



2023 Microsoft Partner of the Year Awards

Winners and Finalists



Welcome

The Microsoft Partner of the Year Awards acknowledge outstanding achievements and innovations from across our global and diverse partner ecosystem. This impressive group of partners and their solutions demonstrates amazing agility and creativity in building solutions on Microsoft Cloud, with the goal of exceeding customer expectations by bringing technology to life in meaningful ways.

This year's group of winners and finalists enabled digital transformation and successful outcomes for our mutual customers, delivering meaningful, accessible, inclusive, and sustainable solutions and services. Across categories including Azure, Modern Work, Security, Business Applications and Social Impact, our partners are dedicated to helping customers in various industries and local economies around the world.

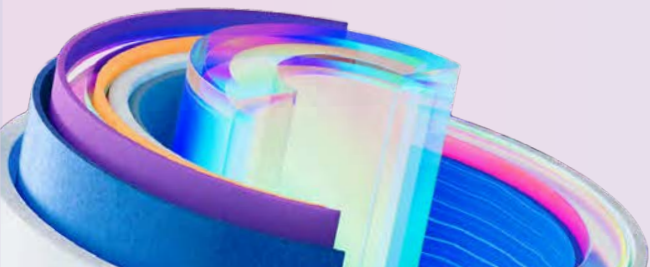
These innovations, and the dedication to customers, support our mission to empower every person and every organization on the planet to achieve more.

Congratulations to this year's winners and finalists who have shown exceptional expertise, dedication to our customers, and care for our world over the last year.

Category Winners

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2023 Microsoft Partner of the Year Awards

Azure



Category Winners | Azure

AI

Ceibal Technologies Private Limited | United Arab Emirates
<https://ceibaltech.com>

Ceibal Technology enables responsible AI practices while driving transformative solutions in speech recognition, virtual reality, and natural language generation. They have earned the AI and Machine Learning on Microsoft Azure specialization, employing over 500 AI experts and leading to over 60 solutions deployed to 100+ customers this fiscal year.

Leveraging Azure Open AI Services, Ceibal created a machine learning algorithm that could adapt and learn like a real teacher, delivering personalized learning experiences with instant feedback and guidance.

Ceibal developed an innovative new AI tutor that now enhances the learning experience of 400,000+ students and educators, with 100,000+ students using it simultaneously. This project showcases Ceibal's impressive and rapid innovation, as well as the incredible power of Microsoft and partner collaborations to reshape how the world lives, works, plays, and learns.

Internet of Things

PTC | United States
<https://ptc.com>

PTC is a global ISV with integrated Internet of Things (IoT), Mixed Reality (MR), Product Lifecycle Management (PLM), Application Lifecycle Management (ALM), and Computer Aided Design (CAD) solutions that drive digital transformation.

The capabilities of their co-sell prioritized solutions enable uses such as hybrid edge, connected factory, connected field service, operational intelligence, and industrial metaverse collaboration. With these solutions, PTC collaborates with Microsoft for co-innovation in multiple areas. IoT allows PTC customers see better data fidelity, improved asset monitoring, and increased operational visibility.

A contract manufacturer with 100+ factories worldwide utilized PTC's ThingWorx Digital Performance Management system and used the power of PTC with Azure Kubernetes and SQL in a repeatable out-of-the-box solution. The customer expects to recapture one million hours of production time per year.

Analytics

Motifworks – An AccionLabs Company | United States
<https://www.motifworks.com>

Motifworks helps their customers reduce costs and accelerate time to market by providing cloud migration and modernization strategy, architecture blueprints, automation, and implementation services. One of their clients, a large utility management & billing company in the U.S., was facing challenges with unstructured data coming from multiple sources, leading to data quality and data duplication issues.

Leveraging Microsoft Azure Data Services (Azure Data Factory (ADF), Azure Data Lake Storage (ADLS), Databricks, Azure SQL, Synapse Analytics, Purview and PowerBI), Motifworks helped their client deploy a modern data warehouse and reporting platform, enabling accelerated data-driven decision making.

As a result, the customer was able to significantly reduce data processing times, improve data quality, and lower their total cost of ownership, with Azure Machine Learning providing the customer with access to three years forecast data.

Migration to Azure

Neudesic | United States
<https://www.neudesic.com>

Neudesic helped their customer migrate 340+ applications (including their point-of-sale app) over to Azure, resulting in tremendous cost savings to the customer.

The company leveraged their repeatable Cloud Factory & Cloud Control Framework (along with other services) to move more than fifty percent of the customer's infrastructure and database estate, from both on-prem legacy and off a competitor's cloud platform, onto Azure infrastructure and database services.

Neudesic (an IBM company) is a 20+ year Microsoft partner that has invested heavily in building both the repeatability & depth of its cloud migration & modernization solution offering, resulting in over 150 co-sell wins with Microsoft this fiscal year.

Cloud Native App Development

EY | United States
https://ey.com/en_gl/alliances/microsoft

EY teams have demonstrated outstanding innovation and collaboration in the last year, making significant strides in their Azure application practices and successfully working with Microsoft field teams.

Participation of EY professionals in Microsoft scale programs showcases their commitment to driving digital transformation and application innovation at a global scale. As a trusted advisor to some of the world's top enterprise companies, EY leadership and knowledge has brought their clients to the forefront of innovation and their dedication to quality sets a high bar for the industry.

Mixed Reality

Western Reserve University – Interactive Commons | United States
<https://interactivecommons.org>

Case Western Reserve University (CWRU) is transforming the way students learn human anatomy with the HoloAnatomy® Software Suite.

Using Microsoft HoloLens, HoloAnatomy transforms medical classrooms with interactive holographic technology that accelerates learning, sparks curiosity, and illuminates a deeper understanding of the human body in three dimensions.

This enables students to learn anatomical content faster compared to the traditional cadaveric dissection that can be a time-consuming, challenging process with limited utility.

With this solution, students are likely to enter a world of new possibilities where they can retain more information and find unprecedented collaborative potential.

Category Winners | Azure

Modernizing Applications

Version 1 | United Kingdom
<https://www.version1.com>

Version 1 has demonstrated a remarkable level of expertise in application innovation and has consistently accelerated developer productivity. Their ability to drive projects of impressive complexity and satisfy their customers is a testament to their deep understanding of the industry.

The innovative services they offer have significant potential for growth and have already generated strong demand in the market. Version 1's dedication to excellence and their commitment to delivering exceptional solutions set a high standard for the industry.

SAP on Azure

Capgemini | France
<https://www.capgemini.com>

Capgemini is a global provider of consulting, technology, professional, and outsourcing services to companies across industries, with four decades of experience with SAP solutions and serving 1,800 clients across the world.

Through working with Microsoft, they leverage the transformative potential of its end-to-end portfolio offerings, to build on top of the Microsoft suite spanning across Azure, Microsoft 365 and Power Platform.

OSS on Azure

HashiCorp | United States
<https://hashicorp.com>

HashiCorp Terraform is an infrastructure-as-code tool that allows customers to define both cloud and on-prem resources in human-readable configuration files that can be versioned, reused, and shared. Using Terraform with Azure helps customers automate provisioning of open source-based solutions.

Benefiting from working with Microsoft and feedback from customers, Terraform continues to expand its features. The Terraform Azure landing zone module has helped customers leverage the Cloud Adoption Framework and has been downloaded more than 46,000 times.

Currently in preview, the Terraform AzAPI provider allows customers to manage any Azure resource type using any API version and complements the AzureRM provider by enabling the management of new Azure resources and properties, including private preview services.

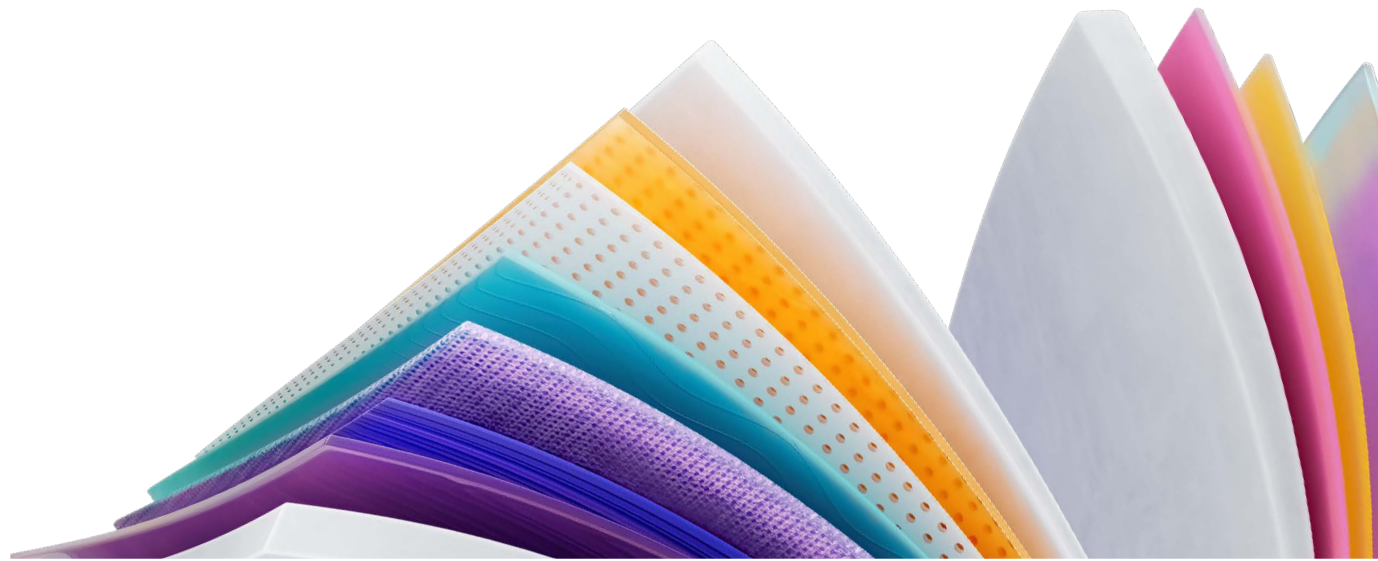
Rising Azure Technology

Device Authority | United Kingdom
<https://www.deviceauthority.com/keyscaler-as-a-service>

Device Authority KeyScaler as a Service (KSaaS) provides a cloud-first approach to automated supply chain security and brings full device lifecycle management capabilities to customers on Azure.

The solution helps securely connect devices throughout the supply chain using industry-standard connections and patented trust anchor technology for complex use cases in critical infrastructure sectors including medical, industrial, transportation, and public sectors.

KSaaS is built on Azure using the Microsoft Well Architect Framework and several core technologies to enable continuous assurance, real-time threat intelligence, crypto agility, AI and Machine Learning-derived insights, and edge and device security management. KSaaS helps eliminate costly infrastructure, freeing up resources for critical tasks and speeding incident response. Azure Marketplace transactability allows customers to simplify procurement and adapt to changing security needs.



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Business Applications



Category Winners | Business Application

Business Intelligence

3Cloud | United States
<https://3cloudsolutions.com>

In the last year, 3Cloud drove transformational analytics results with a wide array of customers by modernizing data and application estates at scale, leveraging industry expertise and repeatable IP (co-sell ready), and working with Microsoft and its partner ecosystem to deliver to customers.

These successes included global brand wins that displaced competitors and aided customers by implementing Data Factory, Azure SQL DB, SQL Managed Instance, Data Lake, Synapse, Power Platform, Power BI, Azure ML, and other Azure Services.

Combining a strong technical approach with a focus on building Power BI Centers of Excellence to ensure adoption, usage, and customer value realization led 3Cloud to achieve and succeed this fiscal year. 3Cloud has been highly successful in driving customers to Azure Data and Power BI platforms by using 3Cloud's Modern Analytics playbook coupled with 3Cloud's Modern Data and BI Platform Jumpstart methodology and scripts.

Dynamics 365 Sales & Marketing

Accenture-Avanade | United States
<https://avanade.com>

Accenture-Avanade delivered strong results in the last year within the Dynamics 365 Sales, Marketing, and Customer Insights domains by collaborating with the Microsoft sales and engineering teams.

The company's commitment to the Dynamics 365 business is evident in many ways as demonstrated by the completion of the customer experience vision they have developed, the revenue they have influenced, their established delivery centers around the world, quality customer implementations, as well as the 24/7 global managed services network.

Dynamics 365 Business Central

Abakion | Denmark
<https://abakion.com>

Abakion empowers customers to implement Business Central or migrate to Business Central faster and more cost effectively and at a lower risk. They created a series of implementation templates and a portfolio of 40+ apps to cover common industry and functional needs.

By avoiding customization and enabling customers to do more by themselves with their usedynamics.com video platform, they reduced the average deployment times from five months to a matter of weeks. They also unlocked new routes for growth by investing in the Business Applications Platform, offering their customers a seamless experience by using Business Central, Sales, and Power Platform together as one solution.

To continue this trajectory of rapid growth, they are constantly recruiting new talents by investing in their own graduate and academy programs.

Dynamics 365 Services

Hitachi Solutions | United States
<https://global.hitachi-solutions.com>

Hitachi Solutions had another noteworthy year in the Dynamics 365 Customer Service and Field Service domains. The company registered multiple multi-million-dollar deals that combined both Customer Service and Field Service, and growth in new revenue acquired a number of new resources they certified in both Customer Service and Field Service, as well as a number of new customers won across industries and geographies.

Dynamics 365 Finance

HSO | Netherlands
<https://hso.com>

HSO has demonstrated their deep commitment to helping customers transform their finance organizations into modern, scalable, and digital workspaces. HSO has built a reputation for multi-country delivery and applying their knowledge of the Dynamics 365 Finance application, including Dynamics 365 for Finance & Manufacturing 8-week implementation that accelerates deployment time and business value to customers.

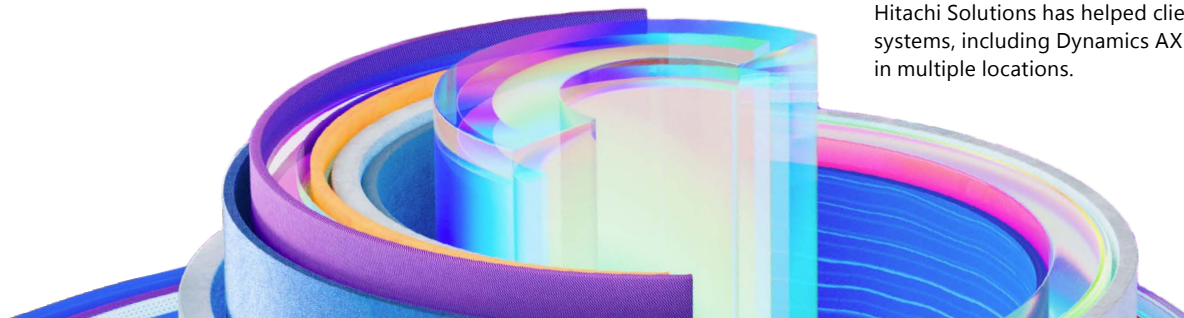
Dynamics 365 Supply Chain

Hitachi Solutions | United States
<https://global.hitachi-solutions.com>

Hitachi Solutions is helping customers to mitigate their business risks and shortfalls from the volatile economic climate and supply chain disruptions.

They are advising their clients on business agility and supply chain resiliency and deliver on this promise with Dynamics 365 Supply Chain Management; low code, data & AI, and security in a composable platform along with their order management suite. This allows the customer to receive a rapid implementation and faster return on investment.

Hitachi Solutions has helped clients migrate their legacy systems, including Dynamics AX and complete ERP systems in multiple locations.



Category Winners | Business Application

Intelligent Automation

Cognizant | United States
<https://cognizant.com>

Cognizant uses deep Power Platform expertise and the ability to transform how organizations work to help customers streamline their business processes to drive productivity.

They delivered industry-leading, end-to-end Microsoft Cloud solutions tailored with decades of industry experience and unique intellectual property to empower their clients with a laser-focused approach to delivering unrivaled business value and unparalleled scalability.

Their commitment to diversity in hiring and skilling on automation includes dedicated lab environments, technical certifications, and strong engagement in early adopter programs, which has resulted in both a breadth and depth of experiences.

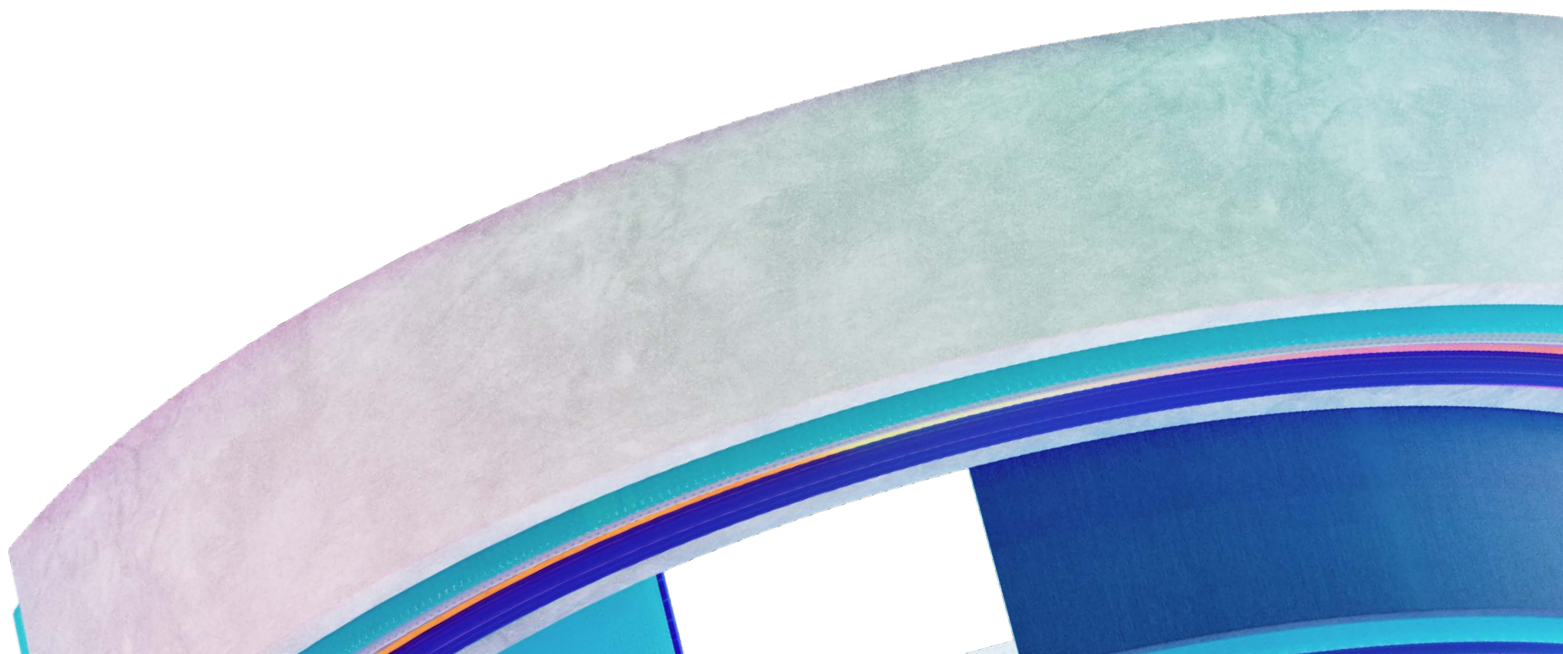
Low Code Application Development

Accenture-Avanade | United States
<https://avanade.com>

Through integrated Power Platform solutions, Accenture-Avanade helped extend and modernize legacy systems, created new applications to capitalize on growth opportunities, and combined a strong balance of technology and use adoption that drove customer realization of their investments.

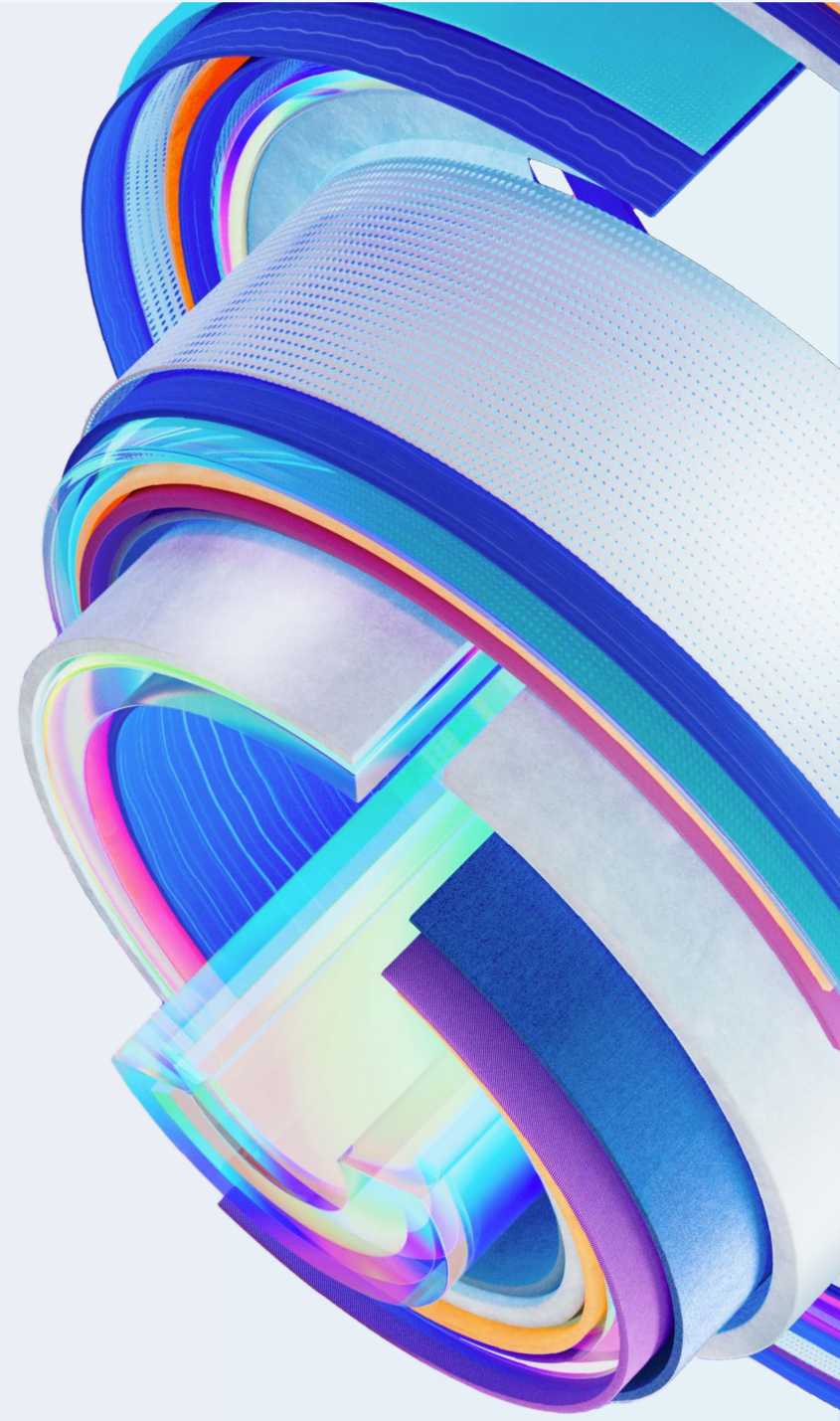
By leveraging Accenture-Avanade's different industry experts working with their technical teams, they delivered relevant and impactful transformation. Their customers have not only an initial implementation success but a road to further value as their business needs evolve.

In this last year, some of the most rewarding Power Platform achievements were their efforts with customers to drive improvements in sustainability.



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Business Transformation



Category Winners | Business Transformation

Advisory Services

EY | United States
https://ey.com/en_gl/alliances/microsoft

EY teams are unwavering in its joint purpose with Microsoft to help the world work better and achieve more – the result is durable growth and market influence that transcends market conditions. Success is driven by their broad approach to the market (Advise-Transform-Operate) that couples EY services ingenuity and knowledge with the latest Microsoft Cloud innovations, resulting in repeatable solutions that accelerate outcomes and cloud adoption. Their Microsoft practice has thousands of certified professionals bolstered by strategic acquisitions further expanding their global reach. And their Social Impact Alliance launched many joint initiatives, helping to create a more equitable digital economy.

Global Independent Software Vendor (ISV)

Johnson Controls | United States
<https://jci.com>

Seeking to achieve decarbonization goals and reduce energy costs in buildings, Johnson Controls and Microsoft have worked together to power global sustainability. Johnson Controls' Open Blue solution allows building owners and operators to gain the insights they need to take action to reduce energy consumption and waste. With 40 percent of emissions and 60 percent of energy consumption driven by buildings, Johnson Controls is taking a major role in helping the world's organizations decarbonize.

OpenBlue builds on the Microsoft Cloud platform to monitor and fine-tune the operation of different building systems and devices, delivering significant emissions reductions and energy cost savings. At the same time, building operators can improve the health, comfort, and productivity of building occupants. Their work in this space is helping organizations tap the power of data and AI to cut energy use and enhance occupant well-being.

Commercial Marketplace

Elastic | United States
<https://www.elastic.co>

Elastic provides search-powered solutions in enterprise search, observability, and security to help customers enhance both employee and customer experiences while keeping critical applications running smoothly and protecting against cyber threats. Elastic is thriving in the commercial marketplace, with thousands of customers on the Elastic Cloud transactable marketplace offer and securing co-sell wins with key clients in various industries.

The collaboration with Microsoft on its Azure native solution has helped Elastic develop and implement solutions while expanding its marketplace impact across the globe.

Global System Integrator (GSI)

Accenture-Avanade | United States
<https://accenture.com/us-en/services/microsoft-index>

For more than 20 years Accenture-Avanade has worked with Microsoft to drive transformational change and provide genuine human impact. Their showcase of work tells a story across industries, solutions, and emerging tech, backed by a large set of experts and professionals across Microsoft platforms and technologies globally.

Since the inception of the Accenture-Avanade Microsoft Business Group, and with Avanade's focus on Microsoft, they have delivered thousands of projects across hundreds of clients.

They promote digital ethics, responsible business, security, and sustainability across their solutions. Microsoft Cloud and technologies are at the core of their industry-based solutions. These successes demonstrate their work to deliver Microsoft solutions to help clients yield new, impactful experiences, redefine and innovate across industries, and deliver new digital products and services that drive impact.

Customer Experience

Accenture-Avanade | United States
<https://avanade.com>

Avanade X is a business group that addresses the urgent need of enterprises to keep up with the constantly evolving landscape of customer behaviors and workplace expectations.

With an unyielding commitment to innovation, Avanade X's Customer Experience (CX) practices amalgamate strategy, design, and engineering with Microsoft technologies to provide unparalleled, personalized experiences.

Through a potent blend of human insight and data-driven creativity, Avanade X's CX approach empowers clients to shatter the limits of the status quo and imbue technology with the purpose of achieving truly transformative business outcomes.

GSI Growth Champion

Capgemini | France
<https://www.capgemini.com>

Capgemini has consistently demonstrated its commitment to delivering outstanding solutions and services to clients across the globe.

In working with Microsoft and through their Corporate Strategic Framework that guides each element of their services, they are empowered to offer the exact support that clients require at each step of their digital transformation journey.

Their clients across the globe benefit from a full range of offers including their cloud solutions (SAP with Azure): Intelligent Industry - Factory of the Future, Data with Perform AI portfolio, their new Customer Experience and People Experience campaigns, and their cyber security offer (powered by Azure Sentinel), working together to deliver future growth targets.

Category Winners | Business Transformation

Indirect Provider

Ingram Micro | United States
<https://ingrammicrocloud.com>

Ingram Micro empowers Microsoft Partners and end customers, delivering in cloud revenue and leading with their Cloud Growth Solutions. Ingram Micro's ULTRA program is designed to help partners expand their Microsoft customer networks and increase profitability, providing partners with their Cloud Ascent data and analyzing partner skills required for the Microsoft AI Cloud Partner Program.

Ingram Micro also earned Azure Expert MSP status and is a leading distributor of partner-led programs like Azure Migration and Modernization Program (AMMP) and DCO to support customer migrations to Azure. Ingram Micro has a strong focus on culture and community, supporting women-owned businesses including a global IT solutions provider and enabling their growth through support of a customer success methodology, leading to a fully deployed and unified Microsoft secure solution for the customer.

MVP Industry Solution GSI/Advisory

Tata Consultancy Services | India
<https://www.tcs.com/what-we-do/services/cloud/microsoft>

Tata Consultancy Services (TCS) is an industry-aligned consultancy company. To help clients envision the future, they've combined their deep contextual knowledge with the detailed practical knowledge of businesses to provide specific solutions to customers.

TCS has been a launch partner for Microsoft Cloud for Retail, Financial Services, Manufacturing and Sustainability, as well as Microsoft Supply Chain Platform and the inaugural partner for Azure Communication Services, helping expand their wins with customers across multiple industries

Learning

Mecer Inter-Ed | South Africa
<https://www.mecerintered.co.za>

Mecer Inter-Ed (MIE) delivered innovative training services and programs to address the skilling and certification needs of thousands in the South Africa region and beyond.

Their highly successful Partner Skills Academy brought together an online learning platform, integrated with Microsoft Learn, to accelerate training and certification for hundreds of partners in the Microsoft AI Cloud Partner Program.

MIE also demonstrated exemplary commitment to diversity and inclusion initiatives by supporting skilling efforts for young adults, women, and minority audiences.

Additionally, their dedication to regional workforce development initiatives made a strong impact on addressing skill shortages in IT-related positions. These programs resulted in impressive business results, strong certification attach rates, outstanding training quality, and customer satisfaction scores.

Operational Excellence

TD SYNEX | United States
<https://www.tdsynex.com>

TD SYNEX is committed to delivering best-in-class compliant operational excellence to its customers through its working with Microsoft. As a Microsoft CSP Indirect Provider, TD SYNEX continues to expand its offering of services such as New Commerce Experience and Granular Delegated Admin Privileges on a global scale.

With its focus on digitalization, TD SYNEX empowers its customers to use, pay, and renew Microsoft software and services through its zero-touch operational processes and client-facing solutions. In addition, security is at its core with a high focus on developing programs and tools to protect each business from threats like cyber and fraud attacks.

Customer testimonials speak to TD SYNEX's customer-focused approach, technical expertise, reliability, and streamlined operations. This further showcases TD SYNEX's commitment to collaborate with Microsoft to drive operational excellence through digital and business transformation.

Microsoft for Startups

Aisera | United States
<https://aisera.com>

Aisera's AI Service Management platform utilizes generative AI and robotic process automation technologies to automate and streamline various service management tasks for IT, HR, and customer service departments in the enterprise. Aisera's solution is built on Azure and integrates with Microsoft Dynamics CRM, Microsoft Teams, and Azure OpenAI services.

By executing their go-to-market strategy through co-selling with Microsoft sellers, Aisera continues to work with Microsoft, and leverages the Commercial Marketplace to scale their business and support customers on their path to digital transformation while simultaneously enabling customers to do more with less.

Overall, Aisera's unique and powerful combination of AI, natural language processing, and intelligent automation allows enterprises to improve the efficiency and effectiveness of their IT, HR, and customer service operations

Solution Assessments

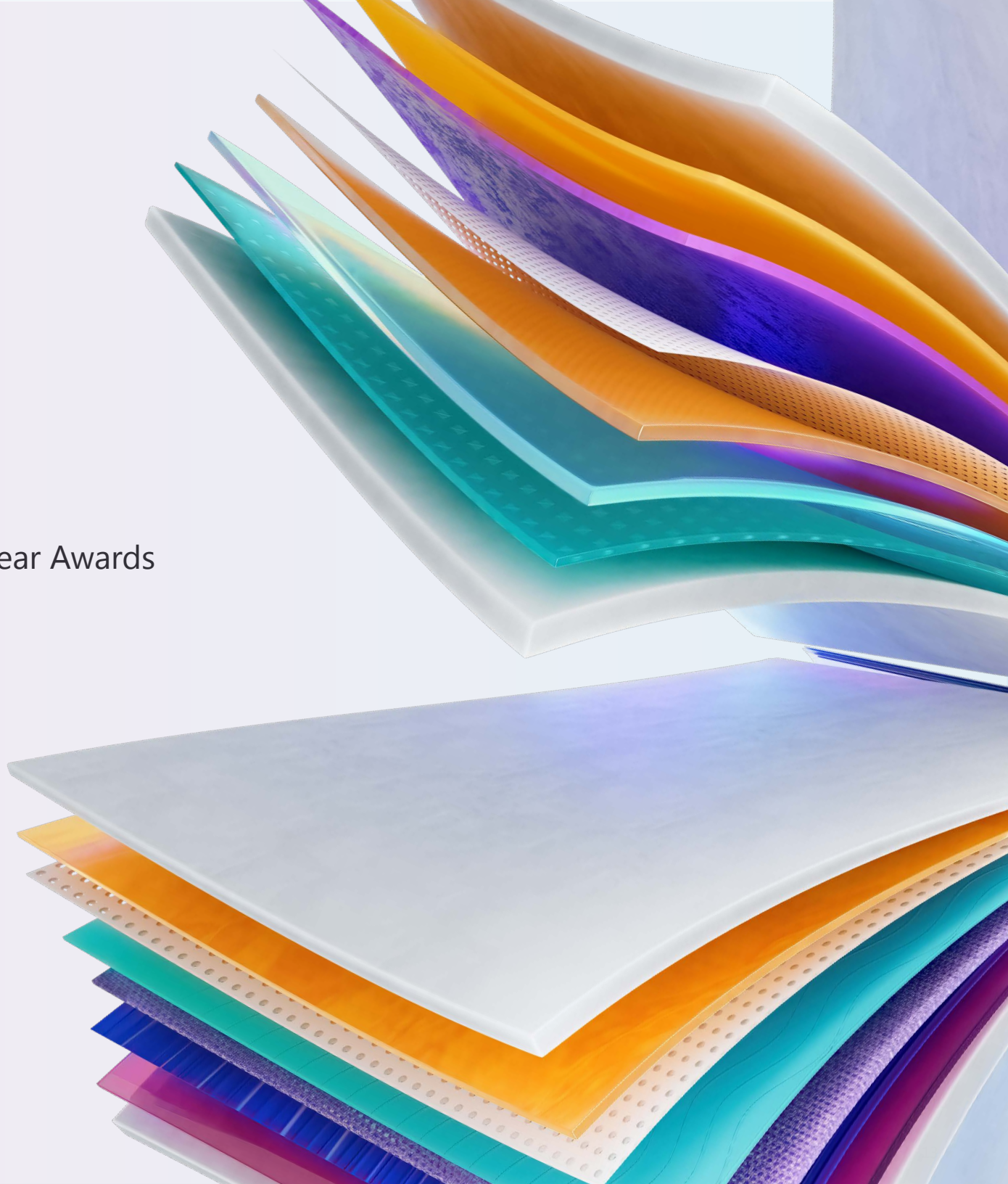
Insight Enterprises | United States
<https://www.insight.com>

Insight Enterprises works across Microsoft's assessment portfolio using Solution Assessments as an integral part of gathering a deep understanding of the client's current state, needs, and priorities.

Their success with customers shows the power of Microsoft's modern data platform architecture using Insight Lens, a complete ready-to-deploy analytics solutions that uses Microsoft Azure to implement security, infrastructure as code, DevOps, instrumentation, and metadata driven DataOps.

2023 Microsoft Partner of the Year Awards

Industry



Category Winners | Industry

Automotive, Mobility & Transportation

Accenture-Avanade | United States
<https://avanade.com>

For more than two decades, Accenture-Avanade has been helping organizations transform through the power of Microsoft technologies. This growth-oriented collaboration combines Accenture-Avanade's industry transformation capabilities and Microsoft's broad portfolio of trusted technologies. It enables joint customers to innovate new products and future-proof their operations.

Accenture-Avanade's commitment to Microsoft in automotive, mobility, and transportation covers multiple solution areas globally, including Fleet Management Reference Architecture, Autonomous Vehicle Ops, Software Defined Vehicle, Digital Selling, Generative AI, Transportation and Hospitality, and Cybersecurity. Leveraging Accenture-Avanade's expertise in strategy consulting, mobility technology, modern products and architectures, big/modern data analytics, AI and ML Ops, Cybersecurity, and core Azure technology has helped many customers to achieve success.

Energy & Resources

SLB | United States
<https://www.slb.com>

SLB is a global technology company that drives energy innovation for a balanced planet. Partnership and collaboration are key to making the changes the industry needs to move towards a more sustainable, data-driven future.

SLB has embarked on a digital transformation for the energy industry with top operators and Microsoft at the center of this journey. SLB's DELFI digital platform, built and enhanced with Azure high-performance compute and AI from the Microsoft Cloud, allows top energy operators to significantly improve their simulation workflows.

DELFI is building on top of Microsoft Azure Data Manager for Energy (ADME) to help energy customers to accelerate digitalization, increase production, and optimize cost. SLB is bringing the value of DELFI from the Upstream market into carbon storage for longer-term modeling and surveillance of CO2 sequestration.

Defense & Intelligence

KPMG LLP | United States
<https://kpmg.us>

KPMG helps federal agencies adapt to new environments by working with them to transform their business models, leverage data, increase operational efficiencies, and ensure greater transparency.

With a track record of building efficient logistics systems and a strong understanding of Microsoft technologies, KPMG leads an initiative for a defense customer to modernize warehouse operations by delivering a "first-of-its-kind" 5G-enabled smart warehouse solution built on Microsoft Dynamics.

The KPMG 5G Smart Warehouse solution leverages the flexibility and power of Microsoft Dynamics 365 and the Power Platform to modernize defense logistics operations.

Its demonstrated cost-effectiveness and efficiency are highly replicable by all armed forces branches and other government agencies.

Financial Services

Zafin | Canada
<https://zafin.com>

Zafin is a global leader in product and pricing solutions for financial institutions, offering Software-as-a-Solution cloud-native applications based on Microsoft technologies, evolving the way financial institutions tackle core modernization initiatives.

The Zafin platform empowers banks to modernize their core banking system, driving digital transformation and bring personalized products, fair offers, and relationship-based pricing solutions faster and without the associated risk of large enterprise transformation projects.

Zafin's composable technology allows banks to abstract product and pricing data from their core systems into a cross enterprise product innovation layer.

Education

Content+Cloud | United Kingdom
<https://contentandcloud.com>

Content+Cloud has leveraged its deep education sector expertise to help UK Education customers to reach their fullest potential. In the UK, they have worked at a national level driving organizational change and digital transformation for students, faculty, and administration.

Content+Cloud fuses sector knowledge with a depth of technical capabilities, experience, and ability to deliver success across the Microsoft ecosystem, including Azure, Dynamics 365, and Microsoft 365.

The company has been instrumental in ensuring that many education customers have access to the right tools, services, and technology; in the primary and secondary Schools segment, this helps support millions of students in England. Content+Cloud's depth of engagement is widely felt by the sector and recognized by senior customer stakeholders.

Government

PwC | United States
www.pwc.co.uk/services/alliances/microsoft.html

PwC is working with Microsoft to help the public sector drive the digital changes needed to steer through disruption, eliminate inefficiencies, and deliver essential services.

Like many local governments, the customer was using legacy technology with too many manual processes. When their SAP system had reached end-of-life, several options for its finance and procurement system were investigated.

PwC presented the customer a proposal that leveraged the full Microsoft stack (including solutions the customer already used such as D365 CE, Azure and Power Platform), offering a better integration and using a single cloud to streamline operations, improve efficiencies, and ease onboarding and training with a Dynamics 365 Finance & Operations solution. With 15+ years in public sector work across 157 countries, PwC has deep expertise in creating and delivering solutions that demonstrate their scalable approach to service the needs of governments.

Category Winners | Industry

Healthcare & Life Sciences

Volpara Health Technologies | New Zealand
<https://www.volparahealth.com>

Volpara Health Technologies, a global health technology software leader, provides integrated platform solutions to help save families from cancer. Healthcare providers use Volpara to better understand cancer risk, empower patients in care decisions, and guide recommendations about additional interventions.

Volpara's AI-powered Breast Health Platform image analysis enables radiologists to quantify breast tissue with precision and helps produce mammograms with optimal image quality and positioning. In an industry facing increasing staffing shortages, their solutions streamline operations and provide performance insights that support continuous improvement.

Volpara's suite of software solutions also include breast arterial calcification (BAC) models to detect cardiovascular disease and tools for lung and bone health assessments, used in over 2,000 facilities and impacting nearly 15 million patients globally.

Nonprofit

m-hance | United Kingdom
<https://m-hance.com/>

Working in the nonprofit sector for nearly 20 years and with over 100 charities, m-hance has a proven track record of success with functionally rich and flexible nonprofit Microsoft 365 Enterprise solutions. When Crohn's & Colitis UK (C&CUK) needed a single-integrated view of their members and the Crohn's and Colitis community, m-hance implemented its scalable NfP 365 Enterprise solution, built on Microsoft Dynamics 365 Sales and Customer Service.

Since going live, the organization has grown its database by over 4,000 members and has a membership retention rate of over 90%, enabling more funds to be invested into supporting those suffering with Inflammatory Bowel Disease (IBD) and into researching a cure. The new solution has transformed the way C&CUK operates, and it now enjoys one central system that staff can access regardless of where they are.

Industrials & Manufacturing

PTC | United States
<https://www.ptc.com>

PTC is a global Independent Software Vendor (ISV) with integrated Computer Aided Design (CAD), Product Lifecycle Management (PLM), Application Lifecycle Management (ALM), Internet of Things (IoT), and MR solutions that drive industrial digital transformation. PTC has co-sell solutions that address each of the manufacturing industry pillars and enables use cases including hybrid edge, digital operations, connected product, and industrial metaverse.

PTC has launched several new Software-as-a-Service native offerings built on Azure in the past 12 months, driving co-sell wins. ThingWorx Digital Performance Management and Windchill+ are generating notable wins and driving strong business value for joint customers. PTC has established strong joint marketing initiatives and strong collaboration across sales, marketing, and engineering.

Retail & Consumer Goods

Blue Yonder | United States
<https://blueyonder.com>

Blue Yonder empowers retailers and brands to accelerate their growth potential through an intelligent, dynamic supply chain. Blue Yonder's Luminare® Platform is developed natively and exclusively on Microsoft Azure, providing a comprehensive business solution for the always-on marketplace, enabling retailers to build end-to-end supply chain experiences with a holistic data estate and extensible processes to enable transformative business outcomes.

Luminare's® world-class capabilities enable cognitive agility at every node in the supply chain, from the factory floor to the consumer's door, maximizing both sales growth and profitability. Blue Yonder is an inaugural partner in the Microsoft Cloud for Retail program, launched in January 2022, bringing transformative supply chain capabilities to retail and consumer goods companies worldwide on our trusted platform.

Media & Communications

AMDOCS | Israel
<https://www.amdocs.com>

Amdocs and Microsoft collaborated to reimagine the telco experience for media and telco customers to deliver innovative new solutions and services. The new Amdocs Customer Engagement Platform combines Amdocs' best-in-class telco platform capabilities with Microsoft's cloud and AI infrastructure to ensure seamless experiences for consumer and enterprise customers.

The platform fuses Amdocs' cloud-native commerce and care suite with Microsoft Dynamics 365 business applications, including Microsoft Power Platform. Their offer will empower service providers to improve their engagement and end-user experiences and journeys across all channels and applications, streamline business processes, monetize innovative 5G use cases, and accelerate the move to the cloud while leveraging the world's leading AI capabilities.



2023 Microsoft Partner of the Year Awards

Modern Work



Category Winners | Modern Work

Apps & Solutions for Microsoft Teams

ServiceNow | United States
<https://www.servicenow.com>

ServiceNow integration with Microsoft Teams is helping over 700,000 monthly active users reduce the support time significantly by automatically resolving the most common IT requests and HR tasks, finding answers to frequently asked questions, and seamlessly transferring complex issues to a live agent.

Virtual Agent takes conversations from chat to resolution, solving problems and providing great experiences for users. It leverages ServiceNow's domain expertise across IT, customer service, and HR service delivery workflows to efficiently and effectively resolve routine issues.

In addition, ServiceNow continues to make improvements to its customer experience, like new AI capabilities making the Now Platform more responsive and more intelligent, delivering massive efficiency gains.

Device Partner Distributor/Reseller

Westcoast | United Kingdom
<https://www.westcoast.co.uk>

Westcoast is a distributor based in the United Kingdom in its 40th year focusing on Windows device sales. Westcoast enables resellers to build customizable and scalable Device as a Service solutions.

Westcoast is helping the public sector and education organizations reduce cost and administrative burdens while leveraging the latest technologies. These partners also benefit from incremental service revenue and an annuity-based revenue stream.

This process is repeatable beyond the public sector and Westcoast also ensures that SMB customers play a key role in driving Windows 11 device sales through initiatives such as "Win with Westcoast." In addition to its ongoing community and charity work, the Westcoast Commits Program focuses on gender equality, education, and sustainability.

Converged Communications

Continuant | United States
<https://www.continuant.com>

Continuant specializes in unified communication solutions that help customers streamline their operations and boost productivity. By integrating communication and collaboration tools, they provide employees with seamless experiences across voice, video, instant messaging, email, and more. Converged Communications strives to give their clients the tools they need to succeed.

Employee Experience

Campana & Schott GmbH | Germany
<https://www.campana-schott.com>

Campana & Schott helped one of the largest optical companies develop a vision and strategy for improving their employee experience.

Using a holistic implementation approach to identify and elaborate on employees' search and connection issues, Campana & Schott leveraged Microsoft Viva to create a central platform – a "single point of truth" (SPOT) – that made relevant documents, information, applications, and experts quickly and easily available at any time.

Not only were Microsoft 365 and Viva the best fit to cover all use cases, but with the new solution in place, IT no longer needs to purchase and operate different, cluttered products and solutions to meet the needs of individual departments, significantly reducing licensing and operational costs.

Device

Dell Marketing LP (HQ, ROUND ROCK) | United States
<https://www.dell.com>

Dell has demonstrated a proactive approach to developing and investing in innovative customer opportunities. They have continually demonstrated how their hardware, software, services, and solutions are effectively solving customer business challenges, increasing return on technology investment, and successfully winning against competition alongside Microsoft.

Dell has aligned with and driven key Microsoft priorities through Microsoft 365 CSP Growth Campaigns, defense and security customer wins, Windows 11 Tech Rally education events, and creating a Hybrid Work E-guide delivering best practices on proactive execution. Local Dell events have driven over 360 attendees resulting in numerous POC.

Dell puts sustainability at the core of everything they do, which is reflected in their products. This ranges from the materials used in manufacturing, product, and packing design to asset recovery and recycling programs.

FastTrack Ready

Dell | United States
<https://dell.com/en-us/dt/services/index.htm>

Dell Technologies has a history of commitment to the Microsoft FastTrack Ready Partner program. They continue to assist customers around the world to rapidly onboard and recognize value from their Microsoft 365 investments. World-class technology capabilities and a global delivery model allows Dell to serve customers with valuable benefits and services while growing its business.

Demonstrating the team's commitment, members have earned multiple FastTrack Ready Program Competency Badges. The Dell partner program team also conducts ongoing takeback motion campaigns to capture unclaimed Microsoft 365 workloads for Partner Center/CPOR registration and has an impressive conversion rate on these customers.

To further drive customer adoption, Dell offers services that support complex file and mail migration scenarios, collaboration solutions such as Dell Meeting Space Solution for Teams, and endpoint management solutions like Intune QuickStart.

Category Winners | Modern Work

Modern Workplace for Frontline Workers

FiveP | Australia
<https://www.baret.app>

FiveP is one of Australia's key providers of digital products and services to transform an organization's ways of working. Baret, its solution based on Microsoft Teams, changes the way healthcare teams collaborate with a unique and dynamic role-based workflow that enables structured, closed-loop communications across clinical and frontline workers in hospitals and care services. This helps reduce manual labor time and replaces one-way communications channels with faster and easier sharing of time-critical information.

By implementing Baret, a hospital FiveP has collaborated with has been able to operate without staff pagers because Baret "reduces the time it takes for clinicians to find and send messages to the right person," and "improves the efficiency of sharing clinical communications within and between clinicians and reduce the risk of information being lost," so that workers can focus on patient care.

Surface Hub Reseller

DataVision Deutschland GmbH - a RICOH Company | Germany
<https://www.datavision.net>

DataVision, a Surface Hub AV integrator in Germany, offers comprehensive solutions that address the challenges of their customers who want to enhance their hybrid work strategy and build modern meeting rooms.

They help customers integrate unified communications and collaboration systems with their Microsoft 365 environment by delivering end-to-end services that cover planning, POCs, integration, workshops, and support.

DataVision further shows commitment by offering customized mounting solutions and building modern showrooms where customers can explore the full capabilities of Surface Hub in combination with Microsoft Teams Room Systems. To address challenges in complex enterprise deployments, they created "DataVision Autodeploy Light," an innovative solution that simplifies the set-up process for Surface Hubs.

Modern Workplace for SMB

Zelly | Sweden
<https://zelly.se>

Zelly is supporting SMB customers in Sweden adopting cloud solutions quickly and safely so they can meet the changing environment. Zelly has helped upgrade their customers from Microsoft 365 Business SKU to E5, utilizing the full value of Microsoft security solutions, ensuring they remain secure and stay competitive.

Zelly is also at the forefront of innovation and is putting a lot of time and effort into building AI capabilities in their Modern Work solutions, which have received overwhelming interest from customers and partners alike. Their unique AI services can help customers automate and streamline their operations, improve customer experience, enable better decision-making, and increase security.

Surface PC Reseller

Data#3 Limited | Australia
<https://www.data3.com>

As a provider of IT services and solutions in Australia, Data#3 Limited continually goes above and beyond to innovate solutions that enhance the Surface customer experience.

In the past year, their collaboration with Microsoft led to the development of EHS+ with on-site repair, a protection plan that delivers next-business-day onsite repair for Surface devices. Data#3 Limited also worked closely with Microsoft to connect Surface backend tools to their Lifecycle 360 portal allowing customers to directly submit support requests.

Lifecycle 360 offers more than traditional call logging; it improves asset management visibility and customer experience while lowering Surface management costs. Data#3 Limited further strengthens their distinctive edge with their "Tech for Social Impact" offer, a program which provides rebates back to non-profit organizations to use towards their own charitable missions.

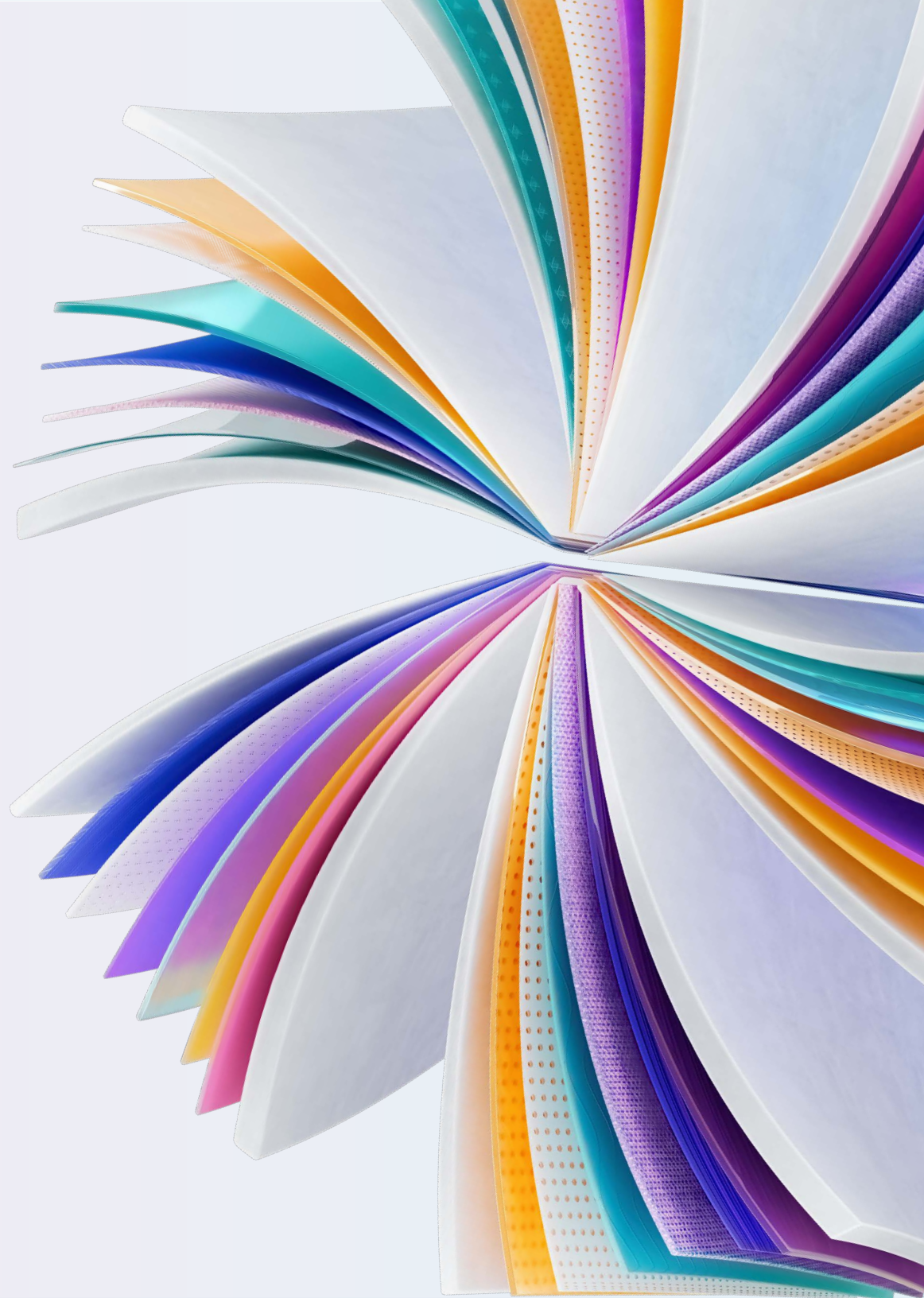
Project & Portfolio Management

Innovative-e Inc. | United States
<https://innovative-e.com>

Innovative-e is a Microsoft Project & Portfolio Management (PPM) partner whose solution, Teams4PM, is a PPM platform that brings together Project for the Web, Project Online, and Planner while harnessing the power of Microsoft Teams, Power Platform, Dataverse, and Azure. Innovative-e's work with Microsoft and its technology coupled with its successful implementation of Teams4PM have provided positive, impactful results for customers across industries.

2023 Microsoft Partner of the Year Awards

Security



Category Winners | Security

Compliance

Epiq | United States
<https://www.epiqglobal.com>

Epiq offers advanced technology solutions such as the Epiq Chat Connector for Microsoft Teams which allows legal teams to effectively assess Teams data for relevant and privileged content.

They have established themselves as a trusted partner to customers, with expertise in areas such as deploying Microsoft Information Protection Data Loss Prevention and Microsoft Cloud App Security, and implementing data retention, labeling, policy, and classification.

They offer Microsoft Purview POCs to help organizations with regulatory compliance and data protection challenges by automating data classification, improving compliance, and reducing manual labeling and related costs.

Modern Endpoint Management

Phoenix Software | United Kingdom
<https://www.phoenixs.co.uk>

Phoenix Software delivers unique business value to its customers using the full Microsoft modern management portfolio across a range of offerings aligned to both Microsoft and regulatory best practice. In one case, a university in the UK needed help achieving version 3.0 of the government-backed Cyber Essentials Plus accreditation to continue delivering critical research and development projects.

Prior to the engagement, the customer had no visibility into the personal devices accessing their network resources, no method of blocking access for devices that didn't meet compliance standards, and an inability to support certain platforms in a zero-trust framework with their current MDM solution.

Using Intune, Azure Active Directory and Defender for Endpoint, the solution addressed the customer's Cyber Essentials challenges, empowering the university to introduce a device-based zero-trust solution and enterprise access model.

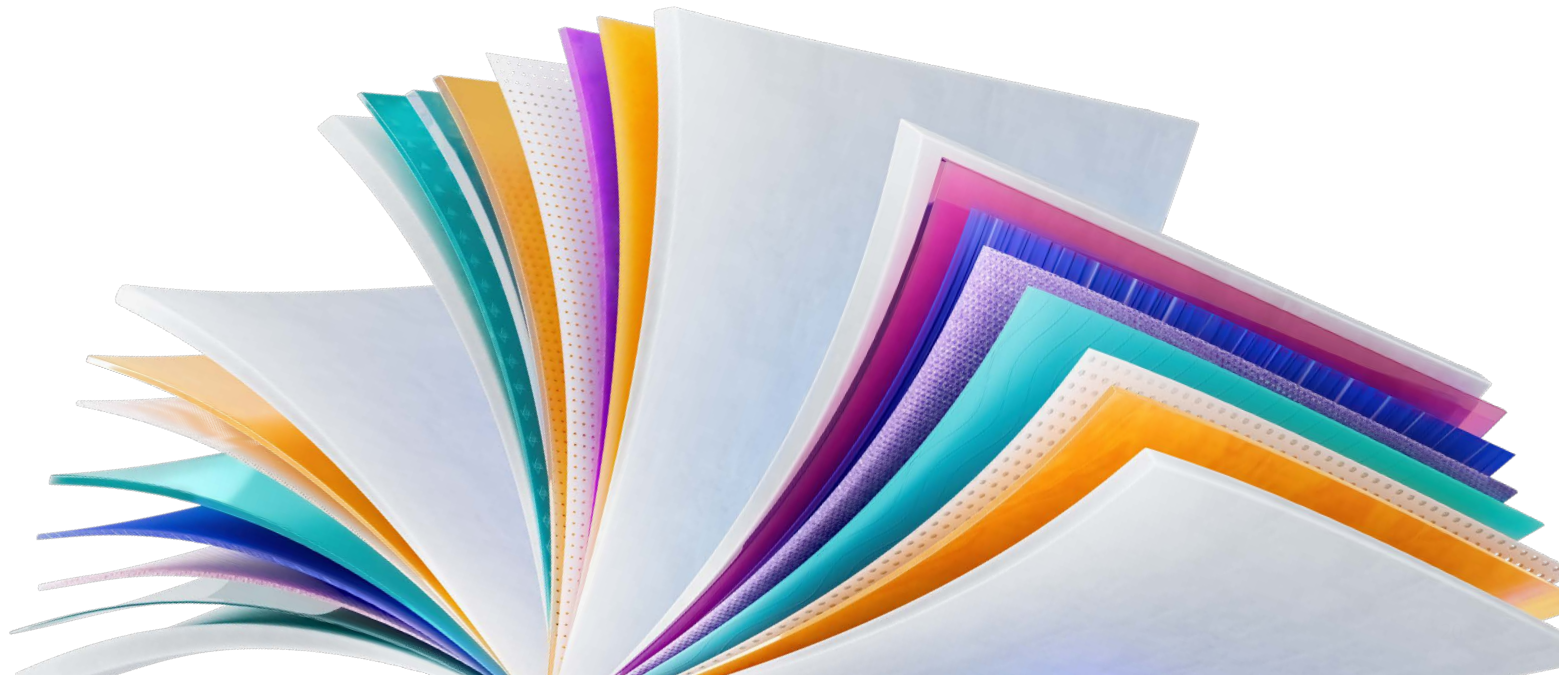
Security


BDO Digital, LLC | United States
<https://www.bdodigital.com>

BDO Digital has a global footprint and offers detection, automation, and reduction of overall cybersecurity risks.

Their client's legacy security tools were not equipped to deal with modern infrastructure, and their internal security team did not have the bandwidth to monitor and triage security events.

BDO helped improve their client's cybersecurity posture by using Microsoft Sentinel coupled with BDO Digital's managed extended detection and response (MXDR) solution to improve access and visibility into security trends and metrics across cloud and on-premises systems, reducing actionable alerts by nearly 50%.





2023 Microsoft Partner of the Year Awards

Social Impact

Category Winners | Social Impact

Community Response

nVisionIT LTD | Mauritius
<https://www.nvisionitgroup.com/mu>

nVisionIT is a software development and Cloud Solutions Provider delivering solutions and technologies across various industry verticals for over 20 years. Partnering with the Government of Mauritius and international non-governmental organization stakeholders, nVision developed a rapid response system called 'Lespar,' which means "hope" in Mauritian creole, to allow users to alert the local police and receive quicker assistance and other support services in cases of domestic violence.

The Lespar application has seen thousands of downloads, with hundreds of police cases being filed in response to requests for help. It has connected users of the app and survivors with follow-up support, enabling increased safety, expanded access for social and legal services, and job creation. nVisionIT is growing this by adapting this system to a new application to support older adults in need.

Inclusion Changemaker

WPP plc | United Kingdom
<https://wpp.com>

WPP plc is a British multinational company focused on communications, advertising, public relations, technology, and commerce. More than 2 billion people who are visually impaired in the world may have difficulty accessing vital healthcare information because they aren't able to read the information on product labels.

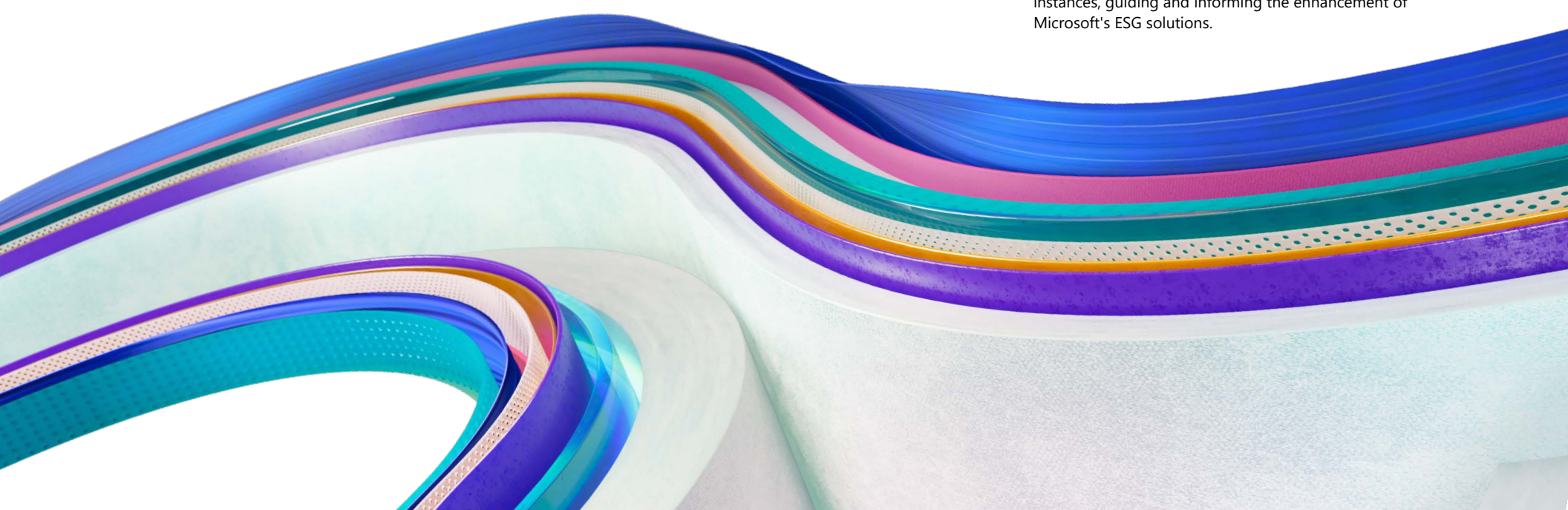
WPP partnered with a leading consumer healthcare company to enhance the functionality of the Microsoft Seeing AI app – leveraging its barcode reader – to integrate 1,500 product SKUs to the app. This enables people with low vision or blindness to scan the barcode and have information on the product packaging, such as ingredients, warnings, dosage, and legal information, be read out loud to them. Starting with the UK and US, this effort is being expanded to other regions to increase access for millions of users.

Sustainability Changemaker

EY | United States
https://ey.com/en_gl/alliances/microsoft

Environmental, social, and government (ESG) issues need cross-disciplinary teams to address them. Emphasizing decarbonization and the economy through energy production and consumption is essential for achieving environmental stability. These teams need to be informed by data from a variety of internal and external sources in order to address organizational sustainability issues. Recognizing this need, EY teams developed an ESG data hub on Azure that supports with net zero planning, decarbonization and product footprint management.

The solution helps enable a multinational manufacturer with ESG data aggregation and cleansing prior to disclosure and a large materials company with measuring sustainable material flows in its products. The solution can be further supported by AI agents that support with emissions calculation and analysis. Data can also be validated, tokenized and exchanged as a representative digital twin of a sustainable product attribute that can be passed through the value chain. In addition to EY teams innovative work in ESG data management, they have also supported with ongoing delivery of Sustainability Manager instances, guiding and informing the enhancement of Microsoft's ESG solutions.





2023 Microsoft Partner of the Year Awards
Category Finalists

Category Finalists

Azure

AI

EY
Neudesic, an IBM Company
Soul Machines

Internet of Things

ICONICS
Johnson Controls
Tata Consultancy Services

Modernizing Applications

BIRLASOFT LIMITED
Tata Consultancy Services
UnifyCloud

SAP on Azure

EY
Fujitsu Limited
Tata Consultancy Services

Analytics

Capgemini
CentriLogic

Migration to Azure

3Cloud
DXC Technology
PwC

OSS on Azure

Tessell

Cloud Native App Development

Expertos en Soluciones TI, SC
LambdaTest
WinWire Technologies

Mixed Reality

SYNERGIZ
Taqtile, Inc.
Velrada

Rising Azure Technology

Profisee
Stack Overflow

Business Applications

Business Intelligence

Accenture-Avanade
Capgemini
RSM US LLP

Dynamics 365 Sales & Marketing

HCLTech
HSO
Infosys Limited

Intelligent Automation

EY
HCLTech
Tata Consultancy Services

Dynamics 365 Business Central

Aproda AG
Elite Dynamics
Velosio

Dynamics 365 Services

Accenture-Avanade
HCLTech
Velrada

Low Code Application Development

Cognizant
MNP Digital Inc.
PwC

Dynamics 365 Finance

Accenture-Avanade
EY
sa.global

Dynamics 365 Supply Chain

Alithya
MCA Connect
Sunrise Technologies



Category Finalists

Business Transformation

Advisory Services

KPMG
PwC

Global Independent Software Vendor (ISV)

Blue Yonder
Icertis
Rockwell Automation

Indirect Provider

Arrow
Pax8
TD SYNnex

MVP Industry Solutions GSI/Advisory

Cognizant
EY
KPMG

Commercial Marketplace

MURAL
Nerdio

Global System Integrator (GSI)

Capgemini
Fujitsu Limited
Tata Consultancy Services

Learning

Intelligent Training
RPS Consulting Private Limited

Operational Excellence

Arrow
Ingram Micro
Softcat Plc.

Customer Experience

Exclaimer
Quadrasystems.net India Private Limited

GSI Growth Champion

IBM
Kyndryl
PwC

Microsoft for Startups

FASHABLE
Pangaea Data
Talon Cyber Security

Solution Assessments

Bechtel
Neudesic
Quorum

Industry

Automotive, Mobility, & Transportation

Amadeus IT Group
Luxoft, a DXC Technology Company
Touchcast

Energy and Resources

Cognite
Neudesic, an IBM Company
Schneider Electric

Healthcare and Life Services

Cognizant
Emids
RSM US LLP

Nonprofit

Kerv Digital
Ontinue
Sylogist MISSION CRM

Defence and Intelligence

CloudFit Software LLC
Fujitsu Australia Limited
Oxford Computer Group

Financial Services

EY
SAS
SimCorp

Industrials and Manufacturing

AVEVA
Cognite
Tata Consultancy Services

Retail and Consumer Goods

Accenture-Avanade
EPAM Systems, Inc.
Sitecore

Education

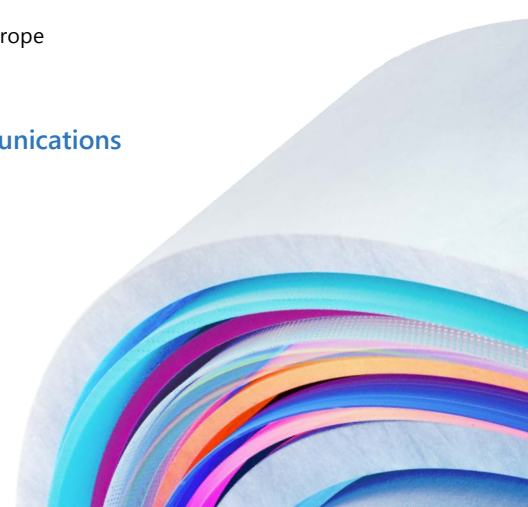
Johnson Controls
SSW

Government

Hitachi Solutions Europe
RSM US LLP

Media & Communications

Harmonic Inc
Kyndryl
MediaKind



Category Finalists

Modern Work

Apps & Solutions for Microsoft Teams

Adobe
AvePoint
Moveworks Inc.

Device Partner Distributor/Reseller

CDW
PT Synnex Metrodata Indonesia
TD SYNnex

Modern Workplace for Frontline Workers

Akari
Calian
Rightpoint Consulting, LLC

Surface Hub Reseller

AVI-SPL
CANCOM GmbH

Security

Compliance

Accenture-Avanade
Protiviti
TRN Digital

Social Impact

Community Response

FiveP
Neudesic
Solidsoft Reply

Converged Communications

AVI-SPL
NTT Ltd
Rapid Circle

Employee Experience

Rapid Circle
Rightpoint Consulting, LLC
WM Reply

Modern Workplce for SMB

novaCapta Software & Consulting Schweiz AG
Solulan

Surface PC Reseller

Compugen Inc.
Otsuka Corporation

Modern Endpoint Management

Cognizant
Mobile Mentor
Quorum

Inclusion Changemaker

KPMG
SSW
Wipfli

Device

Maureen Data Systems
Monster Notebook
Neat

FastTrack Ready

Phoenix Software
Quadrasystems.net India Private Limited
Skaylink GmbH

Project & Portfolio Management

Campana & Schott
Marque360
OnePlan Solutions


Security

Kyndryl (Singapore) Pte. Ltd.
Quadrasystems.net India Private Limited
SNP Technologies, Inc.

Sustainability Changemaker

AVEVA
e-Magic Inc.
Tata Consultancy Services





2023 Microsoft Partner of the Year Awards

Country/Region Winners

Country/Region Winners | Asia Pacific (APAC)

Bangladesh

Thakral One Pvt. Limited
<https://thakralone.com>



As an LSP, Thakral One Pvt. Limited empowers customers to adopt Microsoft's cloud-driven solution by enabling them to work efficiently and independently across devices ensuring security, which is an important goal and element of digital transformation. Thakral One Pvt. Limited prioritizes serving a wide range of customers across different verticals to adopt and leverage the benefit of Microsoft solutions.

Brunei

Tech One Global Limited
<https://techoneglobal.com>



Tech One Global Brunei is a content management and cloud solutions provider that has exponentially grown over the last fiscal year. The company is recognized for building innovative and purpose-built solutions for clients with complex business needs. In working with Microsoft, Tech One Brunei continuously acts to advance its public sector transformation in Brunei.

Cambodia

POSITRON MULTIVERSE CO., LTD.
<https://www.positronmultiverse.com>



Positron Multiverse consistently drives value to customers by enabling digital transformation for businesses in the era of an intelligent cloud. Positron has been contributing to market development by bringing business intelligence engines to its customers to improve decision making for remote location managers, gain certainty over costs upfront, keep their business agile, enhance organizational communication, boost employee productivity, and streamline IT operations.

Indonesia

PT Mitra Integrasi Informatika
<https://www.mii.co.id>



PT Mitra Integrasi Informatika (MII) continuously evolves and transforms their internal processes, upskilling their technical capability, and aligning their focus with Microsoft's focus related to Azure, Microsoft 365 Security, and Power Platform. Throughout the year, MII has been empowering customers across segments and industries to enable and accelerate their digital transformation.

Examples include helping a telco company to strengthen their security with Azure Virtual Desktop, assisting a consumer goods company to automate some of their working process with Power Platform, and empowering a government body to work collaboratively and securely in this hybrid era using Office365 and Viva Connection. With Microsoft offerings and solutions, MII continues addressing customers' needs and empowering them to achieve more.

Malaysia

Accenture-Avanade
<https://www.avanade.com/ms-my>



Accenture-Avanade has been instrumental in driving digital transformation and innovation in the public and commercial sectors in Malaysia. Their areas of expertise encompass the development of cloud-based systems as well as leveraging data analytics and artificial intelligence to drive the modernization of enterprise infrastructure to do more with less. One noteworthy achievement involves improving decision-making for a key customer through the transformation of their enterprise search and knowledge management processes.

Additionally, Accenture-Avanade actively contributes to the establishment of an Artificial Intelligence Centre of Excellence for the same customer, with a specific focus on enhancing operational efficiency, reliability, and safety. Through strategic partnerships and investments in certifications and reusable IP, they play a vital role in positioning Microsoft as the preferred cloud platform provider in Malaysia.

Maldives

Tech One Global Lanka (Pvt) Limited
<https://techoneglobal.com/>



Tech One Global Lanka is a Microsoft solution provider of cloud services, offering a wide range of tools and solutions that can help organizations optimize their operations and increase efficiency. They help organizations leverage cloud technology to drive business growth, innovation, and productivity. They strive to continuously provide innovative solutions to customers and deliver best-in-class solutions and services supporting their customers on a digital transformation journey.

One of the most significant successes includes their accelerated adoption of cloud technologies, which have become critical in supporting remote work and digital transformation. To remain competitive and resilient, Tech One Global Lanka focuses on amplifying the benefits and outcomes of the cloud adoption journey for their customers.

Country/Region Winners | Asia Pacific (APAC)

Myanmar

BIM Advanced Technology Services
<https://bimgoc.com/>

BIM Advanced Technology Services (BIM) presents modern and creative solutions to overcome the business predicament of customers in various industries using advanced Microsoft technologies ranging from modern work (Microsoft 365 E5) to business applications (Power Platform and Dynamics 365) to security (Microsoft Sentinel and SOC as a service).

BIM teams provide certified engineers who have network design, management, and troubleshooting skills, with years of training, hands-on experience, and expert service to help maintain mission-critical systems, improve network efficiency, plan for growth, and rapidly recover from network problems.



Nepal

Thakral One Nepal Pvt. Ltd.
<https://www.thakralone.com>

Thakral One Nepal is a Microsoft direct CSP and LSP that prioritizes serving and helping a wide range of customers across different verticals to adapt and leverage the benefit of cloud services (infrastructure as a service, platform as a service, and software as a service).

The company strives to serve a wide range of clients, from a startup to a leading telco, with the same values and levels of service. Thakral One Nepal helped a top tier telco in Nepal migrate and modernize its IT infrastructure to enhance agility and reduce operational costs from a compete cloud solution to Azure.



Philippines

Tech One Global Philippines
<https://techoneglobal.com>

Tech One Global Philippines continuously drives innovation among small and medium-sized businesses through the acceleration of digital technology. Customer-centricity is at their core, evident in their bespoke, agile, and strategic approach to customer engagement.

They've transformed vital business processes in manufacturing, banking, and insurance, elevating security and empowering hybrid work using Microsoft's Modern Work & Security and Azure solutions. Their commitment to driving digital transformation to deliver positive impact for their clients has led to achievements across multiple industries. These include spearheading the migration of a large food manufacturing company in the Philippines to Microsoft 365, facilitating the transition of one of the country's biggest insurance companies to a hybrid workforce, and modernizing the workloads and practices of a financial institution to run an entire core banking system on Microsoft Azure.



Singapore

Accenture-Avanade
<https://www.avanade.com/zh-sg>

Accenture-Avanade have been successful in driving enterprise infrastructure innovation and modernization across Microsoft Cloud products. They developed and deployed a Customer and Partner Management System to coordinate the engagements of hundreds of healthcare partners and over one million residents as part of a national program encouraging individuals to take responsibility for their own medical care.

Another success includes replacing a big bank's legacy CRM system to improve contact center customer experience while integrating with Dynamics CRM to provide customer insights.

A single holistic view of consumers results in higher customer service engagement rates and higher productivity they continue to assist a wide range of organizations and businesses, including financial services, healthcare, and telecommunications, in adopting a tech-intensive strategy and undergoing digital transformation to achieve improved results.



Sri Lanka

H One (Private) Limited
<https://www.h-oneonline.com>

H One is a digital solutions and strategies provider committed to driving change across the business landscape. The company has the expertise and team to offer a wide range of unparalleled solution offerings through cloud adoption in addition to having the reach to impact regional markets.

H One offers a comprehensive suite of products that includes software tools, connectivity, and service offerings, making them a one-stop shop for all customer digital transformation requirements.



Thailand

Advanced Wireless Network Company Limited
<https://business.ais.co.th/>

Advanced Wireless Network Company Limited is a subsidiary of Advanced Info Services (AIS), a leading telecommunications company in Thailand. Advanced Wireless Network Company Limited achieved remarkable year-on-year growth in the last year, having developed unique solutions for Azure Services by integrating with AIS's key products.

Advanced Wireless Network Company Limited has been showcasing its substantial growth and success in leveraging Microsoft's cloud platforms to transform businesses in Thailand.

To expand its presence in the SMB market, Advanced Wireless Network Company Limited collaborated with Microsoft on a geo-expansion strategy through eight AIS regional offices nationwide. Ensuring the provision of quality services, Advanced Wireless Network Company Limited is committed to having skilled resources, with hundreds of certified professionals collectively holding more than 600 Microsoft certifications.



Country/Region Winners | Asia Pacific (APAC)

Vietnam

CMC Technology & Solution Company Limited

<https://www.cmcts.com.vn>



CMC Technology & Solution (CMC TS) is a partner in Vietnam that supports and drives customer success through digital transformation. In the last year, CMC TS has achieved impressive year-over-year growth of cloud revenue and Azure consumption revenue.

CMC TS has invested deeply in their technology capabilities and capacity in Microsoft's solution areas and has worked with Microsoft in joint go-to-market events, workshops, and digital campaigns. With a strong technical team and competitive service offerings, CMC empowers customers to adopt and leverage the benefits of the Microsoft Cloud.



Country/Region Winners | Australia

Australia

Insight Enterprises
<https://au.insight.com>

Insight Enterprises is a full-service technology provider that prides itself on using technology to achieve their clients' most ambitious goals. Insight has achieved growth through in part due to its collaboration with Australia and New Zealand Microsoft offices.

Its joint co-sell and co-delivered successes included installing thousands of IoT sensors across the Sydney water network to monitor for blockages, as well as an Operational Data and Real-Time Exchange Enterprise Platform for Transport for New South Wales, improving the reliability of public transport.

Insight Enterprises strives to build an inclusive workplace where all teammates thrive by committing to employee programs and externally partnering within various organizations to improve diversity and inclusion.



New Zealand

Volpara Health Technologies
<https://www.volparahealth.com>

Volpara is a healthcare technology provider that hosts the data for millions of mammograms on the Azure web. In early 2023, Microsoft and Volpara collaborated to create a new software product that detects and quantifies breast arterial calcifications (BAC), which can signal the presence of heart disease in patients.

This project marked a new application of Volpara's AI driven analysis of mammography and tomosynthesis images that will propel the business into a new area of care within the cardiovascular disease market.

Volpara also uses Microsoft Security to protect its customer data, as well as a host of other solutions like Microsoft 365. Volpara knows all its efforts—developing new methods of detection, enhancing its security stance, reaching new markets—are, in the end, meant to improve people's lives.



Country/Region Winner | Canada

Canada

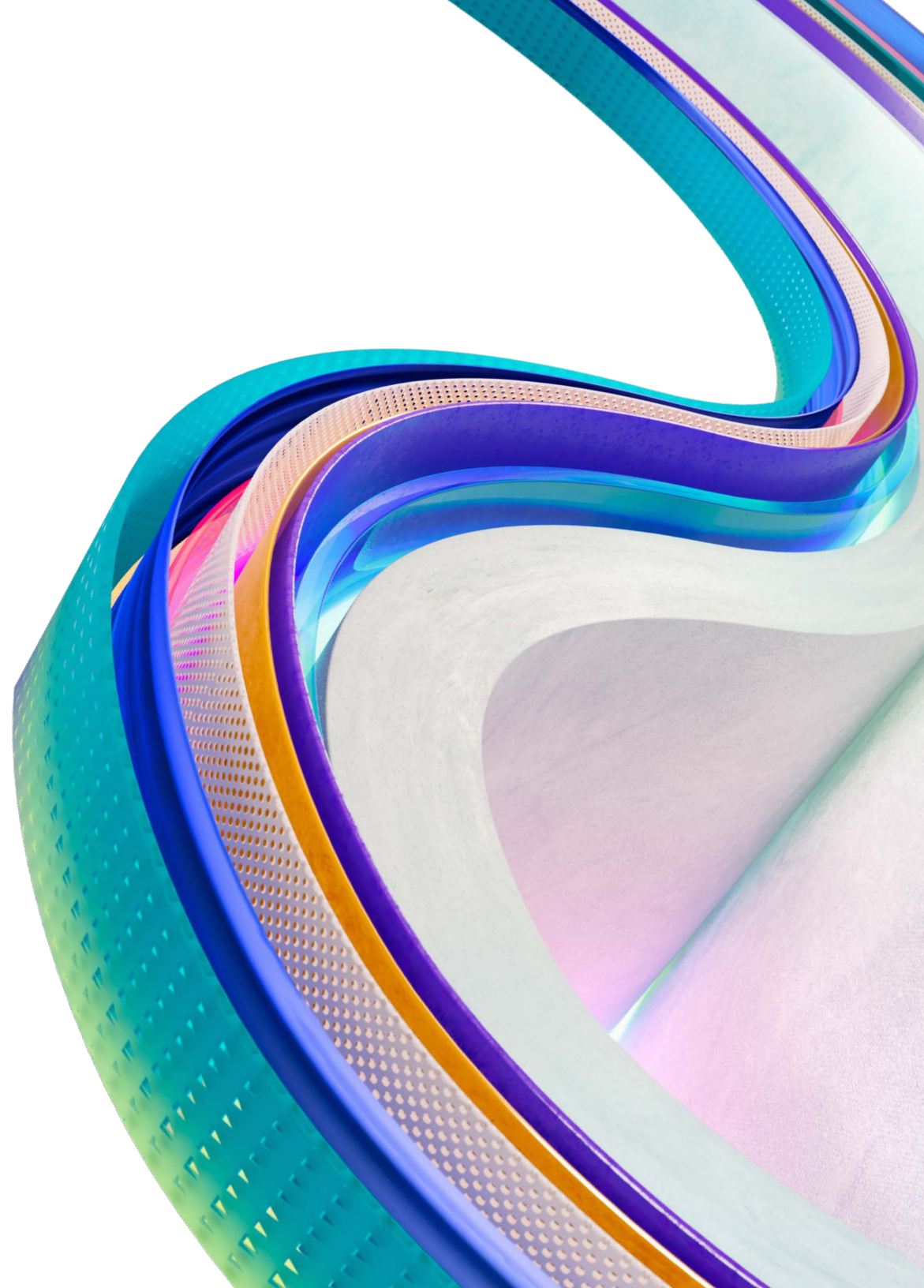
Ingram Micro
<https://www.ingrammicro.com/>



Ingram Micro Cloud supports over 5,000 resellers and tens of thousands of customers. This year, Ingram has demonstrated exceptional leadership in challenging market conditions, resulting in a stand-out year.

Ingram's Customer Success Unit provides "white glove support" for their resellers. This impact is seen in how Ingram doubled down on helping their partners expand their Microsoft service offerings, become security experts, accelerate deal pipeline, decrease customer churn, drive digital demand, and seamlessly access resources to ensure success on the Microsoft Cloud.

Beyond transactional process, Ingram has engaged with their resellers in a wider context, such as influencing career development and workplace culture, as well as demonstrating market-making impact for small and medium businesses (SMBs) in Canada.



Country/Region Winners | Central and Eastern Europe (CEE)

Armenia

Dom-Daniel
<https://www.dom-daniel.com>



Dom-Daniel, a Microsoft Cloud partner from Armenia, demonstrated significant cloud business growth in the last year. Dom-Daniel has earned multiple advanced specializations which has been a direct result of the impactful projects that Dom-Daniel accomplished during the past years for and with Armenian customers.

The company created a LinkedIn event series, Coffee Talks, focusing on OpenAI on Azure. This demonstrates how effectively Microsoft partners may generate demand by sharing their technical knowledge.

Azerbaijan

SMART CLOUD LLC
<https://smart-it.com>



SMART business (Azerbaijan) specializes in the development, maintenance, and training of ERP and CRM systems, predictive analytics, and AI. With 13 years of experience, they offer consulting services and proprietary solutions based on Microsoft products, such as Dynamics 365, Office 365, Azure, Power BI, Data, and Machine Learning technologies. SMART business has provided digital transformation services to companies of all sizes and sectors in over 60 countries worldwide.

They help companies achieve digital business transformation by applying innovative, secure, and reliable technological solutions tailored to each user with their local sales and technical resources. In addition to moving users' content to the cloud platform, SMART business introduces services into the organization that allows users to adopt and acquire uses in their daily work. Their approach has been proven to deliver numerous benefits to their clients.

Bosnia and Herzegovina

Comtrade System Integration
<https://comtradeintegration.com/en>



Comtrade System Integration is a service partner in Bosnia and Herzegovina that is approaching the market with a digital transformation strategy by showcasing the value of educating customers, providing additional consulting and managed services, and IP solutions. They are a cloud transformed company that has built cloud-oriented practices and can handle complex projects across various industries.

In the process of restructuring a banking sector in the Federation of Bosnia and Herzegovina, Comtrade System Integration was able to help the banks integrate and overcome challenges by providing solutions such as the deployment of Microsoft 365 license packages, ATP Defender licenses, and business and security services. The project resulted in the standardization of all Microsoft services, improving security and productivity while simultaneously respecting business continuity.

Bulgaria

FTS Bulgaria
<https://fts-eu.com>



FTS Bulgaria is a leading provider in Central and Eastern Europe of industry-specific and business software for companies based on technologies from globally recognized vendors. They are committed to doing their best to be a fair and reliable partner, enabling their customers' success by providing innovative products and services that contribute to their growth, offering business management systems based on Azure, Dynamics 365, and Power Platform.

FTS Bulgaria's business has guided digital transformation for companies across multiple industries and sectors. These digital business transformations are achieved by applying innovative, secure, and reliable technological solutions tailored to each user. The FTS team consists of solution architects, consultants, developers, testers, and technical support staff that are dedicated to understanding and improving relevant IT solutions, as well as adapting them to specific business needs.

Croatia

Span d.d.
<https://www.span.eu>



Span d.d. is a leading provider of services for the construction, optimization, support, and development of IT infrastructure for Croatian companies. They help companies achieve digital business transformation by applying innovative, secure, and reliable technological solutions tailored to each user.

Their diverse portfolio of solutions and services consists of Cloud Services, Security Services, Business Solutions & Development, Software Asset Management, and Licensing with 24X7 Support.

Span.zone is a platform that allows business users to easily manage their Microsoft licenses and services, providing automated procurement, activation, and management of services. The platform offers self-care and self-service functionalities, auto-provisioning of licenses, and a reporting module. The solution is built in-house on Azure infrastructure and technologies, using microservice architecture, and is integrated with Microsoft Azure APIs.

Cyprus

H.S. DATA
<https://www.hsdata.com>



H.S. Data is a partner offering a wide range of consulting services, coupled with the necessary tools and expertise to help grow and transform businesses in the digital era. With H.S. Data's expertise, a leading financial institution and payment provider has been transformed into an agile digital financial institution.

Through its cloud-first mentality and its maturity to adopt more innovative services, the partner streamlines data warehousing for innovative business intelligence reporting, unlocking the customer's ability to provide business intelligence solutions to their own customers. As a result, the customers established themselves as a leader in their addressable market by further differentiating themselves from the competition.

Country/Region Winners | Central and Eastern Europe (CEE)

Czech Republic

KPCS CZ
<https://kpcs.cz/cs>

KPCS CZ stands out for its strong commitment to Microsoft, cloud strategy, security, and support of the IT community. One of the key qualities that sets KPCS CZ apart is their dedication to security and high-quality services, using Microsoft's latest technology and best practices to achieve this goal.

Additionally, in supporting the IT community, KPCS CS participates in events to provide expertise and knowledge through knowledge sharing including topics of security.

KPCS CZ embodies the values of a cloud partner with progressive and proactive approaches to customers and projects.



Estonia

Primend OÜ
www.primend.ee

Primend works to inspire people and organizations to create change through knowledge. The company has consistently kept true to that vision by providing quality advisory and technical services to transform its mutual customers, earning the trust of customers across the Baltic region. Since the company's launch, Primend has exhibited strong strategy alignment and collaborative spirit.

They have become a go-to partner for a wide portfolio of services, from mainstream Microsoft 365 migrations to advanced data and AI as well as advanced analytics scenarios and security topics. They have driven workshops to share latest Microsoft technology news to gain new customers, enabling deeper engagement with Microsoft technologies.



Georgia

Smart Business Georgia
<https://smart-it.com/ge>

Smart Business Georgia provides services for development, maintenance, and training of ERP and CRM systems as well as systems based on predictive analytics and artificial intelligence.

For 13 years, they have been consulting and creating proprietary solutions based on Microsoft products, including Microsoft Dynamics 365, Microsoft Office 365, Microsoft Azure, Microsoft Power BI, as well as Data and Machine Learning technologies, delivering services for Dynamics 365 and Power Platform.

They help companies achieve digital business transformation by applying innovative, secure, and reliable technological solutions tailored to each user, empowering all aspects of their business to seize the advantage of the digital revolution. Smart Business Georgia is a cloud transformed company that has built cloud-oriented practices, managing complex projects across various industries with their local sales and technical resources.



Greece

Accenture-Avanade
<https://www.accenture.com/gr-en/about/company/greece>

Accenture-Avanade's cloud first strategy, in collaboration with Microsoft, supported the digital transformation of one of the largest financial institutions in Greece. Migrating its technology infrastructure to the cloud served as a catalyst for innovation, providing far more robust, innovative, secure, and compliant banking capabilities.

Through the cloud, the bank expects to increase its overall operational efficiency and agility, launch new products and services more quickly, enhance customer service, lower information technology costs, and contribute to its broader sustainability efforts by reducing its carbon footprint.



Hungary

Kontron Hungary Kft.
<https://kontron.hu>

Kontron Hungary offers its customers IT consultancy, delivery and integration of IT solutions, and customized specific developments. Their portfolio ranges from corporate governance and software provision solutions to industrial product lifecycle management systems and security solutions, also including IP networking solutions for telecommunications and the full range of IT infrastructures.

They can implement Microsoft solutions on both private infrastructure and public cloud platforms, thus supporting the creation of a successful hybrid IT environment. Using their developers' capacities and the frameworks developed by their partners for this purpose, Kontron can transfer any corporate process to a mobile environment rapidly, efficiently, and safely.

Their clients are both Hungarian and international companies, mainly from the financial, telecommunications, industrial, and public utility sectors, as well as public sector institutions.



Kazakhstan

Beeline Kazakhstan
<https://beeline.kz>

As an independent mobile operator, Beeline Kazakhstan is a company with a reputation for innovative digital solutions.

With their large share of customers, Beeline is well on its way to becoming a well-known digital transformation partner in the country as they continue to collaborate with Microsoft.

In addition to their dedication to commercial customers' business needs and deep focus in delivering Microsoft products in their existing SMC/SMB telco customer base, Beeline has implemented cognitive services for speech recognition and translation in two key projects, video analytics for an agriculture customer, and two innovative social projects.



Country/Region Winners | Central and Eastern Europe (CEE)

Latvia

Cloud Services
<https://www.cs-worldwide.com>



Cloud Services is a managed services provider that helps industrial leaders from the Baltics and over 10 other countries to adopt Microsoft Azure, speed up migration to the cloud, and build complex cloud solutions to see positive business results. Cloud Services showcased innovative thinking and challenged classic “sell-and-deliver” models. New projects within the last year were generated and delivered in the Baltics remotely, exceeding customer expectations by combining the power of Microsoft Azure Synapse Analytics with Microsoft Power BI.

Now, reports are generated within seconds instead of hours, boosting the decision-making process. They have deepened their engagement with customers after delivering projects for analytics. In addition to these project successes, Cloud Services delivered many workshops for customers that helped them define cloud strategy, start using modern analytics solutions, and speed up cloud migration.

Lithuania

Crayon Latvia
<https://www.crayon.com/lt>

Crayon is a global customer-focused IT consultancy whose strategy involves establishing a strong local footprint in each market it operates, such as Lithuania, while leveraging global expertise. This unique combination has been demonstrated in many successful projects.

Crayon combines technology with human potential to transform businesses and provide the best solutions for their clients' needs and budget. They offer a comprehensive portfolio of services for every stage of the cloud first digital transformation journey, optimizing IT estates for a cloud future, operating secure modern workplaces, and innovating with scalable data platforms, AI, and IoT.

With a team of certified experts, Crayon delivers top-notch services that enable modern workplaces, fuel business growth, and spark innovation.



Malta

TriStratus Ltd.
<https://www.tristratus.com>

TriStratus Ltd. is a leading Maltese partner supporting customers in achieving real business value through the adoption and optimization of private, hybrid, and public cloud services.

TriStratus's solution involved migrating databases to the cloud for one of the biggest retailers in Malta, deploying a data warehouse, and applying a layer of data analytics through Power BI to provide real-time reporting and sales performance for each store. The solution enabled this retailer to transform digitally, leveraging data to respond in real-time to price changes, increase efficiency when it came to store stock levels, and understand revenue and profitability at any given point in time.

With this new capability, management could also predict seasonal changes and pressures to ensure optimized pricing and stock levels.



Mongolia

Mogul Service LLC
<https://mogulservice.mn>



Mogul Service LLC offers a wide range of Microsoft Cloud solutions. Since 2019, they have been innovating in Mongolia by utilizing the robust Microsoft 365 ecosystem. Their goal is not only to provide licenses but also to enhance user investment value through Power Platform and deliver exceptional user experiences.

One excellent example of their success is the implementation of the “Documentation Management System” solution for a Mongolian college, which met the highest standards of the Mongolian educational environment and documentation requirements.

Poland

Elitmind
<https://elitmind.com>

Elitmind works with Microsoft to deliver hundreds of Data & AI solutions across various sectors including retail, energy, banking, telco, logistics, and government. They're known for responding quickly to market trends with ready sustainability and Open AI offerings. Elitmind's passion for data and innovative approach has led to transformational projects in the market, including successes with a large Polish energy sector company.

Elitmind represents exceptional agility in changing environments, consistent development of competencies, proactive approach to generate new sales opportunities, and creativity in promoting Microsoft technologies.



Romania

Zitec
<https://zitec.com>

Zitec offers end-to-end services spanning across software development, digital marketing, cloud services, quality assurance, and UX/usability audit and consulting.

Through their advanced technical capabilities, Zitec has architected and implemented a scalable solution powered by the Microsoft Azure platform, incorporating IoT, security, and advanced analytics services with the aim of helping a courier company launch and grow a new business model. Zitec's innovative solution helped the customer transform their business by managing operations and increasing the daily processed parcels by 60 percent. This enabled stakeholders to stay on top of the business and make informed decisions based on real-time reporting, resulting in a double-digit growth of their revenue.

Furthermore, the customer was able to seamlessly expand their business to other countries, fueling their ambitions to grow their presence in all Balkan countries.



Country/Region Winners | Central and Eastern Europe (CEE)

Serbia

Crayon Serbia
<https://www.crayon.com/rs>

Crayon Serbia, owned by Crayon AS, is a full-fledged IT advisory firm that provides clients with tools and solutions to optimize their return on investments in complex cloud technology. It is a global services partner with global delivery centers, expertise, and footprint within multiple countries.

Their services enable customers to build the commercial and technical foundation needed for a successful and secure cloud-first digital transformation journey. Crayon Serbia's Services Delivery team of Cloud Architects and Consultants provide end-to-end support to customers throughout the cloud life cycle.

Crayon's Cloud Migration Center of Excellence plays a vital role in aligning its cloud cost optimization and cloud adoption framework.



Slovakia

CLOUDFIELD a.s.
<https://www.cloudfield.cz>

Cloudfield is a Microsoft partner that specializes in cloud solutions, digital transformation, and development services. The company has a technical team with expertise in complex cloud environments, which has helped them build a positive reputation among their customers. As a cloud-based solution provider and system integrator, Cloudfield invests heavily in continuous competency development and personal resources to support the growth of its cloud services.

They are rapidly expanding their presence in the Czech and Slovak market, providing even greater support to customers in the cloud services sector. Cloudfield prioritizes customer satisfaction above all else and provides comprehensive solutions that meet the unique needs of each customer.



Slovenia

ADD d.o.o. Ljubljana
<https://www.add.si>

ADD d.o.o. Ljubljana is a Slovenian company with a commitment to providing cutting-edge solutions in the fields of IT system integration, Data & AI, and cybersecurity. ADD has grown in the Data & AI industry, establishing itself as a Microsoft partner and delivering solutions for business and decision intelligence, IoT, big data, and AI.

ADD pays special attention to advanced analytical solutions for optimizing sales channels and customer journeys, as well as optimizing production processes and energy efficiency.

In the energy sector, the use of the Internet of Things and AI in combination with smart meters is transforming the way networks are managed and planned. ADD's advanced solutions further include AI-based beer consumption prediction and prediction models for smart facades.



Ukraine

Span, LLC
<https://www.span.eu/ua>



Span, LLC is a provider of services for the construction, optimization, support, and development of IT infrastructure for Ukrainian companies. Span helps companies achieve digital business transformation by applying innovative, secure, and reliable technological solutions tailored per each user's needs and empowers all aspects of their business to seize the advantage of the digital revolution.

The company has a strong team of certified specialists and experts in the field of Microsoft technologies. Span demonstrates technical capabilities and the ability to deliver successful customer outcomes aligned to the Cloud Adoption framework.

To support Ukrainian business, the Span team succeeds in helping customers to transfer their critical IT infrastructure to the cloud, providing remote productive workplaces to employees and ensuring a high level of information security.



Country/Region Winner | France

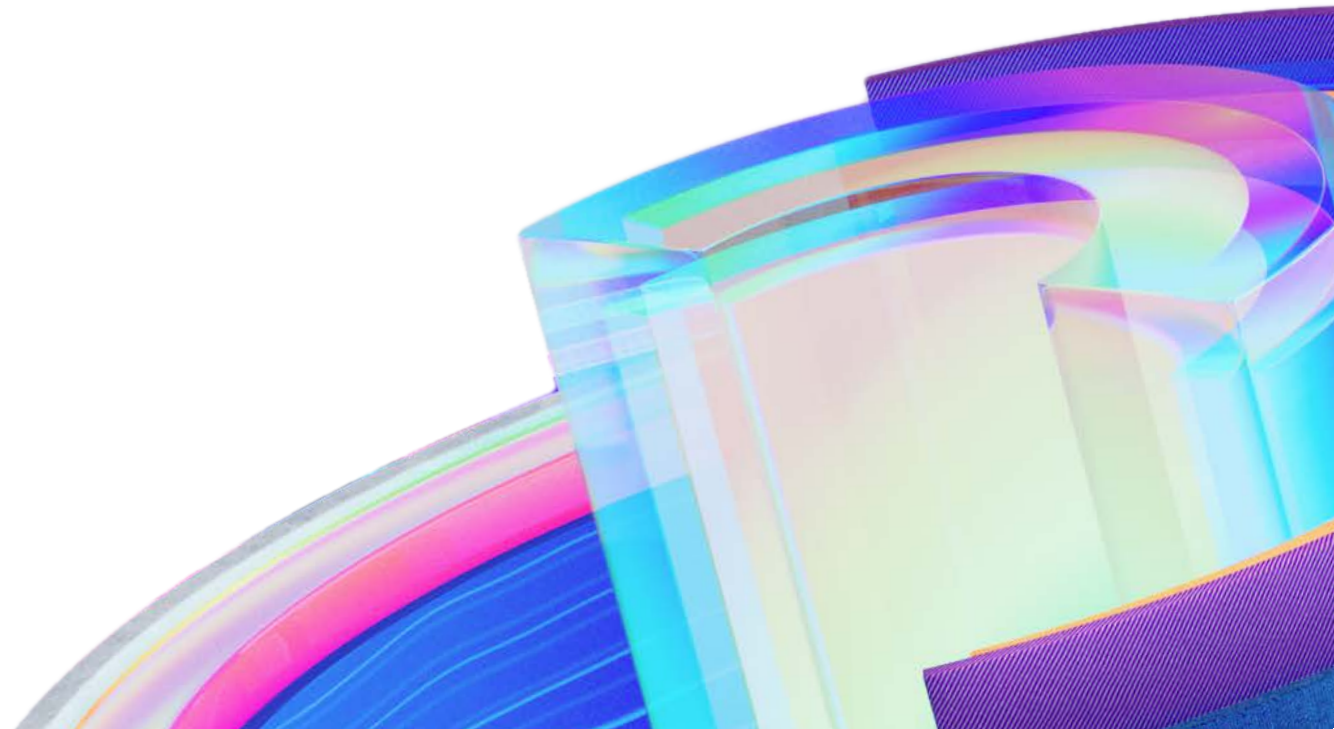
France

Accenture-Avanade - France
<https://www.avanade.com/fr-fr>



Accenture-Avanade - France's "end-to-end" approach, from advisory to execution, combined with innovative offerings and go to market programs, resulted in a pivot to industry on strategic accounts and enabled them to make a difference in the market.

Highlighted through several joint success stories, Accenture-Avanade-France's impact on customers' transformation projects based on the Azure platform continues to stand apart in France. They now aspire to achieve similar success for AI, security, and sustainability.



Country/Region Winner | Germany

Germany

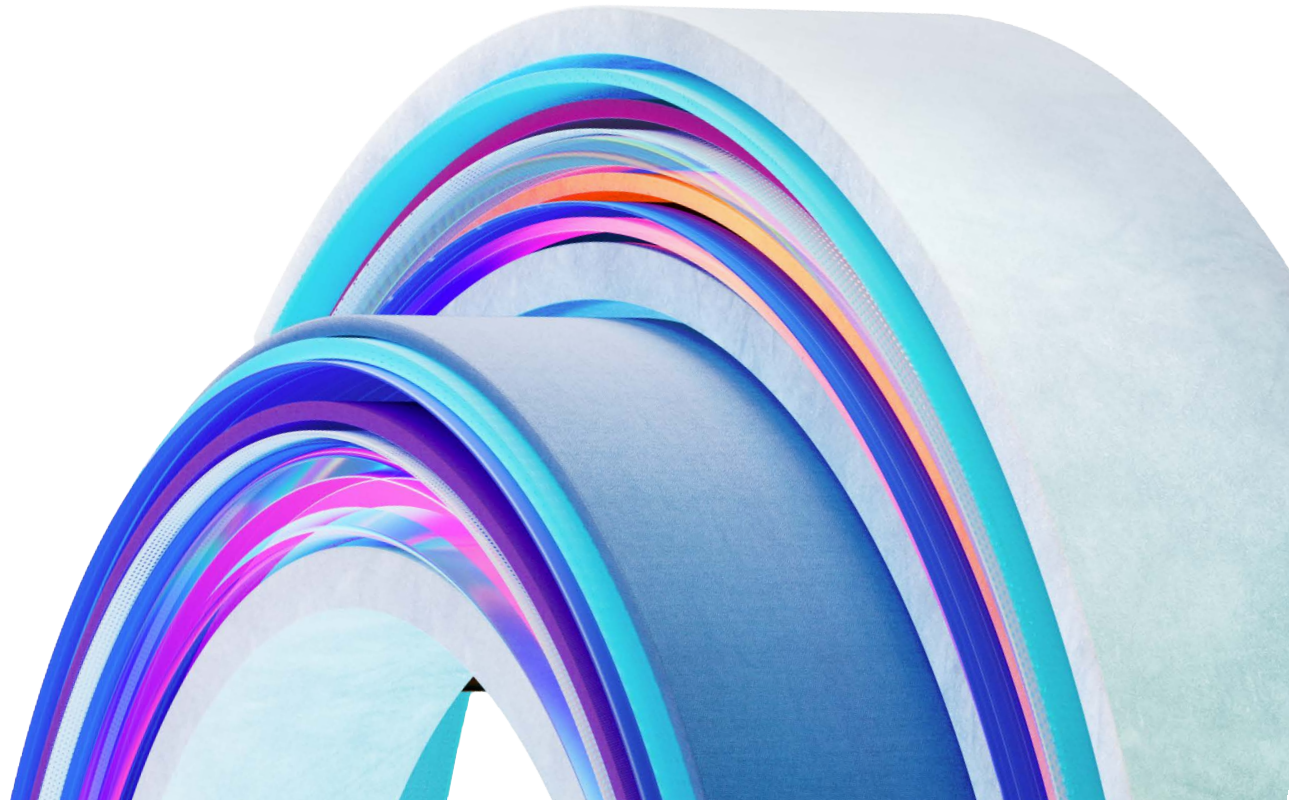
Accenture-Avanade - Germany

<https://avanade.com>



By building their business practices on Microsoft Cloud Platform, Accenture-Avanade-Germany enriched their portfolio with innovative solutions and capabilities focused on immersive experiences around cloud adoption, security, Power Platform, low code, analytics, generative AI, sustainability and more.

Further scaling their market footprint in Germany across consumer and enterprise clients, covering multiple industries and solution areas, Accenture-Avanade delivered exceptional cloud growth with a focus on helping customers in digital transformation by driving sustainable and innovative solutions.



Country/Region Winners | Greater China Region (GCR)

China

Shanghai Yungoal Info Tech Co., Ltd.
<https://www.yungoal.com>

Shanghai Yungoal Info Tech Co., Ltd. provides learning services, innovative and integrated training, and certification courses for customers, including courses in Azure OpenAI and ChatGPT, with the goal of addressing market pain points.

They leverage their unique insights and in-depth research on customers' demands to build up an innovative OpenAI Service course and Azure AI certification training.

Shanghai Yungoal Info Tech Co., Ltd. realized the value of cultivating more AI-certified trainers and setting up a training engagement platform to drive more AI certifications and help partners get AI-certified with Microsoft.



Hong Kong

Insight Enterprises
<https://hk.insight.com>

Insight has a proven record of outstanding performance, dedication, and innovation in delivering Microsoft-based solutions to customers in Hong Kong.

Insight has shown commitment and investment in transforming from traditional licensing business to modern LSP with strong services capability to add value to customers while delivering exceptional experience.

The company has a deep understanding of its customers' needs and is committed to delivering migration and managed services that meet their unique requirements.

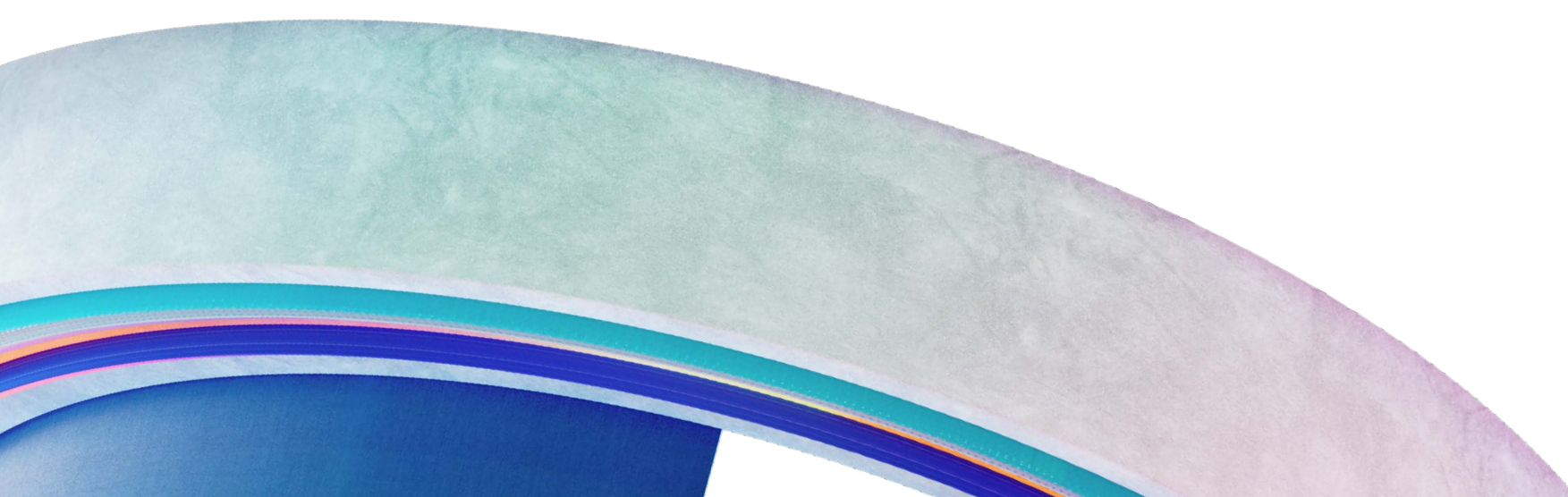


Taiwan

Acer e-Enabling Service Business Inc.
www.aceraeb.com/mainssl/modules/MySpace/index.php

AEB is a leading partner in Taiwan, demonstrating strong commitment to Microsoft Cloud for Sustainability.

The solution "Datacenter on Azure" aims to build business resilience for enterprises by leveraging Azure Cloud to enhance the performance of critical business application system and improve operation efficiency and effectiveness through the migration of local datacenters to Azure Cloud.



Country/Region Winner | India

India

PwC

<https://www.pwc.com>



As a strategic Global System Integrator (GSI), PwC goes beyond the traditional "lift and shift" approach by aligning the business goals of its customers with Microsoft's industry-leading cloud products.

Through its business-focused approach and extensive Azure capabilities, PwC is helping businesses by solving their most intricate problems. PwC India, in collaboration with Microsoft India, is fully committed to India's growth journey and is assisting various customer segments in their digital transformation endeavors.

Moreover, PwC is further investing in Microsoft capabilities by partnering with a cloud engineering services company to bring Microsoft Cloud expertise across multiple domains, including Azure, Modern Workplace, Security, Dynamics, and Microsoft-managed services.



Country/Region Winner | Japan

Japan

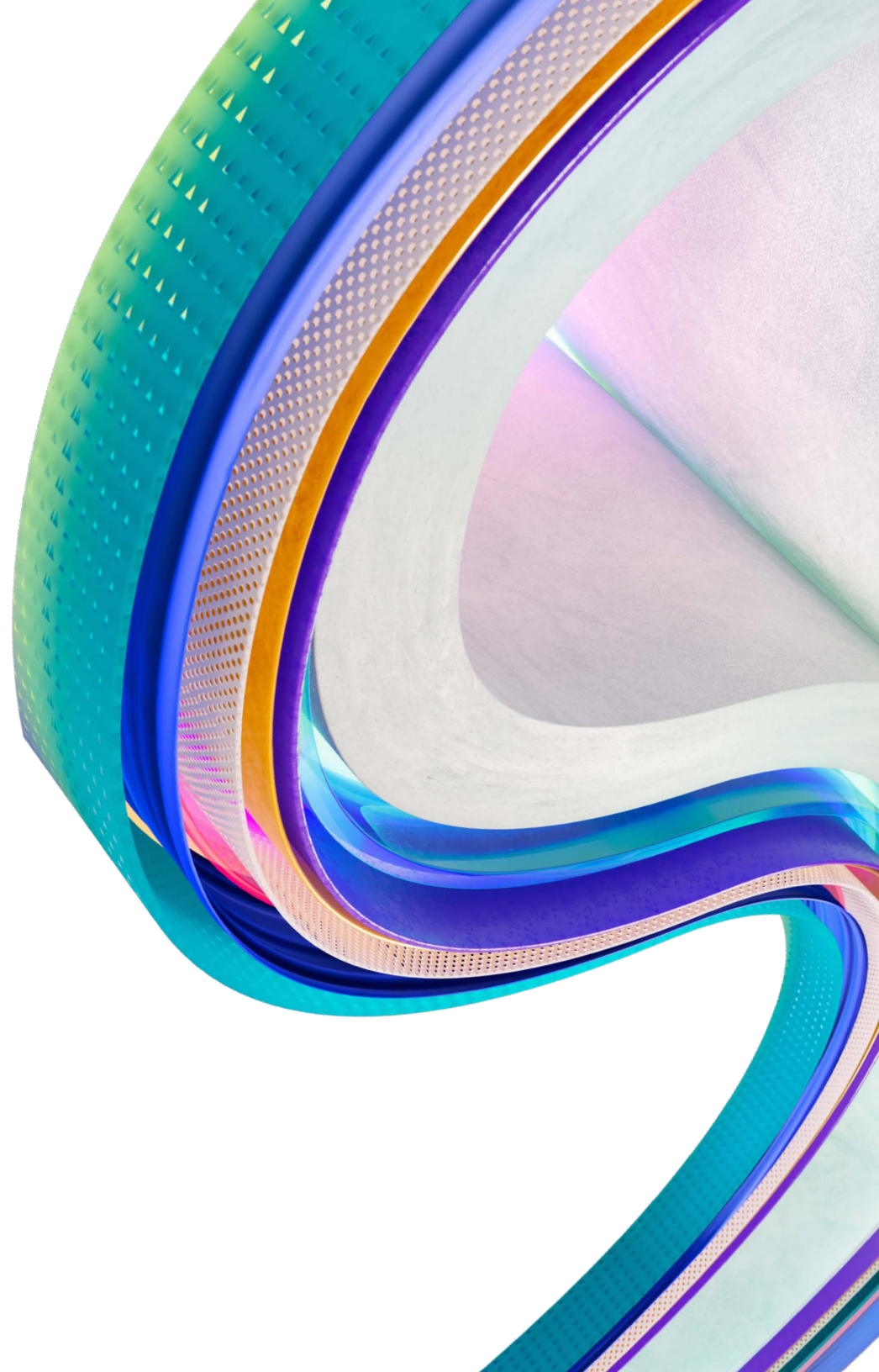
DAIWABO INFORMATION SYSTEM CO., LTD.
<https://www.pc-daiwabo.co.jp/english>



Daiwabo Information System Co., Ltd. (DIS) works with Microsoft Japan in actively promoting the expansion of Microsoft Cloud sales at both the business strategy and execution plan levels.

The company has formed a nationwide network of sales organizations dedicated to driving and supporting cloud sales and marketing activities for resellers in collaboration with Microsoft Japan. To further accelerate sales motion, DIS has adopted "Sure Step," a sales methodology with the aim of motivating and enabling its indirect resellers for selling Microsoft Cloud solutions. This has resulted in phenomenal growth of Modern Work Cloud CSP and ACR.

Fully leveraging its nationwide reseller coverage as well as op-class sales execution, DIS has made significant contributions to cloud shifts while improving productivity for customers within the SMB market.



Country/Region Winner | **Korea**

Korea

Cloocus

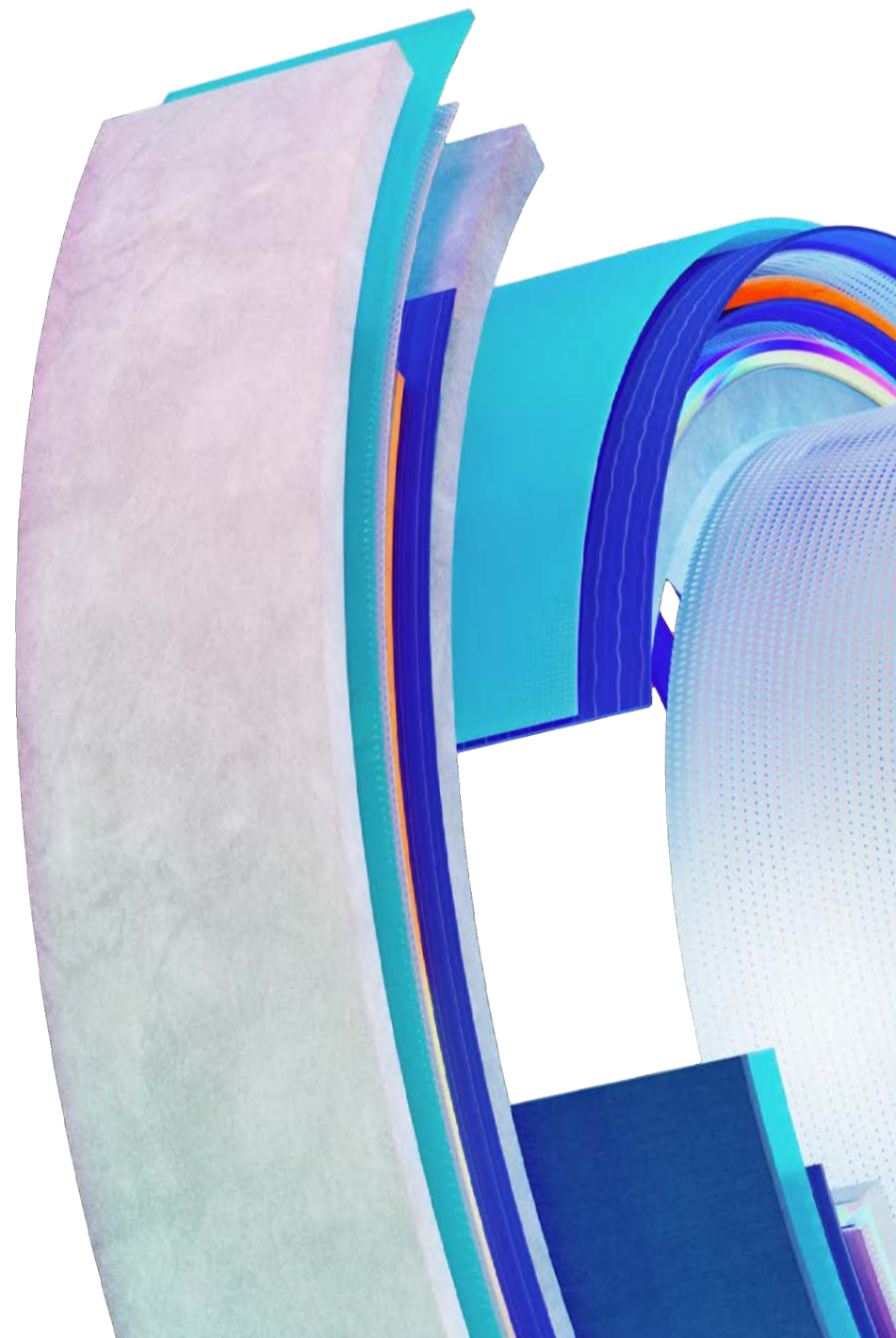
<https://www.cloocus.com>



Cloocus, a Cloud Native partner, was founded in 2019 with a clear focus on driving digital transformation for their customers. Since then, they have become a key enabler in the industry, delivering innovative cloud solutions across solution areas.

Their commitment to customer satisfaction is reflected in their impressive track record, serving hundreds of customers and achieving notable success in the gaming industry.

They have secured strategic wins in Data & AI, cementing their position as a leading cloud solutions provider. Their unwavering dedication to their customers, along with their ability to deliver high-quality and innovative solutions, drives business growth and digital transformation.



Country/Region Winners | Latin America (LATAM)

Argentina

Readymind
<https://readymind.ms>

Readymind has made great impact in Argentina, recognized for their exceptional performance, flexibility, versatility, and innovation in delivering customer success.

They saw impressive business results in this last year and earned many specializations, working with Microsoft to develop a cloud native apps platform to produce an impactful class meta-automation solution.



Bolivia

TIGO Bolivia
<https://www.tigo.com.bo>

TIGO Bolivia worked with Microsoft to empower Bolivian companies in their process of sustainable digital transformation.

This was made possible through a strategy that led them to use the CoE of professional service to train and certify all its engineering team, enabling the commercial team to sell Microsoft products through commercial incentives.

This consistent strategy has brought forth incredible growth and encouraged development of next year's planning with focuses on security, Azure, and frontline workers.



Brazil

Telefónica
<https://www.vivo.com.br>

Telefónica has significantly grown since working with Microsoft. Thanks to alignment with global Microsoft teams, they started exploring Microsoft 365 opportunities in the SMB space.

Programs including sales training, GTM planning, and execution, as well as demand generation initiatives, were accomplished in the first year of collaboration. The collaboration has continued to grow, with product teams, pre and post-sales teams, operations teams, and incentive teams working on joint efforts.

AThis has led to many joint solutions across Teams + Voice, Sentinel M365 for SMB, and DR and Storage, with more planned.



Cayman Islands

TD SYNnex Cala
<https://www.tdsynnex.com/na/us>

TD Synnex Cala is a global distributor with a significant footprint in the Caribbean. The success of this case relies on taking mid-size partners from an "engage phase" to a "development phase", with product knowledge and sales training to capture bigger opportunities.

Particularly in the Cayman islands, their resellers became a reference for security in the market, allowing them to upsell and enhance their clients' services around collaboration with Microsoft Teams.

This enabled remote access and identity protection with Microsoft Azure AD Premium P1/P2, addressed cyber threats and data loss with Microsoft Defender for Office 365 P1/P2, and secured personal and company owned devices with Microsoft Intune.



Chile

Entel
<https://www.entel.cl/empresas>

Entel is a leading telecommunications company in Latin America and has been a driver of the growth of CSP in Chile, providing innovative solutions and services to SMB customers.

Entel has played a critical role in the transition of MINSAL, the Chilean Ministry of Health, to the cloud, enabling better access and quality of health care for millions of people.



Colombia

Go To Cloud
<https://gotocloud.in/#inicio>

Go to Cloud works with Microsoft on strategies including data management, analytics & data science, cloud migrations and consulting services, and managed services and cloud operation.

This last year, Go to Cloud developed a transformational customer case, consolidating with Microsoft as their only cloud services provider over the competition, implementing data governance best practices, and driving an application modernization route map.

These and other customer wins, and a strong tech intensity pillar, allowed them to achieve great success last year, positively impacting a wide range of customers across Microsoft's segments.



Country/Region Winners | Latin America (LATAM)

Costa Rica

GBM Costa Rica
<https://www.gbm.net>



GBM is a leading IT services company, solution integrator, and information technology expert. GBM is a regional company with presence in Central America and the Caribbean, working with Microsoft to enable mutual customers to accelerate their transformation journey.

In Costa Rica, they helped public sector entities strengthen their security posture, adopting best in class technology and practices. They have also been trusted advisors of customers in the analysis and recommendation of adopting Microsoft solutions to optimize communication and collaboration for the organization.

Curaçao

Inova Solutions
<https://www.inovacorporation.com>



Inova Solutions is a partner with a very significant trajectory in the English Caribbean and Puerto Rico. They supported a global corporate services provider that offers a wide range of corporate and administrative services to businesses of all sizes with comprehensive IT solutions that help them stay competitive in a volatile financial environment.

By using state-of-the-art tools and providing structured guidance, they were able to create an optimized and secured landscape that supported the customer's internal business procedures. This solution is repeatable, scalable, and has been performed for other organizations with successful outcomes.



Dominican Republic

GBM Dominican Republic
<https://www.gbm.net>



GBM Dominican Republic is a leading IT services company, solution integrator, and information technology expert. GBM is a regional company with a presence in Central America and the Caribbean, working with Microsoft to enable mutual customers to accelerate their transformation journey.

In this case, they transformed the core banking of one of the most important institutions in the Dominican Republic. At the technology level, they were able to provide architecture and integration services to generate a detailed design of the solution, supported by flexible, elastic technology components with world-class support from Microsoft.

Ecuador

TD SYNnex
<https://cloudsolvlac.tdsynnex.com/en/microsoft>



As a leading technology solutions provider in Ecuador, TD Synnex has demonstrated a commitment to developing the cloud market through the Microsoft ecosystem. The last fiscal year, TD Synnex focused on developing technical expertise, commercial skills, and marketing support for resellers, changing the traditional distribution model mindset with a clear statement of distributing value, not just volume. Therefore, they invest in reaching key Microsoft resellers to build a loyal ecosystem. TD Synnex has strengthened its sales and technical team through its own Microsoft Trainees Program by duplicating the number of dedicated and exclusive Vendor Business Managers with strong solutions knowledge and business experience.

Additionally, TD Synnex has developed a unique platform, CloudSolv, enabling cloud provisioning, order management, and processing that automates the billing process giving our partners total flexibility and autonomy.

El Salvador

CORPORACION ORBITAL
<https://www.corporacionorbital.com>



Corporación Orbital is a company dedicated to offering solutions based on Microsoft platforms and services in El Salvador. Created by a group of consultants, they specialize in strategic planning, IT services, implementation and management of projects, and cutting-edge technical training.

Using cybersecurity technology from Microsoft, they served a very relevant local organization by protecting their equipment, communication solutions, and documents.



Guatemala

GBM Guatemala
<https://www.gbm.net>



GBM Guatemala is a leading IT services company, solution integrator and information technology expert based in Central America and the Caribbean. They have worked with Microsoft to enable mutual customers to accelerate their transformation journey.

In Guatemala, GBM developed an agile digital transformation process which was enabled by a highly certified GBM team, exceeding the expectations of the customer. GBM led the way to meet the client's needs and completed each of its established objectives with urgency and stability.

The project has a significant impact in the country and has broken barriers in terms of demonstrating compliance of highly regulated entities.

Country/Region Winners | Latin America (LATAM)

Honduras

ITCO Corporation
<https://www.itcoint.com>



ITCO Corporation, a partner from Central America, transformed a 500 square foot textile company and increased its production capabilities to 2 million pounds per week. Transformation is the center of the three main projects that ITCO developed, including the Synapse Analytics implementation project, the application modernization project, and security improvements.

During the course and completion of the projects, the client experienced improvements in its services and infrastructure as well as improvements in its security posture, which is based on the zero trust model, and advanced analytics, better enabling decision-making within the business.

Jamaica

Maureen Data Systems
<https://mdsny.com>



Maureen Data Systems (MDS) is dedicated to digitally transforming business environments with cloud infrastructure, security and privacy controls, data analytics, and managed services. A premier communications and entertainment provider in the Caribbean and Central America partnered with Maureen Data Systems for a large-scale Azure migration.

This extensive deployment, unparalleled in the Caribbean region, significantly improved the customer's business agility, cost control, system stability, and scalability while serving customers across 25 countries.

Mexico

Readymind Mexico
<https://www.readymind.ms>



Readymind Mexico's customer-centric approach and best practices in customer success have consistently led to successful project delivery and satisfied customers.

Additionally, Readymind's commitment to tech intensity has enabled them to leverage Microsoft's technologies to develop innovative solutions like their Readymarket offering that delivers value to customers. They have achieved impressive growth in ACR year-over-year, earned designations and advanced specializations, and published over 30 solutions on the AAzure Marketplace.

Nicaragua

ITCO Corporation
<https://www.itcoint.com>



ITCO Corporation, a partner from Central America, helped an insurance company create a DRP in the cloud which ITCO has supported by taking different workloads from its on-premises infrastructure to Azure.

ITCO has worked using the Well Architected Framework, aligning to good practices of operational excellence, safety, reliability, efficiency, and cost optimization, and the customer continues migrating loads from critical environments.

Panama

GBM Panama
<https://www.gbm.net>



GBM Panama is an IT services company, solution integrator and information technology expert with presence in Central America and Caribbean. They have worked with Microsoft to enable mutual customers to accelerate their transformation journey. Electronic invoicing is a reality now in Panama, and using Azure, GBM helped the customer modernize their application in a few months, enabling their move to architectures based on Kubernetes Service, Apps Services, Azure DevOps, and Container Instances.

They also created new business modules for the client such as Fiscal Interface, DB Connector, Virtual Printer and Administration, generating exponential business growth and efficient consumption in Azure with the best security practices and better costs.

Paraguay

Grupo OLAM
<https://www.olam.com>



Grupo OLAM has been collaborating with Microsoft and has used Microsoft technologies to execute transformational projects for customers since 1994.

They make Paraguay's transformation and digitalization one of their top priorities. OLAM reinforces their team's skills and technical capabilities and is always discovering and learning from new projects. In the past year, they helped an educational institute with the implementation of Microsoft Teams for their entire student body.

Country/Region Winners | Latin America (LATAM)

Peru

Kyndryl Peru
<https://www.kyndryl.com>

Kyndryl, an IT infrastructure services provider, has continued to work with Microsoft to enable customer success in Peru. In the past 18 months they have improved how they do business with Microsoft while transforming themselves.

Kyndryl has the resources to carry out advanced cloud management and, as an Azure Expert Managed Services Provider, Kyndryl has Azure-certified personnel to ensure best practices are used.

During this fiscal year, they helped customers from Peru transform their datacenters and accelerate their client's migration processes to achieve efficiencies for the future. As a result, Kyndryl is experiencing rapid growth in its Microsoft SAP on Azure practice and others Infrastructure cloud workloads.



Puerto Rico

Evertec, Inc.
<https://evertecinc.com>

Evertec, Inc. is an electronic transactions and technology company with headquarters in San Juan, Puerto Rico.

The company operates in 26 countries in Latin America and the Caribbean, providing services in three key areas: merchant acquiring, payment processing, and business solutions. Evertec's RiskCenter 360™ solution, powered by Azure, has been highly effective in fraud reduction.

This solution continues to bring success to financial institutions that have implemented it.



Trinidad and Tobago

TD SYNnex Cala
<https://www.tdsynnex.com/na/us/>

TD Synnex is a global distributor with a significant footprint in the Caribbean.

Their successes in the last fiscal year include developing processes to empower ISVs and digital natives and in enabling a local software vendor in Trinidad & Tobago to move their on-premises infrastructure to Azure to gain scalability.

With the support of TD Synnex, this customer was able to co-sell the solution in the Azure Marketplace, creating a new path to growth the customer's business.



Uruguay

Intcomex Cloud
<https://cloud.intcomex.com>

Intcomex Cloud is a distributor in Latin America with a presence in fifteen countries. One of its main goals is to offer a set of tools designed to help its resellers evolve easily and quickly in the cloud business.

Intcomex Cloud offered an innovative approach to business, working as an extended team for its customers to make a consultative sale. In the last year, Intcomex Cloud developed an automated platform that made all tools available to empower its partners to autonomously manage their provisioning, billing, and other aspects of their business.

This platform allows for an agile, dynamic, and accurate transaction tool for customers, giving excellent response times and immediate solutions. Resellers in Uruguay rely on the partnership with Intcomex because of its initiatives, including increasing cybersecurity measures.



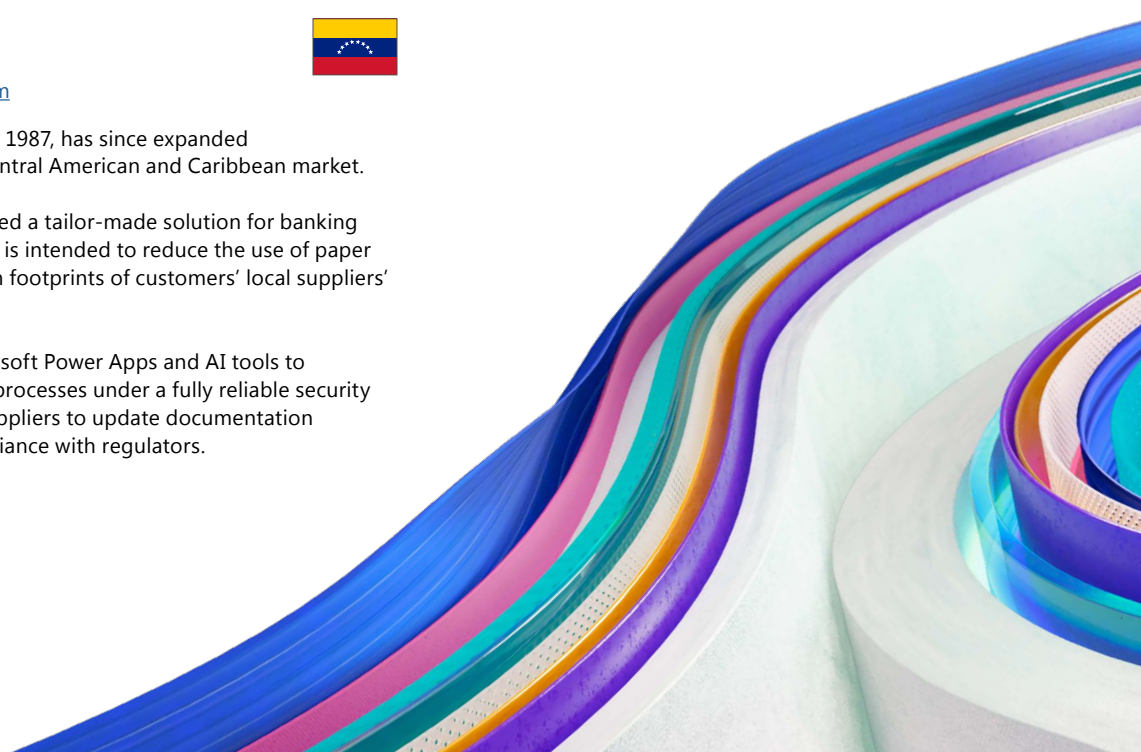
Venezuela

Consein CA
<https://www.consein.com>

Consein CA, founded in 1987, has since expanded internationally to the Central American and Caribbean market.

This year, Consein created a tailor-made solution for banking customers. This solution is intended to reduce the use of paper and improve the carbon footprints of customers' local suppliers' registration processes.

The solution uses Microsoft Power Apps and AI tools to analyze and recognize processes under a fully reliable security framework, allowing suppliers to update documentation required to be in compliance with regulators.



Country/Region Winners | Middle East Africa (MEA)

Bahrain

INSOMEA Computer Solutions (PUNICS)
<https://www.insomea.com>



Insomea is growing its capacity, client base, and revenue significantly, and has earned advanced specializations in different solution areas including Azure, Modern Work and Security. Insomea grew an SMC account in Bahrain to increase its Azure consumption through deploying and fully utilizing Sentinel and Microsoft Defender in a customer's setup.

They also migrated more than 70 machines of a regional asset management company using an on-prem setup, deploying Azure services, including Apps, Infrastructure, Data & AI and the full security stack. Insomea's team deployed chatbot services in the education sector to support university students and integrated with Office 365 on a large scale.

Botswana

Reliance Infosystems
<https://www.reliance.systems>

Reliance Infosystems is a technology company that provides business transformation, operational excellence, and protection assurance for its customers.

The Reliance team works with various Microsoft teams in a consulting approach to support customers designing, building, and deploying secure and scalable solutions tailored to their unique requirements using Microsoft technologies.

They have continued to deliver high-quality solutions that help businesses protect their assets and achieve their goals.



Côte d'Ivoire

Liquid Telecommunications Technologies (Cloudmania)
<https://cloudmania.africa/>

Helping to build Africa's future, Liquid Telecommunications Technologies (Cloudmania) is a born-in-the-cloud provider that worked with customers on the Ivory Coast to extend Microsoft solutions in West Africa and drive the adoption and consumption of Azure.

Cloudmania recruited net-new partners to have cloud discussions, offered focused training, and guided its partners through the sales process by offering architectural support, staff enablement, licensing, and sales coaching and follow-up. Cloudmania and Cloudmania Academy empowers its partners through training and business mentorship. Through Cloudmania's partner program, partners in Ivory Coast have rapidly grown in an emerging cloud market by articulating the value of modernization to the SMB segment and using technical support from Cloudmania.



Egypt

KlayyTech for Digital Transformation
<https://www.klayytech.com>



KlayyTech is a cloud services aggregator that aims to enable and empower the cloud adoption ecosystem in Egypt and beyond. The company understands the unique needs and challenges of local organizations and offers tailored solutions for their customers. KlayyTech works with different types of partners such as resellers, MSPs, ISVs, startups, and end customers to help achieve their digital transformation goals.

KlayyTech's differentiators include a seamless platform for provisioning, activation, and billing processes, a personalized enablement program to empower partners in technical and vertical knowledge to become trusted advisors as MSPs, and a highly skilled technical arm that provides professional services, App Modernization, MSP, and MSSP 24/7/365 to support their customers.

It also offers a wide network of ISV peers and experts who can help customers expand and scale their reach and capabilities through P2P engagements.

Israel

KPMG
<https://kpmg.co.il/edge>

KPMG is a leading Global System Integrator serving top enterprises. Their mission is to address complex business challenges that require holistic, state-of-the-art solutions. KPMG Edge is an Israel technology arm which works with Microsoft to lead clients to develop solutions and become competitive and productive.

They led Azure Migration and modernization processes for top customers focusing on increasing Microsoft Cloud adoption, resulting in improved scalability, security, and cost-effectiveness. They have also built on technologies including low-code Power Platform, Data & AI Services, and Cyber Security Services.

KPMG's success in delivering innovative solutions has resulted in new business opportunities and improved efficiencies for some of Israel's top companies. The collaboration with Microsoft has enabled KPMG to leverage the latest cloud technologies and generative AI, driving innovation and quality as a trusted adviser.



Jordan

Specialized Technical Services
<https://www.stsarabia.com>

Specialized Technical Service's client, one of the largest financial services organizations in the country, was looking to meet the needs and requirements of The Central Bank of Jordan's "Cloud Computing Guidelines" which serve as an effort to regulate the digitization and cloud transition processes for financial companies.

These cloud banking guidelines aim to provide recommendations around cloud computing, outsourcing, and data security, and provide advice for a variety of institutions including banks, Islamic banks, financial institutions, exchange companies, credit information companies, and microfinance companies. STS combined its expertise with Microsoft's solutions to provide their customer with a full-fledged set of applications.

By utilizing Microsoft 365 – Security and Compliance, their customer was able to increase employee productivity by using various Microsoft collaboration tools and substantially increase their ROI.



Country/Region Winners | Middle East Africa (MEA)

Kenya

Cloud Productivity Solutions Limited
<https://cloudproductivity-solutions.com>



Cloud Productivity Solutions is a Microsoft partner that has continuously worked with the Microsoft teams and their customers through the process of implementing and adopting new technologies.

Their strong technical competencies and expertise across multiple Microsoft technologies have enabled them to provide advice and support throughout every stage of their customers' transformation projects.

They are reliable and an important asset to organizations looking to modernize their operations and can help ensure successful transformation that delivers lasting benefits.

Kuwait

DIYAR UNITED TRAD. & CONT. CO.
<https://www.diyarme.com>



As part of a transformation journey to the cloud, Diyar focused on driving Microsoft Solution Area technologies in Modern Work & Security, Microsoft Viva, Business Applications (D365 – CRM), Data & AI, and Apps & Infrastructure for customers across all segments in Kuwait, by selling and enabling adoption of cloud related technologies including Microsoft 365, Dynamics 365, Azure and Security products.

In becoming a Solutions Partner, Diyar has increased their visibility within the industry – enabling them to promote their product expertise and consulting services directly to customers, helping to drive new customer leads.

Morocco

CASANET
<https://www.mycloud.ma/>



Casanet has positioned itself as a leading provider of technology-enabled solutions for startup growth and SME success. Their outstanding business performance includes year-over-year growth of Azure consumed revenue and their cloud customers' base and customer adds. They successfully achieved Azure growth due to their strategic initiatives driven successfully toward very specific targets.

One of the most challenging things for Moroccan startups & SMEs is scalability, and because of this Casanet highlighted Azure as a natural solution and a significant catalyzer to support their business growth by scaling their infrastructure, regardless of the size of the startup or the company.

Nigeria

Signal Alliance Technology Holding
<https://sathng.com>



Signal Alliance Technology Holding is a Microsoft partner that transitioned from a legacy partner to a future-ready cloud partner. They have continuously developed their skills around the Modern Work and Security Solution Areas, quickly achieving the Microsoft partner program badges and specializations.

They have also built deep expertise in delivering transformation within the financial services industry, thus setting the tone for the adoption and consumption of these workloads within the industry.

Signal Alliance Technology Holding helped a leading digital financial institution consolidate and adopt the usage of Teams as its main collaboration and communication platform for both internal and external engagement. They have continuously invested in their digital presence to drive customer acquisition within the SMB segment, building partnerships that help scale its efforts to drive digital transformation of SMEs.

Oman

Embee Middle East SPC
<https://www.digitalembec.com>



A higher education Institution (HEI) with 13 campuses positioned across the Sultanate of Oman faced a big challenge, as each campus was formerly an independent college with its own IT infrastructure. As part of the consolidation efforts, getting all faculty and students on a common email and collaboration platform was a primary requirement. Security was also of paramount importance.

After careful assessment, this HEI opted for Microsoft 365 A5 as the standard for communication, collaboration, and productivity across all colleges, no longer using their prior services suite for their tens of thousands of email inboxes. Each college required careful planning and testing with Embee Middle East prior to migration as well as a thorough approach to issues arising during and after going live. To roll out A5 security workloads to each college, analysis was conducted to ensure the HEI's implementation was a success.

Pakistan

Systems Limited
<https://systemsltd.com>



Systems Limited has been a Microsoft partner for over ten years and has accomplished tremendous growth in revenue and capacity building in the cloud, especially in the last three years. They conduct business and services activities across Microsoft's workloads with great success.

System Limited drove classroom virtualization for 150+ public education institutes, supporting them in different areas including research innovation through Office 365 and Teams.

They also transformed 400+ colleges by deploying Azure Infrastructure, Dynamics 365 integration, Microsoft Zero Trust & Defender, and Teams. In addition to the education sector, Systems Limited has success stories in retail, pharmaceutical, and the public sector. In the pharmaceutical sector their successes included deployment of Sentinel so the client could gain valuable insights into their data and become more efficient in their operations.

Country/Region Winners | Middle East Africa (MEA)

Qatar

Qatar Datamation Systems

<https://www.qdsnet.com>



Qatar Datamation Systems (QDS) was established in 1983 as Prima System Integrators in Qatar. With over 100 resources, over 50 top ISVs, six advanced specializations, and four solutions designations, QDS has strengthened its operations and expanded its presence in the regional IT solutions, services, and support market of digital transformation by building long-term relationships.

One of QDS' customers runs a SCADA environment on-premises for the monitoring of Drainage Infrastructures for the State of Qatar. QDS has designed a solution based on Perdue Model, aligned with Azure Reference Architectures, providing complete isolation for OT/IT Data/Traffic and providing business continuity and disaster recovery.

Saudi Arabia

Crayon

<https://www.crayon.com/ae>



Crayon has shown growth across through their achievements in building innovative solutions for their customers.

Their customer success stories showcased the impactful and results-driven approach they have in working with organizations in the region.

Senegal

TransNumerik

<https://www.transnumerik.com>



Transnumerik is a direct CSP partner born on the cloud and with a focus on Microsoft business. They are addressing corporate and SMB companies with a good value proposition to offer to their end customers.

They have invested heavily in building strong and strategic partnerships, positioning themselves as a "One Stop Shop" in digital transformation to create value for customers, with their commitment to excellence going beyond technology. Transnumerik has grown across Senegal and the Ivory Coast, creating a synergy in Senegal with many activities with organizations to drive national initiatives and promote Microsoft technologies.

South Africa

BUI

<https://bui.co/>



As a home-grown Microsoft Azure Expert Managed Services Provider in South Africa, BUI's commitment to innovation is unwavering. They are a Microsoft Security Experts MXDR Partner, a FastTrack Ready Partner, and a member of the Microsoft Intelligent Security Association. BUI's Cyber MXDR solution leverages the power of Microsoft Sentinel and the Microsoft Defender suite to give customers 24/7 protection.

Cyber MXDR earned Microsoft Verified Managed XDR Solution Status and is featured in the MISA's catalog of advanced security solutions. BUI's mission is to deliver cutting-edge, cloud-centric solutions that empower customers to achieve more. With Azure services at the forefront, BUI is dedicated to enabling customers to become more productive, secure, and resilient every day.

Tunisia

INSOMEA COMPUTER SOLUTIONS TUNISIE SARL

<https://insomea.com>



Insomea's agility is demonstrated by their significance in many countries. They have achieved multiple specialization achievements, currently focusing on Azure, Modern Work, Apps Innovation, and Infrastructure migration, and are also heavily investing in technical skilling to bring added value solutions for their end customers.

Insomea's solution for Azure Sentinel shows their commitment to customer education and to spreading awareness, which has contributed to their growth and success. Insomea consistently drives innovation, strong growth, and customer satisfaction.

Turkey

Data Market

<https://www.datamarket.com.tr>



Data Market has been a leading system integrator and solution provider in Turkey since 1992. They have extensive competencies which their customers rely on to improve the quality and productivity of their mission-critical IT investments. Data Market is a close follower of Microsoft's vision to empower every organization to achieve more and have experienced talent resources and well-defined processes to put this vision into practice.

In addition to having Azure Expert MSP certification, Data Market is a FastTrack Ready Partner and has earned several advanced specializations for Adoption and Change Management, Identity & Access Management, Information Protection & Governance, WS/SQL Migration, Modernization Web Apps, and Windows Virtual Desktop and Networking Services competencies.

Country/Region Winners | Middle East Africa (MEA)

Uganda

Computer Revolution Uganda
<https://www.computer-revolution.co.ug>

Computer Revolution Uganda supports its customers by delivering strategy through high impact innovative channels driven by technology. They have a team of experts who support organizations with their digital process automation to accelerate the customer's digital transformation journey.

By working closely with clients, Computer Revolution Uganda comes to understand their specific needs, and has developed multiple customizable applications to streamline and automate their business processes. This has propelled the company to be a leading technology solution provider in the region with a track record of delivering high-quality solutions that help businesses improve efficiency and reduce costs.



United Arab Emirates

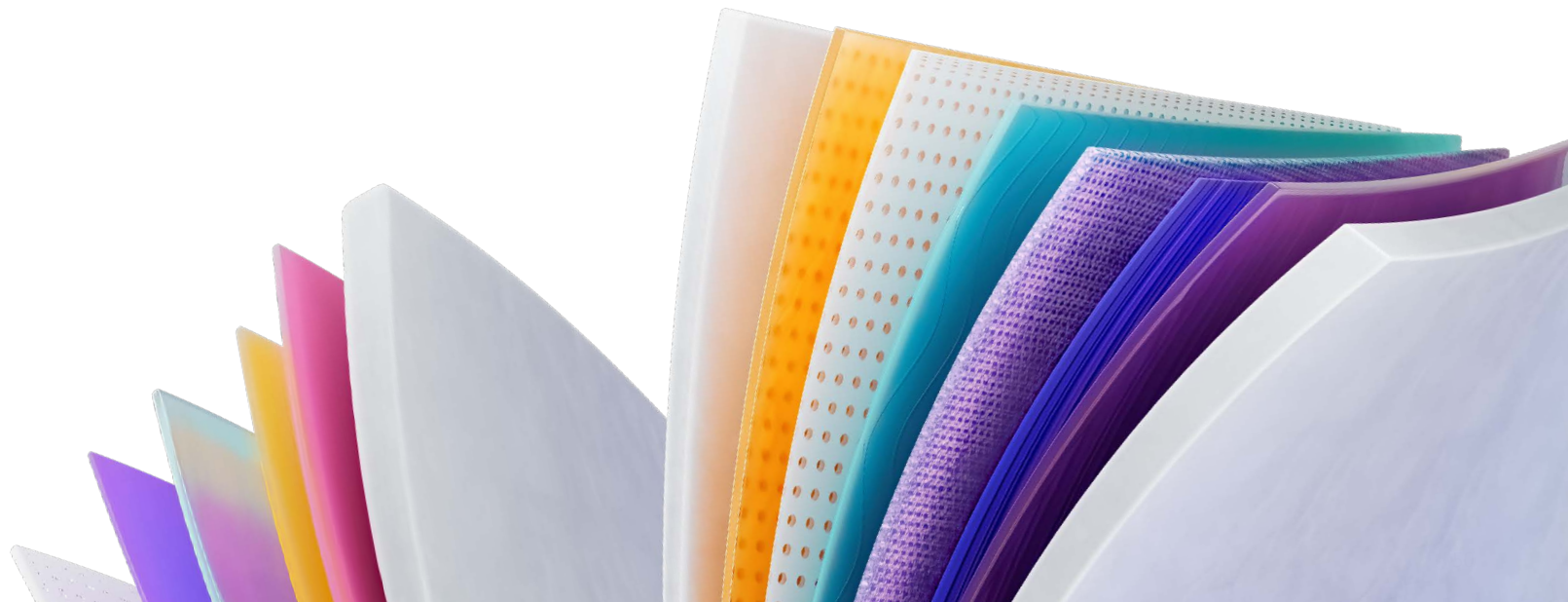
TechVista Systems
<https://www.techvista.com/>



TechVista Systems is a subsidiary of Pakistan's Systems Limited, a global SI company serving enterprises across several continents with a skilled global workforce focusing on digital transformation through working with Microsoft. TechVista takes pride in being a catalyst of change for both public and private enterprises in the United Arab Emirates.

This dedication is evident in their technical intensity across Microsoft Cloud technologies; furthermore, TechVista maintains a focus on developing and launching several Microsoft-powered digital, data, and cloud-centric solutions to help their current and future customers stay ahead of the curve, all while ensuring their team is overachieving in technical capabilities.

Through the connections between their seasoned IT business consultants and the collaboration with their engaged representatives at Microsoft, they have farmed and solidified several wins across hundreds of accounts in this subsidiary.



Country/Region Winner | United Kingdom

United Kingdom

Accenture-Avanade

<https://www.avanade.com/en-gb>



Accenture-Avanade UK continues to collaborate with Microsoft to drive strong co-sell motions, delivering exceptional growth across all sectors to increase sales and revenue. This alignment also continues beyond commercial foundations into their cultural and environmental impact in areas of gender pay gap equality, equitable hiring, volunteering hours, and commitment to leadership programs supporting young people from underserved groups, with an end goal of making the tech industry more ethnically diverse.

Accenture-Avanade successfully showcased its focus on ambitions to win an exciting project that puts Microsoft Azure at the heart of the United Kingdom's electricity market, supporting the digitization of the energy sector. Azure hosts a Data Integration Platform which will deliver insight to save consumers on energy costs, facilitate smarter ways to use energy, and enable new products and services through data-driven tariffs and offerings.



Country/Region Winner | United States

United States

3Cloud, LLC

<https://3Cloudsolutions.com>



3Cloud is a “born in the cloud” technical services consulting company focused on Azure, building innovative and repeatable solutions to solve the most complex technology challenges, and supporting digital transformations inclusive of Cloud Infrastructure, DevOps & Automation, Cloud Application Development, Data, Analytics, and AI.

3Cloud has continued to deliver multi-year success in driving Azure migrations and innovation at scale, with demonstrated success in providing significant cost savings, proven ROI, and accelerated customer revenue growth across multiple segments, scenarios, and industries.



Country/Region Winners | Western Europe

Austria

ACP IT Solutions GmbH
<https://acp.at>

ACP serves its customers effectively as a trusted advisor in enabling a successful cloud journey, ensuring customers benefit from the deep knowledge that ACP has grown to achieve over the years.

Its recent wins include having major customers move to the cloud and managing thousands of subscriptions for customers in Austria, including public sector and globally acting companies. ACP achieved incredible results through a key multiyear datacenter contract with high attainment results and ACR.



Belgium

De Cronos Groep
<https://micronos.be>

De Cronos Groep is a network of innovative companies specializing in technology, with thousands of employees and customers and more than 60 competence centers specialized in various Microsoft technologies, with over 1,000 Microsoft Cloud experts in the Benelux region.

De Cronos Groep is leveraging Microsoft technology internally via the full security with E5, along with integrating business productivity tools such as Power Platform, Dynamics 365, and Viva. Besides demonstrating excellence in innovation and implementation of Microsoft technologies, they have initiatives to improve and address employee well-being, sustainability, inclusion, and the environment.



Denmark

Fellowmind
<https://www.fellowmindcompany.com/da-dk>

Fellowmind is a Danish-founded company and a partner in Microsoft Business Applications, Cloud Infrastructure, Data & AI, Modern Work, and Security. Last year, Fellowmind grew to 500 Microsoft professionals in Denmark, including four MVPs, and more than 2,000 in Europe. Fellowmind has achieved designations in the Microsoft Cloud Partner Program and achieved the title of Solutions Partner for Microsoft Cloud.

The company also celebrates impressive revenue, strong focus on ISV and Partner2Partner engagements, and comprehensive utilization of Microsoft's programs. In addition, Fellowmind's expanding presence across SMB, Corporate, and Enterprise segments have demonstrated their ability to deliver excellence at scale. Finally, Fellowmind also stands out for its sustained profitability as a partner, driven by outstanding customer feedback which reflects high levels of satisfaction with Fellowmind's services.



Finland

Elisa Oyj
<https://www.elisa.fi>

Elisa Oyj is a leading telecom operator in Finland with a mission to create a sustainable future through digitalization. They provide sustainable solutions for millions of consumers, corporate clients, and public administration customers in their core markets of Finland and Estonia and in over 100 countries internationally. Elisa achieved Microsoft Cloud Partner Program designation along with multiple specializations and has quickly and competitively grown their Azure business.

They take their employee skilling seriously, having hundreds of certified individuals. Elisa is a key player in Microsoft small and medium segment sales, creating a scalable Azure business reaching from large organizations to the smallest entrepreneurs, and enabling multiple channels including voice to Microsoft Customer Service.



Iceland

Advania Iceland
<https://advania.is/vorur-og-thjonusta/microsoft>

Advania Iceland is leading digital transformation and innovative projects, having brought forth customer success with their product offerings, skilled resources, and their ability to drive change and innovative solutions across the entire Microsoft portfolio. Advania has enhanced business impact and growth while supporting Icelandic businesses in their transformation journeys.



Ireland

Codec
<https://www.codec.ie>

Codec delivers transformative solutions to some of the largest strategic customers in Ireland. Investing in people and capabilities, Codec established dedicated Azure and Business Central sales teams, and achieved the Microsoft Cloud Business Applications Certification. Investing in intellectual property, their proprietary solution has enabled efficient and sustainable water management practices.

Cloud Boost, available in Azure Marketplace, offers curated and opinionated sets of landing zones and workloads for deployment in any environment. Codec's investments also include initiatives addressing diversity and inclusion as well as sustainability practices, revealing they believe in impacting lives as well as achieving business results.



Country/Region Winners | Western Europe

Italy

Avvale S.p.A.
<https://avvale.com>

Avvale S.p.A. is a global digital business transformation company on a mission to evolve innovative business through the circular economy enabled by technology. They had impressive growth in successfully implementing Microsoft-based solutions, embracing the whole stack of Azure Services while addressing key commercial industries and supporting customers to approach the circular economy by designing more sustainable products and services.

Throughout the past year, Avvale has driven projects both in the enterprise and corporate segments by leveraging their innovative capabilities, sharpening clients' business efficiencies, and investing in leading-edge technologies like AI and no-code. Additionally, Avvale S.p.A. is a founder of "Ambizione Italia Cloud Region Partner Alliance," which brings together the company's partners committed to Italy's digital development and stands at the forefront of the opening of Microsoft's new Italian Cloud Region.

Norway

Devoteam M Cloud AS
<https://no.devoteam.com>

Devoteam M Cloud AS is a digital and cloud-first transformation company that operates under the slogan, "Creative tech for better change". Devoteam demonstrated impressive growth over the past year, collaborating with customers in all segments and driving high usage of strategic Azure programs as a partner.

The company serves as a partner in both advanced and strategic industries, winning customers across all segments of Microsoft's portfolio. Devoteam's expertise extends beyond implementation and skill enhancement to include strategic decision-making for technology providers. They focus not only on accelerating customers' cloud journey but also ensuring they have the necessary expertise to manage their environments securely and efficiently.



Luxembourg

Delaware
<https://delaware.pro>

Delaware is a global company delivering advanced ICT solutions and services. They are a certified Azure Expert MSP, have attained several Solution Partner Designations with multiple specializations, and have more than 300 new Microsoft projects in different industries per year. Regulatory changes and the need for scalability are driving Luxembourg financial institutions to migrate to the cloud.

Delaware has a range of self-developed and innovative tools that leverage the capabilities of Microsoft solutions to address these needs, such as FiscaLux 365, a solution to the missing localization module for Luxembourg in Dynamics 365 Business Central, and Workspaces, a dashboard integrated as an application in Microsoft Teams providing a single point of entry to both collaborative workspaces and self-service capabilities. They are also committed to embedding sustainability in every project by creating processes leveraging data and AI driven solutions.



Netherlands

Anywhere365
<https://anywhere365.io>

Anywhere365 is a platform company that reduces unnecessary dialogues and is recognized by global customers and partners. Anywhere365 is a natively integrated communication layer on top of Microsoft Teams and ACS to empower every employee to become part of customer dialogue. Anywhere365 can leverage existing Microsoft investments to improve customer experience, streamline contact center operations, and reduce IT costs.

The contact center platform is scalable, fast to deploy, and has a short time to end user adoption. Customers can be engaged effortlessly across any communication channel, from any device or location, and at any time. While AI voice bots and chat bots handle all routine requests, human agents work on more complex issues. The context of the dialogue always moves with the customer, ensuring first contact resolution of their issues.



Portugal

Accenture-Avanade Portugal
<https://avanade.com>

Accenture-Avanade Portugal enables cloud and digital innovation by leveraging Microsoft's expertise, scale, and strategic digital transformation capabilities to prioritize business transformation and innovation. Long-term established relationships continuously position Accenture-Avanade and Microsoft's solutions for holistic growth strategies.

The commitment, focus, and a shared ambition developed go-to-market initiatives to achieve joint objectives, including in business applications, application modernization, and data transformation. Working with Microsoft over the years has delivered initiatives creating a significant impact for both companies in revenue growth, consumption and adoption growth of Microsoft technology, and customer satisfaction.



Spain

Telefónica Tech
<https://cybersecuritycloud.telefonicatech.com>

Telefónica Tech is a large telecommunications company that's progressing rapidly towards becoming a next generation IT services provider, helping their customers transform, modernize, and adopt digital transformation to become more productive, collaborative, and connected. Telefónica is leveraging Microsoft's service portfolio across industries, solution areas, and customer segments.

Organizations can benefit from its expertise on the end-to-end digital transformation proposal using Microsoft's platform, along with many years of experience leading digital transformation of companies across the world.



Country/Region Winners | Western Europe

Sweden

Capgemini & Sogeti

<https://capgemini.com> | <https://sogeti.se>

Capgemini & Sogeti provide end-to-end multi-cloud services that enable clients to achieve their business transformation goals. The partnership has exceeded expectations by collaborating with Microsoft to ensure cutting-edge IT experiences for Swedish customers across all segments.

Their highly skilled team provides streamlined collaboration with Microsoft that enhances the overall service delivery experience. Capgemini & Sogeti worked with Microsoft for the past year, boosting growth via a strategic focus on skilling, Data & AI, Business Applications, and Cloud together with intelligent industries.

Their joint expertise in delivering cloud-based services aligns with Microsoft's vision, and their collaboration provides a comprehensive solution that enables customers to transform their business.



Switzerland

MDW

<https://www.mdwpartners.com>

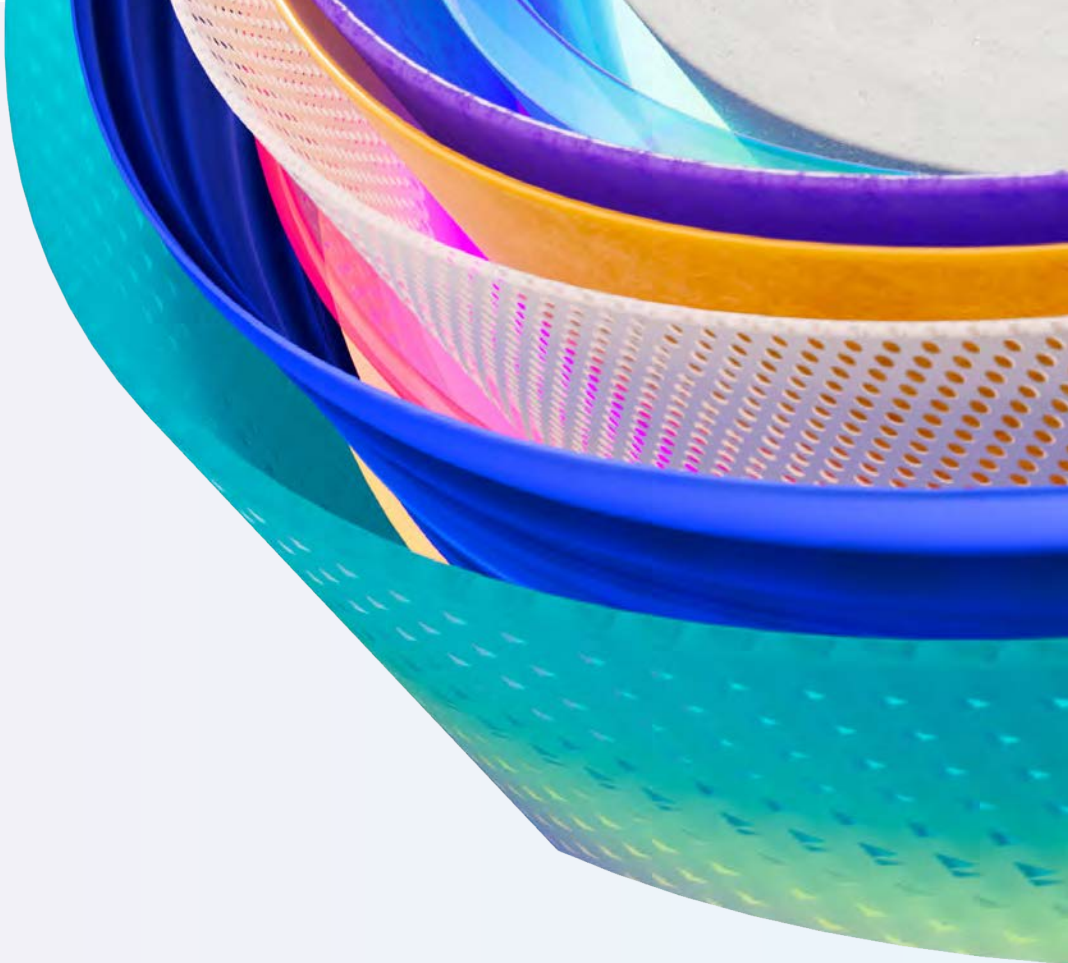
In today's challenging economic climate, businesses require tailored intelligence solutions and increased automated processes to achieve true data-driven success. MDW, headquartered in Geneva (Switzerland), has emerged as a leading partner in the Data & AI field.

MDW Partners consistently stays ahead of the curve by embracing cutting-edge technology and delivering tailored solutions to their customers across several industries.

This is evident in their impactful work with joint customers, leveraging their unique knowledge of Microsoft's Intelligent Data Platform and Azure OpenAI solutions.

MDW's collaboration with Microsoft has allowed them to take full advantage of all available opportunities for joint marketing campaigns, lead sharing, and connection with account teams.





2023 Microsoft Partner of the Year Awards

Thank you