for their customer IWB Industrielle Werke Basel (Privately held supply and energy service company located in Basel with 800 employees and more than 700 Mio. CHF turnover). The project started as a small integration project and ended up as the main building block for realizing the customers "Smart IWB 2020" strategy. Based on this platform, more projects like predictive maintenance will be realized and will have a very positive sustainable long term impact on the core business of IWB. The platform uses many Azure components like Stream Analytics, Data Factory and a large BI part.

Taiwan Partner of the Year
WiAdvance Technology

WiAdvance Technology Co., Ltd. (WiAdvance) is a subsidiary of Wistron Corporation. WiAdvance focuses on providing customized and enterprise-level Cloud solutions with public Cloud and hybrid architecture. With insights and expertise in Cloud computing and IT revolution, WiAdvance offers comprehensive IT consulting services and proactive supports to help enterprises move to cloud seamlessly. With the expertise on Azure and managing service experience, WiAdvance had won more than 200 customers with more than 500K Azure revenue in FY16, including the workloads as: SAP on Azure, EC on Azure, DR/Back up on Azure. Also considering their target segment and customer pain points, WiAdvance designs GOODWOX workspace app to provide, mainly but not limited, SMBs pioneering workspace app on Office 365 platform with: Built-in security, 99.9% uptime financially backed guarantee, 7x24 mobile access and Cloud storage advantages. Wiadvance is dedicated on Microsoft Cloud business with advanced Cloud skill and a proven business record.

Tanzania Partner of the Year
Dimension Data

Dimension Data (DD) has shown key strengths in understanding the Tanzania market therefore selecting strategically which accounts to engage and in which sector to play in. The Country Manager has been able to advise Microsoft on what we need to do and where in order to win or increase our share of wallet. Case in point was NMB where partners was able to share with Microsoft the wallet share of competition on the account while they were not willing to do any significant invest in Microsoft. At Tanesco, DD has been able to achieve significant progress in positioning additional products like share point through POC and also continue to leverage on the win in Government of Zanzibar to push for the conversation of Government of Tanzania to sign an EA.

Thailand Partner of the Year
Bhatara Progress

Bhatara Progress Co., Ltd dominantly demonstrates the strong commitment towards cloud transformation in Thailand subsidiary which resulted in the successful Cloud revenue of more than 180% YoY Growth for all segments and 210% YoY Growth in SMB. It's very apparent to see partners accelerate their offering throughout key products and services from Office 365, Azure as well as business application solution on Microsoft Dynamics, NAV, AX, CRMOL. They are streamlining business processes and technical team for great efficiencies on Cloud consumption & deployment to customers and deliver more than 70% of Office365 consumption now and target to reach 90% at year end. They are the trusted advisor of Cloud services in key industries for example; manufacturing, restaurants, agriculture trading and consignment model for retails as well as the ability to increase more than 200 customers reach in SMB. In summary, Bhatara Progress brings the impact of Microsoft Clouds to both depth and breadth customers to address business values, consumptions and impact to business in Mobile-first, Cloud-first world.

Trinidad and Tobago Partner of the Year
Inova Solutions

Inova Solutions is an indigenous LSP from the Caribbean area. In their operation they support all customers in the BCBBJ and TT subsidiaries. They have been true to their name providing innovative solutions for corporate businesses and government organizations in the islands across the Caribbean. They offer a range of Licensing Solutions from their sales portfolio as well as Support Services through their sister companies NetPro and Infotech. Inova is one of the only Direct CSPs for the region already capturing thousands of seats, a fantastic achievement considering they launched this service only one year ago.

Turkey Partner of the Year

Adeo Bilisim Danismanlik Hizmetleri San Ve Tic A S

Adeo, founded in 2008 as an IT consulting company, heavily invested in cloud becoming a Gold Cloud Competency partner with the most competent technical team regarding Microsoft cloud solutions. Due to strong market presence, they received investment from Redington India in 2013, purchasing 51% of their shares. Their strong sales focus resulted in \$1,100K revenue in FY15 with 30% cloud mix. They initiated strong alliances with LSPs, VARs and ISVs to create a collaborative environment. Success in cloud brought them Best Cloud and Data Platform Partner Award in FY16 and nominations in programs like Cloud Storage & BCDR Black Belt Program, OMS Red Carpet Program and StorSimple Aspire Program. Their main strength stems from not only focusing on sales but also consumption. They launched their first cloud managed service, Manage My Azure, in 2015 to drive Azure consumption. In FY16, Adeo also became a SAM partner as well as an approved CSP partner.

Ukraine Partner of the Year

TComTech

The TComTech Company is the great team that during last year have made a huge step in the development and transformation to cloud partner with impressive results. They have reached CSP status and Gold CRM Online competency, for which they have changed their sales model and now provide services and decisions of business needs on the basis of cloud Microsoft products for SMB customers. CRM OL based solutions that they implement are oriented on the fast results for customers, that's why the level of satisfaction after projects is such that by fact the percentage of closed opportunities raises with each month. According to specific way of support, solutions are always scalable and have more long sales-lifecycle terms.

United Arab Emirates Partner of the Year

Mideast Data Systems

Mideast Data Systems are a legacy Microsoft Licensing Solution Partner (LSP) in UAE, their success in 2016 has been visible through their commitment and focus on continuing to push the evolution of their Microsoft Partnership, building a strong Microsoft Services practice by extending their knowledge of Cloud Services through their commitment and participation in the P-Seller Program which has enabled a highly capable team & delivery of specialized technical services. Mideast Data Systems has proved to be an integral Partner in driving Microsoft Cloud transformation in the Enterprise sector through their involvement in the largest Azure deal in MEA which also resulted in their services team delivering one of the largest StorSimple implementation in MEA showcasing their deep-technical expertise. Mideast Data Systems continuously help to lead their customers effectively through digital transformation, which is changing our technology landscape and through their solutions effectively demonstrates that a Mobile-First and Cloud-First approach is not only beneficial but in fact an indispensable transformation that enterprises need to go through in order to progress.

United Kingdom Partner of the Year

eBECS

eBECS are a leading example of a Microsoft Partner that has transformed at an impressive rate in last 2 years, repositioning their business from a traditional Dynamics ERP Partner, then expanding into CRM and in the last 12 months rapidly embraced Azure as a growth / profit driver and a market differentiator. They are a multi cloud workload partner fully embracing Microsoft's Cloud First, Mobile First strategy leveraging all Cloud offerings including Azure Advanced Workloads, Dynamics, Office 365 and IOT solutions. They are committed to fully understanding their customers' business challenges and then delivering the most appropriate solution for their needs, with a compelling suite of verticalized offerings, including IP. eBECS are committed to a home grown people agenda, with an aggressive early in career recruitment strategy to grow skills and build loyalty and retention and aides their customer service and obsession, which has been a key driver of their business growth and transformation.

United States Partner of the Year

Catapult Systems

Catapult Systems embraced the Microsoft bold ambitions and demonstrated a commitment to creating solutions that simplify the acquisition, deployment, and consumption of Microsoft Cloud products and technologies. Taking cues from the "modern partner" profitability framework and identifying the opportunity to apply their expertise to develop repeatable intellectual property (IP) services offerings, Catapult has transformed their business. Their innovative approach to driving customer employee engagement and usage of Office 365 and SharePoint Online involves partnering with other Microsoft partners. Its extensibility to incorporate and integrate other

products like Active Directory, Power BI, and Microsoft Enterprise Mobility Suite make it easier for customers to choose Catapult's Microsoft-based solutions and services. Their IP offering helped them achieve targets for net new Office 365 seats, Microsoft Azure, and SQL Server.

Uruguay Partner of the Year
MaS Soluciones

Grupo MAS is based in Uruguay and is Gold Cloud Partner. They work to develop innovation and integrated solutions to all of their customers. One of the most important achievements they present this year is the solution to the GSPGAY. GSPGAY is a growing social network for the LGBT community that was experimenting blackouts that was costing them users. To solve this problem, they migrated the platform to Azure creating an elastic service that allows to serve more than 10 times the amount of users they were limited to, reducing overall infrastructure costs in about 40%, and proving better service. They also implemented a solution for the biggest private Uruguayan Oil and gas company (www.ducsa.com.uy) They have around 5000 employees, more than 300 filling stations, they also have an annual revenue of USD 1,600 million. The implemented solution was a cloud project on Dynamics CRM Online for 104 users.

Venezuela Partner of the Year
ENIAC, C.A.

A Microsoft Partner is not only a company that sells licenses and services, is a company that really cares about customers and represents a trust advisor for each of them, and also a company that works in conjunction with the Microsoft team aligning the strategies to achieve all the objectives, helping Microsoft to get the best results in terms of metrics, true ups, on time renewals and new revenue. For their commitment, spectacular results during FY16 with more than 150% of revenue growth YoY, and hard work in a very challenging environment, EMPRESA NACIONAL DE INFORMATICA AUTOMATIZACION Y CONTROL, C.A. (ENIAC) is being recognized for their achievements.

Vietnam Partner of the Year
CMC System Integration

CMC SI SG recognized for their tireless efforts in addressing and raising awareness about Microsoft products and solution in VN market. CMC is one of biggest Licensing Solution Partner in Vietnam with the outstanding Growth, they have impressive growth, in 2014 revenue with MS in VN Market are 1M, 2015 are 5M and 2016 are 7M. With nearly 20 years' experience in major projects in Vietnam, CMCSI Saigon is the pioneer in providing integrated solutions for systems based on advanced IT platform and has gradually asserted that a provide solutions – one of the top of systems integration services in Vietnam. They embraced Cloud Transformation early & execute on Cloud opportunity, delivering strategic solution to many big customers of EPG & CA. Through a 12-year partnership with Microsoft, CMC demonstrated strong commitment & dedication to Microsoft Solution. They assigned a team to specialize in Microsoft Products and Solutions. The technical teams have a good knowledge in Microsoft products and solutions so they can fulfill all requirements from customer. They have obtained most of the important Microsoft certifications such as: MCSA, MCDA, MCSE, MCSP, MCP, MCPSE, MCT, MCTS, MCTSS. Besides that, they have coordinated closely with Microsoft Vietnam on many activities such as: telesales, digital MKT, workshop, seminar ...to get the new customer acquisition or expanded footprint with an existing customer.