

## 2019 Microsoft Partner Network Partner of the Year Award Winners – Global

### AI and Machine Learning

#### Crayon Group

##### Norway

Crayon is using Microsoft-powered innovations with artificial intelligence to transform the business of its customers. The highlighted AI customer story with DNV GL on operationalizing multiple AI solutions and continuous innovation showcases Crayon's AI capability and maturity to win and deliver AI business value to customers- for example Crayon was able to design & operationalize AI-driven process optimization solution for DNV GL thus creating instant business value of \$300,000 USD. With strategic AI partnership with Microsoft – Crayon is driving AI Journey & Transformation of its multiple customers - from using AI to more efficiently diagnose colon cancer with Norway's leading public hospital to improving product quality at retail stores. Additionally, Crayon is investing in building global & regional AI practices and COE together with building repeatable & scalable AI offerings. Crayon is not only transforming its own business but also building experience and expertise that will also benefit their customers.

### Alliance Global Commercial ISV

#### Finastra

##### United Kingdom

Finastra is the world's third-largest financial technology company, serving over 9,000 customers across 130 countries, including 48 of the top 50 banks globally. Finastra unlocks the potential of people and businesses by creating a dynamic platform for open innovation in the world of financial services. Finastra's vision is to fuel the digital transformation of financial services by creating a platform for open innovation to unlock the potential of people and business. To make this a reality, Finastra has partnered with Microsoft to bring the next generation of financial solutions to the cloud via Microsoft's enterprise ready trusted cloud platform. In partnership with Microsoft, FusionFabric.cloud completely opens Finastra's software up to third parties and revolutionizes the traditional development model and paves the way for future generations of fintech companies to embrace a collaborative ecosystem approach.

### Alliance SI

#### Infosys

##### United States

In FY19, Infosys has accelerated its commitment to be the premier Microsoft GSI partner after its announcement to stand up as 'Microsoft Cloud' Business Unit. They were the first GSI to create and announce a dedicated Microsoft Business Unit which is now being replicated by other GSIs. Infosys has an all-green scorecard for the fiscal across all solution areas and has grown its Azure business faster than most other GSIs at 86.8% YOY. Infosys continues to a leader in driving key FY19 priorities including Windows/SQL 2008 EOS migrations as demonstrated by marquee wins at Johnson Controls, Diageo, PG&E, etc. Infosys is a leader in driving training and certifications for Microsoft technologies with a goal of training 5,000 employees and driving 1,500 net-new certifications in May/June during Infosys Converge 2.0. Infosys commitment to key initiatives like S400 joint account engagement, recently signed MOU with Microsoft for Smart Spaces, and Industry-focused solution development for SAP on Azure will ensure sustained momentum into FY20. Infosys is also one of our largest EA customers in Asia. Their TEAMS deployment is at 58,000 MAU and growing, which enabled the account team to win the TEAMS WOW award [Customers with the highest Teams usage (#or %) week over week] from the MW CSM team.

### Application Innovation

#### Wapice Ltd.

##### Finland

Wapice's productivity studio effectively addresses the needs of various industries in solutions and helps to build applications fast. Its modern architecture based on AKS and Azure Database for PostgreSQL, allows to scale the solution to fit the needs of customers of any size. One-click deployment capabilities through Azure Marketplace increase the reach of this innovative solution to any geo. Several deployments completed among Enterprise customers show how Microsoft and Wapice can achieve more using our co-sell programs.

### Automotive

**Annata  
Iceland**

Annata has over 15 years of experience building Dynamics 365 ISV solutions for the automotive and equipment industries, connecting marketing, sales and service for OEMs and importers and retailers. FY19 has been an exceptional year for Annata, and their partnership with Microsoft. Annatas' new customers include Toyota and FCA, and they have significantly grown their global installed base with customers such as AB Volvo and Hitachi. In parallel, Annata has strengthened their global channel partnerships, including Accenture, Avanade and KPMG. FY19 was also a very significant investment year for Annata; opening new offices, enhancing their global organization and their flagship solution, Annata 365, as well as working as a development partner with the Microsoft Dynamics and Automotive Industry teams on the Microsoft Dynamics 365 Accelerator for Automotive and Common Data Model for Automotive, which entered private preview at Build and will be launched at Inspire.

**Azure Influencer  
Hanu  
United States**

In 2018 Hanu supported one of the world's largest conglomerates in their digital transformation journey with Azure. This partnership allowed the customer to double their cloud footprint in one year, achieve the business agility needed to remain competitive in today's market, and drive technology innovation not possible prior to the migration from other cloud vendors.

An initial assessment of the prior cloud competitor architecture found several inefficiencies. Hanu created an Azure proposal based on the customer needs including large scale, custom, cutting edge solutions, a Windows Server and SQL Server end of support migration plan, innovation for legacy applications, integration for the customers IoT environment to Azure, cost management, automation, optimization, and monitoring capabilities. This project only reflects about 18% of the customer's digital transformation scope. The near future potential is huge.

**Customer Experience  
Quadrasystems.net (India) Private Limited  
India**

Quadrasystems tackled a forward-looking industry shift for their Customer Experience Partner of the Year award, describing in detail measures put in place to help customers not only digitize, but digitally transform. Quadrasystems has put in place Customer Success Services that help their customers to prioritize business needs and build a technology blueprint to address these needs, all the while focusing on the individual personas in their business with detailed descriptions and content journeys and experiences across the business. We also found their application for the award to detail realistic learnings from their customers and employees, as well as evidence that the CX is weaved throughout their KPIs and internal measures.

**Data Analytics  
Modis  
Australia**

Modis is a Microsoft partner specializing in Data Science. In partnership with the Western Australian Police department, Modis developed Soze – an extremely innovative AI driven intelligent analytics platform. Described by the customer as a “paradigm shift for policing”, Soze enables rapid analysis of huge volumes and types of data to identify investigative avenues and solve crimes faster. Leveraging the power of Microsoft Azure platform across the scalable data storage of Cosmos DB and Blob storage, leveraging the AI services across cognitive and search, integration through service bus and security through the Azure key vault, Modis was able to deliver a solution that not only delivered significant value to the customer but created a reference solution that can potentially be scaled to any police department in the world.

**Data Estate Modernization  
Cognizant Technology Solutions  
United States**

Cognizant engaged with 7-Eleven to help modernize, re-architect and re-engineer their enterprise BI platform on Microsoft Azure. 7-Eleven, one of the world's foremost convenience stores started their digital transformation journey 3 years ago. This included an initiative to modernize their business intelligence platform for better decision making, cross business integration, great business agility and lower operating costs. Cognizant built the Digitize Enterprise BI and Analytics platform leveraging the unique hybrid value proposition offered by Microsoft technology stack integrating the existing on-prem infrastructure with the full suite of IaaS and PaaS

services including Azure Data Lake store, SSIS, SQL DW, SSAS, SSRS, Azure Databricks and Power BI. The platform has delivered huge impact to the customer business including increasing their fuel and merchandise sales by 20%, 40% savings in infrastructure costs and enabling a long-standing business ask to carry out cross subject area analytics across more than 23 business areas.

### **Datacenter Migration**

#### **10th Magnitude**

##### **United States**

10th Magnitude has invested heavily to become today's leader in datacenter migration to Azure. They have built IP to help customers inventory, assess and act, securing over \$200M in Azure commit at customers like Anheuser Busch, H&R Block, and Deloitte. They have built highly efficient processes based upon DevOps principles to help customers quickly migrate. They have worked with the largest global customers to build governance, compliance, and security frameworks to ensure that Azure is the most cost-effective and secure decision. They have built world-class Azure managed services to ensure that our customers are confident with their highly optimized Azure investment. 10th Magnitude is a shining example of a Microsoft partner committed to helping customers take full advantage of Azure.

### **DevOps**

#### **10th Magnitude**

##### **United States**

10th Magnitudes' solution is a good example of open source and Microsoft technologies working together to increase the efficiency and agility of DevOps processes among customers of all sizes. Completed deployments among several multinational Enterprise customers from manufacturing and retail industries prove that 10th Magnitude has deep expertise in DevOps and they are a good fit for co-sell motions. Investments into DevOps practice from 10th Magnitude side resulted in significant growth of their Azure business.

### **Digital Transformation**

#### **Accenture**

##### **United States**

Accenture is the largest global professional services provider spanning strategy, consulting, digital, technology and operations. Accenture is one of Microsoft's most strategic partners and had the greatest impact this year in accelerating the digital transformation of our mutual customers. To deliver the best of Microsoft platform capabilities and Accenture services, in FY19 Accenture formed the Accenture-Microsoft Business Group. Comprising of more than 45,000 dedicated professionals, the largest group of Microsoft solution experts in the world, the new group elevates a longstanding strategic alliance, expanding combined service capabilities, global scale and joint solution development to help clients overcome disruption and lead transformation in their industries. Accenture and Avanade, have together delivered more than 35,000 Microsoft projects for more than 4,000 clients around the world, helping companies such as Carlsberg and Canada Mortgage and Housing Corporation (CMHC) advance their digital transformation agendas. Accenture impacted the largest cloud services revenue and consistently recognized by industry institutions as the leader in delivering digital transformation solutions on the Microsoft platform.

### **Diversity and Inclusion Changemaker**

#### **Reverie Language Technologies**

##### **India**

Reverie Language Technologies's LaaS (Language as a service) solution enables integrated inclusion practices through real time, contextual on-demand language translation for digital and mobile content in 11 Indian languages. With over 35 million downloads to date, Reverie Language Technologies's LaaS has accounted for 76 million transactions on the Unified Payment Interface and in partnership with the India's National Agriculture Market, they have empowered close to 10 million farmers across 600 mandis in 14 states to remain informed of critical facets that help farmers plan production and timing of agricultural goods and services.

### **Dynamics 365 for Business Central**

#### **Cooper Parry IT**

##### **United Kingdom**

Cooper Parry IT has shown tremendous dedication to the cloud transformation of their business to capitalize on the market opportunity for Dynamics 365 Business Central. Part of this transformation involved the creation of packaged rapid deployment

offerings rather than selling traditional professional services. This approach is compelling b/c it is applicable to a much broader portion of the SMB customer segment and scales thru a partner-to-partner (P2P) model with targeted Indirect Providers. Cooper Parry IT are seeing tangible results, adding a sizable number of new Business Central customers, more than half coming from the P2P motion with Indirect Providers downstream resellers.

**Dynamics 365 for Customer Service**  
**PowerObjects, an HCL Technologies Company**  
**United States**

PowerObjects has been an active partner in the Business Applications ecosystem for many years and has earned a significant installed base and strong reputation for excellence. They drive digital transformation success through all customer segments with focused vertical sellers, as well as sellers focused on horizontal and geo-specific customers. PowerObjects has established themselves as a leader in D365 for Customer Service in Healthcare and Financial Services industries, able to provide complete solutions leveraging the Microsoft stack.

**Dynamics 365 for Field Service**  
**Hitachi Solutions**  
**United States**

Hitachi Solutions is dedicated to delivering powerful, all-encompassing solutions built on the Microsoft Cloud. They guide their customers on how to leverage multiple Dynamics 365 solutions to drive digital transformation and realize significant value from their investments. Their Connected Field Service thought-leadership and presence in the partner community is notable and having a significant impact on the market. Hitachi has also invested in developing Industry expertise which has become the cornerstone of their success with Field Service solutions.

**Dynamics 365 for Finance and Operations**  
**Sunrise Technologies**  
**United States**

Sunrise Technologies has embraced Microsoft Dynamics 365 as the only ERP solution to deliver on its mission to help brands solve complex business challenges. They did so in 2019 with more go lives and wins than any other partner. They have been an excellent partner with the Fast Track team contributing to the ecosystem with referenceable customer success across multiple verticals. Sunrise Technologies continues to grow its delivery capacity, attracting, onboarding, training and certifying its delivery staff, demonstrating the ability to sustain high growth over multiple years.

**Dynamics 365 for Sales**  
**SAGlobal**  
**United States**

SAGlobal's focus on industry expertise and targeted marketing strategy has established them as a leader in the Dynamics 365 partner ecosystem. Due to organic growth and acquisitions, SAGlobal has become a notable provider in the Service Industries, offering both traditional deployment and ISV solutions. Their business impact in fiscal year 2019 has been truly remarkable as they expanded to twenty countries and added additional vertical focus areas. SAGlobal focuses on the complete customer lifecycle which is reflected in their high customer satisfaction scores.

**Dynamics 365 for Talent**  
**FourVision HR Plus**  
**Netherlands**

FourVision HR Plus distinguished themselves in 2019 as a leading partner in our Talent workloads. FourVision has one of the largest dedicated Talent practices with more than 50 people focused exclusively on Dynamics 365 for Talent. With more than a decade of HCM experience, FourVision has built a dozen Apps using Power BI, Power Apps and Flow which extend and enhance the Talent offering, all fully leveraging Appsource. In 2019 FourVision was successful in deploying multiple Talent customers, and in the process provided evidence and references that will drive future growth for this product and ecosystem.

**Education**  
**Edsby**

## **Canada**

Edsby provides a robust learning management solution for primary and secondary schools that takes full advantage of the power of Microsoft Azure and Microsoft Office 365. Edsby has years of experience meeting the needs of customers in the primary and secondary space. Their communication, learning, and analytics platform has made a real difference in the success of these learning communities. Edsby proved this out recently by winning the business of the New Zealand Ministry of Education.

## **Financial Services**

### **PowerObjects, an HCL Technologies Company**

#### **United States**

PowerObjects leverages Microsoft Dynamics 365 Business Applications, Power Platform, and the Cloud-Azure Stack to drive intelligent business value. PowerObjects has grown rapidly in the Financial Services industry with 300+ active global FSI customers and 100,000+ FSI licenses across Capital Markets, Banking, and Insurance, and is now expanding from US to deployments in APAC.

## **Government**

### **Hitachi Solutions**

#### **United Kingdom**

Hitachi Solutions' Digital Customer Engagement solution for Government utilizes Microsoft Business Applications and Data and AI capabilities on Azure enabling customers to digitize the majority of the services they provide to citizens within a single platform and deliver a step-change in both customer experience and service transformation by seamlessly leveraging data from wearable devices and home-based sensors using IoT. Hitachi Solutions have implemented their solution in the health and social care space to enable council workers to identify at the earliest stage, problems and health conditions that would otherwise go unnoticed thus reducing the need for more urgent expensive care and support. Most importantly, the quality of life for the individual receiving care is improved. They are supported by consumer technology, which is unobtrusive, helping them maintain dignity and engage families more effectively.

## **Health**

### **Health Catalyst**

#### **United States**

Health Catalyst is driving real transformation in the industry and helping our customers improve their operational outcomes - from Allina Health who reduced their server sepsis and septic shock mortality by 30% to UPMC who realized \$37.6m in clinical, financial and operational improvements over a multi-year period. They are taking advantage of Microsoft Azure's functions (including Microsoft's machine learning capabilities) as well as its security. Microsoft wants to help reimagine healthcare and Health Catalyst are a key partner in that journey.

## **Indirect Provider**

### **Arrow ECS**

#### **United Kingdom**

Arrow ECS has made a significant impact in accelerating customers to CSP. Arrow has shown great success with identifying, understanding and capitalizing on new opportunities thru MyCloudPortal, and ArrowSphere, self-service portal. Through the state-of-the-art platform, incentives and support has recruited new partners removing any barriers to access broader portfolio of Office 365 and cloud migration/modernization.

## **Intelligent Communications**

### **Arkadin**

#### **United Kingdom**

With an ecosystem based on Microsoft solutions and 200+ certified professionals 100% focused on Cloud unified collaboration, Arkadin was one of the first partners with a Teams Direct Routing offer in market. By utilizing its deployment planning and assessment services and technical documentation, Arkadin has built up their Professional Services offering, enablement materials and training. Leveraging their proven framework, Arkadin is successfully transitioning customers to new technology at scale with a UK university consolidating their complex PBX to Microsoft Teams Meetings and Calling for 10,600 users; and, an engineering

consulting firm with forecasted savings of \$400K per year (a 50% cost reduction) by deploying Teams with Calling and Meetings to 1,500 employees and bringing Arkadin's change management and adoption approach dedicated to preparing customers for Teams.

## **Internet of Things**

**Accenture**

**United States**

Accenture is one of Microsoft's longest tenured Azure IoT partners and has built and deployed Connected Construction, a solution built on Azure IoT Hub, IoT Edge, and other Azure services to digitally transform large, complex construction projects. The customer, an international oilfield construction & services provider, turned to Accenture for help in improving operational efficiencies (productivity & budgets) and worker safety on their large construction sites. Teaming with Microsoft and hardware partners in multiple countries, Accenture deployed a solution that allowed the customer to capture real-time information about people, equipment, and materials. Connected Construction enabled the customer to provide a higher level of worker safety and helped realize significant ROI because of increased project productivity. Accenture is the 2019 Azure IoT Partner of the Year thanks to their commitment to Microsoft and to creating innovation that empowers industry transformation at their customers.

## **Learning**

**Global Knowledge**

**United States**

Global Knowledge has transformed their business in the past year and aligned their growth strategy with Microsoft's focus on Azure. From the CEO to all functions across the company globally, they have engaged deeply with Microsoft across sales, marketing and product management. They were one of the first learning partners to embrace and revamp their web properties to support Azure role-based learning paths with new online landing pages and certification prep guides. Global Knowledge have also more than doubled their Azure ILT business YoY in terms of students trained (> 8K YTD), and have led the way driving key initiatives like Azure Fundamentals in EMEA which is forecast to reach >2K students in FY19 and averaging 65 students per session. They also launched new offerings such as GK All Access which features Microsoft at the center of an all 'you can eat' subscription-based learning model. Simply put GK have been an integral part of moving our customers to the cloud this year! Their submission highlighted their commitment to MS and provided great examples of their innovative solutions, our joint projects and as well as collaboration.

## **Manufacturing and Resources**

**PTC**

**United States**

Colfax Corporation Accelerates Digital Transformation with PTC ThingWorx and Microsoft Azure IoT. Colfax selected PTC ThingWorx for PTC's position as a leader and innovator in industrial IoT and for its scalability, breadth of portfolio, and global reach. The ThingWorx platform is future-proofing its operations by connecting its products and its customers. Colfax can easily add and integrate the latest IoT innovations while still maintaining focus on its core business operations. For Colfax, ThingWorx and Azure work together to provide a simple but powerful solution—offering strength in industrial connectivity, rapid application development, and built-in integration capabilities. Colfax's customers are realizing differentiated value through the reduction in unplanned downtime and increased operational efficiency using Colfax's connected products. Just as important, Colfax is saving millions of dollars on an annual basis across engineering, manufacturing, and customer service.

## **Media and Communications**

**Aprimo**

**United States**

When AT&T Consumer Marketing faced challenges on an executing effective marketing campaigns, they chose Aprimo's Marketing Resource Management solution on Azure. The solution has streamlined the workflow of AT&T's customer marketing campaigns, automated the event review and approval process and improved complex interactions and relationship with fulfillment vendors. Aprimo's solution accelerated AT&T customer marketing campaigns speed to market, reduced duplicate workflow costs of \$2 million dollars and increased the revenue as end result by \$35 million dollars.

## **Microsoft CityNext**

**Bentley Systems**

**United States**

Bentley Systems has demonstrated for the second year running, excellence in innovation and implementation of customer solutions based on Microsoft Cloud technology. Around the world, engineers, architects, constructors and owner-operators are using Bentley's software solutions to accelerate project delivery and improve asset performance for the infrastructure that sustains our economy and our environment. The Bentley Connected Data Environment (CDE) powered by ProjectWise on Microsoft Azure has enabled a Regional Development Authority to manage the planning, design and construction of an exciting large-scale infrastructure project which will reduce congestion, provide faster access to air and sea-ports and accelerate the economic development of the region. ProjectWise uses the reliability and scalability of Azure to securely connect the geographically dispersed team of organizations and individuals collaborating on this project and thousands of other infrastructure projects around the world.

#### **Mixed Reality**

**PTC**

**United States**

PTC is a \$1.3B global software company that drives industrial digital transformation by enabling companies to design, manufacture, operate, and service things for a smart connected world. At Howden, an industrial product manufacturer, PTC deployed an MR solution using its Vuforia Studio and Microsoft HoloLens 2 to improve the service experience. Incorporating real-time and historical IoT data from PTC's ThingWorx® Industrial IoT platform and Microsoft Azure, Howden is providing immersive hands-free experiences created with Vuforia Studio for HoloLens 2 so their workers can improve their manufacturing, service and training processes to unlock new business opportunities and better meet the needs of their customers. Howden is saving millions of dollars and expecting to save millions more on an annual basis across customer service, engineering, manufacturing, and contractor reduction. Azure consumed revenue has accelerated to more than \$22k per month and is expected to exceed \$50k per month next year.

#### **Modern Desktop**

**Glück and Kanja Consulting AG**

**Germany**

Glück & Kanja Consulting AG is one of Microsoft's top partners in Germany – having maintained the highest levels of partner certifications and gold competencies for the past 20 years. Their 100% Cloud Architecture Blueprint shows how the future workplace can be built and deployed in a future-proof way. With the customers' support, Glück & Kanja pursues an evergreen cloud strategy that fully leverages the entire Microsoft 365 suite. As part of their strategy, Glück & Kanja also provides companion security services via their Security Operations Center. Starting in 2018, Glück & Kanja has helped the leading energy providers in Germany migrate to the Microsoft Modern Workplace; these companies collectively represent 40,000 staff and millions of customers. Glück & Kanja has had a massive impact across multiple customer accounts and almost the entire German electric utility space thus allowing customers to experience the full power of the Microsoft 365 suite.

#### **Modern Workplace Transformation**

**Phoenix Software**

**United Kingdom**

Phoenix Software is a UK partner committed to driving social value, inclusion and accessibility in the public sector through modern workplace transformation solutions and services. They are a leader in Value Discovery Workshops (VDW) deliveries and CIE for the BVP Champs programs with a record of growing both existing and new customer. Last year, Phoenix delivered the full suite of Microsoft 365 solutions to Vale of Glamorgan Council (VoG) in the UK. VoG has 2,700 staff and 128,000 citizens operating in an area characterized by disparate communities and under-resourced areas where accessibility is important because of the aging population, social problems and the rurality of the region – which represents the reality of the Public Sector and the many challenges they face. Through the deployment of Microsoft 365, Phoenix enabled a digitalized workforce using Teams, data and AI, enhanced productivity using O365 and Surface devices and empowered remote & office-based users with real-time data access. By the way of Windows accessibility features and translation software, as well as an extensive change management plan, Phoenix has empowered every member of VoGs workforce into the modern workplace through digital transformation.

#### **OSS on Azure**

**HashiCorp**

**United States**

The challenges with maintaining legacy data centers include high costs, slow deployments, and the constraints of physical hardware. Azure's cloud solution addresses the limitations of hardware and improves scalability, but manually provisioning Azure infrastructure can be time consuming and prone to operator error. Customers need a way to provision Azure infrastructure repeatedly across an

entire organization, regardless of region, and be able to iterate on that infrastructure without having to redeploy everything. The HashiCorp Terraform solution provides a tightly integrated Infrastructure as Code methodology to the open source community. The Terraform Azure provider enables operators to provision and manage a majority of native Azure and third-party services like Datadog, Cloudflare, GitHub, F5, and Palo Alto Networks into Azure environments through a single centralized workflow. Terraform on Azure has grown by almost 3x since the beginning of the year.

### **Partner for Social Impact**

#### **illumiance Solutions**

##### **Australia**

The Federal Government of Australia introduced the National Disability Insurance Scheme (NDIS), which provides information, support, and funding for over 460,000 permanently and significantly disabled people. The strict compliance criteria and business model requirements was putting providers at risk of being unable to attract funding to help those most in need. To combat this, Illuminance Solutions developed an integrated client and services management platform leveraging Dynamics 365, the Nonprofit Common Data Model, and Power Apps. Now care sector providers can increase transparency and quality in service delivery, grow and develop their workforce capacity to deal with demand, automate previously time-consuming administrative tasks and remain compliant with NDIS requirements. Organizations are already recovering up to an additional 2% of revenue and seeing cost savings equal to 5-6 FTEs per service organization thus empowering them to focus on their mission to deliver critical social impact.

### **Power BI**

#### **Nihilent**

##### **United States**

Nihilent has demonstrated a comprehensive approach to transform data from multiple sources into business insights so that businesses can take quick data-driven decisions. In their SightN2™ for Warranty Analytics solution, Nihilent leverages Power BI and several Azure services (Azure Blob Storage, Azure SQL Data Warehouse, Azure Analysis Services and Azure App Service) to empower customers to modernize their warranty operations with early detection of trends and quality issues, resulting in improved warranty reserves and forecasting capabilities.

### **PowerApps**

#### **Catapult Systems**

##### **United States**

Catapult Systems has been deeply engaged with Microsoft Power Platform and has demonstrated the advantages of bringing together the entire Power Platform (PowerApps, Microsoft Flow & Power BI). With their existing capabilities of Modern Workplace and their flexible app building framework, they're truly able to modernize applications and automate business processes for customers. Through their IP and services, they empower customers to digitally transform their daily operations so that customers can deliver better results and take smarter decisions. Catapult Systems has demonstrated that PowerApps minimizes app development time and cost, accelerates digital transformation, and efficiently exceeds the needs of its customers.

### **Project and Portfolio Management**

#### **Wicresoft**

##### **United States**

Over the past year, Wicresoft has demonstrated an outstanding Microsoft Project Online consulting services practice that delivers tangible & consistent business value to our customers in their Project and Portfolio Management initiatives. To achieve this, they have not only focused on making strong investments in developing their Project Online practice, but they have also developed a sound marketing engine fully engaged with our local Microsoft Sales & Marketing teams. Wicresoft has also demonstrated to be a strong innovator in the Project Online business by developing solutions & products that further enhances our current Project Online value proposition. As evidenced by its customer testimonials, Wicresoft proved that a Project Online Partner can succeed in developing scale and depth to deliver outstanding Project and Portfolio Management solutions through Microsoft Project products.

### **Retail**

#### **Obase**

##### **Turkey**

The solution solves one of the most challenging and costly problems for retailers that of replenishment. The partner articulated clearly how the solution solved the issue for the customer and how they use Microsoft technology for competitive advantage.

**SAP on Azure**  
**Capgemini**  
**United States**

Capgemini and Microsoft deliver digital transformation to Coke One North America (CONA) by migrating CONA's SAP HANA environment to Azure. A key challenge was to get all 12 bottlers to agree to the migration. Because a migration of this magnitude had never been tried, bottlers faced the risk of outages and business disruptions. The migration would impact 22,000 users. During the seven-month project, Capgemini and Microsoft worked with CONA to design and migrate the world's largest SAP HANA landscape to Azure. This has led to \$4M in annual cost savings for CONA and cost efficiencies for the bottlers provides a significant return on Investment.

**Security and Compliance**  
**InSpark**  
**Netherlands**

InSpark is a Managed Services and System Integrator and one of the top security and digital transformation partners in Netherlands. With their Managed Security solution, they offer protect, detect & respond services for modern workplaces as well as modern hybrid Data centers. InSpark implements automated security baselines using highly standardized designs, on top of which they build their own software (IP) to shorten deployment time and accelerate active usage. A customer portal - with features such as 1-click onboarding, zero-day malware reports, VIP user tagging and security insight reports – delivers their added value. InSpark also applies custom automated response & investigation by using their tailor-made correlation engine and they've integrated 3rd party ITSM solutions for SLA-backed security incident response. All this was made possible by using the Intelligent Security Graph API. The solution is called: Cloud Security Center (CSC).

**Teamwork**  
**Cloud Productivity Solutions Limited**  
**Kenya**

Cloud Productivity Solutions is one of the leading solution integrators in Africa. They focus on helping customers realize the broad power of communication and collaboration. Cloud Productivity Solutions was able to deliver a set of breadth services across Office 365 to help a large telco in Kenya revolutionize their entire communications and collaboration infrastructure which led to improved security allowing employees to shift off shadow IT SaaS services without fear of data breach, decisions are now made much quicker and project execution improved. Their customer took advantage of Microsoft Teams to manage employee collaboration across files, chat and meetings, and automated business processes such as proposals generation to increase company efficiencies. Cloud Productivity Solutions led this change with a coordinated adoption and change management plan which helped their customer transform how employees engaged across the company.

## **2019 Microsoft Partner Network Partner of the Year Award Winners – Country/Region**

**Argentina Partner of the Year**  
**VU Security**

VU Security is a partner that represents our evolution as a company. An ISV fully committed with our technology, based on Azure, helping our main Enterprise customers (both commercial & PS) to increase their security based on face recognition and other cognitive services.

**Armenia Partner of the Year**  
**Dom-Daniel**

Dom-Daniel, a partner dedicated to Microsoft stack, kick-started the 4th industrial revolution wave in Armenia in 2016, fostered partnership between FinTech and Banking with Fintegration hackathon and challenged themselves and their customers to evolve

into a unity of providers that drive our mutual end-customers forward. In the last year, Dom-Daniel has delivered staggering growth in Azure for Microsoft in Armenia through its managed Azure services offering. With almost 150% growth in Azure business, Dom-Daniel continues its transformation from an on-premise transacting systems integrator to a service provider that delivers whole stack of managed services to their customers, including trainings and support. Dom-Daniel cloud business growth prove the success of Dom-Daniel's transformation and dedication to Microsoft stack.

**Australia Partner of the Year**  
**Modis**

Modis have developed an innovative, AI led data analytics solution for a state based police agency. Söze enables the rapid analysis of huge volumes and types of data to help police departments, identify investigative avenues and solve crimes faster. Working with Microsoft, Modis saw an opportunity to develop a practical and easy to use data analysis solution. Built on Microsoft Azure and hosted in Azure Australia Central Regions, Söze helps investigators respond to threats and solve crime with astonishing speed and scope thus managing 18 years' worth of manual analysis in just a few minutes, at a depth never seen before thereby dramatically improving efficiency and outcomes for the policing world as a whole. This solution and the partnership between Modis and Microsoft have been able to significantly shift the dial with Australian law enforcement thus gaining the interest of other police agencies in Australia, many of whom were previously cloud adverse.

**Austria Partner of the Year**  
**ITSDONE Holding GmbH**

ITSDONE Holding GmbH has a broad understanding of the dynamic digital transformation which currently takes place worldwide. Based on their vision and daily motivation ITSDONE is offering well defined solutions across the whole Microsoft cloud portfolio. What makes ITSDONE special is that their value creation chain is fully aligned to the Microsoft service portfolio. This shows especially in their push towards public cloud. ITSDONE built up their own DC migration journey motion in order to bring more value to their customers. Furthermore, they were early adopters on many innovative Microsoft technologies like Windows Virtual Desktop or SAP on Azure since 2016. ITSDONE delivered the first big SAP on Azure live migration from SAP ERP/SAP BW/SAP PI to Azure IaaS in Austria. They share Microsoft's vision around the intelligent cloud which manifests in their creative and innovative portfolio as well as their marketing messages and solution offerings.

**Azerbaijan Partner of the Year**  
**SMART business**

SMART business aligned with Microsoft Azerbaijan strategy to develop Oil and Gas, Public Sector, Retail and FSI industries to optimize costs and transform businesses. In addition to open local office in Baku, SMART Business launched a CSP portal for Azerbaijan customers. During last year, in cooperation with Microsoft Azerbaijan, SMART Business developed a significant demand on Dynamics 365 platform and implement solutions, that help Azerbaijan customers from different industries optimize their operations, transform products, engage customers and empower employees. For Microsoft Dynamics professionals, SMART Business hold weekly meetings – SMART talks and workshops. Every Thursday SMART Business present new Microsoft technologies, updates, functionalities and best practices of Dynamics products' implementation. Every meeting is recorded and available for free at video hosting platform. In 2018, SMART Business extended the agenda of SMART talks by adding topics related to Microsoft 365 and Data & AI.

**Bahrain Partner of the Year**  
**Almoayyed Computers**

Almoayyed Computers is one of Bahrain's leading ICT Solutions Company operating across multiple industries. Long-standing Microsoft LSP partner, Almoayyed has embarked on a transformational journey moving from traditional reseller model to systems integration as well as providing managed services. As a multi-cloud vendor, Almoayyed Computers delivers solutions that ensure that each customer operates efficiently and securely. Almoayyed Computers has won and delivered successful Microsoft security and mobility projects to major government customers such as Ministry of Foreign Affairs, Parliament of Bahrain and Bahrain Petroleum Company. Almoayyed Computers is aggressively adopting a Cloud First strategy which reflects in their strong Cloud Mix, Cloud Revenue and Consumption YoY Growth as well as cloud customer acquisition across the three Microsoft Clouds.

**Bangladesh Partner of the Year**  
**Corporate Projukti Limited**

CPL is one distinguished partner for MS Bangladesh, having 100% business focus on Microsoft related products/services. With 28+ experienced technical associates, they showed some promising achievements this year such as YoY, CSP growth 170%, Azure growth 64%. Was involved to onboard the first FSI (IPDC Finance Ltd) in Bangladesh to embrace cloud O365 for all their users. Approximate, yearly revenue prediction is USD60K per year. CPL also closed the largest NGO deal (ASA) in the country contributing 6,000 active users, has Key Azure Customer wins (eApp Air, Transcom, Akij Ltd, ZXY Ltd) for Bangladesh, Partner-led MTC/Ignite visit in Singapore for 20 Customers in year FY19, Cricket tournament for Customers fully organized by CPL, CPL has achieved GOLD competency in Small & Mid-Market Cloud Solution, Messaging; Application Development and Data Center. CPL is also the Top EM SKU billing partner for Bangladesh for FY19.

### **Belgium Partner of the Year Proximus**

Proximus is the incumbent Telecommunications operator in Belgium and a Digital Managed IT Service Provider in Benelux and abroad. They have built out a strong IT ecosystem of digital transformation experts by acquiring multiple companies in key solution areas like IoT (Umbrio), App Development (Unbrace), Data & AI (Codit), Security (Davinsi Labs) and Smart Mobility Services (Be-Mobile), all centered around Microsoft technologies and solutions. Their broad range of Cloud-first value propositions across our 4 workloads resulted in FY19 in an acceleration of innovative projects and wins like NMBS (Digitize the frontline worker) and Nxtport (Data Driven Digital Economy), across small & medium businesses to enterprise. Proximus strong sales and marketing engine, combined with their multi-domain and multi-segment approach, 100% commit on Azure Cloud Services and continuous investments in a transformative services portfolio, is highly valued in the market and results in a strong partnership with Microsoft.

### **Bermuda Partner of the Year Maureen Data Systems, Inc.**

Maureen Data Systems, an NY based System Integrator, that in FY18 expanded its reach to the Caribbean as an ask from Microsoft. when Maureen Data Systems began, they had just been enabled as a managed partner and started engaging in some Caribbean accounts that was identified by the following opportunities: Leverage the investments in senior reps, travel budget and a formal marketing organization to accelerate GTM initiatives as well as leveraging their capacities as highly skilled partner with experience serving solutions to Enterprise accounts with complex needs to engage a set of Tier 0 Corporate accounts. The results were as follows: MDS held 18 in person events in alignment with OCP GTM throughout the Caribbean with focus on different solution pillars. With over 10 opportunities in pipeline and over \$1 mill in revenue forecasted. Maureen Data Systems also won two compelling deals with two of our Tier 0 Corporate accounts: Allied World Assurance Company (AWAC / AIG) and Nephila. The case of AWAC, involved synergy and alignment with MSFT to drive Azure amidst a situation that presented a very complex technical challenge and a compete with AWS. Once the MDS proved their solution it resulted in a \$300k Azure commitment and a win over AWS.

### **Bolivia Partner of the Year SoftwareOne**

SoftwareOne has shown a lot of commitment to positively transform the Bolivian Market along the years. As LSP, they have the biggest commercial and technical team in the country and have achieved consistent overall and cloud growth over the years in a very tough regulatory environment for public cloud solutions. They managed to find the formula to innovate and add business value on top of our services through their own IP co sell solutions and their packaged services. This is clearly showcased in the Sociedad Molinera industrial business case, where through an in-depth assessment of the situation of the customer and their business objectives through their Advisory Services, and a detailed technical assessment with their own local and regional team, they managed to close one of the first SAP on Azure deals in the country, achieving high level of satisfaction on a very complex project and realizing a 45% cost savings year over year and 75% more productivity for the IT team in charge of the infrastructure of the solution.

### **Bosnia and Herzegovina Partner of the Year Logosoft d.o.o.**

During year 2018, Logosoft was actively working with Sberbank d.d. in Bosnia and Herzegovina on creating a project for implementation of Modern Workplace based on Microsoft 365 technologies. Sberbank d.d. is one of the largest banks in the country, and also one of the banks with largest growth in last few years. As Logosoft is the first Microsoft partner in Bosnia and Herzegovina (since 1998), also the first CSP in the country and one of the largest IT companies in the region, Sberbank management decided to start negotiation and consulting work with Logosoft on Microsoft cloud. As a result of successful implementation of Microsoft 365 technologies, Sberbank d.d. was invited to present this case on the largest IT conference in Bosnia and Herzegovina,

called Network. Sberbank and Logosoft will continue to work on additional expansion of this project. Most likely, we will start with MFA implementation followed by some analytics services. We strongly believe that successful implementation of this project established a very good base for further deployment of Microsoft cloud services. We continue to work with this partner, and sincerely hope that we will have another successful Microsoft based project for the next year.

**Brazil Partner of the Year**  
**Brasoftware**

Brasoftware has shown great partnership with Microsoft for this past year. They are our biggest partner in IP Cosell with more than 66 wins. They have developed their P2P model, invested in ISV enablement models. Brasoftware also created a new innovation area inside their company, driving transformation projects with their customers. All these actions led to great ACR and CSP Revenue results and high ACA and OCA contributions. As one of last year's finalist, Brasoftware has performed and transformed significantly during the last year growing its way to become this year's Country Partner of the Year.

**Brunei Partner of the Year**  
**Tech One Solutions Sdn Bhd**

Tech One Solutions Sdn Bhd (Microsoft Gold Partner) has always been a strong partner who focuses in moving customers to cloud. Tech one Solutions has shown strong performance in FY19 by consistently delivering strong triple digit of YOY growth in revenue (582.0%) and Cloud revenue (88.4%). They have shown a great commitment in continuing to expand digital transformation momentum in Brunei for all segment. The Tech One Solutions team has always been very responsive and are willing to accept suggestions in each of their opportunities. This partner continues to show their commitment by achieving 8 gold & 6 silver competencies such as cloud platform & productivity. In FY19, they managed to score Brunei's first M365 Education Enterprise customer for 334 seats. One of their biggest wins was also with a local bank on their modern workplace transformation of USD \$1.4M (Total 3 years contract on EA) with a mixed of M365 E5 (x200), Win E5 (x900), O365 E5, Azure YOY Revenue Growth (FY19 vs FY18) 70%. Partner has shown us a growth mindset where they are always looking to improve their solutions designed to meet customers' business needs. The team have always been open to working with other ISV Co-Sell partners as they are aware that they may not have the expertise to be experts in all Microsoft solutions.

**Canada Partner of the Year**  
**Long View**

Long View's strength is in adding value to their clients' business through transformation with significant and positive impact on cost savings, customer satisfaction and productivity improvements. With their customer-centric model, Long View is driving substantial growth with multiple Microsoft cloud offerings including Modern Workplace and Azure Cloud products and services and continue to expand their Microsoft-led practices adding Data & AI and Cyber Security to their portfolio. Long View's commitment to Microsoft, strong sales engagement with the Microsoft field and focus on transformation make them an ideal Country Partner of the Year.

**Cayman Islands Partner of the Year**  
**Kirk Office Equipment Ltd**

Kirk Office Equipment is based in Cayman Islands and continues performing while transforming from a traditional Infrastructure partner to a Cloud Solution Provider by advancing their multi-year strategy of increasing their Caribbean market footprint. In FY19 Kirk Office Equipment has been growing investments with Microsoft adding over a dozen new Microsoft certifications, doing new hires and training of existing staff. Kirk also wants to grow the Business Intelligence practice (Power BI) and for that, they've hired software developer that will help to grow the practice as well as help their clients to enable their data and gain valuable insights; becoming a truly trusted advisor to SMB and corporate customer and helping them with their digital transformation journey. Leading key deals of O365 like Office Ombudsman with a 40% cost savings. Understanding that this entity operates in a fair and independent manner to decide whether injustice has been caused by improper, unreasonable government misconduct, Kirk Office Equipment identifies the necessity of providing solution on the trust cloud that had mobile collaboration and security with Office 365 and EMS. This partner has grown SMB Rev YoY 305%.

**Chile Partner of the Year**  
**GeoVictoria**

GeoVictoria is fully aligned with our ISV program and Co-selling initiatives; First partner publishing in Azure Marketplace in Latam, One of the first partner using GTM Desk from Corp and Latam, More than 100 opportunities shared with us in Partner Sales Connect,

33 IPCOSELL wins YTD in Latam (Ranked has Number 2) impacting in several subsidiaries (Chile, Colombia, South, Argentina). They are forecasting finish FY19 with 48 ipcosell wins. In addition, In Chile they close 28 wins YTD, total USD 1.7M Total Contract Value, representing in 170k ACR, Closed big deals like SMU 500k, CMPC 120k, Megasalud 115k, Working with all Channel Managers in different Subs to generate leads, 1:1 Meetings with AM from Enterprise, targeting the customers and sending letters to introduce GV, Speed dating with Corporate Accounts, Participation in several Events co-funded by Microsoft and Geovictoria and Participation in EBC for Corporate Accounts in Fort Lauderdale. GeoVictoria is leading in Geo-expansion by Investing in the process to open new operations in new Countries. During FY19 they opened (Brasil, Colombia, Uruguay, Paraguay and España). They already have presence in Argentina, Peru y Mexico. GeoVictoria is learning in Partner 2 Partner (P2P) initiatives, where they have alliance with Softline, Brasoftware, Vision to Cloud, Comparex and many more to promote Geovictoria in many customers and had Azure Impact Not only they are impacting 170k in ACR through IPCOSELL, they are growing in more than 110% they own ACR. From 163k in FY18 to 350k in FY19. This year is where our partner has to evolve with AI initiatives and they developed 3 new functionalities; They are using face recognition to identify the worker and mark the assistance, Anomaly detection in case of fraud detection and Chatbot to increase the efficiency and customer support. Geovictoria just sent 4 people to Build (Developer Conference in Seattle). They are working very closely to further develop Big Data opportunities in our Enterprise customers.

**China Partner of the Year**  
**SYSTEX China Ltd.**

SYSTEX China, a member of the SYSTEX group, has been one of Microsoft's top partners in China since 2009. With strong technical capabilities and huge customer base in GCR, it experienced successful “digital transformation” in developing the cloud business, which helps them transformed from a traditional LSP to a cloud MSP. At the beginning of FY19, they launched a full lifecycle cloud solution, including cloud migration, cloud management, cloud protection and cloud application, which also integrates 3 Clouds of Microsoft. The “4 cloud” solution becomes outstanding among all cloud management platform solutions built on Azure and made a big success. They are also transforming into a more service-oriented business partner who provides integrated services of IT Infra – Business Applications - Data Services - Business Intelligence to China customers and help them Go Global with Microsoft latest technologies. With the successful digital transformation progress and outstanding achievements, they have deeper partnership with Microsoft and contribute more as Managed Service Provider.

**Colombia Partner of the Year**  
**Westcon Group Colombia Limitada**

Westcon Group Colombia is a value-added distributor that aims to enable channel partner to transform their customer’s business through the use of technology. In the center of all this transformation is the Microsoft cloud technology. It is well positioned in technical expertise and has a strong ecosystem of partners playing in the data-center, security, and networking areas. This position allows the company to develop a strong play on hybrid cloud environments. FY19 Big bets and Highlights: SAP ON AZURE Mom with 50% ACR, 250% with Azure RI, Total customers: 16, pipeline: +40 new customers. AZURE COMPETE OFFER: WINS: ARUS, Competitor AWS. Heinsohn Business Technology SAS, Competitor IBM local infrastructure 3. WIX – WESTCON ISVs GTM PROGRAM: Neurona Tecnología Financiera: ACR US\$ 2k/month. RI US\$ 12k. Personal Software: ACR US\$ 1,4k/month. Q10 Soluciones SAS: ACR US\$ 6k/month, RI US\$ 5,2k. Fatica SAS: ACR US\$ 3k/month. Omnicon SA: ACR US\$ 0,7k/month. Arco Sistemas SAS: ACR US\$ 0,7k/month.

**Costa Rica Partner of the Year**  
**ITCO**

ITCO partner from Costa Rica and Panamá has been working very in line with Microsoft strategy, they have grown the business and now is focused in helping customers journey in digital transformation powered by the Microsoft Cloud. The Customer Garnier & Garnier has been involved in the design, construction, sales and promotion of multiple and successful real estate projects: Industrial parks and free zones, shopping centers and exclusive resorts and residential condos. We were able to position SAP Hana on Azure as an integral strategy to boost digital transformation process and make their business more robust and efficient. ITCO guided Garnier & Garnier through the process of moving away for a traditional SAP deployment involving high costs of hardware and operations to a streamlined one in Azure.

**Côte d’Ivoire Partner of the Year**  
**INOVA Consulting Services**

Established since May 1999, INOVA Consulting Services is an IT company which has its head office in ABIDJAN – Côte d’Ivoire. INOVA specializes in software development, system integration, networking infrastructure, and Training. INOVA has been a Microsoft

Certified Partner and training center (CPLS) since 2004. INOVA is a traditional LSP with a team having a growth mindset. They change the whole company strategy and have embraced the Digital transformation journey by shifting from a purely transactional partner to an SI with built packaged solutions around Azure and modern workplace and a strong partner ecosystem; With iMaaS an integrated service management, application management and systems management on Azure, to give customer the holistic view of his IT environment and business services, INOVA is transforming accounts in aviation sector and pharmacy sector. Inova in Numbers: 80.6% Cloud Mix, 190% Cloud Growth, 82% ACR Growth.

**Croatia Partner of the Year**  
**Hrvatski Telekom d.d.**

Hrvatski Telekom is biggest telco provider in Croatia. In Microsoft services portfolio as CSP partner, we have Office 365 licenses, Project licences, annual licences and now we are working on Azure services and M365. What is specific and what differentiates us from others are those core telco services that we bundle as one solution to our end customers. We have a dedicated ICT helpdesk that is always available to our customers, doing the additional services such as: migration, domain set-up, consultations about Microsoft services. We have created one bundle solution where customer gets their fixed, mobile service, ICT equipment and Office 365 licences. With this solution we have growth of 180 % per year and have implemented 1300 licences. Plus, we have we have overall active above 16000 licenses of which we day to day support.

**Curaçao Partner of the Year**  
**Inova Solutions**

This year Inova Solutions and Net Pro Group celebrates their 10th Anniversary in the Caribbean, and for one more year, Curacao based Inova Solutions and Net Pro Group continues performing while transforming from a traditional LSP to a Cloud Solution Provider by advancing their strategy of increasing their Caribbean market footprint and share. In FY19 Inova performed by growing investments, establishing and evolving cloud services opportunities in existing and new customers in the Caribbean in close collaboration with Microsoft field, leading to key deals like The Central Bank of Curacao and St Maarten. For this particular case, Inova Solutions and Net Pro Group assisted the customer in their Digital transformation journey, executing an assessment of their current IT infrastructure and identifying an Intelligent solution, Microsoft 365 E5 (Teams, Exchange Online, Sharepoint Online, Identity Protection, Device Management and Information Protection) to empower employees to be creative and work together securely. This impacted positively in the customer because it created a collaborative modern workplace, where employees can chat, drop virtually into meetings, take notes and share documents from anywhere through a secured cloud. For this customer and many others, Inova differentiates from their competitors because they provide an end to end solution which includes: Assessments, Training, Deployment, Adoption and Support.

**Cyprus Partner of the Year**  
**Dot.cy Developments Ltd**

Dot.Cy is the partner with the highest influence in the local market (Greece and Cyprus) related to Dynamics 365. They have been driving significant Dynamics 365 wins both locally (National Bank of Greece, Hellenic Bank, Dixons) as well as in other regions (The Dorchester Collection, Armani Hotel, Louvre Abu Dhabi). They have significantly invested in key industries (Banking and Hospitality), building vertical add-ons which add major value in our Pre-Sales discussions with BDMs. On top of the Dynamics 365 focus, they have invested on Data and AI integrating it with a customer build Intelligent Agent complementing the ticketing solution. In regard to the Hellenic Bank project, they have integrated Dynamics 365 with the various banking systems creating complete customer profiles and providing a 360-degree view of the customer contributing to the Digital Transformation of the Bank.

**Czech Republic Partner of the Year**  
**Unicorn Systems**

Unicorn is continuously developing capabilities towards Microsoft cloud based technologies. Technical affinity of the partner, skilled and experienced cloud architect and strong own IP lead to a significant Azure deal win (\$2M Azure), that has strong influence on the overall subsidiary performance. Despite problems partner remained focused and dedicated to the Microsoft technologies. Partner is significantly investing into Microsoft cloud resources, expanding to advanced workloads (AI, machine learning) and increasing footprint on the Czech and Slovak market in Public sector, EPG and Commercial. Unicorn Systems is continuously cooperating with Microsoft to develop further significant Azure based deals, is very active in IP co-selling especially in EPG. Unicorn just recently acquired Gold Cloud Platform competence. Unicorn is actively bringing new opportunities to Microsoft and is a strong promoter of successful cooperation with Microsoft.

**Denmark Partner of the Year**  
**Kapacity**

Kapacity is investing 100 percent on a cloud-based business model where they develop innovative digital solutions that put customers' data into play – both for optimization and transformation of their customers business. It has been interesting and admirable to follow Kapacity's own development and to see how they have become front runners for digital transformation journeys based on the latest cloud technologies. Additionally, their impressive business development and admirable investment in Data Science and artificial intelligence. Their solutions are based on the most modern cloud technologies to deliver innovative solutions to customers across industries and segments.

**Dominican Republic Partner of the Year**  
**C-ven Technologies**

C-ven Technologies is a consulting business specialized in cloud services (M365, Dynamics 365 and Azure), dedicated to providing integrated and intelligent solutions for business automation to small, medium and large enterprises mainly in the Dominican Republic and overseas in Puerto Rico and US. This partner has successful implementations with Dynamics 365 verticals in the Financial, Insurance, Real Estate, Engineering and Education sector and is growing 999% YoY in FY19. Taking on SAP on Azure as a priority within their Azure strategy, to provide their customers the most performant and scalable cloud for their SAP applications, we embarked in co selling to the customer SUED & FARGESA, the most important pharmaceutical laboratory in Dominican Republic. C-ven proposed to migrate their workloads from SAP to Azure, allowing the customer to manage transactions and analyze data to accelerate their business processes, obtain business intelligence, simplify their IT environment and get the maximum performance possible. This project will produce the following quantitative benefits: Performance growth 150% on SAP applications, reduced by 30% the cutover timings for core SAP migration to the cloud and request processing time will be reduced by 60%.

**Ecuador Partner of the Year**  
**BUSINESS IT**

Business IT has fully embraced growth, business acumen, technical expertise, and customer satisfaction as the pillars for their transformation and for leading customers in their cloud journey. Business IT keeps innovating, providing value solutions to customers and working collaboratively with our teams. This year's case solved a very painful lack of real time stock information for Graiman Industry Group, a large manufacturing company of ceramic overlays for floors and walls exporting its products to North and South American countries. The lack of real time stock information for more than 142 distribution channels and direct outlets was affecting sales, customer satisfaction, and was generating productivity complains across its salesforce. The solution integrated information from ERP (SAP) and CRM (JD Edwards), to empower the employees with information and mobility, eliminate information gaps, make the corporate processes more dynamic, and close and facilitate communication through a virtual counselor.

**Egypt Partner of the Year**  
**HITS Technologies**

HITS specializes in developing human capital, Data & AI products/solutions to manage, serve and secure organizations over cloud using Microsoft's latest technologies of IoT. Over the course of 20 years, HITS has become the most prominent and customizable people management software solutions company, across MEA. In FY19 HITS successfully secured an Azure EA annual commitment with 25% YoY Growth. In addition to 35 % Co-Sell Deals, and 32+ Co-Sell Opportunities in the Pipeline on MSX. HITS is the most active SI in GTM and Cross-Border Demand Generation (MEA & MCC). Having impact with significant GTM investments within DA/AI & IOT workloads. They are also considered to be the top partner in Egypt for Inbound deals creation and closure which confirms their commitment to make the most successful impact on Azure. HITS' latest win was with Pfizer in 19 countries across the region, competing with many international providers. HITS also conducted the largest Government PoC with the Ministry of planning in a capacity building program for Smart Access Solution on Azure using Microsoft Cognitive services and Power BI for analytics to demonstrate the punctuality of attendees for the Egyptian government's decision makers. HITS researched Azure Ethereum Consortium Blockchain and have commercial solutions in IoT Access Controller built over windows IoT core, to automate & control for any profile through multi-identification universal devices including Face Recognition, RFIDs, Fingerprint and many more certified sensors that amazingly achieves full-fledged Smart Access Solution on Azure. Also, HITS is Using Xamarin, DevOps and advanced Azure Services in Research and solutions Development.

**El Salvador Partner of the Year**  
**GBM de El Salvador**

The excellent relationship and teamwork dynamics between local GBM and Microsoft teams have been key to bringing awareness to the market of this offering and making it a real best seller. GBM Smart Desk is a business line created in GBM (LSP and CSP partner) that provides customers insights through platform health and incident reports, Through Smart Desk, GBM has been able to increase customer satisfaction to 78% CSAT, above industry standards, and has been able to empower more than 5,000 users in El Salvador while increasing overall GBM Microsoft revenue related products and services by 220% YoY. GBM is committed to an increase in cloud adoption and triple the Azure consumption with existing and new customers through this solution.

**Estonia Partner of the Year**  
**TVG Eesti, OÜ**

Developing a strong partner ecosystem, utilizing the SureStep approach, has been from day one TVG's foundational focus in CSP business plan. Currently TVG has 160+ CSP indirect Partners, 100% growth versus the previous fiscal year. Tapped within smaller, previously non-cloud partners in the market, they set a challenge to focus on "long tail" recruitment and development activities. They see growth in all aspects – Partner reach in O365 and Azure, growth of revenue as well as profit. Furthermore, they recruited partners who are completely new in local IT market by choosing creative digital marketing approaches and activities. Significant portion of new recruited partners has come from social media campaigns (Facebook, LinkedIn, Google). They also understood that a simple to use, intuitive and feature-rich platform, will compliment all marketing and sales activities driven by Partners in their customer transformation journey. They decided to develop their own – building on Magento e-commerce technology, powered by Microsoft Azure. Choosing to host it on Azure was a strategic decision, which has supported building the core engines and tools of TVG's platform and grow our own internal expertise about Azure.

**Finland Partner of the Year**  
**Nordcloud**

Founded in 2011, Nordcloud is a European leader in public cloud infrastructure solutions and cloud native application services. Nordcloud has been an instrumental pioneer in Finland for evangelizing and realizing Microsoft Azure value for customers through their experience and services. Nordcloud – foundation and heritage in Finland – has had a crucial impact for public cloud and Microsoft Azure adoption in Finland, making Finland as a global leader in public cloud and Microsoft Azure adoption.

**France Partner of the Year**  
**Talentsoft**

Talentsoft is an ISV that aims to become the first HR Tech platform in Europe, which will make them the N° 1 destination for market innovations in HR. Their solution digitizes HR processes and provides a better working experience to employees. Our partnership has really accelerated this year in several areas such as product integration with Azure (IA services), Teams, Graph and LinkedIn, co-sell in France and Europe, P2P with Services Partners and co-marketing activities. We have chosen this partner because the value of their HR IP backed by our platform provide an amazing value proposition to the users in companies. Satya and Rajesh have highlighted their integration of Microsoft Graph in Talentsoft's solution during their keynotes at BUILD 2019. Talentsoft has increased their ACR from \$370K to \$1,2M, by signing 50 IP Co-Sell European deals, by earning 285 new customers and by reaching thousands of users and HR experts.

**Georgia Partner of the Year**  
**UGT Ltd.**

For more than 20 years, UGT has been a leading system integrator and solutions provider in the Georgian IT market. For more than a decade they are the largest partner for Microsoft in Georgia with up to 60% percent of Georgian sales market share. In line with Microsoft strategy, for the last several years, UGT is actively transforming their business and business of their customers. This Microsoft fiscal year, UGT signed the largest cloud-based deals in banking sector, with the biggest banks in Georgia and showed triple-digit growth of key Microsoft cloud products, like Azure and Microsoft 365. In order to continue and increase the above-mentioned growth, UGT is the first company in the region, who will launch in summer 2019 Azure-stack datacenter and will provide the regional market with Azure-based services and solutions.

**Germany Partner of the Year**  
**Joint Entry: PHAT CONSULTING GmbH, Glück & Kanja Consulting AG, and GAB**

Innovative, bold and highly efficient. In a world of increasing tech intensity, some of our very best partners team up to leverage their complementing skills for maximum customer value. – Partner Consortium Approach| Glück & Kanja, PHAT CONSULTING and GAB Enterprise IT Solutions. Glück & Kanja, PHAT CONSULTING and GAB Enterprise IT Solutions, all long-standing partners with a successful individual history within our partner network have bundled their individual strengths and market access strategy to take their consulting concepts and complementary solution portfolios to the next level and deliver the OneMicrosoft end-2-end platform value to their customers together. Bold and highly efficient: this approach allows for high agility and extremely fast turnaround times while strongly focusing on the enterprise segment and 100% Microsoft Cloud.

**Greece Partner of the Year**  
**OFFICE LINE SA**

OfficeLine is the Partner with an exponential growth in both Azure Consumed Revenue (820%) as well as billed Cloud Revenue. It is the first Partner in the subsidiary that exceeded the threshold of 1M ACR TTM. They have been driving transformation projects in the market and are considered as market maker. They have influenced the transition to Azure for the majority of the managed customers and have landed flagship projects including the PwC project for secure remote access.

**Guatemala Partner of the Year**  
**Gensa Group**

Gensa Group is fully committed partner working with Azure-based BI offerings and custom BI solutions. This represents an increase revenue last year by 25% with more than \$150K in Azure and Power BI sales. Starting from our headquarters in Guatemala, Gensa now has offices in El Salvador, Costa Rica, and most recently, San Francisco. Gensa continues to differentiate itself with high-quality data analytics built on Microsoft platforms. In the case submitted, they recap several customers' success history like Guatemala's CMI - Industria Pecuaria (IP) and PepsiCo.

**Honduras Partner of the Year**  
**Sega**

SEGA is a fully committed partner working with Microsoft. They have a strong case in Honduras with customer Ingenieros Consultores Constructores Electromecánicos. ICCE currently has Office 365 service, due to multiple modernization projects, and in the process of digital transformation, it is necessary to synchronize local active Directory, with the Azure AD that is included in Office 365.

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

KBQuest has been digitally transforming as key ISV of Microsoft. They aim at driving digital transformation for their customer with AI and Analytics technologies, and accelerating adoption with their packaged solutions. In FY19, KBQuest fueled their growth engine by strengthening their sales and marketing muscles, which in return bringing over 180%+ all up ACR impact growth, and doubling IP Co-sell wins just by Mar versus FY18 full year. With their strong experience in Cloud, Analytics and AI, they built several key IPs with Microsoft in FY19. AI-Kehu is one of their unique IP leveraging Microsoft AI technology. AI-Kehu brings businesses to new level of operational efficiency, by tracking the sentiment of visitors and identifying abnormal situation with facial recognition and IoT capability. In one recent project, KBQuest brought AI-Kehu and Microsoft AI on stage the first time at HK Coliseum as an interactive game session in one of the famous local boy band's concerts.

**Hungary Partner of the Year**  
**T-Systems Magyarorszag Zrt.**

T-Systems is the largest and most successful Microsoft LSP partner in the Hungarian Corporate and Enterprise Customer space. T-Systems is also representing a significant System Integrator, Managed Service Provider business on top of their LSP competencies. From Microsoft point of view, they are continuously developing their internal capacities, competencies and acquiring new customers for Microsoft cloud technologies, they have grown by 67% in new business. The intensity of the representation of Microsoft technologies is accelerated from the 1st of July 2019 which is the starting date of their Microsoft Acceleration Center (AC) operation, which is a Big Bet Project in CEE, and both Microsoft and Deutsche Telekom's CEE C-level management is deeply engaged in preparation of the AC.

**Iceland Partner of the Year**

## **Advania**

Advania is well on their way on their Digital Transformation journey with Microsoft and were thus chosen for their commitment, both as a Sell-With partner and their progress in the Build-With program. Their cloud focus is clear and their vision for digital transformation is growing their customer, i.e. through Advania marketplace and Advania consulting services. Advania is not only the largest partner in Iceland and with the best cloud mix in Iceland, they are also the frontrunners in offering ERP solutions in the cloud, e.g. by developing local solutions on top of the new Business Central. They have also increasingly sold Azure to their customers through CSP and have been working on packaging their offerings with managed services, something that looks promising going forward. Advania's growth both in CSP and Business Applications joined with their understanding for the Azure journey is the foundation for our choice of Advania for Microsoft Iceland Partner of the Year 2019.

## **India Partner of the Year**

### **G7 CR Technologies India Pvt Ltd**

By leveraging G7CR's GreenMatters daily resource wise reports, our customers have been able to take real-time informed decisions on resource inventory and optimization. Using Microsoft's billing APIs in its solution GreenMatters, G7CR has enabled approximately 21% cost saving for organizations. The application is currently being used by over 100 Azure customers and has been successfully implemented in 300+ customer organizations across different industry verticals, namely, BFSI, ISV, E-Commerce, Education etc. The partner's revenue growth through Microsoft practices is pegged at over 600% for this year. G7CR is focused at driving 20% MoM acceleration in revenue addition by 20% in existing verticals while going all out for penetrating new verticals such as BFSI. The goal is a 200% growth in consumption revenue by 2020.

## **Indonesia Partner of the Year**

### **PT Awan Integrasi Sandidata (ViBiCloud )**

PT Awan Integrasi Sandidata (ViBiCloud) is a Cloud Service provider company who running their platform using Microsoft Azure Platform and get certified from Microsoft as Gold Hosting & Gold Devices and Deployment and also the only one Cloud OS Network Partner in Indonesia. VibiCloud has proven the growth in revenue & cloud revenue than last year for more than 100 times. Some big wins for them include customer/clients; adopting Azure Stack for payment/E-wallet solutions, large financial companies running DevOps on Azure/Azure Stack, using a hybrid Cloud deployment support to help clean the world's most polluted river and implementing Azure as one of the regulated industries in Indonesia.

## **Ireland Partner of the Year**

### **Spanish Point Technologies**

Spanish Point Technologies is truly a Cloud First partner. The team have been instrumental in driving a profitable consumption-based business on Microsoft Azure. Through the power of the Microsoft Cloud, Spanish Point have been enabling many customers through their Digital Transformation in disruptive Industries. One such industry facing tremendous disruption in the last few years in the Music Industry. Spanish Point have developed software that uses the power of Microsoft cloud technology to process Billions of online music plays per month from music streaming providers, it matches those plays to the correct artists, helping artists to be rewarded for their art. Spanish Point also continue to provided IP Based packaged offerings to over 40 Irish software development companies sharing their knowledge and best practices to help them to scale globally. Spanish Point Technologies are truly empowering people and organizations to achieve more.

## **Israel Partner of the Year**

### **U-BTech Solutions**

With a growth of 300% in CSP incomes through the year, UB-Tech Solutions became our leading CSP partner in Israel! From \$217 per month to \$445, expecting to close the year with \$4M income. Leading as well with Azure CSP - \$270 per month. With their unique practice, making a huge contribution on the business by enabling customers to move from EA/PAYG to CSP without Down Time. UB-Tech are investing a lot of efforts and funds building and forming new engines to help customers with their cloud journey. Along the year, they have recruited an operation leader and a cyber security manager. They invested more than \$100 in GTM engines and recruited 23 new FTEs, 8 of them are cloud architects. They also developed a designated IP-CO-Sell solution and brought innovation to the education vertical. UB-Tech are focused on Microsoft's services only and they achieved 8 gold competencies.

## **Italy Partner of the Year**

### **Var Group Spa**

Var Group had an impressive growth in successfully delivering compelling solutions in the Italian market across all three Microsoft Clouds. Thanks to its assets and key competencies in driving modern workplace and mobility solutions including Microsoft devices, security, hybrid cloud solutions, datacenter transformation, managed services, intelligent business applications, analytics, IoT and AI, Var Group developed some of the most complete digital transformation projects in Italy, especially in the mid-market space and in key industries like discrete manufacturing, retail and fashion driving customers in the adoption process with change management approach.

## **Jamaica Partner of the Year**

### **Inova Solutions**

In this historic 10th anniversary, Inova Solutions invested even more in Jamaica's Territory, hiring a Country Manager to drive the transformation from a traditional LSP to a Cloud Solution Provider focused mainly in services. Inova continues to shine in the Digital Transformation of different Government agencies, and due to amazing customer success in the past, Attorney General Chambers decided to choose Inova as the trusted Cloud advisor in their own transformation. The role of this customer is to provide legal support and advice to the entire legal framework of Jamaica. For this case Inova presented a comprehensive approach of Office 365 platform based on customer needs to move from Office on premise. Inova included Office 365 Business Premium, Advanced Threat Protection and Azure Information Protection licenses through Cloud Solution Provider model, along with migration services and training for both the Technical Admins and the End Users. From now on, the customer runs securely in the cloud, and this will showcase Microsoft technology as the way forward in Jamaica Public Sector customers who are regarded as inefficient and bureaucracy.

## **Japan Partner of the Year**

### **Fujitsu Ltd.**

Fujitsu Ltd. is strongly aligned with Microsoft on their digital transformation journey. In FY19, Fujitsu obtained the first Azure Expert MSP in Japan, establishing their leadership as an Azure Managed Service Provider. As the first Azure Expert MSP partner, Fujitsu has been training 10,000 in-house engineers to be Azure ready. Fujitsu is also the #1 SAP migration partner in Japan. With Fujitsu's AI "Zinrai" + Office 365 solution, they have seen significant traction since its launch in H1, generating insights from various data sources to drive workstyle innovation in Japan. We expect to see greater momentum in FY20.

## **Jordan Partner of the Year**

### **Optimiza**

Optimiza Jordan have shown exemplary performance by helping customer in Jordan adopt a digital transformation strategy along with supporting them in the adoption making sure to provide the technical expertise to have a seamless and hassle-free transition to the cloud. Optimiza have worked closely with Kawar Group, a leading large corporation with business that span across several industries, by resolving IT Infrastructure complexity by moving data to the cloud to provide the group IT efficiency, Business Agility and Cost Savings. Optimiza provides a strong system integration by combining expertise on both Azure and Citrix to provide world class virtualization for applications and desktops. In the same context of supporting customers, adopted a more agile business environment. Optimiza worked closely with Don Construction, a leading construction company, to host the ERP system on Azure to provide a more robust and scalable projects load and highly secured accessibility to the ERP system.

## **Kazakhstan Partner of the Year**

### **M-SYSTEM LLP**

M-System has been successfully building a partner ecosystem together with Microsoft for 15 years in Kazakhstan, quickly responding to market changes and pioneering new development pathways. MONT Chatbot – Digital transformation within MONT to improve client services and increase the automation of technical support business processes, MONT developed a dedicated Andryusha chatbot in C#. The chatbot has been designed for instant messengers. When a new user is added, the bot greets the user and suggests a topic for discussion: knowledge base, reports, ticket status or events. Once the topic is selected, the user can provide additional details, such as keywords for knowledge base search, ticket number for status check, event name, etc. In response, Andryusha offers links to related content or shows ticket status. Then it double checks with the user if they got what they were looking for. If all is well, the user can finish the conversation with Andryusha until the next question for MONT technical support.

MONT continuously improves and enhances its technology expertise. Today, MONT is a recognized center of expertise helping its partners and clients to build their own expertise.

**Kenya Partner of the Year**  
**Cloud Productivity Solutions Limited**

Cloud Productivity Solution Limited (CPS) is a cloud born company that was started in March 2015 with the main objective of driving digital transformation and transitioning organizations from on-premise solutions to cloud computing. CPS has made this dream a reality by adopting a customer centric approach to drive usage on key workloads like Teams and windows 10. Cloud productivity has incorporated change management as a key component of their strategy to drive adoption and usage. CPS recently became a fast track partner and are on course to drive 300,000 entitlements for consumption by June with average usage of 70 % . Cloud Productivity works closely with Microsoft teams ensuring that we have one message to the customer and are also one of the partners that drive CSP consistently.

**Korea Partner of the Year**  
**Zenith & Company Co., Ltd.**

Zenith & Company Co., Ltd (Zenith) is the biggest LSP in Korea, starting its serious journey into Cloud business and has shown great alignment with Microsoft over the past two years. Now Zenith provides Managed Service to 50+ customers in Finance, Gaming, Manufacturing, Education and Healthcare industries. Zenith looks at the growth need of their system integrator capability as a key success factor in competition with AWS in financial industry. As a result of that, Zenith has been designated as a cloud provider of Carrot General Insurance project, the very first all-digital insurance company in the country history in December of 2018 in the competition with AWS, Google and Oracle. This is the only incident in Korea with all data and account system on Azure so far. Their Digital Transformation journey is still on-going, and clients are transforming and growing with Zenith.

**Kyrgyzstan Partner of the Year**  
**ALBARS**

Partner Albars is a successful Microsoft oriented partner offering their customers cloud solutions for Modern Workplace, Security, Infrastructure, IoT and Advanced Analytics which helps to enable businesses to increase productivity, automate processes, scale performance on demand and make better decision based on accurate data. Combination of expertise within partner organization and experience gained from various projects have built the trust among Albars and their customers in various geographical locations such as Baltics, Canada, Western Europe and Central Asia. This has been clearly visible throughout last 12 months period with great business cases which one of the recent one in Central Asia together with a global mining company who has successfully adopted Microsoft Azure platform for their operations and sustainability.

**Latvia Partner of the Year**  
**Tilde Sia**

AI-powered future of e-Governance is the solution that it's happening right now in Latvia thanks to Tilde and Microsoft. The result of the project will be fully conversational AI based public service. Artificial Intelligence can be the key to create public services which are accessible to everyone. If you don't know the local language – public service websites can be translated in real time with custom machine translator created specifically to understand the terminology. If you are visually impaired you can access the public service with your voice through the Automatic Speech Recognition (ARS) technology and in case you need assistance on any matter, an intelligent virtual assistant is always on duty. The language technology platform provides a number of major possibilities and improvements for the public service, such as: Increased multilingual access to content originally written in a single language, better access not only to textual, but also audio information, users' data for speech and translations are processed in a controlled and secure environment, API access, the language technology can be integrated into other systems and platforms.

**Lebanon Partner of the Year**  
**Exquitech**

Exquitech a strong technology partner in Lebanon with an extensive customer references in Lebanon who partner with Exquitech to adopt and move to the Cloud. Exquitech has two main business models the first being a system integrator who provides companies with quick and easy hassle-free migrations to the cloud with utmost security and efficiency. The seconds business model, the highlight of this award portrays Exquitech as a strong technology innovation hub providing customers with industry solutions and

applications that tackle strong business needs and requirements. Imhotep is web medical application targeting doctors, clinics and patients across all specialties. The software includes very advanced medical features and data analytics.

#### **Lithuania Partner of the Year**

##### **Fortevento**

Fortevento is a cloud-oriented partner helping the local market in digital transformation journey. Fortevento is eager, flexible and agile partner who helped to make a breakthrough with cloud adoption in Lithuania. At the same time partner is in alignment with Microsoft values and strategy which helps in developing and growing the business together. Moreover, Fortevento has a strong focus on customer success together with adoption, consumption and change management which helps to deliver full value of Microsoft solutions to the customers and build trust. Such combination makes them well recognized Microsoft Gold partner in the market. Therefore, Microsoft cloud consumption at Fortevento customer base is growing in triple and quadruple digits and overall active entitlements numbers are among the best in Baltics region.

#### **Luxembourg Partner of the Year**

##### **Devoteam S.A.**

Devoteam strictly focuses on the new leading-edge competences and technologies needed by our customers in their Digital Transformation journey. Through their Digital Factory, Devoteam has gained a reputation for providing solutions to complex customer needs using Microsoft Cloud services, modernizing apps and moving large infrastructure to the Cloud. They deliver customers high-quality training through their own Training Center. Next to that, Devoteam is the first Fast-track Ready Partner in Luxembourg, delivering FastTrack benefits in addition to their own added-value services. And finally, in partnership with Microsoft and the Luxembourgish government, Devoteam will build the AI Academy for Luxembourg to teach engineers but also business decision makers how to make a positive impact in Luxembourg in the world by using AI technology, whether that's through employment or entrepreneurship. It promises to significantly enlarge the AI community in the country.

#### **Malaysia Partner of the Year**

##### **Rhipe Malaysia Sdn Bhd**

As the top CSP Indirect in Malaysia, Rhipe Malaysia has shown great alignment with Microsoft to transform and support the partner channel. Rhipe has created new and innovation programs to support the partner ecosystem such as the Partner Success Program which create an ecosystem of strong partners with key skill-sets around Azure and Office 365, and Azure Factory which offers "Anything to Azure" migration services where services are offered free of charge, targeting deployments of all sizes, and drives the extended Azure value proposition to market. To drive better collaboration, Rhipe Partner Advisory Committee (PAC) was also launched for select top partners to influence rhipe's direction, to ensure rhipe's strategy is aligned with partners' needs, and to provide advice to Rhipe Malaysia. With all these successful initiatives, Rhipe Malaysia is recording an outstanding year with 173% YoY growth in Azure revenue, and 162% YoY growth in Office 365 revenue.

#### **Malta Partner of the Year**

##### **ICT Solutions**

ICT was the partner that has demonstrated the biggest transformation in Malta focusing on Azure Transformation wins and have landed the first Hybrid Cloud (Azure Stack) Project for Government in CEE. The Solution was an IP-Co Sell win generating more than 200K worth of ACR and a consumption of more than 20K a month (as a starting point). They are the trusted Partner of the Government of Malta and are driving

#### **Mauritius Partner of the Year**

##### **MC3**

MC3 has the largest CSP reseller reach in Mauritius and has shown steady growth in reseller numbers over the last 18 months. They have been able to quickly transform the from a traditional distributor to CSP digital distributor offering multiple bundles on an automated portal while expanding their reseller reach across Sub-Sahara Africa and achieved the second highest reach Africa wide and 3<sup>rd</sup> highest Indirect provider revenue in MCC and a huge proportion of that revenue coming from Mauritius. MC3 achieved the great results through great creativity in attracting new partners via well timed incentives, digital marketing and direct marketing in market.

**Mexico Partner of the Year**  
**Ingram Micro Mexico**

Cloud growth in SMB 41%; 81% ACR YTD is highest among all nominated partners. 333K USD expected ACR in Q4; Cloud Mix of 51% in H2, growth of 15 points vs H1; Leader in business measures taken since FY16 that disrupt market, promote competition and accelerates cloud. Ingram has a very strong ISV recruit motion by industry that will accelerate Azure motion.

**Mongolia Partner of the Year**  
**Mogul Service and Support LLC**

Mogul Service and Support LLC is one of the leading partners in Mongolia. The partner Mission is to help customers to have a good and a better understanding of what truly Microsoft help the customers to achieve. The Modern Workspace Solution, which was provided to IT Tiger, ITZone LLC was actually a step forward of shedding light to Digital transformation in the country. Mogul Service was able to demonstrate to Mongolian customers that with Microsoft Office 365 solution, they can grasp a great starting point. After the ITZone LLC's project, the partner could position themselves as a trusted advisor in the moving customers to the up-to-date technologies. Partner is compiled that their own solution based on Microsoft platform to provide more value to the customer and now they have facilitated more than 40 customers to their digital transformations with the very solution.

**Morocco Partner of the Year**  
**CASANET**

For 2 consecutive years, CASANET continues to drive a 3-digit growth in cloud and CSP in Morocco. After only 4 years of being a Microsoft partner, Casanet is, since last fiscal, the biggest CSP partner in Morocco and is established now as the leader and the top of mind partner for digital transformation. Not only have they launched the number 1 cloud marketplace for customers in North Africa, but they have also launched security and collaboration offerings customized to their customers and also tailored per verticals. Most importantly Casanet is the partner who has supported the highest number of customers in their digital transformation: thanks to their deep cloud expertise, they have been able to guide them and provide support as well as adapted SAAS, PAAS and IAAS solutions to the SMBs and Corporate customers.

**Namibia Partner of the Year**  
**Salt Essential IT**

Salt Essential IT achieved a lot this year in terms of Cloud transaction, Cloud training and even getting other partners to join them when submitting for a MySkills4Afrika volunteers. They have also built solutions on the catalogue that are driving customer acquisition in Corporate and SMB space. They have also embraced the P2P Model working very closely with Crayon for LSP business and Liquid for Azure Stack. They collaborate very well with the Microsoft Teams across all segments of the business and are customer obsessed which has lead to their customers trusting them. They have also expanded their Microsoft facing teams getting more resources on digital marketing and Azure.

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

Tech One Global Nepal is consistent to commitments and alignment towards Microsoft Cloud business and leading by results. Tech One Global Nepal has shown deep commitment towards cloud with the result of 120% YoY growth on cloud. As reported on the writeup, there has been many cloud initiatives that Tech one has set the trend in the market as first mover in the country. They were able to onboard first Nepali Bank on Office 365 & rest have followed trend, they were able to move first government on the cloud (Office 365) & few more already and the first Azure migration of its size, winning against IBM cloud. Although the start is always small but believing and stepping towards new journey with trust has always been an important characteristic of a good partner.

**Netherlands Partner of the Year**  
**ICT Automatisering NV**

It has one focus: To make customers successful by creating smart connections between people, devices and data. They differentiate themselves with in-depth technical knowledge and expertise, as well as understanding the needs of each and every customer. Given this proposition, it has a seat at the executive table. They triage business issues with repeatable, disruptive solutions built on the Microsoft Azure platform, leveraging both the Intelligent Cloud and the Intelligent Edge to its full potential. Customer challenges like remote asset management, incident prediction, maintenance and the optimization of production planning can be solved with "out-

of-the-box” solutions, which are both innovative and quick to market. It is currently present in The Netherlands, Belgium, Germany and Sweden and fully owned by ICT Group, a major player in Operational Technology (OT) with high impact in Europe. Further international expansion will focus on northern European countries, where OrangeNXT has a key role to play in digital transformation.

**New Zealand Partner of the Year**  
**Umbrellar Limited**

Umbrellar’s mission is to empower New Zealand businesses to achieve brilliant things, and it’s all happening on the Microsoft Cloud. By being masters in their own Microsoft capability, Umbrellar is building and representing a network of partners that are supporting customers to succeed through consumption across the breadth of the Microsoft stack. The core of Umbrellar’s business is their Azure Managed Service practice that has been built around DevOps, automation, cloud-native infrastructure and platform management. This service uses the best Azure features for Umbrellar’s IaaS, PaaS, or SaaS offerings in order to meet the demands and unique business requirements from New Zealand organisations. The Umbrellar business is 100% Microsoft focused, and all the capability is aligned to the successful adoption of Azure, Azure Stack and M365, all delivered from a modern managed services practice.

**Nicaragua Partner of the Year**  
**Sega**

Grupo SEGA is fully committed partner working with Microsoft and has a strong case in Nicaragua with customer ANDALUCIA Financial Services and OCAL, S.A. are members of CALSA Group, and need to move their core services to Azure. The involved services are the ERP technologies that were in Amazon Web Services. As part of Grupo Sega consulting services was to propose an optimized infrastructure, and to provision the infrastructure with the services needed to set their solutions and the associated secured connections to on-premises facilities. This includes a Project Management Services to coordinate the team effort, with the third player, that was their ERP solution provided based in Oracle, to migrate the ERP data from AWS to Azure.

**Nigeria Partner of the Year**  
**Wragby Business Solutions & Technologies Limited**

Wragby Business Solutions & Technologies Limited is a Cloud focused Microsoft Partner with clear and close alignment with the Microsoft vision to empower every person and organization on the planet to do more through Digital Transformation. The Wragby team has different teams set-up within its organization driving the 4 Microsoft Cloud Workload with great references across different industries. They exemplify the Partner-First company who identifies opportunities within the customer environment, help customers derive value from their investment with Microsoft with its IPs and extensions built into Microsoft Solutions. This Partner is one of the top Partners driving Azure Consumed Revenue across Middle East & Africa and the top in Nigeria with a 4904.4% YoY growth in Revenue, 5299% YoY growth in Cloud Revenue and 92.6% YoY growth in Azure Consumed Revenue. They work closely with the Microsoft Sales team to drive transformational deals exemplifying the Co-Sell Ready Partners we lookout to work with.

**Oman Partner of the Year**  
**Bahwan IT LLC**

Bahwan IT LLC has shown a big shift and focus this year on driving digital transformation through our three clouds. By building their Azure, Microsoft 365 and Dynamics 365 teams, Bahwan managed to shift key customers in the retail and FSI segments to our cloud. Bahwan demonstrated a big focus on driving Azure Customer Acquisition this year by driving specific motions on DC modernization, Test & Dev, Website hosting and IP Co-Sell. They also contributed to the market cloud readiness this year by hosting multiple customer events and technology workshops in their offices. They did a great job in educating customers on the benefits of CSP and the value of their managed services. This contributed to the shift of large customers to CSP to benefit from their offerings. Bahwan also focused on security awareness campaigns, educating the market on security threats and how Microsoft’s Security offerings address the challenge; this effort resulted in the shift for multiple customers from Office 365 to Microsoft 365 plan and Azure.

**Pakistan Partner of the Year**  
**Maison Consulting & Solutions**

It was a great year for Maison Consulting & Solutions, working with Microsoft team in all solution offering areas, cloud productivity and bagging more than 15 Customers in Pakistan for Dynamics 365 Finance & Operation, Customer Engagement, Office 365 and Productivity. Its key wins are: DUHS: Maison has closed first and Largest D365 Cloud deal in public University, Opens a new era of public universities under HEC with currently 50 in pipeline, Akhuwat Foundation: Largest NGO network moved to D365 cloud, Nestle: Nestle globally uses SAP as their primary ERP and opted Microsoft Dynamics 365 for their new subsidiary and Hannibal Industries: With over 90 Users of Dynamics 365, customer is now convinced to use Azure for OMS. Due to the largest AX customer base, Maison has a manage service available (AX on Azure): Working on it to encourage SAP/Oracle critical On-Premise customers, Solution: Currently have Insurance, distribution, Campus Management and midstream oil and Add On: Pay roll, Enterprise Asset Management.

#### **Panama Partner of the Year**

##### **GBM Panama**

GBM offered to its customers Datacenter services under the GBM Smart Capacity brand. listed on the OCP Catalog as “GBM S.A | Datacenter migration, operations and modernization”, a Cosell ready and prioritized solution, the dynamics of our Smart Capacity business changed in different ways and almost immediately became a key player in their solutions portfolio, which has been impactful to our business in several ways, had an impressive growth in our Azure CSP business. Figures show that until March 2019, we grew more than 230% from CY18 to CY19. And also reached to a new target customer like Valera Hermanos, Electrica and Bavarian motors.

#### **Paraguay Partner of the Year**

##### **OLAM S.R.L.**

OLAM is a regional showcase of how a traditional LSP can transform itself to transform their customers. This partner has been developing a series of non-traditional practices for an LSP, such as Business Applications and has been consistently developing their own IP through a series of packaged modules that build business specific functionality on top of Office 365. The TELETON business case is a project that has very meaningful social impact. This is an uninterrupted 28-hour annual fundraiser event in Paraguay, which previously struggled with how data was managed. Now, after implementing Dynamics 365, there is a single view of donors which allows the institution to follow up on the intention to donate, which helps eliminate churn, and once the donation is agreed they can still form a relationship with the contributor with targeted messages, that will help them understand the impact this ONG is achieving with the funds they've collected, which will benefit on renewing the interest of the donors on next year event.

#### **Peru Partner of the Year**

##### **G&S Gestión y Sistemas SAC**

G&S is the most relevant Azure partner in South. One of the key factors in their strategy is the permanent innovation and incorporation of new technologies to their offering. This year's winner case is “Intelligent Solutions”, that summarizes G&S effort to position Data & AI as a mainstream in the Peruvian market. G&S has campaigned and evangelized customers in presenting the Cloud as the most innovative way to expand their business, Innovation at the speed of the Cloud, Concepts and uses of a Conversational Platform: Conquer New Horizons and Concepts and Use of Video Analytics. More than 12 customers implemented Data & Ai solutions through this campaign. Some of the most relevant customers were: Hayduk: Operational Efficiency in Fisheries, AFP Habitat: HABI - Intelligent Agent (Insurance), Jockey Plaza (Retail), Video analytics applied to the Safety and Prevention, Intelligent agent and Deep Learning + OCR for recognition.

#### **Philippines Partner of the Year**

##### **Crayon Software Experts Philippines Inc**

Crayon, a global leader in technology and digital transformation services, has the mission of helping customers navigate complex and hazardous technical environment to accelerate digital transformation. As a Tier 2 CSP, Crayon has pro-actively worked to recruit ISVs to enable resellers to drive value sellers to support Azure consumption. Crayon has also successfully helped ISVs to migrate from on-prem to the Cloud – BIZBOX being of the more successful IPs that Crayon has migrated and supported from the sell-with process. In the Enterprise space, Crayon has worked effectively with Shakey's which is described in Crayon's self-nomination narrative. Today, Crayon is a key go to partner for the Enterprise team – given Crayon's attention to detail and good execution in deals that they have worked on for Enterprise. Crayon has worked on SAM advisory services that has resulted in Corporate customers such as Atlas Fertilizer to make that first move to the Cloud. They have effectively partnered with other SIs to enable the migration from on-prem to the Cloud. In the SMB space– Crayon has embarked on a relationship with a Telco and pro-actively facilitated putting together the Microsoft SCRUM team with the support of this Telco's key executive. Enablement is now ongoing to drive scale for Azure. This

will help Crayon drive scale as a 2 Tier CSP. Throughout this FY year, Crayon has also shown sustained investment in resources to build the right framework to support all three segments from a sales to consumption perspective. Crayon is the fastest growing subsidiary in South East Asia for Crayon APAC. More importantly, Crayon is also investing in putting in place the right senior leadership team to lead their growth aspirations for FY20. The new Crayon CTO recently joined the team.

**Poland Partner of the Year**  
**Synerise S.A.**

FY19 for Synerise is Go Global! Microsoft Partner selling its omnichannel platform based on Microsoft Azure already worldwide in Europe, LATAM, Russia, UAE and approaching first co-sell opportunities in APAC. Its growing rapidly during only 6 years they operate with their AI based solution which simplifies the process of making strategic decisions. 286% YTD ACR increase (\$375,067 FY18 April, \$1,448,059 FY19 April). 60 closed co-sell opportunities with ACR at level \$520k YTD. WORKING with GLOBAL clients across industries such as retail, financial services, media, and telco - FY19 lighthouse customers from Europe: Carrefour, Orange, mBank (Commerzbank), Praxia Bank, and IKEA. BIG STEP forward in building partner ecosystem on global markets. Synerise was featured outside CEE. Thanks to that Synerise was able to set up partnerships on major markets like LATAM including Brazil, Columbia, and Mexico. In each country, the list of partners is growing rapidly, which confirms the right direction of business development. Currently, their efforts are focused on building a sales channel on the APAC markets, where they saw the possibility of dynamic growth in the coming years and showing more and more innovative approach, commitment, proactiveness in partnership with Microsoft.

**Portugal Partner of the Year**  
**InnoWave Technologies SA**

InnoWave has an innovation DNA that fits perfectly with our Digital Transformation approach, as their mission is "change lives through innovation." Always leveraging our most advanced workloads, the partner has shown a great alignment across all Microsoft teams. InnoWave has helped us push innovative solutions in the market that address common needs of our customers on top of our technology. They are recognized experts in IoT and AI and have developed 4 IP Solutions: InnGage, InnTeraact, InnSpect and InnLink, on top of this Innowave have leveraged P2P alliances to increase value delivered to market.

**Puerto Rico Partner of the Year**  
**Nagnoi LLC**

Nagnoi has been a partner for over 17 years, a Puerto Rico Health and Government market veteran that their partnership engagement went dark since 2012. Since OCP was landed in FY18, we reengaged through the SI POD to support our subsidiary's data strategy, through new business scenarios for their solutions and leveraging at the same time our Cloud adoption strategy (PaaS, AML, CS, etc). Nagnoi has achieved 4 IP Cosell wins from their diverse set of solutions by April 2019 driving ~400K of ACR Quota Retirement, 2x Growth in Azure Consumption attributed - \$557,912 consumption forecast with approximately 60% of that being true consumption, Gold Cloud Platform Competency Attained using the DPOR and PAL models and 4 individuals certified in Azure Dev in record time, Health pipeline of key engagements in Enterprise Commercial segment and Learning, adopting and building new solutions integrating the latest cloud services.

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

Information & Communication Technology W.L.L (ICT) is one of the most committed and aligned partners in Qatar. With a strong structure aligned with Microsoft and a strong sales and operations arm, ICT helped empower our customers through their cloud and digital transformation offerings, mainly in the Oil & Gas and Education Sectors. To name a few wins, ICT contributed to Qatar Foundation's digital transformation (3M ACR) and to the migration of the biggest national library in the region (Qatar National Library) to Azure. In addition, Qatar Petroleum was enabled on Microsoft 365 and Azure Information Protection through ICT to increase their productivity and security and also to comply to local and global policies with automating data classification and protection. ICT grew their CSP 300% YoY to become best CSP partner in Qatar exceeding the million-dollar point. In addition, they built their own offering around Citrix VDI and Azure to provide added value to Citrix customers improving availability, security and cost effectiveness. They also managed to replicate that IP Co-Sell through selling to different sectors, boosting their Azure consumption and Azure customer adds. ICT has also demonstrated their openness to transformation by partnering with other industry solution partners to add further value to their customers.

**Romania Partner of the Year**

## **Asseco SEE**

Asseco SEE is a top Microsoft Partner in Romania. Positioned as a one-stop shop for banking, it provides a broad portfolio of system integration and business process automation solutions. Remarkable in FY19 were the alignment, synergies, commitment to the partnership, strategy planning and execution, the investments in people skills, competencies and new business areas. By focusing on applications that help the customers transform their businesses with modern technologies, sustained via its coverage of multiple solution areas, the new adoption process Asseco 6 SMART Steps, Software Asset Management performance, collaboration with Microsoft Education and Smart City projects, Asseco proved a great added value in the partner ecosystem. Important, strategic wins in Modern Workplace leading with Microsoft 365 and Teams for Retail and Healthcare customers and in Apps and Infrastructure, via Azure cloud services for Financial Services and Energy were achieved through partner business excellence and alignment in Co-Sell with Microsoft teams. Asseco is a model of partner business transformation while achieving top results, a success story in local partner ecosystem and an example of possible strong achievements obtained via aligned vision and commitment for the partnership.

## **Russia Partner of the Year**

### **Awara IT**

Awara IT Solutions is the unique Microsoft partner that can be called a role-model for the whole Partner community. The partner drives cloud offerings on Azure scenarios with wins in all solutions areas. The partner is one of the most innovative system integrators in Russia who delivers truly unique projects like "Astamanyana", the first Coffee shop managed by Artificial Intelligence. The partner aligns its business strategy 100% with Microsoft vision. Company specialists are real Microsoft cloud evangelists who participated as speakers in 40+ marketing events during FY19 through all solution areas. Aside of developing its own business the Partner lays much effort on developing the local partner community through meetups and digital. Alexander Ermakov, company's co-owner, says: "We need strong competitors to move the market forward to be successful as a Microsoft partner ourselves". They move the Market forward transforming the approach what the real Microsoft Partner should be like.

## **Saudi Arabia Partner of the Year**

### **eSense Software**

During the past year, eSense Software built IP solutions for some of the key government customers like Supreme Council for Tourism & Heritage (SCTH) and Council of Ministers with the help of Microsoft Cloud Services and Mixed Reality experiences built on top of Microsoft Holographic Technology. For Saudi Commission for Tourism and National Heritage (a Government entity with over 2,000 Employees) they designed and built a complex Holographic Experience on top of Microsoft HoloLens in a matter of few months on Azure using their IP Product "Aurora" combining Holograms with Blockchain and IoT in one single unique experience. Similarly, for Council of Ministers, eSense developed a custom-built modern IT Operations Experience using Microsoft HoloLens as the core of operations for the IT Management Leadership team to get quick operational insights on their infrastructure by simply wearing the HoloLens. These solutions have supported digital transformation journey for these public-sector organizations by enhancing employee productivity as well as improve citizens engagement. eSense focused on Holographic Experiences as part of its innovation this year resulting in YTD ACR of \$1.2M and for these efforts Microsoft Arabia recognizes eSense Software as 2019 Partner of the Year for Saudi Arabia.

## **Serbia Partner of the Year**

### **Comtrade System Integration d.o.o.**

Comtrade System Integration is a leading SI company in Serbia. They are always trying to give licenses the value with educating customer, providing additional consulting and managed services, and IP solutions. Tesla Inspired mLearning platform is a suite of integrated modules that manages the entire life cycle of education and training that covers competency assessment, course authoring, enrollment and approval, course delivery, online assessments, progress tracking, course evaluation, gamified dashboards and learning plans. The platform is fully integrated with Office 365 services, deployed on Azure and provides unique experience, platform scalability and cost-effective solution. Comtrade Group uses Tesla Inspire for building business and strong partner community, Comtrade SI for regional expansion through fast sales onboarding, Comtrade Distribution for building partner channel through education channel partners on Microsoft solutions, Microsoft cloud products and licensing topic. With this kind of reseller education approach Microsoft team of Comtrade Distribution manage to improve their Cloud Solution Indirect Provider YOY revenue for over 200%. Also, they almost doubled the number of their CSP indirect resellers, and System Integration expand regional operations in just 6 months period.

## **Singapore Partner of the Year**

## **Ingram Micro Asia Ltd**

Ingram Micro Asia prides itself as the role model in the Singapore partner community where they have demonstrated cloud-first strategy and transformed their business model from traditional IT provider into a modern cloud company. This has resulted in compete wins spanning across industries including Manufacturing, Logistics, Finance, Architecture, Healthcare, Airline. They created clear distinction of their business by offering cloud services and tools that is scalable and repeatable. Ingram Micro took it up another notch when they rolled out programs to help customers (channel partners) accelerate their cloud competency, improve digital marketing capabilities and drive lead generation. With such relentless execution excellence and by placing their trust with Microsoft, they achieved outstanding multiplier effect of +300% YoY Cloud revenue growth, Azure accelerated by more than 600% and grew their active cloud customers base by 50%.

## **Slovakia Partner of the Year**

### **Exe, a.s.**

EXE, a.s. transforms and performs, are words that best describes EXE. Every meeting with partner brings new ideas and solutions on the table that partner developed. They developed innovative solution with integrated Dynamics solution for ZSE to support electromobility solution for electric refill stations in Slovakia. Currently EXE has strong growth plan in services, with focus on 3 priorities equally, which is Dynamics, Apps and Infra and Modern Workplace, where EXE did big steps in developing solutions, dedicated people for services pre-sales or even ATS. EXE coordinated internal people with processes to increase their technical capability to grow in services. EXE is growing 20% in total YoY revenue, 72% in cloud revenue (3.8M USD). EXE also put high bar on compliance and has dedicated compliance manager, to comply with Microsoft trust, business conduct & high standards.

## **Slovenia Partner of the Year**

### **Adacta**

Since 1990, Adacta has been Microsoft Partner, and as the largest Microsoft Dynamics partner working in Slovenia, Croatia and Serbia. Adacta is recognized as an innovative Microsoft Partner, bringing the latest Microsoft technologies to local markets, investing into new product development, vertical solutions and local and international sales and marketing activities. There are several business initiatives underway that are having quite impact; GoCloud initiative is investing into translation and development of Dynamics 365 Business Central and is the partner influencing heavily how the localization will perform, having already first implementation. Winning the first D365 F&O customer in Slovenia and strong positioning in the Enterprise segment where SAP is usually very strong; Launched Center of Excellence department, where will be further developing AI workloads based solutions (VR, Data science department); Strong verticalization by which Adacta is recognizable internationally – Insurance, Power&Utility, Professional Services; Latest initiative Educating future workforce about Microsoft's solutions will be presented in Las Vegas this year, helping students gain practical hands-on experience with Microsoft solutions and technologies, allow Adacta to bring in the new talents in.

## **South Africa Partner of the Year**

### **Mint Management Technologies**

Mint Management Technologies continues to push the envelope by driving innovation across all three Microsoft clouds. They have driven impact across all segments at Microsoft, leading the way with customer centricity, strong delivery capability and focused industry experience across many industry verticals including finance and insurance, education and healthcare. They stand out as one of the most collaborative Microsoft partners in the ecosystem, partnering with Microsoft and other partners in joint co-selling and solution delivery at customers. Mint is also a member of the exclusive Dynamics 365 Inner Circle and have become a leading compete partner as a result of their thought leadership, depth of technology skills and willingness to invest in driving Digital Transformation at customers. They lead the way with building transformative AI solutions across multiple industries and have become a strategic partner for Microsoft in South Africa and growing across global markets."

## **Spain Partner of the Year**

### **CAPSiDE**

CAPSiDE has demonstrated an extraordinary ability to automate processes and operations, making and scalable business based on strong skilled team and ability for business transformation. As one of the first MSP Expert WW they have been able to develop solutions based on advanced Azure loads, boosting digital transformation of our customers and reaching high degree of excellence on Operations. They have not only embraced digital transformation helping customer in their journey to cloud but also automating

their marketing processes. They have successfully addressed blockers in their customers such as defining technical requirements, IT governance, and security.

#### **Sri Lanka Partner of the Year**

##### **Tech One Global**

Tech One Global is a value-added reseller (being LSP, CSP/ISV/SI) has adopted their business model in alignment with Microsoft partner vision for FY19. They have tremendously invested in our market both Sri Lanka & Maldives on the following areas; Engaging in new customer acquisition, Enabling Digital Roadmap to its existing customer base (driving upsells and cross sell), Leading with the four Digital transformation pillars of Microsoft with a strong cloud mic, Front ending key solution bundle offerings to market and they also initiated P2P, IP Co-Sell strategies to help grow the business. Based on the above the local team across all segment has uniquely and unanimously arrived on a scoring metrics which lead to finalizing the winner unanimously.

#### **Sweden Partner of the Year**

##### **Acando AB**

Acando is focused on helping customers accelerate their digital transformation, transform their business processes and move to the cloud with innovative leading-edge technologies. To succeed with this, a partner need to be able to create strong links between strategy, innovation, technology and user behaviors and Acando has these capabilities. With an industry focus across multiple verticals, Acando is building and delivering solutions built on top of the Microsoft Clouds that brings a clear business value to their customers. This combination resulted in a number of new customer wins during the last year. "Acando is leading the way in bringing new innovative solutions to our joint customers that utilizes latest cloud technology from our three clouds" says Catharina Ljungberg, Director One Commercial Partner Organization for Microsoft Sweden.

#### **Switzerland Partner of the Year**

##### **isolutions AG**

For over 18 years, isolutions is supporting swiss companies in their digital transformation with customized industry-oriented solutions. The team is substantially transforming the modern workplace in Switzerland – not only from a technical point of view but also with great emphasis on scalable culture and process change management. Using the entire Microsoft platform, isolutions showed their expertise with an implementation for the SBB Swiss Federal Railways. The project included the migration of 30'000 users to Office 365 and more specifically to Microsoft Teams. They accompanied the migration with a sophisticated culture and change process, involving the entire top 100 management to introduce the new way of working and accelerating user adoption. The business impact is exceptional: The use of Office 365 increases the efficiency in all business units and reduces costs by 50%. The implementation of modern tools has not only erased the shadow IT and excited their employees, but also plays an important role in attracting new talent.

#### **Taiwan Partner of the Year**

##### **System Software & Service Corporation**

SYSTEX Software & Service Corporation is a leading-edge company with reliable professional services and solid technical experiences in Taiwan. SYSTEX strives to constantly elevate their professional skills and knowledge. Their close collaboration with Microsoft Taiwan also contributes greatly to their continued growth and success. In 2017, SYSTEX evolved their organization to move towards Data & AI developments, and dedicated to developing their own IP solutions. SYSTEX aspires to use its cloud service advantage to accelerate enterprise customer's digital transformation. One of the solutions is License Insights. Integrated with the Microsoft certified IT Asset Management tool and Power BI, License Insights provides a dynamic dashboard with real-time data that empowers clients to control budget efficiently and to utilize daily operation with key insights. They have garnered customer's trust and appreciation and created value beyond price. Inspiring customers with the cutting-edge technology is one of SYSTEX's missions. SYSTEX Software & Services is committed to delivering solutions with forward-thinking features and the best customer service. Proud to be recognized as the Country Partner of the Year, SYSTEX Software & Services will keep moving forward to facilitate digital transformation with AI strategy as their company strategy.

#### **Thailand Partner of the Year**

##### **MFEC Public Company Limited**

MFEC demonstrates themselves as a Premier IT Service Provider focusing on Business Transformation, serving mainly large enterprise customers and industry leaders in private sectors. "Invest-First" is MFEC's strategy which can bring together people, data

and processes to create value and maintain competitive advantages for customers in a digital-first world. To amplify MFEC's vision which is "To drive innovations that enhance people's digital life", MFEC has dedicated its engineering teams which fully commit to building end-to-end knowledge and solutions to provide one-stop-service for Microsoft Cloud Solutions, Data Analytics and Information Security. With more than 200 staffs and 30 Microsoft Certified engineers, MFEC intends to bring Microsoft solutions with its professional services to solve customers' problems. With a significant investment in resources, a full-service offering, ranging from IT consulting, custom design and development, training and after sale services, as well as its focus on business transformation, MFEC's performance has shown an enormous growth on YoY cloud performance with cloud revenue growth at 358% and Azure revenue growth at 382%.

### **Trinidad and Tobago Partner of the Year** **Davyn**

Davyn, a System Integrator Partner from Trinidad & Tobago, with great experience digitizing business processes across the Dynamics stack (ERP and CRM). When we started with Davyn in FY19 they had two opportunities: Their ERP customer base was ripe to modernize through Dynamics 365 but Business Central (the right offering for the Caribbean SMC market) was not available in the market and Davyn was developing significant IP through their Business Process Automation engagements but no solution creation and GTM plans had occurred still and no IP Cosell had been ever awarded. Throughout the OCP engagement with Davyn this year they've perfected a motion of leveraging Azure to lift and shift on-prem dynamics ERPs into Azure growing their organic consumption close to ~100% YoY and earning a Gold Cloud Platform competency. Davyn developed their first Business Process Automation IP (Cosell Prioritize) for government: "Davyn's Customer and Citizen Engagement" solution which improved Belize's Social Security Board citizen benefits management through streamlined processes, unified tracking of customer information and mobility. The solution was awarded a major contract which was registered as an important IP Cosell win.

### **Tunisia Partner of the Year** **Neolege**

Neolege was chosen as Country Partner of the Year primarily for its ELissa project (ECM an mail management). A project of digital transformation of the government that falls within the strategy Tunisia Digital 2020. This project succeeded in its first phase allowed 5 ministries whose presidency of government to exchange instantly and paperless 370 000 mails which represent 2.3 million pages. The second phase, which was signed in 2018 and continues in 2019, concerns the rest of the ministries, the Chamber of Deputies and the Presidency of the Republic. The project will allow Increase in citizens' satisfaction accelerating the time spent to fulfill citizens' requests, accelerate administrations collaborations, thanks to reliable, fast and secure exchanges, Decreasing drastically paper usage: 305 million pages per year and ROI over 20 months. Neolege was also chosen for its cloud strategy and expansion in the region with the opening of Neolege Morocco with a cloud first offer and Neolege South Africa with a cloud only offer. In addition to its Elise Cloud offer on Azure, Neolege pushes the most retirees to stay on the same technology and adopt Azure Stack as a private cloud.

### **Turkey Partner of the Year** **motiwe**

Founded in 2008, Motiwe is a Microsoft Gold partner focused on Microsoft Cloud Technologies with solutions developed on Azure to serve Motiwe customers in Turkey and outside of Turkey. Motiwe has a live or on demand video streaming solution Cloudtivi which is a horizontal solution addressing different needs of customers in FSI, Health and Media industries. A bank can be giving live or offline e-learning to its employees remotely and a hospital can allow the important operations to be watched live or on -demand by assistant doctors, medical students etc. Motiwe has recently developed an AI based solution; Cognitiwe which allows object detection and comparison from video cameras installed at customer environments which can be used in different scenarios in different industries. To give an example, for ensuring workplace safety scenarios in mining, in factories, construction, Motiwe's solution Cognitiwe can detect whether a hard-hat is worn or not and create alarms, notifications if requested/required. Another scenario can be in Retail, where a gross market chain can use the video cameras to detect the products that are finished and need to be replaced.

### **Uganda Partner of the Year** **Britehouse / Dimension Data**

Dimension Data are one of the largest LSP's in the region and now a Regional Partner across MCC and have embraced the Digital transformation journey that is starting to impact and transform our customers. Dimension Data have built specific co sell solutions that we focus on as our Go to market strategy with key focus on SAP on Azure, Database Consolidation and Modernization on Azure

and Data Centre Migration. Given the close working relationship with Microsoft and the account Plans we have worked on, Dimension Data are well placed to be the digital transformation agent for our customers while at the same time using FastTrack to drive usage.

#### **Ukraine Partner of the Year Infopulse LLC**

Infopulse, a Microsoft certified partner since 2004, and Microsoft CSP direct partner for EU and CEE regions. Infopulse helps their customers embrace Microsoft cloud products with superior business value. Infopulse one of the first company in Ukraine offering Azure service for SAP products and helping our clients boost their SAP systems through migration to Azure with enhanced agility, lower TCO and storage expenses, higher availability and innovation. As a recent example of successful collaboration with local Microsoft office, Infopulse helped one of the largest pharmaceutical firm in Ukraine, to migrate its SAP systems to Azure. Infopulse provided whole stack of planning, deployment, and managed services for the customer; 90% of SAP infrastructure transition was finalized as of April 2019, with immediate proven results: 60% fewer storage costs, 50% TCO cost savings, up to 30% performance boost and faster provisioning– minutes instead of days and improved time-to-market for new requirements.

#### **United Arab Emirates Partner of the Year Netways**

Netways was chosen as the partner of the year for FY19 because of their tremendous achievements that are as summarized: The Initiatives being AI Venture Labs - aims to accelerate B2B, AI and cloud-based scale-ups that have created products to transform and re-invent the future of industries, 10 ACAs, 1,000 USD ACR per startup, AI Factory – Microsoft AI upskilling program that targets the customers' technical team, 15 ACAs, 1,000 USD ACR per customer, Digital Transformation framework & wins (30 wins to date & 500,000 USD ACR), Ministry of Economy, First Abu Dhabi Bank, Abu Dhabi Chamber of Commerce, Migration of Netways IPs to IP-Cosell, Extension of Microsoft Technical Team as needed, Performing Joint Marketing Activities with Microsoft Team and Women in Technology.

#### **United Kingdom Partner of the Year New Signature**

New Signature has achieved record growth this year across both its Modern Workplace and Intelligent Cloud practises, generating triple digit growth in Azure consumed revenue year on year. The New Signature team continues to act as an inspiration given their continued efforts to transform the partner ecosystem by building strong partner-to-partner relationships with both local and global ISVs alike. The business has cultivated a diverse and inclusive environment for both its employees and the broader industry, engaging with key influencers across the industry to adopt best practices. Key to this strategy is New Signature's ongoing investment in skills and competencies, focusing on apprenticeships as well as technical and non-technical staff, with an impressive 14 Microsoft competencies. The company's vast array of success stories shows the trust and value that customers place in the New Signature team to drive digital innovation and generate positive business outcomes.

#### **United States Partner of the Year Quisitive**

Quisitive – South Central-based Services and IP Consulting company committed 100% to Azure and driving assessments yielding large Azure Consumption wins A Preferred Azure Go Fast and Cloud Economics partner that landed over 121 engaged customers this year leading to over \$300m in ACR, Driving significant customer add wins in all three clouds; 300+% attainment in ACA and IP Co-Sell wins (as a Services partner), Strong engagement with WW and US teams on next generation technology platforms, namely Blockchain and AI, with large customer demand activities and measurable customer engagement.

#### **Uruguay Partner of the Year Arnaldo C. Castro S.A.**

Arnaldo C. Castro is a Microsoft partner which we have had a very solid relationship over many years. This partner has shown unmatched overall growth and consumption in our cloud business in Uruguay, but they have also quickly expanded their Microsoft solutions into new geo's and has consistently developed a series of new practices (like IOT and Data analysis). Megalabs is a showcase of customer transformation and a true example of co-selling with the local Microsoft office. This is a customer that had an outdated infrastructure and a very costly productivity infrastructure. After a deep assessment in conjunction with the corporate accounts team, the partner managed to upgrade them to a full Microsoft cloud stack with solutions in every one of our 4 solution

areas: Microsoft 365 for security and productivity, Power BI and SQL Server for Data Analysis, Azure for core infrastructure and very soon Dynamics 365 Operations for Business Applications.

#### **Venezuela Partner of the Year**

##### **CONSEIN, C.A**

Consein is a MICROSOFT GOLD Partner, with 32 years in the IT Market Place in Venezuela, during the year growth a strong business relation with Microsoft. The case submitted has a great impact in the customer Banco Mercantil , renewed for our EA contract for five (5) years, and estimates a ROI of 15% in 5 years ,and the tool is used by 90% of the users. The Solutions Adology and Beyond Office 365 were developed on the suite Office 365 and the models are based on Microsoft best practices. the project was delivered on February / March 2019, but it already has full demand of several customer on different verticals of business processes, that will be happening from the next year.

#### **Vietnam Partner of the Year**

##### **Tech Data Advanced Solutions (Vietnam) Company Limited**

TechData Vietnam stands out as the #1 CSP Indirect Provider in Vietnam by achieving 324% YoY revenue growth, 156% YoY growth on cloud customer add, on boarding over 40 new partners on Microsoft Cloud including ISVs, local hosters, services partners in FY19. TechData is contributing 68% to CSP Indirect revenue of MSVN. TechData owns a differentiated StreamOne Cloud platform which helps drive operations and sales efficiencies for its partners. It has implemented a go-to-market engine that enables Microsoft to deliver new solutions to the channel, at scale. As the only global certified Microsoft Learning Partner, Tech Data has provided numerous IT training and certification programs to help Microsoft partners broaden their skillset and gain a competitive edge. They have successfully helped partners build strong practices from deployment of O365 solutions to supporting complex application migration solutions to Azure including SAP on Azure.