

## 2015 Partner of the Year Award Winners – Global

### **Alliance Partner of the Year**

#### **Accenture/Avanade**

United States

With large-scale investments in the Microsoft platform, Accenture/Avanade has a wide array of solution offerings which span Cloud, Mobility and Industry Solutions. Accenture/Avanade offers a determined approach to jointly target key focus accounts, exemplified by the recent large-scale win at Rio Tinto. Accenture/Avanade is Microsoft's #1 partner for Azure, Office 365 and Dynamics CRM. Going forward, planned Accenture/Avanade investments in the areas of Cloud, Internet of Things, Digital and Mobility will only continue to spur their growth as well as Microsoft's.

### **Global Commercial ISV Alliance Partner of the Year**

#### **GE Healthcare**

United States

GE Healthcare is the Global Commercial ISV Alliance Partner of the Year Award Winner for demonstrating depth across multiple vectors in the nomination criteria. GE Healthcare provides transformational medical technologies and services that are shaping a new age of patient care. Their expertise in medical imaging and information technologies, medical diagnostics, patient monitoring systems, performance improvement, drug discovery, and biopharmaceutical manufacturing technologies is helping clinicians around the world re-imagine new ways to predict, diagnose, inform and treat disease. Their Centricity™ solutions for integrated care creates actionable insights across the healthcare system and the care pathway, enabling better clinical and financial outcomes. GE Healthcare's partnership with Microsoft and commitment to Microsoft Azure demonstrates innovation and a differentiated experience while improving patient outcomes. Together, we are empowering health organizations to improve collaboration, access to information, and inspire insights.

### **Application Development Partner of the Year**

#### **Lieberman Software**

United States

Lieberman Software's Enterprise Random Password Manager (ERPM) solution delivers privileged identity management to continuously discover, strengthen, audit and recover local, domain and process account passwords in the cross-platform enterprise. The ERPM solution demonstrates strong customer ROI by providing cost and time savings in managing privileged identities. Leveraging Microsoft's partner ecosystem has allowed Lieberman Software to provide a high-touch and the relationship management necessary to sell and service their enterprise customers. Lieberman Software utilizes numerous technologies in Microsoft's platform stack such as Microsoft Azure, SQL Azure, Windows Server 2012 R2, SQL Server 2014 and IIS, to deliver competitive differentiation, and a high performance and secure solution.

### **Application Integration Partner of the Year**

#### **nVisionIT**

South Africa

The innovative IoT solution delivered by nVisionIT has revolutionized the ability of energy utility providers in South Africa to implement Smart Metering, leveraging Microsoft integration technologies. The pilot implementation gathers information from over 100,000 meters. The team is currently working on a full rollout of the solution, which will include upwards of 250,000 meters. The estimated total production transaction volume across over 30 interfaces is between 1 million and 30 million transactions per day, depending on client process needs. As a result of this project, City Power Johannesburg is convinced of the value of the Microsoft platform and in particular BizTalk and related integration components. Importantly all platform-based initiation components have been designed with cloud migration in mind, such that the integration components could easily be migrated into Azure PaaS offerings. The platform has proven itself in scalability and reliability at a fraction of the cost of competitor products.

## **Application Lifecycle Management Partner of the Year**

### **Readify**

Australia

As one of the first ALM Microsoft Partner in Australia, Readify knows how to successfully consult and deliver valuable software while navigating continuously shifting technology, including the major trends around the Cloud and mobility. In today's world "ALM is intrinsically linked to every solution we design...In the end, agile ALM is about continuous delivery and driving continuous value for clients" said CTO (and Microsoft MVP) Mitch Denny. Readify has worked with the Adult Retrieval Victoria to create a system to help frontline medical workers to manage the transfer of critically ill patients, Laing O'Rourke to develop BYOD-oriented, cloud-based apps to help eliminate workplace accidents, and a multitude of additional customers to reduce costs and improve the quality of their software and apps by leveraging DevOps practices and the power of Visual Studio, Visual Studio Online and Azure. Readify's advanced consulting and development capabilities, strong technology flexibility, and impactful customer service are key examples of great Microsoft partners.

## **Big Data and Analytics Partner of the Year**

### **Neudesic**

United States

Utility companies face Big Data challenges with the deployment of Smart Meters. Neudesic's customer, Salt River Project (SRP), is one of the United States' largest public power utility companies, with more than 850K Smart Meters currently deployed. Missing Smart Meter reads, also referred to as gaps, might indicate either a Smart Meter or communication infrastructure failure, or an intentional tampering with Smart Meters. To perform Smart Meter Gap Analytics for 30 days, an approximate 2.6 billion records of Smart Meter data needed to be processed nightly. Neudesic developed a Smart Meter Analytics Solution that combines Microsoft's on-premises SQL Server, Azure HDInsight and other Azure services in a unique hybrid architecture to help the customer quickly process, validate, prepare and visualize usage data and analyze gaps & other anomalies efficiently. Neudesic is now offering its Smart Meter Analytics Solution (SAMS) pre-packaged with various components; all built using Microsoft technology and tools that can enable the utility companies to analyze smart meter data efficiently.

## **Business Intelligence Partner of the Year**

### **BizData**

Australia

BizData is harnessing the power of Microsoft's cloud and data platforms to develop an enterprise Business Intelligence solution for its customer Tourism Australia. The solutions enabled the Tourism Australia to address the breadth of data collection, consolidation, self-service analytics and real time decision making needs. The solution is developed leveraging - SQL server 2014, Power BI, Share Point 2013 and Azure cloud services. The solution seamlessly integrates with customer's Dynamics AX ERP environment and its existing budgeting and forecasting solution for a single view of activity across its key operating markets. Tourism Australia witnessed significant improvements with time to insight, organization wide data access capability and gained efficiency by reducing the time spent on general manual processes.

## **Cloud Customer Relationship Management Partner of the Year**

### **PowerObjects**

United States

PowerObjects is a professional services firm focused on providing service, support, education and add-ons for Microsoft Dynamics CRM to enterprise and mid-sized companies. They leverage the value of the Microsoft stack by including Yammer, MDM, Parature, USD, Azure, PowerBI, and O365 in their solutions. The company has a team of about 300 individuals dedicated to only one thing: driving customer success with Dynamics CRM.

PowerObjects is a strong proponent of Microsoft's mobile first, cloud first strategy and positively impacts one million users through their four-pillared approach of service, support, education, and add-ons. They are driving to the cloud, quickly. As an engaged Microsoft partner they provide essential product and channel program input to the Dynamics team while also driving collaboration and business opportunity across the partner ecosystem.

## **Cloud Packaged Solutions Partner of the Year**

### **SADA Systems Inc.**

United States

SADA Systems provides a great example of how a partner provided a customer solution that delivered the benefits of a variety of Microsoft Cloud Products and their managed services offerings and expertise. The solution showed a complex situation with a customer that has higher than normal employee turnover due to the nature of the entertainment industry. SADA started with a highly customized Intranet built with a combination of Azure, SharePoint Online and Power BI, so the customer is now able to quickly integrate and present core business data to their users across all of their departments and locations. Additionally, SADA Systems provided expertise on Enterprise Mobility Suite to increase the customers' data security and provided Exchange Online training and guidance to help improve their communication workflow. Lastly, SADA took the time to understand their customers' business and have positioned them to leverage platforms like Azure Video and custom web applications in the near future.

## **Cloud Platform: Application Innovation Partner of the Year**

### **VMob**

New Zealand

VMob has developed and successfully delivered a platform for McDonalds and other customers in different geographies and verticals, exemplifying personalized/targeted marketing campaigns, and highlighting the power of the Cloud to challenge traditional methods of deployment. VMob's unique solution goes beyond personalized mobile app content. It uses a vastly expanded set of contextual data including GPS and in-store location, local weather, nearby events and public transport data to improve the relevance of every communication and interaction with users. The entire platform is built on a modern Service Oriented architecture specifically for Microsoft Azure, and has been instrumental in driving the rapid international growth of the company. VMob's speed to market, focus on achieving specific business goals and transforming the customer experience, make them a reference for the next generation of service companies.

## **Cloud Platform: Customer Focus Partner of the Year**

### **bluesource**

United Kingdom

bluesource, a UK-based Microsoft Gold Certified partner, successfully implemented a new IT policy, based on Microsoft Azure, for the global charity World Wildlife Fund (WWF). WWF-UK had to ensure that its resources, people, assets and funds are continually optimized to support the sustainable goals of the organization. To meet these needs, bluesource developed EV247, a software-as-a-service (SaaS) Cloud information archiving solution, that is powered by Microsoft Azure and uniquely integrates a third party storage utility with bluesource's own fully managed service. As a result of the EV247 implementation, WWF-UK was able to move away from a traditional upfront investment model in on premise infrastructure. This significantly lowered its hardware, people and infrastructure costs, increased both reliability and predictability, while improving access by remote workers.

## **Cloud Productivity Partner of the Year**

### **Kloud**

Australia

In just over four years, Kloud has successfully deployed more Office 365 seats than any other Australian partner, over 1.5 million seats across more than 200 large enterprise organizations. Kloud works collaboratively with customers to ensure that each and every one achieves outcomes which generate cost savings, agility and innovation. They truly have a cloud first and mobile first mantra when generating solutions for their customers. Kloud strives to understand their customers' business requirements and challenges, and then works collaboratively to define the cloud strategy roadmaps to ultimately design, build and deploy Office 365 solutions that save time and money. Kloud offers end to end customer engagement and provides their customers access to anytime, anywhere information, enabling them to focus on increasing employee productivity, mobility and satisfaction.

## **Collaboration and Content Partner of the Year**

### **AvePoint, Inc.**

United States

AvePoint's innovative flagship solution, the DocAve Software Platform, helps extend infrastructure management, compliance, and governance for Microsoft SharePoint Server 2013 and SharePoint Online deployments. Their software solutions are built with extensibility and interoperability in mind. This allows organizations to implement AvePoint alongside existing data management solutions as well as integrate seamlessly with existing legacy applications. AvePoint has helped more than 13,000 customers, many of whom are Fortune 500 and government agencies, realize productivity gains and savings, including 63% reductions in administration costs, 6x reductions in SharePoint backup time, up to 90% reductions of SharePoint data size, and 50% reduction in storage costs. AvePoint also actively works with other Microsoft partners worldwide in designing, developing, implementing and integrating its solutions to help expand the adoption of Microsoft SharePoint Server 2013, SQL Server, Azure, and Office 365.

## **Communications Partner of the Year**

### **Enabling Technologies Corp.**

United States

Enabling Technologies Corp offers proven expertise in Microsoft Communications solutions, deployment of end-to-end Lync solutions from software to hardware, and innovative programs designed to drive greater user adoption. Their innovative "Lights, Camera, Adoption!" Organizational Change Management program provides customers with the tools required to successfully drive user acceptance and higher adoption of communications technologies. Enabling Technologies Corp has vast experience and recommendations that enable them to drive great value for their communications technology investments and win against the competition.

## **Customer Relationship Management (CRM) Partner of the Year**

### **Accenture/Avanade**

United States

Avanade is a globally recognized Microsoft Dynamics partner with a proven record of success across multiple industries. They deliver technology solutions and managed services, selling and implementing the entire Microsoft stack including Microsoft Dynamics CRM and Microsoft Dynamics AX as well as their own intellectual property. They help their customers realize results in a digital world. They have over 800 Microsoft Dynamics CRM experts worldwide, including three CRM MVPs. Avanade's success is evident from their overall business growth and strong profitability. As of February 2015, they have grown their cloud business (CRM Online) over 670% and won and implemented some of the largest CRM Online deals for Microsoft including Banco Sabadell and Heineken.

## **Data Platform Partner of the Year**

### **Scalability Experts**

United States

The Scalability Experts team thrives on architecting scenarios that push SQL Server to the next level of performance using real world workloads. FlexPod Datacenter with Microsoft Private Cloud and SQL Server 2014 is the ideal integrated platform to push the envelope with their customers, one of which, an eGaming company. The results, using their workloads, clearly show that this was a premier platform for mission-critical applications. For example, after testing up to 50,000 concurrent users Scalability Experts found 208% faster transaction response times, 250% faster page response times and very sequential linear scalability with overall 3X performance compared to their testing norms and the customers' experience. In Iforum's fast-paced industry, a few millisecond differences in response times can mean the gain or loss of millions of dollars. The SQL Server 2014 platform results exceeded their expectations.

## **Devices and Deployment Partner of the Year**

### **Sogeti**

United States

The Sogeti SMART WorkSpace solution helps customers improve end-user productivity, boost business agility and address environmental objectives, all while reducing IT costs. They expertly leverage Windows 8, Windows devices, and custom lines of business applications to build a solution for their customers. With the solution they built for Dufry, they were able to help increase sales and reduce the purchase abandonment rate. With the Teco Energy solution they drove increased productivity of their field engineers and reduced the amount of time it takes for them to restore power to customers.

## **Digital Advertising Partner of the Year**

### **Advance Digital**

United States

Advance Digital is a proven Microsoft partner, evangelizing the power of Bing Ads throughout their vast network of local customers. The company uses Bing Ads search advertising to help SMBs reach potential customers, with a laser focus on ROI. Advance Digital has created an enterprise platform solution providing different budget management options between the various search engines, thereby increasing choice, flexibility and campaign performance. The company's Advance Visibility team develops sophisticated digital marketing campaigns that leverage Bing Ads. Advance Digital continues to lead and innovate in this increasingly digital world.

## **Distributor Partner of the Year**

### **Tech Data Europe**

Netherlands

Tech Data Europe offers strong partnership and leadership across multiple facets of the Microsoft business. Tech Data Europe demonstrated innovative transformations in the Cloud, through massive business model and infrastructure optimization. It also embodies the Mobile First, Cloud First strategy, through exemplary performance in the first (Nokia and Surface) and third-party devices business, and Electronic Software Distribution. Tech Data Europe invested heavily in Microsoft workload and solution businesses by earning multiple Distribution Solution Accelerator certifications across European sales operations, resulting in the best practices in the Windows Server EOL initiative, which are leveraged across the world. Its advanced partner readiness engine goes beyond selling and deploying, integrating value-added services, such as migration and managed services. Emphasis on these capabilities sets Tech Data Europe up for success in the new frontier of being a full-fledged Cloud Solutions Provider.

## **Enterprise Mobility Partner of the Year**

### **Oxford Computer Group LLC**

United States

For years, Oxford Computer Group (OCG) has been delivering outstanding identity solutions to their customers. With the release of Microsoft Enterprise Mobility Suite (EMS) just a year ago, OCG did not hesitate to dive head-first into reinventing themselves to be a leader in the entire enterprise mobility management space. Customers can buy a single solution that delivers great Identity Management, Device Management, App Management, and Information Protection. OCG quickly became a trusted advisor to their customers, providing a comprehensive enterprise mobility solution. OCG also went above and beyond to work both with Microsoft subsidiaries, and the engineering teams in Redmond, to help EMS become the best mobility solution in the market.

## **Enterprise Resource Planning (ERP) Partner of the Year**

### **mcaConnect, LLC**

United States

mcaConnect is a global Microsoft Dynamics Partner focused on Energy (Oil & Gas) and Lean Manufacturing in complex environments. mcaConnect has delivered both high growth and successful solutions to manufacturers around the world with a combination of Microsoft Dynamics AX, Dynamics CRM and their own combination of service offerings, in-house software technology and lean manufacturing know-how. Their sales and service execs come with shop floor experience, and mcaConnect assists customers through every phase of the Microsoft Dynamics AX process – from product selection through long-term support and future enhancements. mcaConnect has already adapted their technology to take advantage of Azure and the Cloud, with both their Areteium and AX4Energy software solutions available in the Azure marketplace. These solutions have been proven in the market, where mcaConnect has helped Microsoft win numerous highly competitive deals, where Oracle or niche manufacturing systems were initially identified as the preferred solution.

## **Hosting Partner of the Year**

### **Rackspace**

United States

Rackspace has been a longstanding Microsoft partner, and 2015 was a pivotal year for this partnership. Rackspace continues to offer Microsoft applications, including one of the largest SharePoint practices in the industry, SQL workloads and over 500K Exchange seats. This year, Rackspace began offering Microsoft virtualization, private cloud offerings, and support of the Microsoft Cloud Platform (Hyper-V, System Center, and Azure Pack). They also joined the Cloud OS Network, the private cloud offering based on the Microsoft Cloud Platform which allows customers fully managed SharePoint, Exchange and Lync deployments, along with custom applications. Rackspace applies their years of experience supporting Microsoft products and solutions to managing the Microsoft Cloud Platform and offers customers their fanatical support. Rackspace combines their expertise in Microsoft Hyper-V, System Center and Azure Pack and shares this expertise with the Microsoft Cloud OS Network. Currently hundreds of customers are on the platform and Rackspace has begun offering Azure services to their customers such as Azure Site Recovery. Rackspace relied heavily on MPN participation and collaboration, and also worked with many individuals within Microsoft to drive the Microsoft Cloud Platform. The skill set of the Rackspace team was reviewed for each of the respective team members and training was provided that aligned with the MPN hosting and cloud competencies. The partnership continues to grow with the announcement in May of Rackspace joining the Cloud Solution Provider program.

## **Innovative Technology for Good Citizenship Partner of the Year**

### **alligatortek**

United States

This award recognizes the innovative use of technology to address societal issues. Through partnering with Feeding America -- a nonprofit who operates over 200 food banks in the U.S. -- alligatortek created the Produce Donor Portal. Utilizing Microsoft servers, development tools and Azure, this real-time web solution eliminates inefficiencies and enables farmers to provide donations at a faster rate, allowing fresher produce to arrive at food distribution centers. As a result, "Feeding America now has the capacity to connect produce donations to 5,000 food distribution centers, and millions of Americans nationwide."

## **Intelligent Systems Partner of the Year**

### **Harman**

United States

Harman worked closely with GE Healthcare to design, develop and implement several IoT solutions that combined to revolutionize GE's healthcare offering for its customers. The solution's capabilities included asset monitoring and management, advanced analytics, and machine-to-machine communications that combined to improve operational efficiencies and reduce costs. Leveraging the data from devices, people, and even third-party sources, the solution helped standardize healthcare practices by enabling informed decision-making for practitioners across medical care communities. By enabling GE Healthcare to bring together data insights and improved operational efficiencies on Microsoft's Azure platform, Harman's IoT solution enhanced the overall healthcare experience for patients.

## **Learning Partner of the Year**

### **QA Limited**

United Kingdom

QA Limited offers a unique “Azure and Amazon AWS Compete” marketing and training campaign that strongly positions Microsoft’s Azure platform to prospects and customers. Through an innovative partnership with The Register (a UK-based IT news agency), QA substantially expanded its market reach by leveraging The Register’s 7M strong monthly readership. QA created a series of interactive technical webinars that attracted more than 5,000 participants to drive interest and exposure in Azure IaaS helping participants plan the implementation of Cloud OS technologies. The extended reach of the well-received webinars inspired audiences to consume QA’s Azure training services. Here they experienced QA’s innovative interactive Azure training toolkit that complements the Microsoft Official Courseware. QA’s webinar series resulted in incredible demand for Azure training and certifications, and drove awareness and adoption of Azure technology within the UK.

## **Messaging Partner of the Year**

### **Convergent Computing (CCO)**

United States

Convergent Computing (CCO) has migrated close to 1 million mailboxes to Exchange 2013 and Exchange Online. To maintain the velocity for Office 365 and Exchange 2013 onboarding, they have strategically focused on the benefits Exchange 2013 and Exchange Online provide for security, compliance, eDiscovery, intellectual property management, and long-term cost savings. By working with legal departments, compliance officers, and CFOs, CCO was able to increase its Exchange 2013 and Exchange Online migrations by 23%, increase consulting services revenues by 41%, while driving down the sales cycle to onboard a customer from six months down to under 44 days. CCO has truly become a strategic partner that understands their clients’ business needs and challenges, recommending the right technical solution to meet the needs of the client enterprise. Their solutions span email, telephony, virtualization, cloud virtualization, web conferencing, data analytics, shared storage, and endpoint management.

## **Microsoft Dynamics Industry Partner of the Year**

### **UXC Eclipse**

United States

Gold Microsoft Partner UXC Eclipse is a leading provider of intelligent business solutions to the enterprise and mid-market and has grown to be one of the largest and most successful providers of solutions built on Microsoft Dynamics ERP and Dynamics CRM. Over the last few years, the company has focused on the retail segment as a key area of focus and solution development. Success has come quickly with 32% of revenues gained in the last year and 67% of the current global pipeline coming from the retail segment. UXC Eclipse’s solutions successfully combine the Microsoft Dynamics AX for Retail platform, the Microsoft Productivity Suite as well as unique functionality for specific micro-verticals built both in-house and by their ISV partners. While focusing on driving sales in the retail market, UXC Eclipse has been able to retain its long-held focus on customer satisfaction with a >99% satisfaction rating from its clients.

## **Modern Datacenter: Customer Focus Partner of the Year**

### **Dimension Data**

South Africa

### **Cisco**

United States

### **NetApp**

United States

Dimension Data, working together with Cisco and NetApp, demonstrate how Microsoft technologies, along with great know-how, allow any customer, in this case a fortune 500 financial services company, to gain immediate benefit and agility from Cloud technologies. The team had worked together before, helping this financial organization virtualize and clone its banking environment for test/development with its bank-in-a-box platform. However this time, they weren’t moving parts of the bank to the Cloud, they were moving the whole bank to the Cloud. This was not a small scale operation. The solution: FlexPod with Microsoft Private Cloud solutions using the latest versions of Windows Server, System Center and Hyper-V technologies. As a result, this financial organization can now boast no down time – ever! But they didn’t stop there. What they didn’t anticipate was just how many IT groups from financial services organizations around the world would start calling!

## **Modern Datacenter: Hybrid Partner of the Year Convergent Computing (CCO)**

United States

Convergent Computing (CCO) knows that customers are looking to embrace hybrid cloud solutions to increase business efficiency and reduce costs. In many cases, the complexity of their legacy systems slows customers from adopting a more agile IT model. CCO's solution has helped enterprises shift their I.T. workloads from on-premises to Microsoft Azure resulting in customer savings of up to 30% and increased business productivity. By leveraging System Center to automate spinning up hundreds and thousands of Virtual Machines with Orchestrator and Azure automation, monitoring and managing them with SCOM, and building out custom Windows Azure Pack frontends, CCO was able to deliver world class solutions to solve customer pains.

## **OEM Device Partner of the Year**

### **TrekStor GmbH**

Germany

Trekstor identifies new device opportunities and delivers with great speed to market, both direct to consumers and through distribution. Trekstar has a diverse portfolio including business-ready tablets for SMB, education devices sold to community colleges (including digital learning), entertainment devices and consumer devices like e-book readers and phones. They focus on quality with their Shenzhen partnerships and with customers, offering fully customizable devices and regional service centers in case of failure. They have successfully created multi-faceted marketing campaigns for consumers and businesses, including the Volks-Tablet, an Android device that outsold all other Windows devices last holiday in Germany.

## **Office and SharePoint Application Development Partner of the Year**

### **Nintex**

United States

Nintex demonstrates strong momentum in closing Office-related deals, striking partnerships with other ISVs (including DocuSign) and has the tenacity to push past limitations in the original Office Store model by devising innovative ways to understand and convert Trial users into paying customers. Specifically, Nintex worked with Mitchells & Butlers, a UK-based operator of 1,700 restaurants and pubs which used Microsoft Office 365 and Nintex Forms to revamp M&B's entire safety forms management system. M&B eliminated a labor-intensive and fragmented paper-based compliance system with a cloud-based system that leveraged Intune, a Nintex touchscreen mobile app, and 15,000 mobile devices to shave 23,000 hours a year in paperwork review. Nintex also made an ongoing investment in the new Office extensibility model, based in the Cloud, from the very first days that it was announced, including a pioneering add-in in the Office Store. Additionally, Nintex runs its solutions on Azure. Nintex now has two solutions in the Office Store, registration with Azure AD, and additional innovations such as in-product sales and a robust user Trial program. We look forward to seeing them build solutions that call a broad range of Office 365 APIs, run on Office clients and on other platforms such as iOS and Windows.

## **Open Source on Azure Partner of the Year**

### **Alter Way**

France

Alter Way, exemplifies how a pure Open Source Software (OSS) player can become a strong Microsoft partner. Alter Way was able to bring its broad OSS skills and capabilities on; Linux, PHP, Java, Chef, Docker, and many others, to the Azure platform. This coupled with their deep DevOps best practices, they were able to enable their customers to deploy complex, hybrid Open Source architectures on Azure. These ranged from education solutions on Moodle and Drupal to dozens of LAMP migrations to the Azure platform. Alter Way also contributes significantly to the OSS ecosystem; participating in OSS projects such as; PHP and Python, organizing/sponsoring key OSS events in France and Philippe Montarges, their president, is the chairman of PLOSS – a collection of Open Source companies in the Paris region. Alter Way demonstrates how OSS is a first class citizen on Azure. Contact OSSTeam for final PR Wording.

## **Project and Portfolio Management Partner of the Year**

### **Projectum**

Denmark

Projectum is pushing the envelope while remaining highly dedicated to providing superior, cost effective solutions and services to their international clientele. Founded in Denmark over 10 years ago, they are known for building world-class add-in that fill gaps in marketplace that enhance reporting scenarios while making work life easier and more productive for managing project financials as well as managing resources within an organization. By continuously developing new add-ins and utilizing other Microsoft assets like Power BI, Projectum can comfortably accelerate any customer's journey to the Cloud.

## **Public Sector: CityNext Partner of the Year**

### **LeapThought NZ Ltd**

New Zealand

LeapThought, a Microsoft CityNext partner from New Zealand, has developed Fulcrum, a solution for managing multiple and complex capital infrastructure projects. The solution is available on Azure & Office 365, and has allowed customers, such as Auckland Transport, to experience savings of several million dollars per year from managing 200+ Capital Infrastructure Projects with Fulcrum. This system is enabled through real time collaboration across work streams such as Property Acquisition Management, Stakeholder Liaison and Management, Consents Management, Health and Safety Management, Risks Management, Design Engineering and As Built management. Fulcrum enables transparent decision making by activity based tracking, alerting and notifications underpinned by workflows and personalized reporting, dashboards and workspaces, and workers are receiving real time information from anywhere and on any device. Integration of other technology systems such as ERP (financials, procurement), Regulatory, CRM, GIS, and Design engineering tools such as Autodesk further increase consistency, transparency and compliance and enables full auditing of all communication.

## **Public Sector: Education Partner of the Year**

### **IAM Cloud**

United Kingdom

IAM Cloud's 'can do' attitude is infectious. IAM Cloud prides itself on the simplicity of its services, the security of its system, the power of its features, and the experience provided to its customers. IAM Cloud empowers IT teams, increases productivity, security and user-experience, and reduces costs while helping customers to better respond to changing demands. Office 365 and IAM Cloud make a great partnership – helping educational institutions get the most out of Microsoft's online services while helping to increase security and resilience, adding entirely new functionality, reducing complexity to IT teams and improving user experience, all the while helping customers to reduce their costs. Any company needing assistance with identity management, single sign-on, automated plan provisioning for Office 365, Multi-Factor Authentication, Active Directory migration, Password Reset, or cutting-edge enterprise storage services, can count on IAM Cloud.

## **Public Sector: Government Partner of the Year**

### **Advanced Digital Systems, Inc. (d/b/a "Mi-Co")**

United States

With over 15 years of experience in enterprise mobile information solutions for mission-critical government customers, Microsoft Gold Partner Mi-Corporation puts "mobile information" at the heart of everything they do. Their innovative solutions for mobile inspectors replace paper-intensive processes with streamlined digital processes using a flexible variety of Microsoft and other mobile device platforms. Information is integrated across a variety of backend systems, including SharePoint, Dynamics CRM, and SQL Server. As an early adopter, Mi-Corporation now offers their solutions on the Microsoft Azure for Government Cloud, enabling subscription billing, removing the requirement to purchase infrastructure, and speeding deployment. Field-based government workers experience enhanced productivity, accuracy, and insight while citizens receive more agile, 2-way government interaction and quicker decisions.

## **Public Sector: Health Partner of the Year**

### **Rapid Circle**

Netherlands

Rapid Circle is a Cloud First Mobile First Health Industry Partner whose Digital Workplace is enabling health workers to be more productive with a cloud-based service-centered approach. Rapid Circle offers an iterative approach focused on adoption, change management that supports organizational goals, and a cloud success return on investment. 90% of Rapid Circle's business is Cloud First Mobile First. Rapid Circle's Digital Workplace leverages Office 365, Azure, Windows 8.1, Enterprise Mobility Suite, and Microsoft Dynamics CRM Online. Leading with the Microsoft Cloud, Rapid Circle increased their revenue 54% last year and is on track for 40% growth in 2015.

## **Public Sector: Public Safety and National Security Partner of the Year**

### **Black Marble**

United Kingdom

Black Marble, a multiple Gold competency partner in the United Kingdom, has a rich 20 year history of solution development on the Microsoft platform. Black Marble tuServe provides law enforcement personnel with a Universal application across tablet, phone and desktop with a modern user experience. It provides collaboration and real-time access to relevant information from wherever they are, on any device and a secure evidentiary data platform with high scalability, leveraging Microsoft's private and public cloud platforms to help law enforcement agencies save time and money and increase efficiency. Deployed by Cambridgeshire Constabulary, an agency with over 1,400 officers serving over 700,000 residents, tuServe drove savings of over \$2.2M per year and improved officer productivity over 14%. tuServe enables officers to spend more time on the streets and Cambridgeshire Constabulary is seeing the positive real world impact that greater police presence is having in their communities.

## **Small & Midmarket Cloud Solutions Partner of the Year**

### **Adactit**

Denmark

Adactit is a successful multi-service cloud solutions business that has enabled SMB customers to harness the full value of Microsoft's Cloud services. Adactit exemplifies the SMB partner DNA by growing their SMB cloud business through scalable & repeatable sales approach. Their use of modern marketing that leverages digital & social media to build a sustainable, low cost customer acquisition engine helps them to support SMB customers beyond their local markets. This approach has resulted in Adactit showing strong growth in their SMB customer base and helped them become a strong Cloud partner for Microsoft. Their packaged applications attach to Microsoft Cloud services as a key differentiator, and enhance the impact of Microsoft Cloud services with their customer. Their consistent customer centric approach makes them a cloud partner of choice and a trusted advisor to their SMB customers.

## **Software Asset Management (SAM) Partner of the Year**

### **COMPAREX**

Germany

Comparex has established new business models, delivering high satisfaction to a large customer base and expanding the Global SAM industry overall. They have built a profitable managed service and specialized inventory tool around Cloud solutions--demonstrating innovation, competitive differentiation, and customer value while showcasing the benefits of using Microsoft SAM services. Combining these SAM investments and strong collaboration with Microsoft WorkSpace resources has created strong success.

## **Volume Licensing Partner of the Year**

### **COMPAREX**

Germany

Comparex has displayed leadership across all business areas, especially the Cloud. Notably they have achieved an FY15 EA renewal rate of 84% at a 96% on time rate (highest among large LSP's) while driving a best in class Microsoft Exchange to Office 365 migration practice (University of Phoenix with 360k Seats). A long-term strategic alignment with Microsoft, clear execution priorities in key business and geographic areas, and being a strong advocate for the customer, are underlying principles for their success. A strong supporter of MPSA since its launch, Comparex has helped Microsoft articulate its direction, design details, and landing strategy, and has a MPSA customer adoption rate 7% higher than the WW average.

## **Windows 8 Custom App Developer Partner of the Year**

### **Black Marble**

United Kingdom

Thanks to Black Marble, the Police Officers of the Cambridgeshire Constabulary in the United Kingdom spend more time on the streets in the communities they serve and less time completing time-intensive administrative office tasks. Among the many benefits, the tuServ application allows officers to capture photo and video digital evidence that is both time-stamped and geo-located. Officers are alerted when in the proximity of outstanding warrants and can collaborate with other officers in the field. The solution has increased officer productivity by 14% and saved millions of dollars by minimizing duplicative administrative tasks. But the largest benefits will accrue in the local community, where tuServ has already been shown to more rapidly solve crimes.

## **YouthSpark Citizenship Partner of the Year**

### **Global Knowledge**

Canada

[Microsoft YouthSpark](#) is our company-wide commitment to create education, employment and entrepreneurship opportunities for young people around the globe, empowering them to achieve more in their lives. In similar spirit, Global Knowledge has done amazing work to empower Toronto's homeless youth through providing them with digital literacy and coding skills. Through its work with Covenant House, Canada's largest homeless youth agency, the lives of at-risk youth are being positively changed. An example is Beth, a young woman who attended Global Knowledge's "Learn to Code" program. After completing it, this young woman gained valuable skills and self-confidence. In her own words, "This was the first time in my life that I felt like I was good at something."

## **2015 Partner of the Year Award Winners – Country**

### **Algeria Partner of the Year**

#### **ORSIMA SARL**

Orsima, one of the major LSPs in Algeria, has been a dedicated Microsoft partner throughout the past years and has been one of the top revenue performers. In March 2015, Orsima signed one of the biggest SQL premium deals in NEPA. Moreover, they were the first Partner to sign an Office365 deal in FY14, while upselling more Office365 seats and CRMOL in FY15, indicating their level of commitment to Microsoft's Cloud vision. They are also aggressively pushing Azure across their enterprise customers, with many opportunities to be closed in the near future. Additionally, Orsima continues to focus on Microsoft's traditional business while expanding their EAs portfolio with strategic new customers.

### **Angola Partner of the Year**

#### **Menshen**

Menshen has been a Microsoft partner in Angola for more than 10 years. This year they have submitted a case in which they resolved a worldwide issue that a multinational company was having with their AD and replication. This issue was affecting more than 150,000 users in this company. It was Menshen that discovered the solution. After the Angolan Operation is resolved, the solution is going to be recommended for implementation any place in the world where this company has a presence.

### **Argentina Partner of the Year**

#### **Algeiba S.A.**

Algeiba is a Microsoft Cloud Partner with strong commitment and perfect alignment with Microsoft focus and objectives. They developed a very deep transformation of their strategy coming from an Infra partner, adopting Office 365, Azure & InTune as their core products, adding value to our platform with their services offering. Algeiba keeps investing, open new sales offices in Chile and Peru, growing their Sales department in Argentina and has been the top partner driving USAGE in terms of quantity of customers, users and % of usage. In FY15 they generated, led & helped to close 24 transformational Cloud deals and is the partner with more Cloud reach and percentage of usage in Argentina (Office365 Partner of Record of 5K users with a YTD usage of 53 % and ranked number 3 in terms of Partner of Record of Azure driving Usage in Argentina).

**Australia Partner of the Year**  
**Readify**

As one of Australia's leading Cloud First Mobile First partners, Readify offers a unique blend of thought leadership, innovation and experience. For many years, Readify has developed a profile of the highest standard, recognized for consistently exceeding customers' expectations and delivering projects of exceptional value to customers. The Readify Team consists of an exceptional group of people with skills that have helped customers break new ground with Big Data, Mobile Application Development and The Internet of Things. Its reputation with customers is legendary and Readify continues to deliver high customer satisfaction whether developing a new application or enhancing an existing one.

**Austria Partner of the Year**  
**Solvion Information Management GmbH**

Solvion Information Management GmbH is a highly certified Austrian Partner who optimizes the operational collaboration and communication of their customers, creating measurable success. With a team of 30 highly qualified and motivated people, they develop solutions for on premise as well as Cloud infrastructure. These solutions blend well with an existing Microsoft IT landscape - thus ensuring maximum benefit and efficiency for their customers. Their years of experience in the field's social collaboration and unified communication have made them specialists in these areas, earning them the confidence and trust of numerous customers in the DACH region. Utilizing the Microsoft technologies SharePoint, Lync/Skype for Business, Yammer, and Office 365, they have developed a complete solution that allows every user to access content relevant to their work, contribute to active content, and collaborate and communicate with coworkers.

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

Almoayyed Computers has shown dedication and commitment by adopting the Microsoft strategy of Cloud First, Mobile First. They have taken steps to accelerate their transformation by adopting a strong strategy ensuring their resources are readied with a compelling story to engage with customers from all angles: sales, pre-sales and technical. They have also identified dedicated teams to drive impact towards critical areas and workloads which is having a positive influence on the business. Despite challenging market conditions, Almoayyed Computers' efforts have elevated new business growth and increased new enrollments, achieving the highest number of PGO's in the CA space in Bahrain.

**Bangladesh Partner of the Year**  
**Tech One Global (Pvt) Ltd**

Tech One Global is committed to offering client-oriented services facilitating efficiency, innovation and creativity in the field of Information Technology through Microsoft solutions. Tech One enabled Microsoft to get its first Office 365 customer in Bangladesh. Tech One has both of the two Office365 EA under their umbrella. They have skilled certified engineers and pre-sales engineers who sell Cloud solution in both Office 365 and Azure. Tech One has served hundreds of organizations across the country in the fields of manufacturing, banking and finance, telecommunications, small and medium enterprise, and the government and public sector.

**Belgium Partner of the Year**  
**Delaware Consulting**

Delaware Consulting is a very committed Microsoft partner, offering the full stack of Microsoft solutions out of one of their 3 pillars: Customer experience (Delaware Digital). Business insights. Operational excellence. They have the largest Azure partner EA to date (worth 300k€) with Delaware Digital and always go Azure first with their offerings. They challenge other suppliers, such as SiteCore, on their business model for SiteCore on Azure. They have a very open relationship with Microsoft, a can-do attitude, and a thirst for excellence. They focus on customer experience and believe that Microsoft solutions & products provide the vehicle for a successful relationship.

## **Bermuda Partner of the Year**

### **Fireminds Ltd.**

Fireminds provides innovative technology services such as application development, web development, cloud computing and ecommerce solutions for businesses in Bermuda. In 2012 Fireminds was re-launched as an independent technology consultancy based in Bermuda, but serving clients internationally utilizing public cloud infrastructure platforms such as Microsoft Azure and Office 365. The CEO was the first in Bermuda to bring private cloud solutions into the market and is still regarded as Bermuda's pioneer for cloud solutions. This year, their continued investment into partnering with Microsoft is deepened by committing resources to achieve the Gold Cloud Productivity certification.

## **Bolivia Partner of the Year**

### **COGNOS**

Cognos, receiver of the first Cloud Partner Certificate, has demonstrated their commitment to Microsoft by developing the commercial market and searching for new opportunities in the Cloud. As a coseller with Microsoft, they developed and implemented effective marketing campaigns to promote Office 365, every month launching event accelerators and proof of concept. The performance was excellent with a 42 % increase in the SMB Market Share and developing accounts in small and government business.

## **Botswana Partner of the Year**

### **Kolari**

Kolari is dedicated to the Microsoft product stack and exclusively supports, maintains, administers, implements, sells and promotes Microsoft centric solutions. They do not sell or promote any other products and are a 100% Microsoft only partner. Kolari has driven the Office 365 trials within Botswana in its entire customer base. They were also the first partner to successfully implement Office365 & InTune into Botswana Oil Limited (BOL). (BOL serves as the Government of Botswana's transformation agent in the oil industry and is mandated to ensure security and efficiency of supply of petroleum products for Botswana, manage state-owned strategic fuel reserve facilities, strategic stocks as well as bulk storage and distribution. The entity is also responsible for facilitating participation of citizen companies in the petroleum sector.) They have also renewed an OVS, Boteti Mine on both on premise and Office 365 (successful hybrid solution implementation). They see the huge potential in Botswana for Azure in the EPG space and are very actively selling Azure in this space.

## **Brazil Partner of the Year**

### **HSBS**

Founded in 1996, HSBS is an information technology company that provides infrastructure management solutions for both commercial and public sectors. They started the journey to the Cloud in 2010 and currently have a business model specialized in delivery services and continued management of tech platforms, which allowed HSBS to adapt to the recurrent revenue standard that is inherent in the Cloud. The company, whose offers are based on Office 365 and Azure, started to create more services demands, leveraging customer's level engagement through other offers such as OneDrive, Yammer and SharePoint. With Microsoft's support, HSBS achieved a relevant evolution in aspects such as commercialization, deployment and managing of Office 365, improving the quality and quantity of services aggregated to HSBS offers. HSBS was the 1st partner to achieve both Cloud Productivity and SMB Cloud Solutions competencies and shows great discipline regarding sales, with strong results in Office 365 consumption and Cloud solutions deployment.

## **Brunei Partner of the Year**

### **Tech One Global**

EA 3.0 renewal is the biggest EA renewal for SEA NM in Fy15 with USD1million upside from previous year. In FY15 Techone made a strategic move made to split their Disti and LSP business's to suit the Local Business Development requirement made by Brunei government. That move was very successful, by adding service and deployment capability in FY15 and added local contents. It is their trust level with government customers and ability to sustain managing complex financial payment model from the government. Their openness to change and clarity of forecast with Microsoft Brunei is impressive, all the way from their CEOs to the working team. Post EA has also reflected their commitment to co-invest to drive EA deployment for the Infrastructure for 25,000 users leveraging our latest platform on AD, Messaging and Lync.

**Bulgaria Partner of the Year**  
**AmePro (Consortium between Amexis and CAD R&D Center PROGRESS)**

AmePro, a consortium between Amexis and CAD R&D Center Progress, developed an innovative solution for a Cloud-based Office 365 platform for two universities. There is a significant potential to implement their solution in other universities in both private or hybrid cloud scenarios. The platform can be extended to support services and technologies outside the Bulgarian market. Both university partners are excellent examples of Microsoft trusted advisors and have strong focus on City Next opportunities. AmePro is well recognized on the Bulgarian market and in EU countries. This year their Hybrid Cloud based platform for public services was one of three finalists at Appcup 2015 – eDemocracy in Brussels, Belgium.

**Canada Partner of the Year**  
**ProServeIT Corporation**

Truly embracing their mantra of Customer First, Cloud First, Microsoft First, ProserveIT has tapped into the business and technical advantages of Microsoft's cloud offerings. Their Cloud Adoption Program is based on a repeatable process that is uniquely adapted for each customer, helping them move through the education and buying process. Their targeted outcome is a customer who has the potential to buy and consume multiple Microsoft Cloud Technologies, driving an increased customer lifetime value. Ultimately their success is reflected in a proven track record with victories over Google, Amazon and Salesforce.

**Cayman Islands Partner of the Year**  
**MCS Ltd**

Over the past 25 years, MCS has transformed from an infrastructure partner into a leading SharePoint developer partner. MCS offers a Hosted Cloud Solution, and has become a leading partner for Microsoft SPLA in the Caribbean Region. MCS has 11 Microsoft Certified Professionals (MCP) which allow them to offer a high quality service to meet the demands and new challenges of their customers.

**Chile Partner of the Year**  
**Last Call S.A.**

Last Call has 25 years of experience, with a multidisciplinary team dedicated to the design, recommendation and acquisition of software licenses. They have fully embraced Cloud technology to become the first SAM and Cloud Productivity certified partner at SMB as well as the first SureStep Optimize partner in Chile. They have earned the leadership in the Chilean SMB segment and successfully migrated countless users from Google in SMB. They always participate with ambition, commitment and sacrifice.

**China Partner of the Year**  
**Pactera Technology Limited**

As a China headquartered company, Pactera is a trusted consulting and technology services partner with proven global capabilities, quality standards, and efficient delivery processes. Pactera partners closely with Microsoft to provide one-step solutions such as enterprise application services, business intelligence, application development & maintenance, mobility, cloud computing and infrastructure management. During the transformation in the world of Cloud First, Mobile First, Pactera innovated various Azure & Office365 based solutions, spanning IOT, internet banking, office automation, aviation, manufacturing ERP and more. Pactera's international presence, experience and teams makes them pioneers in enterprise digital service, which allows them to provide a perfect balance of personalized and high-value service for Fortune 500 clients spanning many industries including the Financial Services, Technology, Telecommunications, Travel and Transportation, Energy, Life Sciences, Manufacturing and Retail & Distribution sectors.

## **Colombia Partner of the Year**

### **Intergrupo**

Colombia-headquartered Intergrupo is an IT services provider primarily dedicated to supporting Latin American organizations with their technology solutions, including cloud, mobile, and enterprise applications. For the past 3 years, they have completely transformed their focus on digital business transformation to provide an end-to-end offering that includes: Smart Marketing Mix, Business Solutions, IT Operational Continuity and Analytics, all of which provides customers with a true digital experience tailored to each particular user within the enterprise. Intergrupo remains as one of the top 5 worldwide most competent partners due to their vast technical capabilities with Microsoft solutions including new cloud certifications and programs. Through FY15 they have consolidated an offering that includes new markets and encompasses more than 30 business solutions around cloud productivity, cloud platform and Cloud OS, which are supported by a technology adoption model that has impacted over 50K Office 365 seats, productive SAP/Azure and more than 50K yearly Azure consumption.

## **Costa Rica Partner of the Year**

### **Segacorp de Costa Rica, S.A.**

Grupo Segacorp has shown a high level of commitment and engagement to the alliance. Their investment in the Costa Rican operation, executive sponsorship, team group collaboration, along with their openness to receive feedback and adjust course have made them a successful force. Today they are by far the strongest LSP in the country, holding the largest installed base of EA/Select contracts. They continue to grow the business year over year, and are committed to a Mobile First Cloud First business model.

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

### **INOVA**

Established since May 1999, INOVA is an IT company which has its head office in Abidjan, Côte d'Ivoire. INOVA specializes in software development, system integration, networking infrastructure, and Training. INOVA is ISO 9001 – version 2000 certified and has been a Microsoft Certified Partner and training center (CPLS) since 2004.

INOVA is one of the first EDAs in Ivory Coast and this year they added a good T-36 execution plan with all their accounts including ANSUT (Côte d'Ivoire government) where they sold 30,000 Office 365 seats. Also in charge of the training of trainers for civil servants. INOVA is well committed to Microsoft partnership and drive our penetration to Côte d'Ivoire market. They already achieved their target for FY 15 with 150% attainment and 70% cloud mix.

## **Croatia Partner of the Year**

### **Proteron savjetovanje d.o.o.**

Starting in FY13 with zero Microsoft Cloud services sales in Croatia, Proteron worked jointly with the local Microsoft team to define and implement a Cloud Sales Specialist (CSS) program for Office 365 and Azure products, which had a significant impact on partner activation, a proactive sales approach and revenue growth. The goal was to create a certification program that would motivate sales representatives to learn continuously about Microsoft Cloud solutions and to sell them. The curriculum was created, followed by an awarding point system that allocates points for cloud education and for sales results. Motivating salesmen by issuing certificates that can help develop their visibility on market and in customer's relationships, was successful. Proteron developed a LCA approval based on program portfolio and helped local offices to implement the unique sales methodology and approach in positioning Office 365 and Azure on the market, combining Office 365 products and value scenarios for fast adoption and partner transformation into a new sales model. The result shows a positive business impact: 358% growth of activated partners, from 17 (FY13) to 87 (FY15); 52% of all activated partners are Cloud Sales Specialist (CSS) partners; CSS partners are generating 83% of total Office 365 Open revenue; 1284% growth of Office 365 seats, from 375 (FY13) to 5190 (FY15) and 236% growth of number of CSS (SureStep) salesmen, from 47 (FY13) to 158 (FY15).

## **Curaçao Partner of the Year**

### **Inova Solutions**

Inova's cloud growth this year has been exceptional as they continue to grow both in country and regionally. They dominate the Dutch territory with partner company NetPro Group. They have been strategic in igniting Curaçao as a new cloud country for Microsoft and have made significant investments to increase customer touch points this year. They partnered with Microsoft in testing Office 365 and continue to be 100% Microsoft in their portfolio, committing resources into the P-Seller program in addition to significant capital investments made in FY15 to promote Microsoft technology.

**Cyprus Partner of the Year**  
**Ralliton Ltd**

Ralliton is the leader in Cyprus Information Technology in the areas of Microsoft Licensing and Solutions, focusing strongly on Microsoft Office 365, and EMS. Born in the Cloud, Ralliton exhibited exponential growth in revenue for Office 365 and Azure during the past 12 months and as a result recorded the strongest rise among all other partners. The Ralliton Cloud revenues climbed by over 120 percent during this period by embracing fully Office 365 and Azure offerings through their own packaged solution “go365cloud”, thus delivering applications anywhere, anytime with maximum security, reaching out to large enterprises but mostly small businesses. Ralliton is fully committed to Microsoft and holds in their portfolio the most Microsoft Certifications in the country. They are the only certified as Gold Cloud Platform Partner, in the country and also Gold in Small and Midmarket Cloud Solutions Competency and Software Asset Management Competency and they are certified with 6 additional Silver Competencies. Finally, Ralliton engages actively in various leading Information events in the country through a P-Seller thus evangelizing Microsoft Cloud as a technical culture.

**Czech Republic Partner of the Year**  
**Mainstream Technologies**

Mainstream Technologies, s.r.o., founded in 2006, provides highly professional IT consultation, offering Microsoft based solutions, and especially cloud based solutions. The Company service revenue is now 40% from cloud technology. Key projects are distributed between the EPG and the CA segments equally. Mainstream is competing successfully against our competitors and local hosting companies in areas like management, and private and public cloud. Mainstream has a unique proposition in our market: we are the most active Azure partner with core business solutions, the best StoreSimple partner with first 8000 series implementations, an EMS demo maker for Microsoft and deep experience in Office 365 area. Altogether, this makes Mainstream one of the most modern and flexible partners in Czech Republic with dedicated cloud team consisting from pre-sales, sales and support.

**Denmark Partner of the Year**  
**ProActive A/S**

ProActive has a very wide set of competencies covering Dynamics CRM, SharePoint, Azure, Office 365, Exchange, System Center, and EMS/Intune. They have invested heavily in the development of new products, aimed at increasing the value of our customers' investment in Microsoft Technology. Under the motto of Cloud First ProActive, has transformed from being a traditional system integrator to being the customer's strategic business partner with services in consulting, implementation, application management and standard cloud services. The results speak for themselves – a very high number of delivered projects – with a very high level of customer satisfaction.

**Dominican Republic Partner of the Year**  
**Solvex Dominicana, SRL**

Solvex was conceived when the owners participated in Imagine Cup 2010, and then developed within the Microsoft BizSpark program. They have rapidly managed to achieve market recognition for their solutions, services and their implementation practices. This partner was instrumental during Microsoft's transition in the academic sector from Live@Edu to Office365, where they locally deployed over 500K seats. Solvex has become a go-to partner for Microsoft when it comes to complex cloud scenarios. During the course of this fiscal year, they have developed practices and solutions for API's (multiplatform with Xamarin partnership), Office365 (Moodle connector, Office 365 Sync Manager for LDAP) and Azure. Their exponential revenue and reach growth (967% and 1000% YoY respectively) are notable. Solvex has proven their alignment and commitment to Microsoft's transformation.

## **Ecuador Partner of the Year**

### **BUSINESS IT**

Business IT/Beducación is an academic LSP that evolved into Microsoft's most important solutions/services partner in Ecuador, offering a model that successfully blends business process as a driver of technology adoption, a great management and development of internal resources, and a great profitability model. They offer solutions ranging from BPM, EPM, Sharepoint, System Center, Talent Management, e-learning, Social, and Cloud. Business IT/Beducación has become the most solid solution provider in the country with great customer reviews, 8 Silver/Gold Certifications, and almost 80 resources dedicated to Microsoft technology. It is Microsoft's largest Office 365 partner, having deployed some of the largest Office 365 deals in EPG and CTM, migrating from competitive platforms like Google, Lotus, Zimbra more than 55k seats. They are also one of the largest Azure partners in Ecuador having sold/deployed some of the largest projects in Ecuador. Business IT/Beducación just finished a process of expanding its practice to Panama where they are creating a positive impact in the market.

## **Egypt Partner of the Year**

### **BlueCloud**

BlueCloud is proud to have delivered a state of the art middleware solution in co-operation with Microsoft consulting services to the National Bank of Egypt, the oldest and largest commercial bank in Egypt. The solution is based on BizTalk Server 2013 R2 and is considered the biggest BizTalk implementation in the financial sector worldwide. Bluecloud is excited about the new capabilities and possibilities of implementations for Azure Service Bus and is working on leveraging and effectively positioning Azure Service Bus to capitalize on the existing success and take it to the next level. The cloud offering will enable our customers to effectively manage temporary peaks and build reliable and elastic cloud apps with messages with reduced TCO. BlueCloud is taking solution implementation and delivery to the next level where they demonstrate business domain knowledge and analyze the value add and business objectives behind the technical solution provided. BlueCloud takes on the strategic advisor and technical consultant role before the vendor role to ensure highest rewards and achievements for projects.

## **El Salvador Partner of the Year**

### **Segacorp, S.A. de C.V**

SEGACORP, S.A. de C.V., is the Salvadoran subsidiary of Grupo SEGA. They are one of the top Licensing Solution Partners in El Salvador and also a strong partner in the Solutions, VAR and Cloud plays. YTD total sales are USD\$3.7M., including direct and indirect revenue, making them the largest partner by revenue in the country. SEGACORP, S.A. de C.V. has also embraced the transformation to the Mobile First Cloud First vision: they had the largest Office 365 sold and active user base, including key new customers in the financial sector such as Banco Azul, S.A. and Banco Davivienda Salvadoreño, S.A. They are also pushing Azure through specific scenarios such as back up, managed services and operational risk management, having already sold 6 new Server and Cloud Enrollments for Azure YTD. Finally, they have leveraged their expertise in CRM to create three CRM Online verticals to increase cloud sales.

## **Estonia Partner of the Year**

### **Primend**

Primend has transformed the Estonian software market and set the Cloud as the new normal. Primend came to Microsoft with the grand idea of offering only cloud solutions to customers. Primend is a born in the Cloud partner and is the main partner for Office 365, Azure and Enterprise Mobility Suite in Estonia. In one year of business, they have grown to 10 people, and are planning to grow even further, as there are so many cloud projects to be done. They cooperate with other partners and LSPs and help them in pre-sales and deployment. Primend has done the majority of POCs and Cloud deployments projects in Estonia. They also cooperate with Dynamics partners and help to move the NAV customers to Azure and Office 365. Primend has truly transferred Estonian customer mindset towards the Cloud.

**Finland Partner of the Year**  
**Innofactor Plc**

Innofactor is the recognized leader in providing Microsoft cloud services to their customers. They have been early adopters in building cloud based solutions and offering innovative cloud solutions to their customer base. Services such as Innofactor 7to7 and Innofactor Business Cloud differentiate them from traditional IT services and offer unique value to customers. Innofactor has been the pioneer in driving public cloud service to healthcare vertical, which has been traditionally hesitant to adopt public cloud services. Cooperation between Innofactor and the Microsoft is extensive across multiple sales segments and product groups. The cooperation covers enterprise segments, public sector segments and all the product groups. Innofactor has been actively participating in the national discussion on technology neutrality. CEO Sami Ensio has been an active contributor to the discussion highlighting the value of Microsoft partnership and significance of technology neutrality to local market and industry.

**France Partner of the Year**  
**PROJETLYS**

Projetlys has been Microsoft's regional Digital Transformation Expert pure player since 2006. They are fully aligned with Microsoft strategy and segment, consuming all Microsoft technologies. By addressing East of France on SMB/CTM/CAM SMSP & EPG accounts, they are aiming to become a national player over the next months. Projetlys participates in all Microsoft strategic programs and was the first French SI Partner to sell through CSP. They have never lost a deal vs VMware nor Google! Projetlys built & launched "Cartable Numérique" to address Public Sector in order to plug all Microsoft Cloud & Mobility Solutions (Office 365 / Azure / Power BI / CRM Online/ Surface Pro 3).

**Georgia Partner of the Year**  
**UGT**

UGT is the largest contributor to Microsoft business growth in Georgia in Public Sector. Over the past years, in collaboration with Microsoft Georgia Sub, UGT has made great strides to negotiate and complete the recently signed EA with the Government of Georgia, which is the first precedent of full governmental licensing among all post-Soviet countries, after the Baltic States. UGT has a 10,000 GGWA and EA for 31,000 Pro and Ent desktop mix (total net value of \$13.8 M). On a more general level, licensing of the Public Sector opens a new chapter of Microsoft's business development efforts in Georgia and Microsoft's broad platform adoption in the country. It should be underscored that UGT has played a pivotal role to help achieve these results, which in turn has increased UGT's revenue by 100 % (in the Microsoft segment). UGT, in its turn, has achieved this great success due to its innovative business model and efforts.

**Germany Partner of the Year**  
**blue-zone AG**

It's all about Cloud, Apps, and Devices. blue-zone AG specializes in the development of digital distribution systems for mobile and cloud computing. The scope extends from the design of standardized, immediately deployable SaaS solutions to custom implementation. It's the entrepreneurial activities' benchmark to transform R&D innovations into practical solutions that exploit the business potential of mobile devices, allow a profitable tablet use and provide users with a measurable competitive advantage. Today the blue-app is a mobile sales force automation foundation for manufacturers and retailers to accelerate sales processes and to control them accurate and more cost-effective. Blue zone deploys the app in the highly scalable, secure and powerful Windows Azure cloud. Simultaneously blue-zone supports seamless integration of PIM, CRM and ERP systems and the use of blue-app in an individually defined cloud or on-premise infrastructure.

**Greece Partner of the Year**  
**ATCOM Internet & Multimedia SA**

Atcom, founded in 2000, is the top web agency in the Greek market, with an extensive project portfolio and experience in the creation of portals, e-Shops, web & mobile applications. It focuses on the development of professional content management products and applications and has acquired an extensive client base that spans all principal market segments. It works in all aspects of an interactive project (graphic design/ web design, web authoring, web programming, testing/ quality control, and training) as well as usability, installation and post installation professional support services including hosting. Azure provides an attractive infrastructure upgrade with figures that rationalize costs. The capabilities of Azure already help the company focus and invest further on services and innovations that are the main driver of advantage and in parallel enhancing new Microsoft technologies on their portfolio as CRM on line for portfolio management. Main scenarios are including: e-shops, CDN, back up, disaster recovery, storage & compute. Atcom has migrated onto Azure the hosting of high profiled customers, giving to Microsoft some of the most important wins in Greek market.

**Guatemala Partner of the Year**  
**Sega**

Grupo SEGA, S.A., is the Headquarter of Grupo SEGA in Central America. They constantly trust, invest and focus on Guatemala's market. They are one of the top Licensing Solution Partners in El Guatemala and are also a strong partner in the Solutions, VAR and Cloud plays. YTD total sales are USD\$7.9M., including direct and indirect revenue, making them the largest partner by revenue in the country. GrupoSEGA also has the largest sales, with over 51% of the market. Grupo SEGA, S.A. has also embraced the transformation to the Mobile First Cloud First vision leveraging and increasing cloud business model +279% YoY, becoming the most successful partner on Cloud business knowledge and implementation.

**Honduras Partner of the Year**  
**SoftwareOne**

SoftwareOne Honduras is a global partner for Microsoft with a strong foothold in Honduras. They manage the top five EA contracts, including the first and biggest EA Cloud contract, accounting for over 3000 seats and including Azure backup and storage solution. SoftwareOne Honduras deeply integrates the cloud strategy into their customer's t-36 discipline and has aligned all its resources to deliver an outstanding pre and post sales service.

**Hong Kong SAR Partner of the Year**  
**KBQuest Group Inc.**

KBQuest is a Microsoft committed partner focusing on Microsoft technologies implementation and related software development, aligning with Microsoft's Mobile First Cloud First focus. KBQuest has a good understanding of Microsoft technology, knowledge on hosting applications on Microsoft Azure, and meets the compliance requirements to go Cloud with support and maintenance planning. KBQuest covers mainly the Microsoft Azure technologies, cross-platform mobile application development in their service offering. In the managed cloud hosting cases, KBQuest Group Inc has made use of Microsoft Azure Cloud Services and Virtual Machine for running web and application servers, Microsoft Azure storage for backup and media storage, Microsoft Azure endpoint for load balancing and high availability deployment, Microsoft Azure Virtual Network for hybrid network topology setup, Microsoft Azure Traffic Manager for diversify cloud applications from different regions, Microsoft Azure Service Bus for application integration. KBQuest has heavily invested in Microsoft as research and development focuses on value add Microsoft products. KBQuest also took the lead in selling Azure managed service which provides unique value prop to market.

**Hungary Partner of the Year**  
**EURO ONE Számítástechnikai Zrt.**

Euro One is Microsoft Hungary's best performing Licensing Solution Partner who enjoys solid growth year after year. They are a trusted path-breaking partner in landing a new generation of volume licensing solutions and suites like MPSA and ECS. Euro One are pioneers in the positioning and selling of EMS solutions as well. They implemented P-Seller program in a remarkably successful way, employ both Azure and Office 365 Solution Sales Specialists and boast of industry-level case studies like Graphisoft where they also excelled in implementation and support advisory services of Microsoft solutions. Beyond their outstanding performance as LSP they are also regarded in the market as significant stakeholders in Microsoft technology-based application development, renowned for their .net and SharePoint development and support services for large enterprises like MOL. Euro One has fully adopted Microsoft's cloud strategy, generating the largest growth in cloud services and deployment in the Hungarian market.

## **Iceland Partner of the Year**

### **Advania**

In the past year, Advania has experienced a dramatic change. They have gone through the process of setting up and adopting the CSP program and is now more than ever focused on Microsoft and providing solutions powered by Microsoft. Advania offers a Microsoft based end-to-end solution for organizations in the public and private sector aligned with Microsoft's vision of hybrid environments that comprehensively support public cloud, private cloud and on-premises. They have also finished all technical installations towards becoming a Cloud OS Network Partner and are currently working towards their benchmark to complete the process. Furthermore they use Microsoft products companywide in their own operations. By adopting the CSP and COSN programs Advania has become the partner in Iceland that has invested most resources in furthering and bettering their Microsoft solutions offering.

## **India Partner of the Year**

### **Comparex India Pvt Ltd**

As a Gold Cloud Partner of Microsoft, Comparex is the trusted advisor for its customers and has a track record of a zero compete loss to date. Comparex also bagged the largest win of 10,000 seats in the cloud along with one of the largest ECS deal of 3,000 seats. Comparex has demonstrated a Cloud-First vision and has landed the cloud story successfully. They have an 80% YoY growth; driving a deployment of 70%+ of cloud seats; and adding 300+ customers across segments. Comparex continues to strategically investment in a long-term mutually beneficial partnership with 40% workforce dedicated to delivery and presales of Microsoft Solutions. Their investments in transformational models like SPLA and new business models further demonstrates their belief and commitment towards Microsoft's vision.

## **Indonesia Partner of the Year**

### **Pasifik Cipta Mandiri, PT**

Pasifik Cipta Mandiri (PCMan) was founded in 2000, focused on services for IT infrastructures. Selling licenses and doing system installation were key activities the company before. Being a Microsoft Managed Partner for the last 7 Years, PCMan has shown consistent focus on delivering quality services to the customers. About 3 years ago, with the coming of Microsoft cloud technology, PCMan believed the window of opportunity was presented. PCMan took a bold decision to turn the company focus from delivering Microsoft on-premise solution into the Cloud solution, starting with Office 365 solutions. Within the last one year, the growth of Microsoft cloud related business contribution to total company revenue jumps over 15 times YoY. Currently, the cloud business contributes more than 50% from total revenue.

## **Iraq Partner of the Year**

### **Avesta Company**

Avesta, a strong advocate for Microsoft's cloud vision, is a born in the Cloud partner leading with Office 365 and Managed Services on Azure. In a record time of being managed, Avesta significantly contributed to Microsoft's Cloud growth in Iraq where they sold and deployed more than 1,000 seats of Office 365 and hosted over 100 websites on Azure. They achieved the Gold Cloud Productivity Competency and are actively working towards their Silver Cloud Platform Competency. Additionally, they were featured in a Case Study and in the CA and Partner Sales newsletter due to their continuous efforts and success stories.

## **Ireland Partner of the Year**

### **Ergo**

Ergo offers Microsoft based solutions and associated professional services to the Irish market. They are also on track to deliver US\$7,500,000 of licensing revenue (influenced and actual) in FY15 across SMB, CA, PS and EPG. They consistently deliver growth with annual increases of over 114%. Ergo is a 100% Microsoft Company and delivers the complete platform for infrastructure, apps and data. They also develop and build on SharePoint and have created and application "FlowForma" a BPM application available both on premises and through a cloud offering in our store. They are currently delivering 58% of Microsoft's Corporate Account Office 365 implementations and have delivered over 150 cloud based projects over the last two years. They have many customers on Office 365 and Azure across EPG, CA and SMB.

## **Israel Partner of the Year**

### **Valinor**

Valinor was founded in 2005, specializing in designing, implementation and maintenance of IT projects in Israel and abroad, Valinor LTD. As a part of Comm-IT group, one of the industry-leading IT service providers in Israel, the company employs a wide range of architects, developers, database administrators and IT experts. Valinor management team decided to transform to Azure and performed the following transformations: assigned a senior VP that focuses on Azure within the company and in the whole group, who makes sure that all different divisions are prioritizing Azure projects; set goals for Azure revenues, goals which were continuously achieved; Azure was given the first priority on the management level, including the CEO dedication to promote Azure to customers. Over the last year Valinor had built their MSP proposal and purchased over \$750K Azure with consumption of average \$80K each month.

## **Italy Partner of the Year**

### **Accenture/Avanade**

During this year Accenture /Avanade has worked hard to offer cloud solutions to customers, implementing solutions across Azure, Office365 and CRM Online to help their customers grow, and so Microsoft grew. Accenture/Avanade has been involved in different important projects such as “Comunica e Colabora” for Poste Italiane. In this project, integrating Microsoft’s Public Cloud Services has been the main objective, letting Poste Italiane become a leader and differentiate in their market, and allowing Microsoft to strength its reputation in the sector across Italy. Accenture/Avanade has improved its relationship with Microsoft by not just focusing on client-facing, but also on market facing communication, participating and sponsoring some of the events focused on CSR and making a great effort to involve women in the technology sector. Regarding the CSR, Accenture/Avanade has also shown a great belief in the future generations, who will be the future engines when sponsoring events such as Imagine Cup or Meet no Meet among others.

## **Jamaica Partner of the Year**

### **Inova Solutions**

Inova’s cloud growth this year has been exceptional as they continue to grow both in country and regionally. They dominate the Jamaica territory with partner company Infotech Caribbean. They have been strategic in igniting Jamaica as a new cloud country for Microsoft and have made significant investments to increase customer touch points this year. They partnered with Microsoft in testing Office 365 and continue to be 100% Microsoft in their portfolio, committing resources into the P-Seller program in addition to significant capital investments made in FY15 to promote Microsoft technology.

## **Japan Partner of the Year**

### **FUJI SOFT INCORPORATED**

FUJISOFT started their cloud business as a Google partner but they shifted focus to Microsoft business in 2009, and built their own showroom named “Microsoft Solution and Cloud Center” which is a one-stop demo environment dedicated to Microsoft cloud and device solutions. Here customers can effectively experience how work and business is improved by using the Microsoft cloud and device solutions. They also drive Google Apps vs Office 365 comparison seminar to customers every Friday, utilizing the showroom to explain the key differentiators of Office 365. In addition, they fully utilized offerings for readiness, selling, deployment and consumption such as Office 365 IUR and FastTrack, attained a 10x cloud revenue / 5x all volume license revenue in FY15 compared with 2011, and contributed not only to selling licenses but also to deploying cloud solutions and actually shifting business to cloud by strong SI service with collaboration with Microsoft Japan.

## **Jordan Partner of the Year**

### **Optimiza**

Optimiza has shown a great level of impact in the Jordanian market through strong collaboration with Microsoft. Disciplined interaction with Microsoft’s Sales Team, Partner Technology Advisor and Stakeholders in NEPA headquarters has resulted in great visibility and important wins within our EPG/CTM segments; especially around Microsoft’s Cloud Solutions offerings. The work Optimiza has done with Microsoft Jordan is a showcase of how LSP Partners can deliver multiple new EA’s, with cloud solutions, that are of huge strategic importance to Customers and to Microsoft. Optimiza’s adaption in shifting their existing IPs to the Azure based Managed Service ERA is well appreciated and will lead to recurring revenue streams for both Optimiza as well as Microsoft. Finally, their engagement with MCS in various projects have added significant value and momentum to those projects.

## **Kazakhstan Partner of the Year**

### **Logycom JSC**

Logycom is the biggest Microsoft partner committed to Microsoft sales in Kazakhstan. Logycom has fully committed to Microsoft Cloud strategy, and have all the necessary competencies. They have diligently focused all efforts toward a move to Cloud First Mobile First principles. Their cloud sales In FY15 is \$ 1,350 000. Logycom's skill and dedication to customer care and consultation makes them highly successful. They are currently working on developing Cloud sales strategy, which will only increase their status in the market.

## **Kenya Partner of the Year**

### **Computer Revolution Africa**

Computer Revolution Africa has worked very well with Safari Com to ensure the largest purchase of Office 365 in Kenya. They are migrating toward cloud based services embracing the power of Azure, moving internal applications to Azure as well as their customers' applications to Azure. CRA embraced the 4Afrika volunteer program with the HR seminar held onsite with CRA leadership team and HR team. This led to a very positive outcome.

## **Korea Partner of the Year**

### **SOFT2000 Co., Ltd.**

Soft2000 is an outstanding and highly committed partner from Korea embracing Microsoft cloud business strategy. They showed a strong business performance, growing by 83% (YoY) at EPG and 27% (YoY) at SMS&P segment together. FY15 H1 revenue was \$4.5M and net new growth was more than 79.9%. Soft2000's Cloud transformation performance was excellent with 276% growth (YoY). Their Office 365 consumption rate was SMSP CA (PPD 54%, CAU 32%). One of Soft2000's successes was Humax. Hamax's Operations cost was dramatically reduced by 40% with Azure Environment. Soft2000 is accelerating cloud business and realizing the great opportunities in the cloud driven by consistent investment and focus on readiness.

## **Kuwait Partner of the Year**

### **Diyar United Co.**

Diyar United Company is a leading ICT company in Kuwait that has grown their Microsoft business 64% YoY while actively transforming their business to cloud. Diyar steadily increased their cloud performance through a focused approach in driving Microsoft public and private cloud, Microsoft Azure, and Microsoft Server Cloud Enrollments in enterprise and midmarket corporate accounts along with Windows 8.1 based devices. Diyar's alignment with Microsoft in driving effective account plans and world-class execution has resulted in achieving over \$2M USD of cloud revenue (Office365 & Azure) YTD. Diyar continues to show their commitment to growing their cloud business by investing to build a robust Microsoft resource team, a total of 11 dedicated sales, pre-sales and operations people. This dedicated approach has directly impacted Diyar's growth of their midmarket corporate accounts business by 180% YoY achieving the highest number of partner generated opportunities in Kuwait midmarket corporate accounts. Diyar is also passionate about their Corporate & Social Responsibility (CSR) initiatives on both a corporate and community level. Diyar has formed an employee volunteer program to enable employees to give back to the community by volunteering at their choice of Non-profit organization (NGO) or Institute that cater to the wellbeing of (and not limited to) children, youth, women, senior citizens, the environment etc.

## **Latvia Partner of the Year**

### **DPA**

DPA has demonstrated outstanding achievements in Cloud transformation process. In 2 years, DPA fully transformed their business model and aligned it with Microsoft Cloud vision. The transformation covered the Marketing, Sales and Development team. During FY15, DPA ran 2 large customer BDM Microsoft cloud dedicated events that got Nation-wide recognition. Both events "Morning in to the cloud" and "Industry days" had the highest press and public media attention and covered 600 BDM and TDM audience. Additionally, the DPA development team integrated a Dual factor authentication solution with Office 365. CaptureIn Enterprise Identity is the next generation multi-factor authentication solution and brings the magic of "passwordless" authentication to the corporate networks and cloud solutions like Microsoft Office 365 (adapted for Microsoft Active Directory and deployed in Ministry of Agriculture Republic of Latvia and The Public Utilities Commission (PUC) or the Regulator, Republic of Latvia).

## **Lebanon Partner of the Year**

### **Exquitech**

Exquitech, Microsoft's newest cloud partner and a young, born-in-the cloud company, offers a wide array of Information Technology and cloud services. Before partnering with Microsoft and being introduced to Office 365, they were Google customers and partners. Since the first encounter with Office 365, Exquitech recognized a window of opportunity and were rapidly on-boarded in Microsoft's SureStep program on December 2014. They directly invested in a dedicated resource to recruit Google customers through showing the unique aspects of Office 365 and highlighting its features and added value. Moreover, Exquitech adopted a market focused approach where they targeted one given vertical; through continuous demos, with the main focus on offline mode and consistent user experience across all devices and platforms. Exquitech successfully and smoothly migrated more than 10 customers from Google Apps to Office 365 within a two month timeframe. Finally, their commitment and efforts led them to be the first partner in Lebanon to achieve the Silver Small and Midmarket Cloud Solutions Competency.

## **Lithuania Partner of the Year**

### **Acena**

ACENA is a Microsoft Gold certified partner, actively developing business in Cloud, and is one of the first in Lithuania to offer business productivity solutions based on Microsoft Office 365 technologies. ACENA's strength is discovering a unique offering that fits customer business strategy. ACENA is also helping customers to transform their business to Cloud. Apart from being a proactive business transformation to cloud leader and advisor to customers looking for advanced solutions, ACENA also provides full-scale services – Office 365 deployment, support and maintenance - so customers do not require trained IT personnel.

## **Luxembourg Partner of the Year**

### **NEREA**

Nerea is a leading Microsoft Dynamics CRM partner for Microsoft Luxembourg. They are well connected with Microsoft with which they have a very open relationship. This connection is driven by collaboration on many customer deals and through many co-marketing engagements. Nerea is appreciated and admired for their challenger attitude, their drive for excellence, their focus on customer experience and their commitment to Microsoft solutions & services. Even though Nerea only works on Microsoft Dynamics CRM projects, they have a strong partnership with other Microsoft partners so they can include Microsoft cloud services like Microsoft Office 365 and Microsoft Azure in their offerings. They are the proof that an interconnected partner ecosystem is key to winning strategic projects. Furthermore, Nerea differentiates itself from other partners by being able to talk to customers in their business language at CxO/BDM level. Their active participation in well-known Luxembourgish communities like AMCHAM and Rotary gives them a higher visibility and connection to the decision makers in the market.

## **Madagascar Partner of the Year**

### **Harel Mallac Technologies Madagascar**

The Subsidiary of Harel Mallac Technologies in Madagascar has been very dynamic and proactive in pushing various Microsoft technologies and product this past year. They organized events to promote and demystify many of Microsoft's solutions. They have almost acted like a Microsoft extension by facilitating and organizing meetings with customers CxOs during Microsoft employee visits in the country and they have significantly grown their Microsoft revenue compared to last year. All this is very challenging conditions due to the political and economic instability of the country.

## **Malaysia Partner of the Year**

### **Fusionex**

Fusionex is one of the largest and strongest Microsoft solutions providers in Malaysia with a comprehensive repertoire of Big Data &BI Solution, Microsoft Cloud (Azure and Office 365), Portal and Collaboration Solution, Enterprise Application Development and Integration, database migration/consolidation, Workflow Applications, and Enterprise Mobile Solutions. They embraced cloud transformation early and executed on cloud opportunities, delivering strategic wins that are supported by consistently solid customer references. Through a synergistic partnership with Microsoft, Fusionex demonstrated that solutions built upon the Microsoft technology stack designed to address the Big Data Challenge, leveraging the power of Microsoft Azure and HDInsight and Microsoft Analytics Platform System (APS), deliver customer operation efficiency, accurate decision making, as well as growth in sales, and provided the means to manage their IT investment with an excellent ROI. Fusionex also excels in enabling customers to

integrate social media data into business applications across multiple form factors of devices, delivering impressive competitive value propositions unmatched by our competitors.

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

#### **Kinetix**

Kinetix is a role model for cloud partner transformation. Since the launch of Office 365 and Azure, they have been actively working on providing value added services in cloud solutions and working closely with Microsoft Malta to win key strategic deals. Kinetix's Microsoft cloud proactive approach, their ability to demonstrate innovation, competitive differentiation and customer value has helped customers to realize the true value of cloud technologies.

### **Martinique Partner of the Year**

#### **Infodom**

Infodom continues to dominate share in the French speaking Caribbean. Faced with growing challenges unique to the territory, they have always come out on top with growth. They have embraced the transformation and have been able to secure the largest cloud customer reach in all of the Caribbean, not just French. They have invested in their own data center to offer hosted cloud services to customers until the expansion of Office 365 into their market. Their continued investment into partnering with Microsoft was deepened this year when they won an RFP to become a French Caribbean LSP committing resources through their company Interface Caraibes.

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

#### **Currimjee Informatics Ltd**

Currimjee Informatics is an historical COGNOS partner but today they are certified and actively pushing Microsoft BI solutions as well. Currimjee Informatics did a fantastic job with a customer called L'Express Properties by implementing the full Microsoft BI stack. The customer is very happy with the provided solution. They are also now doing events with customers to show how Microsoft BI solutions are comprehensive and cost-effective and are even doing advocacy on Microsoft's behalf, when needed, to convince a large customer on Microsoft technology for their BI project. Last but not least, Currimjee grew their Microsoft revenue significantly this year.

### **Mexico Partner of the Year**

#### **COMPAREX Mexico**

In May 2014, Perifel became a member of Comparex Group whose headquarters are in Leipzig, Germany, Having experience on Enterprise and with 22 years of presence in the Market, Perifel is specialized and focused in Microsoft Solutions. Its mission as a company is "To align technology to our customers' business objectives in order to improve people's productivity and life quality". Perifel is a TOP LSP on cloud and they fully embraced the transformation to the cloud. An example of such transformation is the adoption track, with more than 92% of the seats deployed. They have Gold and Silver Certifications. They have competencies in LSP, SAM, CSP Communications, Collaboration Management & Virt., Messaging, Devices & Deployment, Identity & Access.

### **Mozambique Partner of the Year**

#### **Novabase**

Novabase has been working with Microsoft in Portugal for more than 20 years, this was the first year they have submitted a case and this is related to a major productivity upgrade they have done in a Mozambique Bank called Mozabanco. At Mozabanco Novabase did their Exchange 2007 upgrade to 2013 for about 850 users. They have also implemented Lync and Office 2013 for all the users, this was one of the biggest productivity implementations we know of at a bank in Mozambique.

## **Namibia Partner of the Year**

### **Business Connexion Namibia (PTY) Ltd**

BCX remains the biggest Microsoft LSP/Partner in Namibia, with a total of 26 enrolments out of the 37 in Namibia (70% of the EA market in Namibia) bringing in an average of \$3,600,00 out of the total of \$4,200,000 (86% of the total EA revenue in Namibia). They also implemented the first private cloud for the Government of Namibia (Government Enterprise Wide) at the Office of the Prime Minister this year. De Beers Group renewals (De Beers Marine & Namdeb were the first Office 365 renewals in the Enterprise space in Namibia since the launch of 3 November 2014). They are also the biggest SMB partner in Namibia bringing in an average of \$250 out of a total of \$1,200,000 (21%). BCX managed to convert 50 Open Source licenses at National Petroleum Corporation to Office 365 as a BYOD solutions as all employees are using either Android or IPAD tablets. BCX has always met and exceeded the targets given to them. All BCX's technical deployments are based on Microsoft platform. Finally, all their technical staff must be MCSA, MCSE certified within 1 year of employment.

## **Netherlands Partner of the Year**

### **Motion10**

Motion10 helps companies by providing solid and advanced IT solutions and services. They set their vision, knowledge and experience in order to help customers excel in their market. Motion 10 is able to translate the most profound technology developments from Microsoft solutions to customers from bus services technologies (EDI world) to Internet of Things; they see and invest in new markets. A great example of a vertical based integration solution is targeting the housing cooperative market. This has led to a repeatable solution generating new business created in close cooperation with Microsoft Corp and giving Microsoft a strategic advantage in that market. Motion 10 embraces the power of the Microsoft platform with their focus on cloud solutions (Azure, Office 365) and their specialism in the area of BizTalk, Sharepoint and Business Intelligence. They address all connected devices beyond the desktop and server (outside of personal computing).

## **New Caledonia Partner of the Year**

### **SF2i**

SF2i, a company established in Nouméa, was founded in 2008 with the will to bring businesses of New Caledonia an appropriate response to the current problems of the market. The most competent Microsoft Certified Partner of the country, SF2i assists its clients in the complete management of their information systems, design, development, up to maintenance in operational conditions. SF2i has been involved in the most important email migration projects (1500 seats migrated from Lotus/Gmail to Exchange + Lync) as well as in the support of the Microsoft infrastructure for large accounts (Audit Active Directory and Microsoft infrastructures).

## **New Zealand Partner of the Year**

### **Intergen**

Intergen is a mature and cutting-edge Microsoft partner operating across many areas of the Microsoft stack, including ERP, CRM, Azure, and Office 365. Their solution at PGG Wrightson in partnership with NV Interactive showcased a best-in-class tablet-based CRM solution with their Windows Store app Blue Note. InterGen partners closely with Microsoft in core co-selling and services motions. They are transforming fast and taking their clients with them on the journey. They have delivered a number of lighthouse projects using Azure including Tertiary Accord of NZ and Dynamic Controls. They are driving enterprise SharePoint opportunities with project Cohesion in All-of-Government. They support Microsoft in many ways including providing a Regional Director for the Road to the Cloud initiative. InterGen is a multi-award winning partner at the local New Zealand level and is showing to other partners what a true cloud partner looks like.

## **Nicaragua Partner of the Year**

### **Sega Nicaragua, S.A.**

SEGA Nicaragua has shown a very dedicated and profound care for Microsoft customers' needs in Nicaragua through a diligently and disciplined T-36 strategy. SEGA Nicaragua not only achieved great customer feedback but they have gained trust and consideration that allowed SEGA Nicaragua to close two very difficult renewals with the most demanding customers in Nicaragua. SEGA Nicaragua

truly understands what the new business for Microsoft is: CLOUD and Consumption, and they have a very focused team in place to help Microsoft and Sega Nicaragua deliver what they promise, a true Cloud platform company on this Mobile First Cloud First era.

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

Ha-shem Network Services Limited is a partner that year-on-year consistently aims to do more with Microsoft and in FY15 their dedication to the business climbed a notch higher. Ha-shem Network Services Limited showed considerable YOY growth of about 20%, and have earned the coveted status with their customers of Trusted Advisor. These key criteria include Customer Listening skills, Ability to lead deal discussions, man-hours dedicated to the Microsoft business and of course their alignment to the Transformational Vision of the business. On co-selling motions this year with the Microsoft team, they collaborated seamlessly with the internal team on all leads and worked on building strong relationships with key members of the Microsoft team to avoid deal slippages.

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

Bahwan IT shows high commitment and strong competencies related to transformation, private and public cloud technologies, customer reach, business spirit, and sales excellence with great work done in most of sectors and citizenship arenas. Bahwan IT had amazing performance in generating and driving the highest pipeline and the most accurate forecast with full alignment with Microsoft account teams. They continually invest in improving sales skills and technical capability that enable them to build new practices and innovation related to Microsoft solutions that support different types of customers. Bahwan IT has increased the number of dedicated employees that focus on Microsoft business and has increased the overall revenue with healthy growth and profitability. The results have been exceptional in the satisfaction of customers since they have managed to offer a complete end to end solution that directly impacts business with tangible mutual benefits. The Bahwan IT team is seen as an excellent role model for the partner community all over Oman.

**Pakistan Partner of the Year**  
**International Office Products Pvt Ltd**

International Office Products (Pvt) Limited (IOP) is the oldest partner within the LSP community in Pakistan. They have been Microsoft Partners since 1998, and have played a crucial role in landing Microsoft's vision in Pakistan. They are the first partner in Pakistan to secure the Gold Competency in "Cloud Productivity" and showed great commitment to Microsoft's cloud business by securing more than 5,000 seats of Office 365 across various offerings. Moreover, IOP has developed a strong consumption plan leading to a high percentage of their Office 365 seats to be activated and consumed. Their strong market penetration enabled them to generate revenue from all segments including SMB, Corporate Accounts and Enterprise. IOP also helped Microsoft win back strategic accounts from Google with a strong execution plan where they successfully migrated all the users to Office 365. They are also actively working towards achieving the Silver Competency in "Cloud Platform".

**Panama Partner of the Year**  
**IT Biz S.A.**

IT Biz is a born in the Cloud partner, growing from a Start Up up to a Company with more than 300 customers in only 6 years. During this time, IT Biz has expanded its business, developing areas and workloads such as Office 365, Azure, Sharepoint, HyperV and anything with Cloud taste. The secret of their success in Panama can be summed up by its passion for technology, innovation, and sense of improvement every single day. IT Biz focused especially in google competition, where they developed a very useful and handy practice to demonstrate, from a financial and productivity point of view, to customers how and why Office 365 is the best choice. IT Biz' entrepreneurship, enthusiasm for customers and initiative are an example of successful IT Consultant company.

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

OLAM S.R.L. has demonstrated operational excellence, efficiently making use of all tools made available for them by Microsoft. They have also invested in human resources to provide support for Microsoft solutions, being the partner with the most competencies acquired. With a strong commitment to drive Microsoft's transformation towards a world of services in the cloud, OLAM is the first partner in Paraguay to achieve the category of OPTIMIZE partner, by having the most number of implemented projects focused on cloud services. OLAM has also carried out the negotiations to close the first 100% Cloud EA Agreement with the customer

“Cooperativa Medalla Milagrosa” (cooperative business).

### **Peru Partner of the Year** **INTCOMEX PERU**

Intcomex has become the #1 distributor in Cloud services in Peru, not only regarding partner reach, but also in revenue and numbers of seats. They have evolved the business by creating a consolidated team, focus on accelerating cloud deals closing and overall reach expansion, which have make a difference in this FY15 performance. They grew in SMB market 14% compared to last year, and during the last semester they have maintained a partner reach from 100 to 110 monthly.

### **Philippines Partner of the Year** **Nexus Technologies Inc.**

Nexus Technologies has demonstrated business excellence in delivering Microsoft Cloud services and solutions to mutual customers in the past year. Nexus has shown leadership and impactful engagement with the local Microsoft team that drove customer satisfaction, competitive differentiation, winning new customers, and delivering customer value that resulted in a profitable business showcasing the benefits of Microsoft Cloud Services. Nexus Technologies was the leader in marketing and selling Microsoft Azure and Office 365 in FY15. They have built a robust multi-year plan to accelerate and sustain productivity, profitability, and scale.

### **Poland Partner of the Year** **Predica**

Predica Cloud Services package is a set of defined services and applications that enable the Customer get the most out of Microsoft Cloud. Predica experienced business growth with Microsoft of 84% YOY. In FY15 Predica employed 8 heads all of whom are dedicated to Microsoft, with 4 MVPs specializing in Cloud Solutions. Predica was the first Partner who achieved the Cloud Productivity competency (sales based). They are growing Azure sales capacity, and are a vVery active P-Seller driver (350 hours in joint sales and pre-sales activities). Predica has 40 000 Office 365 seats sold & deployed, 10 big (250 seats +) and Office 365 customers with support, adoption and advisory agenda. They have migrated 10 000 users from open source, and have 70 000 of Azure Active Directory users. Predica has been working cross sub (SMS&P, EPG and Services) with a role model collaboration attitude and outstanding customer feedback.

### **Portugal Partner of the Year** **CPCDI SA**

CPCDI is one of the largest distributors of technology products in Portugal. In FY15, CPCDI proved to be the most effective and committed Microsoft partner to the cloud-first, mobile-first strategy, leading the cloud transformation in the channel, by making this transformation real within the organization and adapting their Microsoft business and go to market. During FY15, CPCDI performed a strong investment to develop the market and new business for Office 365 and Azure, running several successful Azure seeding campaigns and executing with excellence the Cloud SureStep Program, becoming the best performer across WE in Microsoft Azure partner reach (101 in Q1 and 124 in Q2) and accomplishing a YOY growth rate of 611% in Q2 in Office 365 partner reach. Along with the strong focus in the cloud business growth, CPCDI has been implementing an internal cloud transformation within the organization, namely being the first distributor buying and consuming Microsoft Azure in Open.

### **Puerto Rico Partner of the Year** **INVID**

Internet Vision Development Corp. (INVID) is a Microsoft Cloud Partner that's focused on a cloud first mobile first strategy. They developed Social Alert, a mobile Emergency Alert system, which runs fully on Azure and is a multi-platform application. This product which was initially launched as a free app has scaled to become a freemium; first providing security services for one of the regional colleges of Universidad de Puerto Rico, and now extending their solution to become part of the 911 emergency system. With this solution they have proven themselves to be an entity of transformation, looking for opportunities outside the box which have a social impact in our island's community, all while following Microsoft's pace in innovation. INVID's solutions have the capacity to be exported worldwide, with that bringing a great growth opportunity, not just for them and Microsoft, but also for the economy of Puerto Rico.

## **Qatar Partner of the Year**

### **Qatar Datamation Systems**

QDS has been a key Microsoft partner for more than ten years. During the past two years, QDS transformed to be one of the most skilled, committed and dedicated on Cloud and Mobility. QDS helped several flagship customers to implement and realize the benefits of our Private and Public Cloud offerings. QDS helped customers implement hybrid cloud scenarios with some of the most complex Office 365 and Azure implementations. As an ADR they also managed to win some of Microsoft's largest customers with nearly 2,500 Surface in short period of time. QDS has carved a niche for itself as the most trusted and efficient Microsoft Solution Partner in the country.

## **Reunion Island Partner of the Year**

### **GIE INFODOM REUNION**

Infodom Reunion is a partner established in Reunion for the last 4 years, part of a bigger Group (Infodom Group) they are specialists in Infrastructure and Productivity mainly around cloud solutions. Infodom was the first Cloud Certified Partner in Reunion and also the first to sell to large municipalities. Also since they are locally managed, they committed to degrade their Vmware / Google business by replacing for Microsoft solutions (Internegoce, Air austral). They have been involved and participated actively to the win of most major Cloud wins in Reunion (Caillé, Mairie de Saint Denis, Office du Tourisme) which represents about 800 seats (directly and indirectly). They actively evangelized Microsoft infrastructure solutions and are the #1 in term of revenue in CTM space.

## **Romania Partner of the Year**

### **Network One Distribution**

Network One Distribution is strategically aligned to the Cloud First Mobile First vision of Microsoft, with a strong focus on cloud solutions, starting with Office 365, CRM and Azure. The business cooperation from NOD's Microsoft dedicated inside sales team, sustained by executive engagements, provide a solid base for common growth and launching disruptive innovative services in the Romanian market. NOD proceeded in FY14 with broad internal implementation of Office 365, CRM Online (with BI and Azure to follow) for all its 240 employees, maximizing the Internal Use Rights benefits from the partnership programs. This has sent a clear message to NOD's partners about its commitment to the cloud business and providing resellers a complete value-add solution: dedicated services for IUR implementation and customer deployments, lead generation campaigns, trainings to raise their certifications and sales readiness. NOD's commitment & leadership in shaping the local cloud market, through the development of the Microsoft Cloud Reseller network, which saw triple-digit growth in 2014, generating new business opportunities for its partners, while providing customers new solutions to help grow and advance their businesses identifies NOD as a leader in their country.

## **Russia Partner of the Year**

### **Softkey**

Softkey JSC is a reliable partner, with which Microsoft can reach common goals in Revenue, Cloud and other priorities. Softkey JSC is fully aligned with Microsoft Strategy and actively develops Cloud business. Softkey JSC doubled Office 365 Revenue in FY15 and attracted 176 new customers in Open. Office 365 revenue reached 400K (in Open and ESD licenses). Softkey JSC really cares about consumption: they have launched Office 365 packaged services Softkey JSC uses innovative approach and constantly opens new markets: Banks, Retail, Internet-providers, distribution Softkey JSC each day proves their willingness to work with Microsoft Russia in all markets.

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

### **Consolidated Telecoms**

Consolidated Telecoms (C-Telecoms) has been the leader in transforming their business model to focus in line with Microsoft cloud strategy. They have taken lead in the consumption/deployment motion by driving Office 365 in key enterprise accounts such as Al Naghi, which was show-cased as a Case Study. C-Telecoms has embraced key pillars of Partner Profitability model by forming a lean demand generation & deployment engines. They have active cross-sell & up-sell motions and a growing managed services business that is supporting Microsoft teams to entrench Cloud offering across a spectrum of customers.

## **Senegal Partner of the Year**

### **SOLID**

SOLID has been a Microsoft partner since 1997. They are back to the EDA program since 2012. SOLID has been able to match their business model to the Microsoft transformation. This allowed SOLID to make the change from being a traditional Microsoft partner to a Cloud oriented partner. SOLID has reviewed the business model to a better way and has given the priority to the cloud business by investing in training, time and resources. That approach allowed them to convert most of their existing premise agreement into Office 365 agreement. SOLID supported the cluster to attain about 25% of cloud mix business in SMSF.

## **Serbia Partner of the Year**

### **Comtrade System Integration doo Beograd**

ComTrade System Integration is a Serbian LSP and system integrator which in FY15 has shown great effort to transform to the cloud together with Microsoft. As a Gold Cloud platform, they grew Office 365 to 3100 E3 seats within the first 6 months of the FY 15, by renewing EA of Telekom Serbia with 100% Office 365 attach. With this, Comtrade is building a high customer satisfaction rate. They also opened Office365 opportunities for Telekom Serbia affiliates in Bosnia and Montenegro. Apart from this they developed a strategy for selling Office 365 through the Telekom Serbia sales channel, which will open the room for Office 365 growth in the SMB segment. ComTrade System integration has continued to drive cloud sales consumption in existing customer base, selling additional 2500 seats, and making Cloud ready sales team able to show the TCO savings that clients can make by using Cloud services.

## **Seychelles Partner of the Year**

### **Birger**

Birger is a Mauritian group with their HQ in Mauritius but with local presence in Madagascar, Comoros, Kenya and Seychelles. In Seychelles they have invested a lot recently in terms of resources and with a deep engagement with some key customers like the Central Bank of Seychelles. They started with this account with a small Open Value contract and have considerably increased the scope and the value of this contract by providing state-of-the-art consultancy and guidance to the customer on new projects. The latest one is on Skype for Business where they managed to convince the customer to adopt this technology. Birger has also a big YoY growth for their Microsoft revenue.

## **Singapore Partner of the Year**

### **SoftwareONE Pte Ltd**

SoftwareONE is a very consistent contributor and high performing Partner. They attained high double digits growth YoY over the past 5 years. They are very aspirational and align their business focuses with Microsoft. During the Microsoft Cloud First and Mobile First vision in FY14, SoftwareONE proactively invested additional headcount in their Cloud and Device business so that they can address the market needs together with Microsoft. In FY14, SoftwareONE Contributed \$44.3m in FY14 and grew 39% YoY when the Software Market growth in FY14 was only at 11%. They also closed 40% of Microsoft's total LSP revenue of \$112m in FY14 and increased their share from 33% to 40% of the total LSP revenue, more than double the contributions from the second biggest LSP in the group 6 LSPs. Additionally, SoftwareONEs drove double digits growth across all pricing level and across all segments except CA at single digit growth in FY14 and as an ADR, they achieved 43% market share with 532 devices sold in H1.

## **Slovakia Partner of the Year**

### **DATALAN**

Datalan is one of the most influential public sector partners on the Slovak market with high focus on cities, local and regional governments. Datalan is key partner in the DCOM project, private cloud build on Microsoft technologies covering all cities and municipalities of Slovakia, and is planning integration of Office 365 into the project. Datalan is also an active partner in healthcare where they developed a unique project named "Newborn". The project was built for one of Slovakia's children neonatology clinics to help save lives of prematurely born babies. The solution uses Microsoft Azure cloud platform and Windows 8 mobile devices through which emergency doctors who provide assistance during the transport of the babies to the clinic are able to receive critical information on the babies condition from the medical exams carried out immediately after birth and during the pregnancy period. At the same time it allows doctors at the clinic to assess the baby's condition prior to its arrival to allow for immediate action upon the baby's arrival. The plan is to leverage this project at other hospitals and healthcare institutions across Slovakia and CEE region to help save more lives.

## **Slovenia Partner of the Year**

### **Nil d.o.o.**

Nil d.o.o. has committed to Microsoft Cloud offerings Office 365 and Azure in many ways. Internally they are using Office 365. They have put internally used solutions on Azure infrastructure. Nil d.o.o. is customer oriented: Office 365 is a fundamental part of their FlipIT VDI/RDS international offering, with which they address SMB customers and Solution Providers all over the world. Their flagship vertical retail analytics solution Storesense is now running on Azure. This year they announced availability of their award winning FlipIT on Azure. Nil commitment is also shown in appointing a top engineer, Robert Turnsek, as a P-Seller for Hybrid Cloud and nominating Jan Češcut as a P-Seller for Office 365. Nil d.o.o. is building Cloud Competencies and aim to achieve Gold status in Cloud Platform and Cloud Productivity. Together with MC Partner BDM they are executing the Storesense on Azure regional campaign where EPG and CA sales are opening retail customer doors for this Azure based solution.

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

### **Intervate**

Intervate's growth and success in the market is due to their steadfast focus on Enterprise Information Management solutions. They understand that these technologies are cornerstones enabling an organization's competitiveness and ability to deliver a great customer experience to its customers. The understanding that they have in this field allows them to remain thought leaders and to innovate continuously, helping to lead their customers effectively through the Mobile and Cloud transformation that is changing the technology landscape. Through their industry solutions they effectively demonstrate that a Mobile-First and Cloud-First approach is not only a beneficial, but in fact an indispensable transformation that enterprises need to go through. Intervate is the partner of choice to help organizations transform their Enterprise Experience, and in doing so enabling them to deliver a great customer experience to their own customers. Their single-minded focus on customer experience, means that they always put their customers' needs first.

## **Spain Partner of the Year**

### **COMPAREX**

Transforming & Performing. This is the sentence that best describes the effort of our partner Comparex in Spain, a large organization with over 500 employees and three offices in Spain. Comparex Spain is part of Comparex Group, the large IT partner present in 31 countries. With these credentials, one might think that this partner would not have the agility to embrace the new cloud paradigm, embrace a new business model and transform their local organization as they have done: Phase 1: People. New measuring tools, new compensation plans linked to sales success but also to capability and self-development. 153 people went through official MCP training programs and "Learning Paths". Phase 2: Getting ready with top solutions. Aligning the piece of technologies delivered by Microsoft with their local own developments in a model that resembles the "lego" construction modeling with basic building blocks. The modelization goes all the way from the evaluation of the customer situation to helping the customer utilizing the deployed tools. Phase 3: Winning the market. After the good preparation program the results were up to the expectations: 250 new customers, 15.000 O365 seats deployed, 4 large Enterprise deals for Cloud Solutions totaling US\$ 18 M. These exceptional results are that of the hard effort by COMPAREX implementing a new approach to the Cloud in a large well established company.

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

### **Millennium Information Technologies (Pvt) Ltd**

MillenniumIT (Millennium Information Technologies) delivers mission-critical solutions in Cloud, data-center and server environment provisioning, monitoring and administration. MillenniumIT is one of the leading partners who supported the 1st Azure EA in the country with ISV in Sri Lanka. Not only Azure, MillenniumIT also has a strong practice in Office 365. MillenniumIT has skilled certified engineers and pre-sales engineers who are supporting and selling cloud solutions in both Azure EMS, and Office 365. Millennium Information Technologies unearthed the 1st Azure EA in the country which was an ERP application hosting for many countries' to access the services. This was purely a solution sale where MillenniumIT showcased the Azure reliability and the scalability. As an outcome of that project, the same ISV customer has chosen Azure as the platform for ISV solution hosting including research and development for in-house development practice. MillenniumIT also implemented the 1st Oracle DR solution in the country for a large automobile company and this is one of the 1st implementation SEANM countries. As a result we have many customers who are testing the same use case in respective organizations and MillenniumIT is providing pre-sales support. MillenniumIT is also a LSP in Sri Lanka.

**Sweden Partner of the Year**  
**ATEA Sweden AB**

Atea has delivered on a new Microsoft focused cloud strategy, resulting in great momentum both on cloud services and mobile solutions. In FY15 Atea has influenced approximately 50 000 Office 365 seats and more than 400 kUSD in Azure revenue, at the same time having a strong focus on Surface and building mobile solutions on Windows platform. Atea has built strong practices in education with a School portal built on Office 365 as well as a having a new dedicated team focusing on the Swedish SMB market. Atea is committed to co-selling and pipeline sharing with the local Microsoft team. Atea has shown its commitment to Microsoft through strong attendance on events like Microsoft Ignite, WPC and more and has earned 10 Gold and 2 Silver Competencies in MPN so far. The new Microsoft focused strategy has really shown great effects in FY15 on Atea transforming their business to the Cloud First & Mobile First world.

**Switzerland Partner of the Year**  
**Bison IT Services AG**

Bison IT Services AG has recognized early that they have to evolve their business model from Project Services to Cloud Services to be successful in a Mobile first, Cloud first world. Based on this, Bison developed a managed cloud service called Bison Smartwork, which allows their customers to provision a complete workplace leveraging Office 365, Microsoft Azure and Windows Intune with a couple of clicks from any device. Also, Bison applied early for the Cloud Solution Provider program realizing the big benefits the program offers them to provide an even more comprehensive service to their customers. Today, they offer 4 different Smartwork packages on their marketplace through CSP, starting with a freemium offer and extending up to an Enterprise package. With its business model evolution and the successful implementation of its new strategy, Bison serves as a role model for other Microsoft partners.

**Taiwan Partner of the Year**  
**Advantech Co., Ltd.**

Advantech collaborates with Microsoft to build Asia's first IoT WISE-Cloud (Wireless IoT Solutions Embedded, WISE) platform and establish a new cloud application model. WISE-Cloud uses comprehensive wireless networking technology in order to fully perceive the information collected (Data) and then converts it into service, and effectively applies it to business intelligence. Advantech collaborated with Microsoft at the Platform as a Service (PaaS) layer through the use of Advantech's SusiAccess and Microsoft Azure. The solution has been adopted by various industries, from retail, transportation to manufacturing. WISE-Cloud enhances enterprise management efficiency and integrates various cloud service applications. There is synergy through the various integrated cloud services, especially when used in business intelligence after data analysis. Using this, enterprises can improve their competitiveness and develop new business models. Advantech leverages the IoT and cloud services to enable smart, value-added business applications, creating more business opportunities that have reached a new milestone.

**Tanzania Partner of the Year**  
**Techno Brain Ltd.**

Techno Brain Ltd is Africa's leading custom software application provider offering innovative IT Solutions, IT Education & Training and BPO/IT Enabled Services to NGOs, Governments and Private organizations globally. Techno Brain has proven to be an IT market leader in creating/building solutions and providing services through their large portfolio of products built on the Microsoft .NET framework and Microsoft SQL. Techno Brian Ltd has steadily grown its business through its expansion program into 25 countries globally with 2000 employees, 1600 of them in Africa. While Techno Brain Ltd's general business performance saw a drop in the revenues in calendar year 2014, the Microsoft business within Techno Brian grew by 44% YOY. Techno Brain Ltd has shown their commitment to partnering with Microsoft by taking up 2 4 Africa interns and signing up 8 P-sellers in the region. Techno Brain also signed up a New Enterprise Agreement for Office 365 to be combined with the 400 IUR seats of Office 365.

## **Thailand Partner of the Year**

### **Mverge Co., Ltd.**

Mverge Co., Ltd. has committed to invest and transform for Microsoft Cloud. They changed their strategies and invest resources in Cloud Services by assigning 9 staff members to join the Microsoft P-Seller Program. Specifically, Mverge has deployed successfully with high customer satisfaction on Hybrid Cloud, Office 365 and Enterprise Mobility Services (EMS) across industries in Thailand. The company drives both sales and consumption of Cloud Services, Office 365, Azure, and EMS. They offer a wide range of total cloud and devices Solution for customers. Mverge has been driving Microsoft Cloud business and has seen Cloud growth skyrocket 501% YOY, Cloud Revenue Mix at 17% and wins in significant Cloud projects across industries, for instance, Public Sector and Hospitality & Services. Mverge gains trustworthiness from customers such as, The Stock Exchange of Thailand (SET) and The Office of the Securities and Exchange Commission (SEC). Impressively, Mverge won against Google at Prudential Life Assurance (Thailand) PCL.

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

### **Caribbean TECH TrendZ Ltd**

CTTL is a great transformation partner. Originally a training and core infrastructure partner in 2012, they have evolved over the last 3 years to build a strong services practice. They are a 100% Microsoft shop, focusing ONLY on Microsoft technologies and embraced wholeheartedly the move to the cloud. In FY15, CTTL has been Microsoft's top cloud reach partner and has ventured into the ISV space with a security camera cloud DVR solution built on Windows Azure. This is a true cloud profitability testament that deserves this award.

## **Tunisia Partner of the Year**

### **Hli Consulting**

Hli Consulting is a strategic Microsoft Partner in Tunisia which has shown strong commitment in promoting and growing Microsoft's MBS business while ensuring continued focus on customer satisfaction. This has been an amazing year for Hli with significant 2 digits growth YoY on both License and Service. Additionally Hli has secured strategic wins across various enterprise verticals in Tunisia, further positioning Microsoft as a strong player and trusted advisor for Business Application Solutions. Hli continues to invest in their capabilities where in FY15 Hli completed more than 2000 training hours on Microsoft's Cloud and CRM Business and achieved various certifications on CRM, AX , Azure and Office 365.

## **Turkey Partner of the Year**

### **ODC Business Solutions**

ODC is one of the largest ISVs in Turkey that is selected in FAST 50 in the last 3 years with a full Microsoft dedication. They address all customers from EPG to SMB, from finance to retail: the campaign management solution SmartMessage and the online survey solution SmartSurvey. These solutions are used by 2,000 customers where strategic competitive wins exist. ODC decided to migrate their solutions to Cloud and made the largest Azure purchase among MEA as an ISV. Plus, ODC is the only partner who purchased Premier Support for Azure.

## **Uganda Partner of the Year**

### **Computer Revolution Africa**

Computer Revolution Africa Ltd is one of the oldest Microsoft partners in the East African region. As the first LSP in Uganda, Computer Revolution Africa (U) Ltd has seen the Uganda market grow and mature to the current state; facing all sorts of competition with new entrants, they have managed to hold strong and steady and prove they are leaders in providing technology solutions to solve business problems. Computer Revolution signed up the first Office365 customer in Uganda (EADB) in July 2015 and also the first Office365 EA customer (UMEME) ousting the Google Apps as a platform from the account. Computer Revolution Africa (U) Ltd has shown commitment to Microsoft as a partner by investing in an SMB practice that has seen it develop and grow an SMB engine that has contributed to a significant portion of the SMB business in Uganda. Computer Revolution Africa (U) Ltd has also signed up four of its sales and technical staff onto the P-Seller program.

## **Ukraine Partner of the Year**

### **Conterra**

Conterra is an “in-cloud-born” partner, and a member of the HQ program High touch partners Office 365. Conterra is also a participant of the P-seller program, and takes part in local initiative Cloud Squad. During the year 2015, together with Microsoft, Conterra implemented a list of projects on Office 365 deployment for such customers as DTEK, Metinvest (the biggest project in CEE with total quantity of seats >11,000), Donbass-Arena, “Prasha Pryvatna Brovarnya”, insurance company ASKA and more. One example of strong cooperation with Microsoft is the sale of new EA to the customer “Prasha Pryvatna Brovarnya” (250 seats of Office 365).

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

### **Alpha Data LLC**

Alpha Data is the leading system integrator with an over 30 year track record. Founded in 1981, Alpha Data has grown from two employees to a 700-strong workforce building ICT infrastructure solutions for thousands of organizations. Alpha Data has been a Microsoft Licensing Solution (LSP) for the last 15 years, and has a strong Microsoft Services practice, delivering a combination of deep-level business and technical expertise, an extensive knowledge of today’s technologies, and a mature, highly capable delivery and services infrastructure. Alpha Data’s offerings help customers improve processes, reduce data center and infrastructure costs, manage risk and governance and enhance top-line revenue. In the last 1 year, Alpha Data has embraced the cloud and is the only Microsoft Authorized Device Reseller for Microsoft Surface. It has seen a great transformation and commitment in the last 12 months and has shown great results in growing new business, growing the cloud revenue and, more importantly, taking the consumption and deployment very seriously with great synergy between Sales and Services team. Alpha Data’s vision is to bring out the best in everyone we work with, be it our staff, our customers or our partners.

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

### **risual**

risual is an exemplary partner who has made big investments in building strong cross-platform, multi-cloud solutions for both the commercial and public sector markets. Their agility and inherent focus on usage and their obsession with customer value are key drivers of their rapid growth and success. Additionally, risual has effectively demonstrated marketing best practices in leveraging opportunities to create demand. They have invested heavily in their community, creating ‘risual Academy’, an apprentice scheme in partnership with their local college, to grow the next generation of young people with skills on Microsoft technologies. They are a highly committed partner with proven ability to help customers realize their full potential through innovative services and customized solutions.

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

### **New Signature**

New Signature is a solution provider with capabilities across the Microsoft Cloud, and expertise in Microsoft Azure, Office 365, and Microsoft Dynamics CRM Online. They have earned multiple Gold and Silver competencies, hold several Microsoft Certifications, and have deep relationships with various Microsoft teams across the United States. New Signature’s ability to deliver a cloud solution that meets a customer’s business needs and helps them maximize their investment through user adoption and usage made them stand out among their partner peers.

## **Uruguay Partner of the Year**

### **FIBASE SRL**

Fibase is a Microsoft Cloud Partner with strong commitment and perfect alignment with Microsoft focus and objectives. Since 2012, they have transformed their strategy, adopting Office 365 as their core product, adding value to the Microsoft platform with their consulting and services offering. Currently, Fibase has four exclusive resources in pre-sales, sales and in the technical department to develop Office 365 and Cloud Business, and they’re planning to add more people to grow faster. In FY15 Fibase closed more than 25 deals and is the partner with more Cloud reach and Open Cloud Revenue in Uruguay, being the only partner with more than 20 success cases (HG, Life Cinemas, Fondo de Solidaridad, Alas-U, Berlitz, CIER are some of them).

## **Venezuela Partner of the Year**

### **Softline**

Softline is a regional Partner with a great cloud Performance with more than \$1.4M sold in FY15, and is one of the most important LSP Partners in Venezuela. They have 2 years as LPS. They have been working with Microsoft Cloud Programs, executing several initiatives to increase their Market Share in Venezuela. Softline has accelerated their cloud business and on the actual Fiscal year has a 114% YoY, they've been selling more than 8 EAs per Year and they sold 11 new EAs only in FY15.

## **Vietnam Partner of the Year**

### **HPT Vietnam Corporation**

HPT Vietnam Corporation is always committed to Microsoft technologies. HPT assists customers in various market segments by selecting and implementing Microsoft solutions. It offers on premise and Cloud solutions that optimize e company's business processes, and it leverage Microsoft technology to gain competitive advantages. As a Microsoft Gold Competency Partner, HPT Vietnam is the first LSP in Vietnam to achieve Microsoft Cloud competency. In the past several years, HPT Vietnam has maintained a continuously great business performance growth rate. Its impressive growth rates, penetration, and development of new business, coupled with its ability to work with the local Microsoft team creates a solid plan for continued success. By adopting new technologies like Cloud solutions, they are adding value to their business and to Microsoft customers from a long term perspective. HPT Vietnam will be a critical success factor enabling Microsoft to accelerate sustainable growth through Annuity and Cloud in Vietnam.