



## 2019 Microsoft Partner Network Partner of the Year Award Rules & Regulations

**PLEASE NOTE:** It is your sole responsibility to review and understand your employer's policies regarding your eligibility to participate in trade promotions. If you are participating in violation of your employer's policies, you may be disqualified from entering or receiving awards. Microsoft disclaims any and all liability or responsibility for disputes arising between an employee and their employer related to this matter, and awards will only be awarded in compliance with the employer's policies.

**GOVERNMENT EMPLOYEES:** Microsoft is committed to complying with government gift and ethics rules and therefore government employees are not eligible.

This Contest is hosted in the United States, and entry information is collected on computers in the United States. This Contest will be governed by the laws of the State of Washington, and you consent to the exclusive jurisdiction and venue of the courts of the State of Washington for any disputes arising out of this Contest.

**If you do not agree with this provision and these Official Rules, please do not enter this Contest.**

### **COMMON TERMS USED IN THESE RULES:**

These are the official rules that govern how the 2019 Microsoft Partner Network Partner of the Year Awards program contest promotion will operate ("Contest").

In these rules, "we," "our," and "us" refer to Microsoft Corporation, the sponsor of this Contest. "You" and "Company" refers to an eligible Contest entrant.

### **CONTEST DESCRIPTION:**

This is a skill-based Contest.

The object of this Contest is to recognize the best Solution(s). For purposes of this Contest, "Solution" means a product application or implementation that: (i) uses the most recent versions of Microsoft technologies; and (ii) alleviates customer pain or solves a related business problem.

Partners will be asked to describe their successful implementation of a Solution for a specific customer and show how the Solution added business value. For purposes of this contest, each "solution" you create will be called an "entry". All eligible entries received will be judged using the criteria described below to determine the winners of the awards described below.

**NOTE: If your customer has any proprietary rights in and to the Solution you submit, as a condition of being named a winner in this Contest, your customer must be willing and able to grant to you and Microsoft the right and permission to feature and otherwise describe the Solution in a case study and to use the case study for promotional, editorial, demonstration or any other related purposes. If your customer is not willing to and/or is unable to grant such permission, then you should not enter the Solution in this Contest.**

#### **WHAT ARE THE START AND END DATES?**

The 2019 Microsoft Partner Network Partner of the Year Awards starts early March 2019 and ends at 11:59 P.M. Pacific Time on April 11, 2019 ("Entry Period").

#### **CAN I ENTER?**

You are eligible to enter this Contest if you meet the following requirements at time entry:

- **You are** a company actively enrolled in the Microsoft Partner Network, or as it was previously known, the Microsoft Partner Program (MSPP) with a valid ID; and have achieved a Gold level in a Microsoft Cloud Competency and/or Co-sell Ready ISV Microsoft Partner Network member; and
  - If you are 18 of age or older, but are considered a minor in your place of residence, you should ask your parent's or legal guardian's permission prior to submitting an entry into this Contest; **and**
- **You are NOT** a resident of any of the following countries: Cuba, Iran, North Korea, Sudan, and Syria; **and**
  - **PLEASE NOTE:** U.S. export regulations prohibit the export of goods and services to Cuba, Iran, North Korea, Sudan and Syria. Therefore, residents of these countries / regions are not eligible to participate.
- **You are NOT** an employee of Microsoft Corporation or an employee of a Microsoft subsidiary; **and**
- **You are NOT** involved in any part of the administration and execution of this Contest; **and**
- **You are NOT** an immediate family (parent, sibling, spouse, or child) or household member of a Microsoft employee, an employee of a Microsoft subsidiary, or a person involved in any part of the administration and execution of this Contest.

This Contest is void outside the geographic area described above and wherever else prohibited by law.

#### **WHAT CONSTITUTES AN ELIGIBLE ENTRY?**

To be eligible for judging an entry must meet the following content / technical requirements:

- Submit entries using the 2019 Microsoft Partner Network Partner of the Year Award Submission Tool.
- Submit entries in the English language [Please note that the Solution may be developed in any language but the entry itself must be submitted in the English language].
- Solution must have at least one commercial customer and the solution must have demonstrated market success/growth within 12 months.
- Solution must be developed primarily using Microsoft software and/or hardware.

While some of the Contest Award categories are open to all entrants without restriction, many category awards may include more strict entry requirements, including the earning of pre-requisite Microsoft competencies. Entrants can view complete awards descriptions and eligibility criteria. Answers provided in the 2019 Microsoft Partner Network Partner of the Year Award Submission Tool remain confidential and are not made public without the partner's consent.

In addition:

- your entry must be your own original work; **and**
- you must have obtained any and all consents, approvals or licenses required for you to submit your entry; **and**
- your entry must not otherwise violate the rights of any other person or company by using their trademarks, music, logos, names or images without their express written consent.

Entries may **NOT** contain, as determined by us, in our sole and absolute discretion, any content that:

- is sexually explicit, unnecessarily violent or derogatory of any ethnic, racial, gender, religious, professional or age group; profane or pornographic;
- promotes alcohol, illegal drugs, tobacco, firearms/weapons (or the use of any of the foregoing) or a particular political agenda;
- is obscene or offensive;
- defames, misrepresents or contains disparaging remarks about other people or companies;
- communicates messages or images inconsistent with the positive images and/or good will to which we wish to associate; and/or violates any law;

We reserve the right to reject any entry, in our sole and absolute discretion, that we determine does not meet the above criteria.

### **HOW WILL MY ENTRY BE POTENTIALLY USED?**

Other than what is set forth below, we are not claiming any ownership rights to your entry. However, by submitting your entry, you:

- are granting us an irrevocable, royalty-free, worldwide right and license to: (i) use, review, assess, test and otherwise analyze your entry and all its content in connection with this Contest; and (ii) feature your company, employees, entry and all content in connection with marketing, sale, or promotion activities (including but not limited to internal and external sales meetings, conference presentations,

tradeshows, marketing and advertising materials, and screen shots in press releases) in all media (now known or later developed)

- agree to sign any necessary documentation that may be required for us and our designees to make use of the rights you granted above;
- understand and acknowledge that Microsoft may have developed or commissioned materials similar or identical to your submission and you waive any claims you may have resulting from any similarities to your entry;
- understand that we cannot control the incoming information you will disclose to our representatives in the course of entering, or what our representatives will remember about your entry. You also understand that we will not restrict work assignments of representatives who have had access to your entry. By entering this Contest, you agree that use of information in our representatives' unaided memories in the development or deployment of our products or services does not create liability for us under this agreement or copyright or trade secret law;
- understand that you will not receive any compensation or credit for use of your entry, other than what is described in these Official Rules.

Please note that following the end of this Contest the details of your entry may be posted on a website for viewing by visitors to that website. We are not responsible for any unauthorized use of your entry by visitors to this website. While we reserve these rights, we are not obligated to use your entry for any purpose, even if it has been selected as a winning entry.

If you do not want to grant us these rights to your entry, please do not enter this Contest.

## **HOW DO I ENTER?**

In order to participate in this Contest, you must go to the Contest Web site at <https://partner.microsoft.com/inspire/awards> and complete and submit the online entry form, including submission of your entry, as instructed.

You may submit more than one entry in any category, and you may be chosen as a finalist and/or winner in more than one category.

We are not responsible for entries that we do not receive for any reason, or for entries that we receive but are not decipherable for any reason.

We will automatically disqualify:

- Any incomplete or illegible entry; **and**
- Any entries that we receive from you that are in excess of the entry limit described above.

## **FINALIST AND WINNER DETERMINATION AND AWARDS**

On or around the close of the Entry Period, a panel of judges will review all eligible entries received and select up to three runner-up finalists for Global Awards and one winner for each of the Contest Awards described below based upon the judging criteria described below within each of the award specific guidelines. See 2019 Microsoft Partner Network Partner of the Year Awards Guidelines document posted on <https://partner.microsoft.com/inspire/awards>. Finalists and winners will be contacted in early June 2019 to the e-mail address, the phone number, or mailing address (if any) provided at time of entry and must agree at that time to participate in the Awards Program. We will make three (3) attempts to contact each finalist and winner to confirm their participation. If we are unable to make contact in three (3) attempts, we will notify the next runner-up finalist and give that company the opportunity to verify their participation. PLEASE NOTE that agreeing to participate as a finalist or winner does not mean that you are required to attend the Microsoft Inspire Conference in person.

Finalists, winners and their guests who choose to attend the Microsoft Inspire Conference in person are responsible for all registration, travel and personal expenses associated with attending the event.

## **CONTEST AWARDS**

The 2019 Microsoft Partner Network Partner of the Year Awards are:

### **Global Awards**

#### **Business Applications Awards**

Dynamics 365 for Business Central Partner of the Year (NEW! Added 3/12/19)  
Dynamics 365 for Customer Service Partner of the Year  
Dynamics 365 for Field Service Partner of the Year  
Dynamics 365 for Finance and Operations Partner of the Year  
Dynamics 365 for Marketing Partner of the Year  
Dynamics 365 for Sales Partner of the Year  
Dynamics 365 for Talent Partner of the Year  
PowerApps Partner of the Year  
Power BI Partner of the Year

#### **Industry Awards**

Automotive Partner of the Year  
Education Partner of the Year  
Financial Services Partner of the Year  
Government Partner of the Year  
Health Partner of the Year  
Manufacturing and Resources Partner of the Year  
Microsoft CityNext Partner of the Year  
Retail Partner of the Year  
Media & Communications Partner of the Year

### **Intelligent Cloud (Azure) Awards**

AI and Machine Learning Partner of the Year  
Application Innovation Partner of the Year  
Azure Influencer Partner of the Year  
Data Analytics Partner of the Year  
Data Estate Modernization Partner of the Year  
Datacenter Migration Partner of the Year  
DevOps Partner of the Year  
Internet of Things Partner of the Year  
Mixed Reality Partner of the Year  
OSS on Azure Partner of the Year  
SAP on Azure Partner of the Year

### **Modern Workplace Awards**

Intelligent Communications Partner of the Year  
Modern Desktop Partner of the Year  
Modern Workplace Transformation Partner of the Year  
Project and Portfolio Management Partner of the Year  
Security and Compliance Partner of the Year  
Teamwork Partner of the Year

### **Other Awards**

Alliance Global ISV Partner of the Year  
Customer Experience Partner of the Year  
Diversity and Inclusion Changemaker Partner of the Year  
Indirect Provider Partner of the Year  
Learning Partner of the Year  
Partner for Social Impact Partner of the Year

### **Country Partner of the Year**

One (1) winner and award will be named for each of the awards.

Up to three (3) runner-up finalists will be named for each of the awards (excluding Country Partner of the Year).

### **2019 Microsoft Partner Network Partner of the Year Award benefits:**

- Customized logos that help you showcase your company as an honored Microsoft partner.
- Custom public relations templates to help promote your award-winning status.
- Recognition collateral to signify your success.
- Congratulatory letters from key Microsoft executives for winners and finalists.
- Photo opportunities (winners) with Microsoft executives at Microsoft Inspire 2019.
- Winners are recognized at the Microsoft Inspire Conference in Las Vegas, Nevada.
- Winners are also invited to an exclusive awards celebration during Microsoft Inspire. The event is a unique opportunity to network with Microsoft executives in specific business areas and strengthen relationships with Microsoft business groups.

## **WHAT OTHER CONDITIONS AM I AGREEING TO BY ENTERING?**

By clicking the "Accept Rules" button in the 2019 Microsoft Partner Network Partner of the Year Awards Tool submission process for submitting an entry, you hereby acknowledge and agree:

- To abide by these Official Rules; **and**
- To release and hold harmless Microsoft and its respective parents, subsidiaries, affiliates, employees and agents from any and all liability or any injury, loss or damage of any kind arising from or in connection with this Contest, or any prize won; **and**
- That Microsoft's decisions will be final and binding on all matters related to this Contest; **and**
- That Microsoft may use of your proper name and state/country of residence online and in print, or in any other media, in connection with this Contest, without payment or compensation to you, except where prohibited by law.
- Finalists should be prepared to provide additional materials required for editorial or promotional purposes and to help promote the 2019 Microsoft Partner of the Year Awards Program. Additional materials may include, but are not limited to, screen images, photographs of the development team, company logo (both on disk and a high-resolution printout), and video source.

## **WHAT LAWS GOVERN THE WAY THIS CONTEST IS EXECUTED AND ADMINISTRATED?**

This Contest will be governed by the laws of the State of Washington, and you consent to the exclusive jurisdiction and venue of the courts of the State of Washington for any disputes arising out of this Contest.

## **WHAT IF SOMETHING UNEXPECTED HAPPENS AND THE CONTEST CAN'T RUN AS PLANNED?**

If someone cheats, or a virus, bug, catastrophic event, or any other unforeseen or unexpected event that cannot be reasonably anticipated or controlled, (also referred to as force majeure) affects the fairness and / or integrity of this Contest, we reserve the right to cancel, change or suspend this Contest. This right is reserved whether the event is due to human or technical error. If a solution cannot be found to restore the integrity of the Contest, we reserve the right to select winners from among all eligible entries received before we had to cancel, change or suspend the Contest.

If you attempt to compromise the integrity or the legitimate operation of this Contest by hacking or by cheating or committing fraud in ANY way, we may seek damages from you to the fullest extent permitted by law. Further, we may ban you from participating in any of our future Contest, so please play fairly.

## **HOW CAN I FIND OUT WHO WON?**

Entrants can find out who won either by attending Microsoft Inspire 2019 in Las Vegas, Nevada or by visiting <https://partner.microsoft.com/inspire/awards> where the names of the contests winners will remain posted for 12 months after July 18, 2019.

**WHO IS SPONSORING THIS CONTEST?**

Microsoft Corporation  
One Microsoft Way  
Redmond, WA 98052  
USA

**Questions?** Please email the [2019 Microsoft Partner Network Partner of the Year Award team](#). Please allow two (2) business days for a response.