



2022 Microsoft Partner of the Year Awards

Winners and Finalists



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 new technologies on Microsoft Cloud and platforms, all with the goal of exceeding customer expectations by bringing technology to life in meaningful ways. This year's group of winners and finalists is an inspiring reflection of the impact our partner ecosystem enables through the innovative technologies they continue to build for our mutual customers. Across categories including Modern Work, Azure, Business Applications and Social Impact, our partners are dedicated to helping customers in various industries deliver innovative solutions and services to businesses 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 through a year of change.

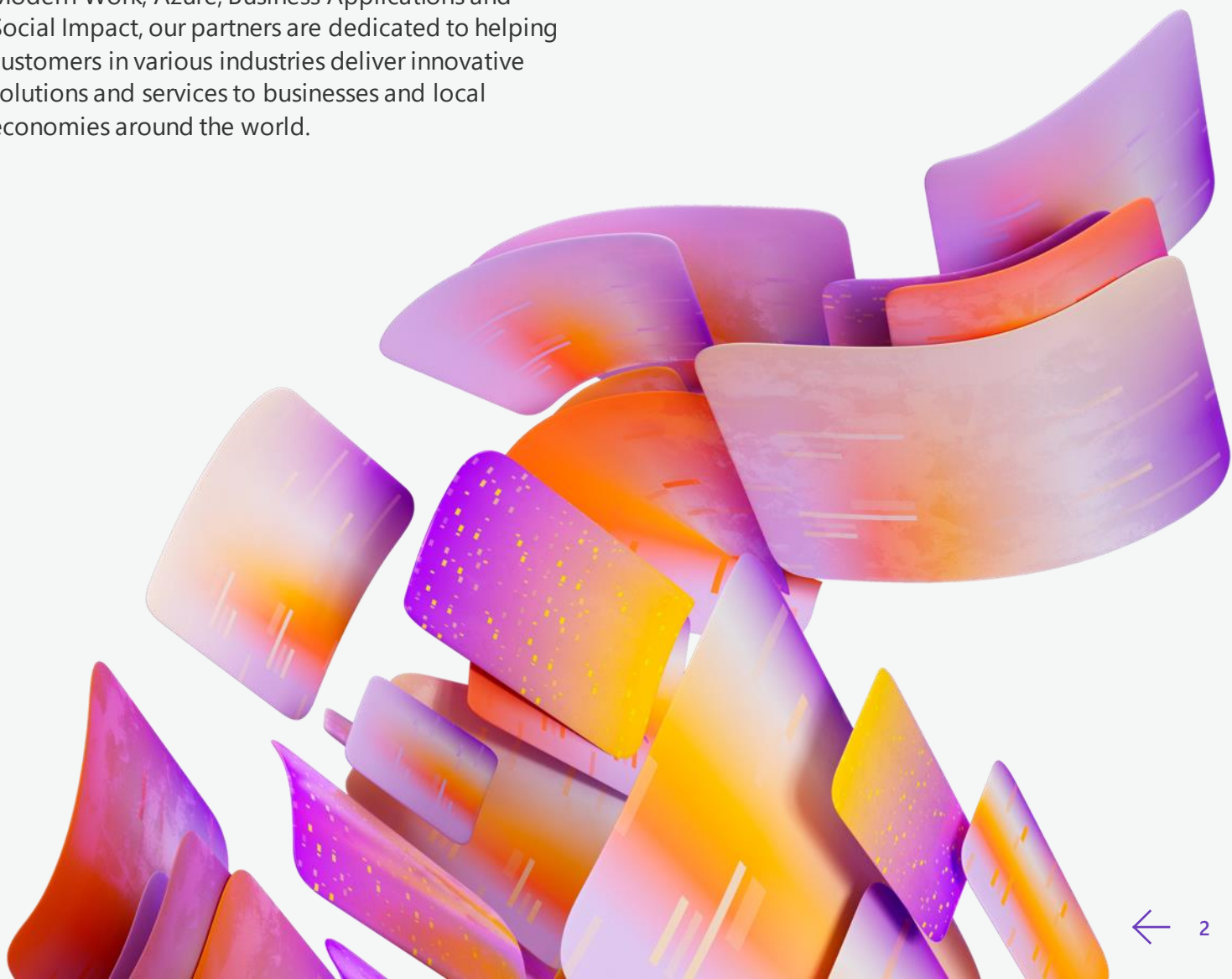


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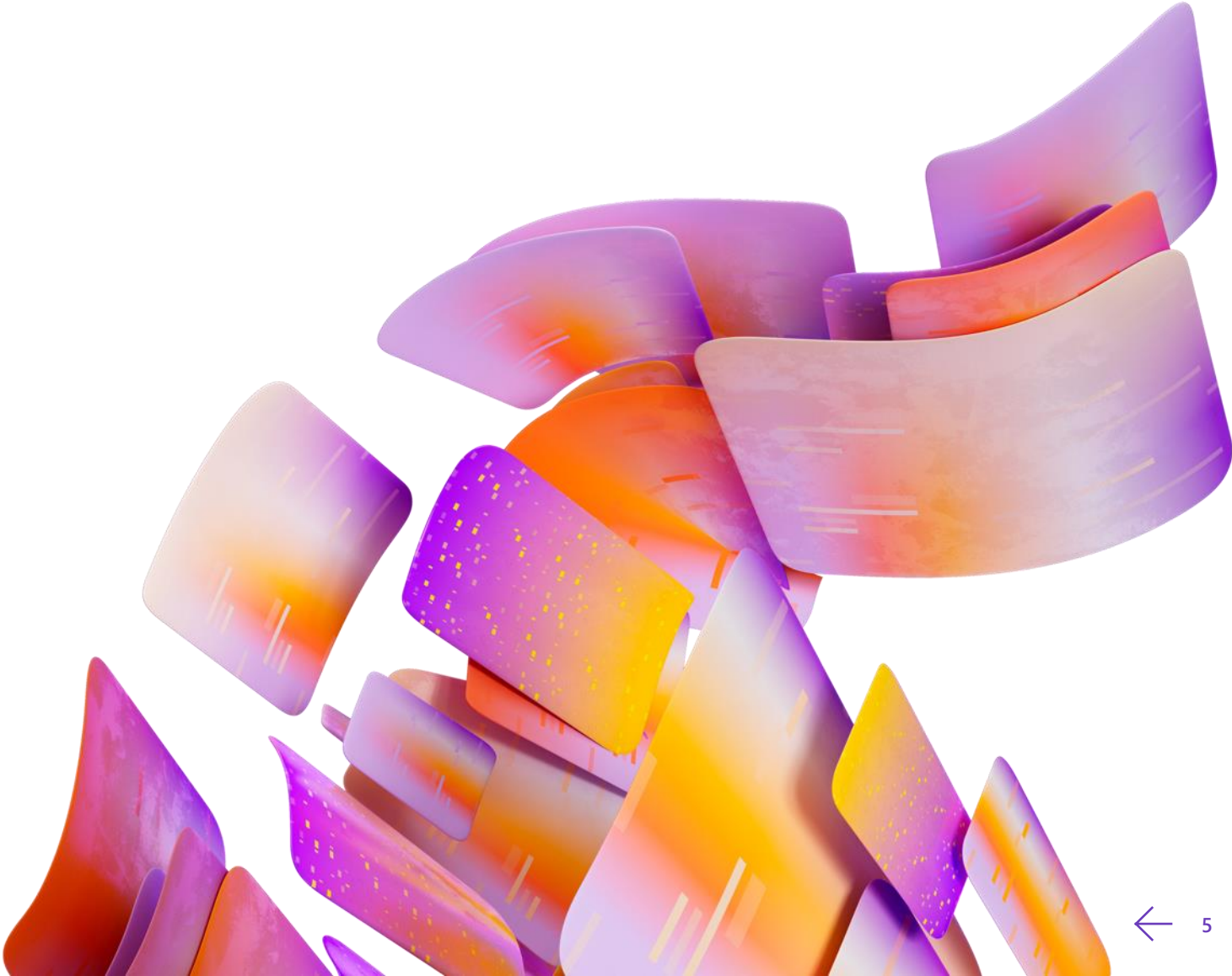


2022 Microsoft Partner of the Year Awards

Category Winners

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Azure



AI

Ernst & Young LLP
United States
<https://ey.com>

Ernst & Young's (EY's) business ingenuity, industry expertise and market-recognized Microsoft Azure Artificial Intelligence capabilities have brought game-changing intelligent solutions powered by Azure AI to our customers. EY's success story with Westpac showcases how EY and Microsoft jointly built a scalable solution to automate and process unstructured documents using Azure AI Services. The solution saves Westpac 35,000 full-time equivalent days/year through intelligent automation. EY is distinctively positioned to influence transformation with Microsoft-powered AI solutions drawing on our market recognition and Microsoft technical capabilities. EY is also an Advanced Specialized partner in both Azure AI and Azure Analytics and is recognized by analysts for market leadership across AI, Analytics and Microsoft Implementation Services.

Analytics

Wipro Technologies (Global HQ)
India
<https://www.wipro.com>

Wipro's committed and strategic partnership with Microsoft on Analytics is bringing together the full portfolio of Wipro's technical and delivery capabilities to drive analytics journeys for organizations across the globe. Wipro's success story with a world leader in medical technology headquartered in the United States highlights how Wipro helped its customer transform to a modern big data analytics platform powered by Azure Analytics. The new platform helps the customer save 30% on capital expenditures and reduced warehouse build time by 60% with increased scalability and reliability. In another example, Wipro helped a precision tech leader in its business transformation journey by creating a multiregion self-service data and analytics platform on Azure focused on a customer-centric innovation model. Wipro's analytics offerings powered by Azure Analytics is helping customers transform their organizations into intelligent enterprises.

Cloud Native App Development

NTT DATA Perú, S.A.C.
Peru
<https://pe.nttdata.com>

NTT Data has a strong practice in building cloud-native applications on Azure platforms. With a focus on customer needs to increase the speed of innovation, it was able to complete one of the most complex and advanced cloud-native app development projects in Peru. The project involved multiple component layers, integrated together per Open API standards. It required construction of a data lake and integration with a set of open-source tools, deployed on Azure Kubernetes Service and other supporting Azure services — all of which were required to serve the hyper-scalability business requirements of the customer. Combining the business acumen and technical depth in architecting and managing apps on Azure Kubernetes Service, NTT Data has played a key role in adopting cloud-native technologies in the LATAM market.

Internet of Things

ICONICS
United States
<https://iconics.com>

ICONICS has over three decades of experience in providing state-of-the-art automation software solutions for a wide array of applications in multiple industries globally. Customers are realizing the benefits of IoT from a new perspective thanks to ICONICS IoTWorX, which delivers energy savings and manufacturing efficiencies. ICONICS IoTWorX is one of ICONICS' three IP co-cell prioritized solutions that integrates new IoT software technology with affordable IoT devices to create secure, cloud-ready solutions for energy, building automation, manufacturing and industrial applications. With IoTWorX, ICONICS enables smart building and industrial IoT scenarios. Its solution runs Microsoft IoT technology at the edge, Azure in the cloud, and provides integration with Dynamics 365 and Teams for work order management. By integrating with Azure IoT Edge and IoT Hub, customers are optimizing operations remotely, resolving issues before they impact performance, and gaining clarity to find and drive impactful optimizations.

Migration to Azure

3Cloud
United States
<https://3Cloudsolutions.com>

3Cloud is a U.S.-based technical services company focused exclusively on Azure, going to market with repeatable solutions for driving data center and data platform migrations at scale. 3Cloud helped a top telemedicine provider in the U.S. migrate its datacenters, applications and data estate from a competing cloud provider to Azure, resulting in significant cost savings and accelerated revenue growth for the customer. This win is an example of how 3Cloud's portfolio of prepackaged, playbook-based solutions successfully address customer scenarios, programmatically leverage Microsoft programs, and deliver strong and sustainable ROI.

Mixed Reality

Altoura
United States
<https://www.altoura.com>

Altoura has created a platform for building connected 3D workflows to improve frontline worker training and productivity as organizations are rapidly transforming their equipment and environments into 3D assets. Built on Azure and tuned for HoloLens 2, Altoura provides single sign-on, Microsoft Power Apps support, and seamless integration with Microsoft Dynamics 365 Guides so frontline workers can train virtually in Altoura before transitioning to AR-assisted work using Guide. With built-in support for Azure mixed-reality services like Remote Rendering and Spatial Anchors, Altoura makes it fast and easy to deploy mixed-reality solutions that accelerate digital transformation across the value chain for enterprise customers. With a growing partnership, Altoura and Microsoft have helped various Fortune 500 customers implement an immersive training journey and thus help enterprise companies embrace the new reality of work.

Modernizing Applications

Neudesic, an IBM Company
United States

<https://www.neudesic.com/>

Neudesic made significant customer impact by driving a project to modernize customer applications on Azure. By packaging Azure DevOps tools and unique innovation processes into repeatable IP, it is able to make its app modernization solution available to many U.S. customers across multiple industries — all within a competitive value package. Neudesic's templated landing zones, cloud lifecycle and governance frameworks, and client upskilling solutions establish a hallmark for efficient app modernization.

OSS on Azure

Tigera, Inc.
United States

<https://www.tigera.io>

Tigera brings key enterprise functionality for observability and security to containers, Kubernetes and cloud via its open-source Calico Product Offerings. Integrated with Azure and Azure Kubernetes Service as a direct collaboration between Tigera and Microsoft, Calico brings high performance and true cloud-native scalability. With Calico, customers can secure communication between containers and third-party APIs with zero trust, detect threats and achieve continuous compliance. Supports multicluster, multicloud and hybrid deployments.

Rising Azure Technology

Abnormal Security
United States

<https://abnormalsecurity.com>

Abnormal Security is a fast-moving, born-in-the-cloud ISV offering an Azure software as a service solution that complements Microsoft Defender for Office 365. With enhancing cybersecurity top of mind for many organizations, the Integrated Cloud Email Security (ICES) solution uses Azure AI and Machine Learning to detect phishing and email fraud and stop advanced email attacks. Abnormal Security uses behavior analysis-based protection to stop socially engineered attacks like supply chain compromise, executive impersonation, account takeover and invoice fraud. With Microsoft commercial marketplace and associated benefits, it has seen increased sales and connections with its customers driving a shared mission of replacing underperforming secure email gateways with a layered defense strategy.

SAP on Azure

Tata Consultancy Services
Switzerland

<https://www.tcs.com/>

Tata Consulting Services (TCS) is a leading global IT services, consulting and business solutions organization and a Microsoft SAP on Azure Advanced Specialized partner. TCS helps customers drive business value and digitally transform through reimagined workplaces, optimized business processes and edge-to-cloud solutions. Together, TCS and Microsoft formed a partnership and have built future-ready, industry-aligned solutions including manufacturing and retail as well as horizontal solutions including human capital management and procurement. As a result, it is experiencing rapid growth in its Microsoft SAP on Azure practice. TCS has a strong track record of delivering value to its customers, helping solve critical business and technology challenges. Working with a leading global technology company, TCS was able to simplify its large and complex SAP and non-SAP estates on Microsoft Azure, consolidating more than 45 datacenters. TCS delivered digital transformation on the cloud, leading to operational efficiencies, supply chain improvements and significant cost savings with 12% total cost of ownership reduction for the company by running its SAP environment on Azure.

2022 Microsoft Partner of the Year Awards

Business Applications

Category Winners Business Applications

Dynamics 365 Business Central

Bam Boom Cloud
United Kingdom
<https://www.bamboomcloud.com>

Pioneering new ways of doing business, Bam Boom has disrupted traditional professional services by offering fixed-price, fixed-scope and fixed-timeline technology solutions specifically designed for small and medium-sized businesses. It has successfully simplified the customer journey and improved their experience by removing fear, uncertainty and doubt with a low-cost, low-risk deployment approach and a clear digital journey. This model and Bam Boom's dedicated investment have enabled Bam Boom to continuously bring young talent into the business. Bam Boom has unlocked key partner-to-partner opportunities, working jointly with Indirect Providers and their Modern Work resellers to add Microsoft Dynamics 365 Business Central and other workloads to their customers. Additionally, it is proactively fostering new partnership opportunities with key historical small to medium-sized business partners also interested in adding customer satisfaction and stickiness.

Dynamics 365 Commerce

Visionet Systems Inc.
United States
<https://www.visionet.com/>

Visionet has shown an impressive ability to deliver a complete range of digital consulting services and solutions for frictionless omnichannel commerce. By taking a comprehensive approach in integrating Microsoft Dynamics 365 Commerce, Visionet has shown how this helps customers accelerate their digital transformation journeys and enables them to go to market with low-risk and high-quality service enablement. Visionet's commitment toward seamless, headless commerce powered by Dynamics 365 Commerce was highly impactful during the pandemic.

Dynamics 365 Customer Insights & Marketing

Accenture/Avanade
United States
[Accenture Microsoft Business Group](#) | [Accenture-Avanade-Microsoft Alliance](#)

Accenture/Avanade delivered another great year in helping customers create personalized customer experiences for their clients using Microsoft Customer Insights and Marketing products. It also delivered strong revenue and customer add numbers in both billed revenue and new customers adds. Its ability to deliver end-to-end customer solutions, which include both Customer Insights and Marketing, stands out among the rest. From an investment in Business Applications perspective, with 3,000-plus Dynamics professionals having 5,000-plus certifications in 58 countries, its commitment to the Dynamics business continues to get stronger every year. Avanade delivered 2,000 Business Applications projects through 70 delivery centers in 20 countries.

Dynamics 365 Customer Service & Field Service

Accenture/Avanade
United States
[Accenture Microsoft Business Group](#) | [Accenture-Avanade-Microsoft Alliance](#)

Avanade delivered fantastic business performance in Customer Service and Field Service this year with high growth in both new billed revenue and new customer adds. This included landing multiple Fortune 100 customers. Standing out in these wins is its ability to deliver end-to-end services solutions that include both Customer Service and Field Service. From an investment in Business Applications perspective, with 3,000-plus Dynamics professionals having 5,000-plus certifications in 58 countries, their commitment to the Dynamics business continues to get stronger every year. Avanade delivered 2,000 Business Applications projects through 70 delivery centers in 20 countries.

Dynamics 365 Finance

KPMG International
United States
<https://www.kpmg.us/alliances/kpmg-microsoft.html>

KPMG has demonstrated that it is deeply committed to helping its customers' finance teams transform themselves into future-forward organizations through the adoption of solutions built on Microsoft Business Applications technologies. KPMG has very intentionally invested in its technical capabilities, which is evident from its best-in-class customer outcomes.

Dynamics 365 Sales

Ernst & Young LLP
India
<https://ey.com>

Ernst & Young (EY) is a strong partner in the Dynamics 365 Sales space that delivered outstanding results in the past year. It was among the top partners in both new billed revenue generated and new customers added. In addition to recognizing the fantastic year EY had, this award is also a recognition of the rapid progress made through building its Dynamics 365 Sales practice and the strong partnership foreseen in coming years.

Category Winners Business Applications

Dynamics 365 Supply Chain Management and Intelligent Order Management (IOM)

Hitachi Solutions America Ltd.

United States

<https://global.hitachi-solutions.com/>

Hitachi has demonstrated consistent growth year after year and is powered by depth of technical skill and deep industry expertise. This allows Hitachi to guide supply chain customers toward agility and responsiveness through digital transformation. Hitachi demonstrates that through careful success planning and delivery, it can provide customers with highly impactful and sustainable business value.

Power Apps

Sogeti, part of Capgemini

France

<https://www.sogeti.com/>

Sogeti, part of Capgemini, enabled enterprise customers across numerous industries to drive transformation using Power Apps to rapidly build solutions, create operational scale and unlock innovation through the power of citizen development. Combined with rapid innovation hackathons to prove value, it delivered policy guidance, user training, best practices and performant applications to ensure holistic customer success.

Power Automate

Ernst & Young Brasil

Brazil

https://ey.com/en_br

Ernst & Young (EY) partnered with organizations to democratize information and enable enhanced customer and employee experiences through process automation and digitization with Power Automate and Power Platform capabilities. By reducing paper-driven processes, providing organization guardrails, digitizing information, increasing access through chat bots, and building robust app catalogs for companies to manage their apps, EY is driving greater productivity through employee empowerment.

Power BI

Wipro Technologies (Global HQ)

India

<https://www.wipro.com>

Wipro consistently delivered value to customers by building intelligent ecosystems leveraging Power BI to help visualize insights across organizations. Its NIMBUS approach spans multiple levels, from data architecture, to process alignment, to powerful data visualizations. By bringing together Azure Synapse and Power BI, it helped companies migrate from legacy solutions and build new solutions whether for specific departmental needs or organizational intelligence systems.

2022 Microsoft Partner of the Year Awards

Business Excellence



Category Winners Business Excellence

Advisory Services

Ernst & Young LLP
United States

[EY-Microsoft Alliance](#)

Ernst & Young (EY) designs and delivers transformative cloud solutions by combining its business ingenuity and industry experience with innovative Microsoft technologies. In the past year, EY and Microsoft launched a joint ambition to drive a US\$15 billion market opportunity and technology innovation across industries, including key regulated sectors like financial services, energy, health, government and manufacturing. EY delivers end-to-end cloud enabled transformation leveraging the deep technical skills of its dedicated EY Microsoft Services Group. Transformative solutions include the Global Tax Platform, EY Virtual and Inventory Optimization. EY is aligned to Microsoft's Cloud for Industry strategy, building use cases across Clouds for Financial Services (Nexus for Banking and Insurance), Health (Smart Health Analytics), and Sustainability (Decarbonization Platform). EY is also partnering with Microsoft for greater societal impact, building an inclusive digital economy committed to improving the lives of over 5 million people through joint digital skilling, sustainability and entrepreneurship programming.

Commercial Marketplace

Confluent
United States

<https://confluent.io>

Confluent is embracing a cloud-first, go-to-market strategy. By adopting the commercial marketplace like a first-party sales channel, it is exponentially growing its business and unlocking Fortune 100 customers. Founded by the creators of Kafka, Confluent is committed to simplifying how customers deploy and integrate Kafka with key Azure services like CosmosDB, Azure Synapse and Azure Databricks. Additionally, Confluent connects with open-source solutions from other ISVs. Over 60% of Confluent's business is transacted through commercial marketplace — making Confluent the model for success through the commercial marketplace.

Customer Experience

Content+Cloud Limited
United Kingdom

<https://www.contentandcloud.com>

Content+Cloud is a leading technology services business and Managed Services Provider with a genuine passion for helping organizations succeed, whatever their ambitions. This solution showed its success in knowing how to leverage technology to maximize customer return-on-investment, how to successfully engage users in the hybrid working model, and how to innovate technology and processes with Microsoft technologies.

From initial exploration right through to customer advocacy, Content+Cloud tracked the customer experience through a multitouch, integrated campaign focusing specifically on modern work, user experience, security and digital workplace. Content+Cloud showed an unparalleled capability to understand its key personas, deploy strategies to drive incremental benefits, and gather measurable feedback to further refine and improve its ability to delight customers.

Global Independent Software Vendor

SAS
United States

<https://www.sas.com>

SAS Institute, the market leader for over 40 years in analytics, has partnered with Microsoft to define the future of AI and analytics in the cloud. Together, they are empowering customers around the world to transform data into intelligence. Through this partnership, customers are offered new market-ready solutions that integrate SAS Analytics and AI with Azure, Microsoft 365, Dynamics 365 and Power Platform. Now, customers in every industry can unlock critical data insights on the path to digital transformation, meeting business goals faster and driving cost-effective innovation. Retail customers can improve forecast accuracy. Financial services organizations provide better customer service via faster and more accurate loan processing time. Manufacturing customers improve remote diagnostic capabilities to identify and fix potential problems earlier and faster for better quality and yield. Healthcare organizations ensure successful administration of COVID-19 vaccines.

Category Winners Business Excellence

Global SI & Advisory Digital Transformation

Tata Consultancy Services
India

[TCS Microsoft Business Unit](#)

Tata Consultancy Services (TCS) and its partnership with Microsoft experienced a breakout year, driving edge-to-cloud transformations on Microsoft Cloud for its joint customers, where cloud is the unifying digital fabric. TCS has an unparalleled global reach with nearly 600,000 people across 46 countries. For over 50 years, TCS has developed solutions that combine the power of innovation, technology and knowledge to solve important challenges and improve the future of individuals, enterprise and societies. Its dedicated Microsoft Business Unit features more than 30,000 Microsoft Certified Associates who focus on the digital reimagination of workplaces and employee experience, innovation of business applications and processes, creating data-powered enterprises, and building edge-to-cloud solutions. It served as launch partner for several new Microsoft offerings like Clouds for Retail, Financial Services and Sustainability. Together, TCS and Microsoft are building future-ready industry solutions to drive purposeful transformation for their joint customers.

Global System Integrator (GSI)

Accenture/Avanade
United States

[Accenture Microsoft Business Group](#) | [Accenture-Avanade-Microsoft Alliance](#)

For more than two decades, Accenture and Avanade have been helping organizations transform through the power of Microsoft technologies. This unparalleled alliance brings together Accenture's industry experience and transformation capabilities, Microsoft's trusted technology and enterprise platform, and Avanade's expertise in unlocking the Microsoft ecosystem — enabling clients to innovate and drive strong market momentum. Accenture and Avanade's partnership focus extends across the entire Microsoft platform including Azure IoT, Azure Machine Learning, Data & AI, Dynamics 365, Edge, GitHub, RPA, Power Platform, Security, Synapse and Viva, with close alignment to Microsoft's industry cloud strategy, serving as launch partner for Retail, Healthcare, Financial Services and Sustainability clouds. The Accenture Microsoft Business Group — composed of nearly 65,000 professionals worldwide with gold-level attainment across all 18 Microsoft competencies — is recognized for its comprehensive portfolio of service offerings, global scale and joint solution development capabilities, helping customers solve their most complex enterprise challenges and trailblaze first industry moves while accelerating business growth.

Indirect Provider

TD SYNnex
United States

<https://www.tdsynnex.com/>

When two of Microsoft's largest Cloud Solution Providers (CSP) announced plans to merge, the whole world held their breath. A new company emerged that was stronger, better and more partner- and customer-focused than before: TD SYNnex. Combined CSP revenue accelerated to \$893 million, a 30% growth year-over-year, and Azure Consumed Revenue accelerated to \$186 million with a stunning 72% growth year-over-year, serving 15,000-plus partners and more than 500,000 customers every day around the world. TD SYNnex also delivered 2,100 Click to Run Solutions year to date, a growth of 250% year-over-year to 990 partners worldwide.

Learning

NetCom Learning
United States

<https://www.netcomlearning.com>

NetCom Learning played a critical role in bridging the skills gap by delivering end-to-end Microsoft skilling solutions that helped enable more than 5,000 organizations to achieve their business goals. NetCom's innovative hybrid training solutions and enhanced selling methodology were key drivers in its success. Its in-house learning enablement tool, NetCom365, delivered exceptional value by providing a 360-degree view of the customer skilling journey with access to courses, virtual labs, evaluations, assessments and more.

NetCom's impact was demonstrated across a breadth of industries such as financial services, aviation, high-tech and public sector, resulting in Microsoft training growth of over 400% year-over-year and a 200% year-over-year increase in the number of certifications delivered in market. NetCom's agile and creative approach to skilling is empowering learners along all phases of its Microsoft skilling journey in a transformational fashion.

Category Winners Business Excellence

Solution Assessments

3Cloud

United States

<https://3Cloudsolutions.com>

3Cloud is an important partner to the Microsoft Solution Assessment team, continuously demonstrating how to lead customers to successful cloud outcomes via our catalog of assessments, driving shorter time to value for our shared customers. It not only delivered many high-quality assessments but was also able to memorialize the learnings from these assessments and build a repeatable framework to increase market impact. 3Cloud has been integral in helping our customers navigate Microsoft's multiple programmatic and investment opportunities, aiding customers on their cloud journeys.

Microsoft for Startups

Vastmindz AI Limited

United Kingdom

<https://www.vastmindz.com/>

Vastmindz offers an innovative solution designed to help prevent chronic disease development which accounts for 70% of worldwide deaths. With pain points in traditional care models, Vastmindz' solution aims to democratize access to healthcare by leveraging AI and computer vision to remotely perform physiological assessments. These assessments are quick and easy to take from a web or cellphone camera at a low cost, creating valuable preventative care insights to healthcare providers, improving overall patient health outcomes and eliminating friction in patient engagement. The technology is built on Microsoft Azure to provide critical operational stability and scalability, optimizing its tool functionality. Vastmindz has continued to strengthen its relationship with Microsoft and partners to provide value to customers through the Microsoft for Startups program.

Operational Excellence

Bytes Software Services Limited

United Kingdom

<https://www.bytes.co.uk/>

Bytes has a growing portfolio of services that includes cloud, security, licensing, software access management, storage, virtualization and managed services. By launching new programs with custom automation, and adoption of Microsoft tools, Bytes was able to focus its processes and systems on operational excellence and compliance — leading it to successful business outcomes.

These successes resulted in partners' and customers' reduction of touch point and time, as well as improved accuracy. Bytes' focus on operational excellence and compliance has delivered customer satisfaction and increased speed-to-value, led to high renewal rates, and supported the digital transformation of customers, thus increasing deal velocity and improved transactional experience.

Through its longstanding engagement and collaborative approach with the Operations team, Bytes has enabled dedicated teams to be experts in each stage of the customer journey and to demonstrate operational excellence.

2022 Microsoft Partner of the Year Awards

Industry

Category Winners Industry

Automotive, Mobility & Transportation

Amadeus IT Group
France

<https://amadeus.com/en>

Amadeus is a global leader in travel and hospitality, serving airlines, airports, hotels and corporations. Amadeus and Microsoft formed a partnership in February 2021, and over the past year, Amadeus has invested in all Microsoft Cloud solutions and joint innovation initiatives. Amadeus launched a Teams app for Cytric, and Cytric Easy, the next-generation corporate travel solution. In addition, Amadeus Safe Travel was created and used by 5 million passengers in January for test and vaccine registration, enabling a future of the industry that takes full advantage of the scale and performance of Azure and Microsoft 365.

With applications already migrated to Azure and multiple solutions wins, this has led to a broader Azure network effect. To that end, the breadth of the travel offerings is more readily available to customers, giving them more choices to personalize their experience when they book trips, move through an airport, or stay in a hotel.

Defense & Intelligence

Myriad Technologies
Australia

<https://myriadtech.com.au>

Myriad Technologies is a Microsoft partner and leader in providing a zero-trust multidomain data fabric for C4ISR (Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance) interoperability, specializing in secure information management, driving information superiority, and supporting operational, strategic and tactical scenarios.

Education

Fujitsu
United States

<https://www.fujitsu.com/global/>

Fujitsu has been a partner in the education sector since 2018 when Fujitsu expanded its regional education practice. Fujitsu quickly recognized the challenges of Microsoft's education customers in trying to implement digital transformation initiatives with the added complexity of managing various standalone but essential new and legacy systems.

Working closely with other Microsoft partners, Fujitsu created a comprehensive approach to help bring Microsoft technology-supported ISV solutions to work together. This delivered a much more cohesive transformation outcome for education customers, helping Fujitsu gain customer trust and support, which translated into rapid market share growth.

Energy & Sustainability

Schneider Electric
France

<https://www.se.com/ww/en/>

Schneider Electric's EcoStruxure solutions are powered by Microsoft Azure, helping customers achieve their energy and sustainability objectives in a more electric and digital world. EcoStruxure is Schneider's open IoT architecture and platform for energy efficiency, grid management and sustainability. Built on Azure, EcoStruxure integrates process and energy technologies to identify and deliver the full efficiency and sustainability potential for utility grids, buildings, data centers and industry.

This solution's end customer is one of the largest investor-owned power businesses in Asia-Pacific. The customer deployed EcoStruxure ADMS (Advanced Distribution Management System) and ArcFM/ArcGIS (Geographic Information System) solutions to transform its digital grid monitoring and optimize network operations. The joint solution delivered multiple benefits for the customer, including more effective monitoring and control of its medium- and low-voltage networks, and the ability to accommodate the growth in distributed energy resource (DER) penetration with accurate forecasting of DER output and DER monitoring. The customer's mission-critical workloads are running on Microsoft Azure, giving Schneider Electric seamless future integration with ArcFM/ArcGIS along the customer's IT/OT integration journey.

Category Winners Industry

Financial Services

Duck Creek Technologies
United States

<https://www.duckcreek.com>

Duck Creek Technologies is a leading provider of core system solutions to the P&C (property and casualty) and general insurance industry. Duck Creek OnDemand, the company's enterprise software as a service solution, enables insurance carriers to navigate uncertainty and capture market opportunities faster than its competitors. Duck Creek's functionally rich solutions are available on a standalone basis or as a full suite, and all are available via Duck Creek OnDemand.

Today's insurance marketplace requires carriers to be faster, nimbler and more creative than ever before. Duck Creek's low-code core systems are designed to implement change quickly and easily, grow and evolve as carriers' needs change, and work elegantly with ecosystem integrations. Founded by insurance experts and built for the cloud, Duck Creek Technologies enables P&C businesses to reimagine, innovate and continuously deliver game-changing results.

Government

NTT Data UK
United Kingdom

<https://uk.nttdata.com/>

NTT DATA UK guides government organizations in delivering services that make a positive impact on people's lives each day.

NTT DATA's Intelligent Safeguarding platform leverages Azure AI and Power Platform capabilities to better protect vulnerable citizens through a more efficient and effective approach. Through its solutions and expertise, NTT DATA UK deploys the full range of Microsoft technologies from Advanced Analytics to Business Applications, with the aim of making a meaningful difference in the lives of citizens and unlocking significant value for government organizations.

NTT DATA UK has a strong focus on improving outcomes for vulnerable people in societies, sustainability and diversity, to build a more harmonious society for all.

Healthcare & Life Sciences

HCL Technologies Ltd.
India

<https://www.hcltech.com/microsoft>

HCL Technologies has embraced next-generation solutions in healthcare and life sciences to meaningfully impact patients' lives and drive innovation. Through the power of Microsoft Cloud for Healthcare, personalized by HCL, and the combined Microsoft and HCL solutions for healthcare IoT, HCL provides transformative, innovative, high-performance healthcare services for its customers in areas like clinical trials, clinical rehabilitation, patient-reported outcomes and integration of devices into remote care. Drawing on its legacy partnership with Microsoft, client centricity, sustainability and a culture of innovation, HCL Technologies has continued to act, adapt and advance its healthcare transformation while simultaneously keeping sustainability at the heart of its business to make local impacts and improve environmental outcomes.

Manufacturing & Supply Chain

Accenture/Avanade
United States

[Accenture Microsoft Business Group](#) | [Accenture-Avanade-Microsoft Alliance](#)

Accenture and Avanade's work to empower manufacturing customers to slash waste, boost efficiency and cut costs using factory digital twin technology is groundbreaking. Using a fast-pilot/fast-scale approach, they rapidly deploy their platform and tackle one business problem at one factory to prove the business value, and then drive scale from there. In one such example, the solution they deployed cut excess product giveaway by a staggering amount, convincing the customer to scale the solution globally across a broad range of products. The solution led to the deployment of Azure Digital Twins across multiple continents, creating real-time 3D virtual representations of production lines and advanced analytics models, helping the customer find new opportunities to streamline operations while reducing costs. Microsoft's IoT Edge offerings enabled the solution to work at factories without connectivity, or when data privacy considerations required data to be kept on-premises. Following this success, Accenture built a Center of Excellence to scale the approach. They have been recognized by Microsoft sellers as the top co-sell partner in Manufacturing & Supply Chain.

Category Winners Industry

Media & Communications

Nokia
Finland

<https://www.nokia.com/networks/>

The Nokia and Microsoft partnership brings together Nokia's expertise in telecom, including leadership in 5G and cloud native solutions, with the innovation and global scale of Microsoft Azure and its ecosystem. Together, Nokia and Microsoft are supporting CSP (communication service providers) and enterprise digital transformation through innovative solutions and co-selling of new services and offerings in a secure, scalable and sustainable cloud environment. This has positioned Nokia to capture growth opportunities by investing in cloudification and building a winning proposition in analytics, security, automation and digitalized operations.

Nonprofit

RSM US LLP
United States

<https://www.rsmus.com>

RSM, through its full spectrum of solutions built on the Microsoft Cloud for Nonprofit, has the depth and breadth of experience to make a difference — and help nonprofit organizations fulfill their missions. Invested in Microsoft-related competencies and grounded in its unique “Power of Being Understood” methodology, RSM delivers real change with a digital transformation process that starts with a deep-dive assessment and strategic road map and ends with useable and accessible technology. RSM helped a housing development organization create a plan that simplified processes and moved it to a modern, cloud-based solution built using Dynamics 365 Field Service, Dynamics 365 Customer Service, Microsoft 365 and Power Apps. RSM transitioned an organization that supports aging individuals and those with disabilities from on-premises and manual processes onto Microsoft Dynamics 365, enabling effective collaboration using SharePoint, Teams and Power BI. Compliance and security are managed in Azure, and staff leverages Teams for Voice over Internet Protocol.

Retail & Consumer Goods

Tata Consultancy Services
India

<https://tcs.com>

TCS is an inaugural partner of the Microsoft Cloud for Retail, launched in January 2022. It is a strategic GSI, serving retail and consumer goods companies around the globe. TCS combines its deep industry knowledge, experience working with leading retailers worldwide and its multihorizon cloud transformation framework to help retail clients accelerate their growth and transformation using Microsoft Cloud for Retail. TCS offers a comprehensive set of end-to-end services and intellectual property such as TCS Optumera™, its award-winning AI-powered retail optimization platform, and a host of other accelerators on the Retail Cloud. TCS's large global team of 85,000 Microsoft specialists helps clients harness the power of AI, automation and cloud to provide greater visibility and control of data, uncover deep insights, design dynamic personalized experiences and drive growth.

2022 Microsoft Partner of the Year Awards

Modern Work



Apps & Solutions for Microsoft Teams

MURAL

United States

<https://mural.co>

MURAL takes aim at the prevailing state of disconnection in the enterprise — the isolation and disengagement that so many people feel, which leads to poor meetings and poor business outcomes. More than a digital whiteboard, MURAL is a collaboration intelligence system, powered by Microsoft Azure and integrated with Microsoft Teams. By enabling seamless hybrid collaboration through visual thinking features, templates and workflow integrations that facilitate dynamic meetings and teamwork, MURAL captures and activates the genius in Teams to turn ideas, insights and possibilities into reality. One customer, a global technology organization, leveraged MURAL to reduce travel costs and improve productivity while realizing shorter adoption periods for employees learning how to implement design thinking practices into their collaborative work. Additionally, the ability to collaborate asynchronously while remote streamlined co-creation phases while allowing for more space to iterate on projects when necessary.

Device

Lenovo PC HK Limited

Hong Kong SAR

<https://www.lenovo.com>

Lenovo, one of the world's largest device companies, is aggressively driving a service-led transformation with Microsoft as its primary cloud service partner. Core to this is Lenovo modern devices using Microsoft 365 and Azure Cloud services to inspire small and medium-sized business and commercial customers to better work and learn. Cloud services powered by Microsoft CSP (Cloud Solution Provider) subscription has led to a company reorganization centered on creating its first nondevice business group, Services and Solutions Group (SSG). By working closely with CSP resellers and integrating CSP into its "Lenovo 360" Channel reinvention program, Lenovo experienced significant growth — launching CSP programs in 20-plus countries; adding 350 CSP resellers and more than 4,600 customers; and closing the first NCE deal in North America. Lenovo's transformation and growth has been led by (APJ) Asia Pacific Japan and (EMEA) Europe, Middle East and Africa region teams with 550% and 4,100% year-over-year growth, respectively, key DaaS (device as a service) +CSP deals, integration of Modern Work and Azure solutions, and winning compete deals versus Google.

Device Distributor/Reseller

Data#3 Limited

Australia

<https://www.data3.com>

Data#3, one of Australia's largest Microsoft distributors/resellers, has one of the largest logistics supply chain capabilities of any partner in Australia. With customer cash flow and the economic situation as a growth barrier, Data#3 accelerated the transformation to deliver an "As-a-Service" approach, which created affordability, predictable cost base, increased service levels and improved overall experience. By reimagining and combining its end-user devices business, Device-as-a-Service solution (DaaS), Meeting Room as a Service and Azure Stack HCI, it was able to provide lifecycle solutions services, including financing, procurement, installation and/or deployment, managed services and disposal that could be bundled with software subscriptions. Data#3 also invested in hybrid cloud solutions and became a leading partner across end-user devices, Teams Rooms and Cloud Edge solutions with Azure Stack. It also combined Hybrid Meetings workshops into meeting room POCs with strong results. Data#3 is currently deploying one of the largest MTR projects in Asia with 2,600 rooms.

Employee Experience

Engage Squared Pty Ltd

Australia

<https://engagesq.com>

As a fast-growing Modern Work specialist, Engage Squared builds solutions on Microsoft 365 that address common pain points, such as employee experience, technology adoption, compliance and records management, process improvement, and hybrid work. Through its strategic focus on employee experience and creating people-friendly technology, Engage Squared has become a go-to partner for Microsoft Viva solutions in its region and has leveraged its status to drive growth in collaborative apps and modern work solutions.

Category Winners

Modern Work

Meetings, Calling & Devices for Microsoft Teams

NWN Carousel
United States

<https://nwncarousel.com/our-partners/microsoft/>

NWN Carousel helps customers transform their communication strategies by leveraging the resiliency and security of Teams Calling and Teams Meetings. Through its unique and trusted approach to migrating clients to Teams Callings and Meetings, NWN Carousel has helped customers save nearly US\$20 million in hard costs and, most important, helped create connected experiences for organizations adopting a hybrid workforce. In the U.S. managed partner community, NWN Carousel Industries is a top 10 Microsoft 365 E5 revenue producer and one of first partners to attain the Teams Meetings, Calling and Change Management advanced specializations.

Modern Workplace for Frontline Workers

Rapid Circle
Netherlands

<https://www.rapidcircle.com>

With over 600,000 users, Rapid Circle has been delivering industry solutions for frontline workers, such as Rapid Circle Cloud Workplace, to manage and secure workplaces and datacenters for its healthcare, hospital and manufacturing customers. With the Rapid Circle Cloud Workplace, one of the largest elderly care organizations in the Netherlands was liberated from its old technology and set on a path to digital transformation by democratizing data to enable better decision-making, digitizing paper processes, improving support for patient care at home, and supporting hybrid work. Another Rapid Circle customer is focused on three care areas: home care, residential care and domestic help. The Rapid Circle Cloud Workplace helped another customer embrace digital transformation by enabling it to increase more advanced care tasks inherited from hospitals, which is helping it play an important role as a central hub for elderly people in the region.

Modern Workplace for SMB

Makronet
Turkey

<https://www.makronet.com>

Makronet is on the forefront of enabling digital transformation for SMBs in Turkey with Microsoft 365. Not only is Makronet serving customers with a wide range of Microsoft products, including Microsoft 365 Business Premium and Microsoft Defender for Business, but it is also delivering managed services to its customers to ensure its customers realize the full benefits of the product. Beyond managed services, Makronet is deepening customer success with unique IP-like MyAdmin to set customers on the right success journey while incentivizing customer growth with programmatic loyalty campaigns. Makronet's work to align the digital transformation goals of its customers, end users and their businesses is ensuring long-term success and growth.

Project & Portfolio Management

OnePlan Solutions
United States

<https://www.oneplan.ai>

OnePlan is a well-recognized partner in the PPM community that has developed a strong product. OnePlan supports all Microsoft's Project and Portfolio management products to enable customer scenarios like Strategic Execution Management, Adaptive Portfolio Management, Agile Portfolio Management and Business Architecture. OnePlan has not only demonstrated an active engagement with Microsoft's marketing and selling activities in United States, Canada, United Kingdom and Australia, it has also delivered impactful Project & Portfolio Management solutions to customers across industries.

Surface Hub Reseller

Insight
United States

<https://www.insight.com>

Insight is a top partner aligned to Microsoft's shared goal of delivering Surface Hub, licensing and solutions to customers. It made a significant investment in building its Surface Hub capabilities and sales pipeline, which resulted in strong triple-digit growth over the past year, as many organizations began the move to a hybrid working environment. When it comes to positioning Surface Hub with its customers, Insight puts a priority on the overall client experience. This strategy has not only enabled Insight to achieve record growth, but it also showcases the relevance of a hybrid workplace and real-time collaboration with Surface Hub. Leading with a services and consulting strategy, Insight is delivering intentional conversations around Hub and Microsoft Teams Rooms through security, deployment and management client discussions. By helping it better understand the cohesion of the total Microsoft solution (software, services and Surface Hub), Insight is helping drive each client's unique digital transformation.

Surface PC Reseller

Insight
United States

<https://www.insight.com>

In the face of difficult, worldwide supply chain challenges, Insight was able to find another gear with Microsoft Surface over the past year, delivering year-over-year revenue growth that far outpaced other partners of its size. Its success was a direct result of its prioritization on positioning the value of Surface in the modern workplace and a holistic sales approach across the entire Microsoft stack while layering on services capabilities. Over the past year, Insight expanded its successful "Dare to Compare" program to additional Surface models, client segments and industries — showcasing that there truly is a Surface device for every role, across all types of use cases. Insight continues to evolve and expand its Surface PC business for its clients by purposefully showcasing the best of modern management, modern security and modern deployment all paired with a premium Surface device.

2022 Microsoft Partner of the Year Awards

Security

Category Winners

Security

Compliance

Edgile, Inc.
United States
<https://edgile.com/>

Edgile is recognized for its comprehensive framework that helps enterprises measure the maturity of their unstructured data governance. Edgile fully leveraged Microsoft's partner co-sell tools to demonstrate in the customer's live environment the value Microsoft products can provide. Through this work, Edgile was able to demonstrate significant cost savings to the customer by migrating off a competing product. Edgile worked tightly with the Microsoft account team to ensure the value of the migration and the investment of Microsoft E5.

Modern Endpoint Management

Infosys
India
<https://infosys.com>

Infosys is a global leader in next-generation digital services and consulting. When a large energy client restructured due to a merger, it had an urgent need for solutions driving seamless collaboration between the legacy organizations, while also improving its security posture to support hybrid work. Infosys recognized this as an opportunity to offer the organization's entire workforce a new experience that enables hybrid work and set up a modern hybrid workplace leveraging Endpoint Manager and Microsoft Defender. Employees can now work securely and productively regardless of place, time or device, while the IT department realized improved operational efficiency and a better security posture.

Security

Ernst & Young LLP
United States
<https://ey.com>

Ernst and Young (EY) is being recognized for the development of its own zero trust framework that leverages Microsoft Azure Active Directory and Microsoft Azure Key Vault for maximum security. It developed a full security assessment to provide a holistic view and identify ways to simplify and strengthen security to detect threats quickly while saving money. It helped drive net-new E5 purchases and adoption while offering visibility to its customers to understand their entire environment across on-premises and the cloud to better protect all aspects of the business.

2022 Microsoft Partner of the Year Awards

Social Impact



Category Winners

Social Impact

Community Response

Barhead Solutions

Australia

<https://barhead.com>

Barhead, a specialized consulting firm with a Not-for-Profit practice, develops Microsoft business applications and scalable low-code solutions to address pandemic-driven issues and propel community missions forward. With the pandemic, youth disengagement and crime as well as homelessness are on the rise in New South Wales, Australia. Together with the public sector, law enforcement and nonprofits, Barhead developed RISEUP and By-Name-List 2.0 (BNL 2.0), leveraging Power Platform and Dynamics 365 for Nonprofits to collect insights from homeless youth and connect them with education and workplace opportunities. A collective impact project, the End Street Sleeping Collaboration campaign, uses BNL 2.0 to empower caseworkers from different nonprofits with a centralized database of people's stories, background and circumstances to match homeless youth with the aid they need. These solutions are enabling local strategies to reach more than 1 million youths and to assess the needs of people sleeping rough across 120+ local government areas in the state.

Inclusion Changeloger

Modis Consulting

Australia

<https://www.modis.com/en-au/>

Modis, a global technology and smart industry solutions business, drives digital transformation for customers by leveraging Microsoft products and services. Yarning app, built by Modis, enables Aboriginal communities of Western Australia by removing language barriers and bridging the gap in access to social services. With Yarning on their mobile devices, police officers can select and communicate with Aboriginal peoples in their first language, which supports more positive interactions. The app has resulted in an increase in requests for interpreter services locally and is empowering Aboriginal peoples to engage with their larger community. By designing the app with input from Aboriginal community elders and local nonprofits, Yarning has a user-friendly interface. The back-end management tool uses Microsoft Power Platform and allows users to continue growing the database of supported languages, phrases and regions. Modis, in creating the Yarning app, is enabling improved communication, inclusion and scaling access to services for Aboriginal communities.

Sustainability Changeloger

Johnson Controls

United States

<https://www.johnsoncontrols.com/>

Johnson Controls, a global leader for smart and sustainable buildings, has been innovating in building automation and controls, HVAC, security and fire detection solutions since 1885. OpenBlue, Johnson Controls' IoT Platform, is a complete suite of connected solutions that delivers impactful sustainability, new healthy occupant experiences, and respectful safety and security. OpenBlue, built on Azure, enables customers to cut energy consumption, optimize assets performance, and enhance occupant safety and well-being while delivering actionable insights to achieve decarbonization goals. Johnson Controls helped universities reimagine their campuses through new building automation systems, and advanced automation chilled water plants for building cooling and rainwater harvesting for irrigation, enabling tens of millions in savings over the next 20 years for a single university. In addition, Johnson Controls in partnership with Microsoft helped build the smartest government Net Zero Energy Building in the Middle East, projected to utilize half the water consumption of comparable buildings.

2022 Microsoft Partner of the Year Awards

Category Finalists



Category Finalists

Azure

AI

Lynkz
Plain Concepts
Neudesic, an IBM Company

Analytics

Tredence Inc.
Infosys
3Cloud

Cloud Native App Development

PRODYNA SE
Insight Enterprises
Infosys

Internet of Things

PTC
Wipro Technologies (Global HQ)
HCL Technologies Ltd.

Migration to Azure

VMware
Accenture/Avanade
UnifyCloud

Mixed Reality

SoftwareHut
PTC
S.Pin Technology

Modernizing Applications

Version 1
Cognizant
Tata Consultancy Services

OSS on Azure

HashiCorp
Confluent

Rising Azure Technology

Starburst Data, Inc
Disaster Technologies Incorporated
Wandisco, Inc.

SAP on Azure

Capgemini
MSRcosmos LLC
SoftwareONE

Business Applications

Dynamics 365 Business Central

Tipsa
COSMO CONSULT Group
Western Computer – MBS

Dynamics 365 Commerce

Evenica Corp.
Infosys
Gonzalez Cortina Glender y Cia

Dynamics 365 Customer Insights & Marketing

TTEC Digital
Prodware Spain
Cognizant

Dynamics 365 Customer Service & Field Service

Velrada
Tata Consultancy Services
Hitachi Solutions America

Dynamics 365 Finance

Flintfox International
RSM US LLP
HSO

Dynamics 365 Sales

Accenture/Avanade
Infosys
Tata Consultancy Services

Dynamics 365 Supply Chain Management and Intelligent Order Management (IOM)

Accenture/Avanade
Infosys
MCA Connect

Power Apps

Cognizant
Ernst & Young
Slalom

Power Automate

Happiest Minds Technologies Ltd
Protiviti
Rhino Systems, S.A. de C. V.

Power BI

Enlighten Designs
MDW Partners SA
Adastra

Category Finalists

Business Excellence

Advisory Services

KPMG International
PricewaterhouseCoopers LLP

Commercial Marketplace

Elastic
Citrix
Nerdio

Customer Experience

Logitech Inc.
Ernst & Young LLP
Innovative-e Inc.

Global Independent Software Vendor

Johnson Controls
PROS
Citrix

Global SI & Advisory Digital Transformation

Accenture/Avanade
KPMG International

Global System Integrator (GSI)

CAPGEMINI Technology Services SAS
Tata Consultancy Services

Indirect Provider

Pax8
Arrow Electronics
Ingram Micro Brasil

Learning

Shanghai Yungoal Info Tech Co., Ltd.
CloudThat Technologies Pvt. Ltd.

Microsoft for Startups

Explorium.ai
Silverfort

Operational Excellence

TD SYNEX
rhip

Solution Assessments

Cloud Direct
Cloud4C Services Pte Ltd
Obungi GmbH

Industry

Automotive, Mobility & Transportation

Annata
Accenture/Avanade
Blue Yonder

Defense & Intelligence

KTL Solutions, Inc
Ernst & Young Chile
Optiv Security Inc.

Education

Johnson Controls
Mobile Mentor
AvePoint

Energy & Sustainability

Uptake
Bentley Systems, Incorporated
Cognite

Financial Services

Rhino Systems
Tata Consultancy Services
ACI Worldwide Corp.

Government

Acuvate Software
RSM US LLP
AvePoint

Healthcare & Life Sciences

Bizdata Pty Ltd
3Cloud
QUISITIVE

Manufacturing & Supply Chain

Sight Machine
PTC
Blue Yonder

Media & Communications

Harmonic
Firstlight Media
Tata Consultancy Services

Nonprofit

Open Systems

Retail & Consumer Goods

Accenture/Avanade
Cognizant
Blue Yonder

Category Finalists

Modern Work

Apps & Solutions for Microsoft Teams

LumApps
Calian
Top365

Device

Aftershock PC
HP Inc.
Onsors Technologies LLC

Device Distributor/Reseller

Ingram Micro Brazil
Tech Data Advanced Solutions Vietnam
SHI International Corp

Employee Experience

Campana & Schott
Rightpoint, a Genpact Company
TC1 Labs

Meetings, Calling & Devices for Microsoft Teams

Vodafone New Zealand Limited
Cloud Revolution
Generation-e Productivity Solutions Pty Ltd.

Modern Workplace for Frontline Workers

FiveP Australia Pty Ltd
Tata Consultancy Services

Modern Workplace for SMB

BEMO
Resolution Technology
TechGyan

Project & Portfolio Management

Sensei Project Solutions
Innovative-e Inc.
Marque360

Surface Hub Reseller

AVI-SPL
CDW Logistics LLC
Computacenter (UK) Ltd

Surface PC Reseller

Bechtel Logistik & Service GmbH
ASI Solutions

Security

Compliance

Epiq Global
Protiviti
Kocho

Modern Endpoint Management

Quadrasystems.net (India) P Ltd
Eighty20 Solutions Pty Ltd
Atech Cloud

Security

Quorum
Forsyte IT Solutions
INTELEQUIA

Social Impact

Community Response

Rapid Circle
Top365
Centric Consulting, LLC

Inclusion Changemaker

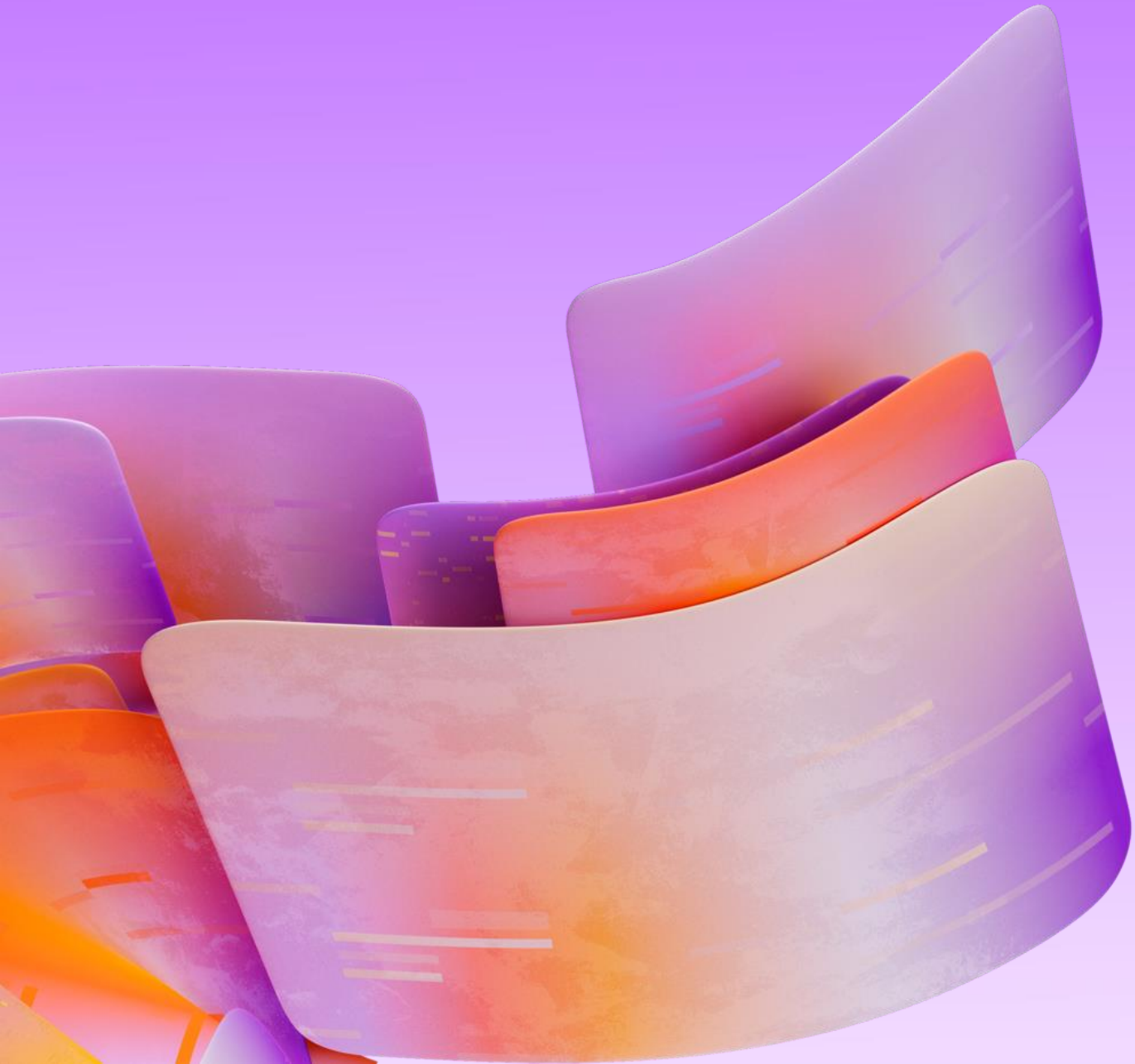
Pyramid Consulting, Inc.
Signly
Atos

Sustainability Changemaker

Fellowmind
Ernst & Young LLP
EcoVadis

2022 Microsoft Partner of the Year Awards

Country/Region Winners



Award Winners

Country/Region Winners

Asia Pacific (APAC)

Bangladesh

aamra technologies limited
<https://www.aamratechnologies.com/>



aamra technologies limited is a pioneer partner driving Microsoft 365 at scale for customers in various industries. These migrations improved their overall operational efficiency and productivity. aamra has been a key pillar of success for digital transformation in small and medium-sized business.

Brunei

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



Tech One is a leading content management and cloud solutions provider, recognized for building innovative and purpose-built solutions for clients with complex business needs.

Tech One engaged with government departments to move selected agencies from on-premises to cloud by showing them the immense long-term benefits, security and flexibility. The company also drove adoption of Microsoft 365 across several educational institutions.

Cambodia

Softline (Cambodia) Co., Ltd
<https://softline.com.kh>



Softline is a leading global solutions and services provider in digital transformation and cybersecurity. The company enables, facilitates and accelerates digital transformations for its customers' businesses.

Working closely with multiple customers, Softline was engaged to deliver significant value through business process automation applications on Microsoft Power Platform, such as Purchase Request, Payment Request and Leave Request Process.

These applications allowed customers to improve their efficiency of business requests and approval processes by having the applications on their smart devices while maintaining integrity and auditability, ultimately increasing productivity.

Indonesia

PT SoftwareONE Indonesia
<http://www.softwareone.com>



PT SoftwareONE Indonesia plays a key role in empowering the digital transformation of organizations across Indonesia, including those from government and state-owned enterprises. With its solution offering SIMPLE (365Simple for M365, FinOps with PyraCloud and AzureSimple), PT SoftwareONE Indonesia has been helping customers simplify intercompany needs for modern software and cloud assets management, as well as enabling a simpler procurement process. Included are purchase, user tracking, renewals and expense management. By managing and optimizing all Microsoft software — both on-premises and in the cloud, PT SoftwareONE Indonesia is assisting customers to drive success in their overall business. At the same time, it is also taking part to accelerate the digital transformation of Indonesia.

Korea

Cloocus
<http://www.cloocus.com>



Cloocus, a young "born in Korea" partner founded only in 2019, wins the recognition of Country Partner of the Year for Korea for two years running. Achieving many "firsts" through its investment in Microsoft-related competencies and skills, including the first to achieve Azure Expert MSP and Advanced Specialization in Korea and the first DevOps advanced specialization in APAC, Cloocus has to-date enrolled in 10 Advanced Specializations. With its strong co-sell culture, Cloocus' strategy and business are 100% aligned to the Microsoft Cloud and have been extended to cover all enterprise scenarios in Data and AI and App Innovation based on extensive experience in infrastructure migration. In addition to achievements in horizontal enterprises and the gaming vertical, Cloocus is also growing geographically with Microsoft, including in New York, U.S. and Malaysia — demonstrating the growth potential of a local partner when partnering with Microsoft.

Award Winners

Country/Region Winners

Malaysia

SoftwareOne Experts Sdn. Bhd.
<https://www.softwareone.com>



As a leading provider of end-to-end software and cloud technology solutions, SoftwareONE stands by its core value of being customer focused and ensuring the highest quality of customer experience. Its technical knowledge and deep industry expertise allow it to drive digital transformation for its customers — further enabling SoftwareONE to be at the forefront of innovative cloud and technology solutions and services. To remain competitive, SoftwareONE continues to build its competencies as an Azure Expert MSP and earned nine Advanced Specializations across Modern Work, Security and Azure. SoftwareONE's best practice methodology of doing discovery and assessment, design and migration strategies followed by cloud support onboarding and managed security services has contributed to its recent success in empowering a customer in the financial services industry to address Central Bank of Malaysia's Risk Management in Technology (RMiT) requirements by leveraging Microsoft Security and Compliance.

Maldives

Sanje (Private) Limited
<https://techoneglobal.com/>



Sanje Private Limited, a subsidiary of Tech One Global, delivers best-in-class solutions and services that support customers on their digital transformation journey. The company has helped small and medium-sized businesses in various market sectors including government, financial, health, consumer, leisure, private, NGO (nongovernmental organization) and telecommunication to improve their operational efficiency and productivity.

Myanmar

Myanmar Information Technology Pte Ltd
<https://www.mit.com.mm/>



Myanmar Information Technology (MIT) enables digital innovation and provides business transformation for customers to achieve agility, efficiency, high performance, sustainable growth and governance through robust engineered technologies, products, services, platforms, solutions and systems. The company enabled a customer to experience an organizationwide improvement in collaboration, productivity, improved security and reduction in technology expenses.

Nepal

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



Thakral One is a specialist IT services and solution provider that helps clients design, plan, implement, support and manage their IT infrastructure.

The company helped an organization in Nepal migrate to Azure. The migration allowed the customer to overcome its latency issues and increase its credibility among partners and, more important, customers.

The migration also increased the customer's cross-countries transaction in almost real time. It also gave the customer unfailing trust in Microsoft and allowed the business team to focus on its vision and mission.

Philippines

ePLDT, Inc.
<https://www.epldt.com/>



ePLDT Inc., a leading ICT provider in the country, has exemplified its strong commitment to helping businesses with hyperscaling and digital transformation through co-innovations with Microsoft that have resulted in outstanding customer outcomes. To date, it has modernized the infrastructure of over 100 customers to Azure Stack in their VITRO data centers. The company exhibited its strong technical capabilities as its solution built on Microsoft Teams has helped customers from several industries like manufacturing, retail and public sector improve overall business outcomes by boosting employee productivity while reducing technology costs, application overload and worker fatigue. As a part of an ecosystem of companies, it has continuously leveraged synergies with other subsidiaries with its integrated, one telco approach to offer holistic bundles and 24/7 after-sales support. Its sustained commitment is also shown through its investment in skilling efforts and obtaining Advanced Specialization.

Singapore

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



Accenture and Avanade are a shining example of how partners are building a resilient and digitally inclusive Singapore. With trust and culture as foundations for their work, they have driven both digital transformation awareness and demand generation across the Microsoft Cloud. They embodied the Microsoft partner model to create repeatable IP and the ability to scale rapidly, positioning Microsoft as the preferred cloud platform.

One of the many key highlights is having to build an end-to-end vaccination platform with one of Asia's leading healthcare services providers, which enabled the distribution and administration of 1 billion COVID-19 vaccines to over 500 million people in 13 Asia Pacific countries. It's now being used to support other vaccine distribution needs around the world. This platform going live marked the first global deployment of Microsoft Cloud for Healthcare, built on Azure and Biz Apps.

Award Winners

Country/Region Winners

Sri Lanka

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



H One is a complete digital solutions and strategies provider committed to driving change across the business landscape and keeping our customers at the forefront of technology through the adoption of cloud.

The company has been driving impact in Sri Lanka by providing customers with valuable and efficient services. Its technical expertise and industry best practices follow a diligent methodology to minimize risk, optimize outcomes and deliver high-service availability.

Thailand

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



Advanced Wireless Network Company Limited (AWN), a subsidiary company of Advanced Information Services Public Company Limited (AIS), is Thailand's leading Telco company over 36 years with the highest coverage of 5G network nationwide. Through partnership with Microsoft, AWN aims to capture over \$400 million in business in five years by transforming its core businesses to cognitive Telco in building Digital Business Ecosystem for customers.

AWN has 12 solution and service offers listed on Microsoft commercial marketplace and is currently developing many more such as innovative private LTE/5G connected edge and IoT/AI solutions on a differentiated low-latency platform, hybrid cloud solutions, digital workplace and phone systems solutions, and SME automated platform.

With over 240 certified professionals as skilled resources, out of which 69 are at the associate and expert level, AWN provides high-quality managed services to design and deliver digital transformation for customers. This has resulted in AWN's three-digit year-over-year growth with exceptional customer experiences on Microsoft Cloud and AWN differentiated solutions.

Vietnam

SL INTERNATIONAL CO., LTD.
<https://softlinegroup.com.vn>



Softline Vietnam, a trusted partner in Vietnam, has empowered organizations across industries in their digital transformation journeys, as well as ensured their business continuity during the pandemic years. As a key partner, Softline partnered closely with Microsoft to go to market across events, webinars and digital campaigns. Specifically, in the space of cybersecurity, it has conducted more than 300 advanced workshops to help organizations build resilience and a security model to adapt more effectively to the complexities of a modern business environment. Softline has also invested deeply in its capabilities and capacities, achieving four Security advanced specializations as well as expanding its capacity and launching its Managed Protection Service subscription built on Microsoft 365 Lighthouse.

Additionally, it has successfully formed a new team to broaden its coverage of midsize businesses with small to medium-sized business solutions for modern work and business automation.

Australia

Australia

Ernst & Young Australia
<https://www.ey.com/au>



Ernst & Young's (EY's) Australian partnership has strengthened by broadening its Microsoft Cloud capabilities and placing Microsoft at the center of its data and AI efforts to break through siloes at scale. In the past year, EY delivered a three-part Microsoft AI workshop series that skilled 70 EY attendees in Azure Machine Learning, Cognitive Services and Cognitive Search. EY significantly grew diversity in STEM skills across all service lines and sectors with a focus on women in technology with its "Innovate with AI" learning program, "AI Business School," and "Case Crack" where joint EY and Microsoft teams addressed five real-world problems. The investment in skilling and AI led to significant customer impacts including Westpac Bank's mortgage verification with EY's document intelligence solution increasing recognition of 300-plus documents to over 3,000 documents. EY Space Tech uses AI techniques to monitor water drainage and vegetation growth across more than 1,000 km using satellite imagery to enable virtual, on-demand, interactive site visits of rail track and prioritize locations for maintenance.

New Zealand

DEFEND Limited
<https://www.defend.co.nz>



DEFEND specializes in threat protection, intelligence and detection-providing services across ANZ (Australia and New Zealand Region) with a focus on end-user-centric threat management solutions and disaster recovery (DR) and business continuity planning (BCP). The modern supply chain has a heavy reliance on digital technologies to maintain confidentiality, integrity and availability. One key customer story is featuring New Zealand's leading grocery retailer, which services 70% of New Zealand's population (3.85 million people) living in the North Island. This retailer manages a complex network of supply chain, stores and support centers, all geared toward ensuring there is enough food on the shelves during a global pandemic. DEFEND and its customer jointly developed a Threat Aligned, Risk Informed security program of work with Microsoft E5 Security at its core. Underpinning the goals were several cybersecurity improvements that now encompass 17 initiatives and consolidating several vendors. In the process, DEFEND has modernized and secured how this customer's 25,000 staff can access Microsoft 365 Productivity and Collaboration tools and the uplift in cyber-resiliency and security automation has freed up time spent in higher-value areas, allowing for meaningful transformation across the business.

Award Winners

Country/Region Winners

Canada

Canada

Insight Canada Inc
<https://ca.insight.com>



Insight Canada has invested heavily in its Microsoft business, adding value to Canadian companies that need to innovate and transform. Its continued focus on prioritizing data-driven insights has enabled organizations of all sizes to leverage their data and drive business transformation. Its connected journey with Microsoft Canada has empowered its clients to derive full value from their Microsoft investments across all segments. Insight Canada has made incredible strides in its hiring, in creating a work culture of continuous learning through Microsoft skilling programs and technical certifications achieved, and it continues to drive positive impact with its focus on diversity and inclusion. In addition, Insight Canada is helping lead customer adoption of cloud sustainability, as seen through its project with Pembina Pipeline, which automates carbon capture reports.

Central and Eastern Europe (CEE)

Armenia

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



Dom-Daniel, a leading Microsoft Cloud partner from Armenia, demonstrated significant cloud business growth within the year. Dom-Daniel is the first partner from Armenia that earned Windows Server and SQL Server Migration to Azure Advanced Specialization. This has been a direct result of amazing projects that Dom-Daniel accomplished during the past two years for and with Armenian customers.

Its solution, being a unique value proposition for ISVs through its innovative upskilling approach, was an event series called Coffee Talks. This became a great example of how effectively Microsoft partners may generate demand via sharing their technical knowledge. Some remarkable projects for ISVs included not only migration to Azure but publishing different ISVs offers and solutions at Azure Marketplace.

Dom-Daniel established the first Point of Presence in the Netherlands and launched the Express Route connectivity offering for its customers, giving them the ability to connect clouds, services and on-premises networks to Azure in a reliable and secure way.

Bosnia and Herzegovina

Comtrade System Integration d.o.o. Sarajevo
<https://comtradeintegration.com/>



Comtrade SI is one of the biggest services partners in Bosnia and Herzegovina, approaching the market with the digital transformation strategy of educating customers, providing additional consulting and managed services, and IP solutions. It is a cloud transformed company that has built cloud-oriented practices and can handle complex projects across various industries.

Key banking customers have already implemented the Smart Office concept by using Microsoft 365 services, with the purpose of modernizing their workspace. Still, they wanted to automate business processes, decrease the time needed to fix a failure, and make necessary information for deciding about potential investments and asset failure costs available to management. Comtrade has suggested Power Apps with SharePoint online as the data source since Power Apps meets all prerequisites and the duration of development is short. As a result, support, maintenance and problem reporting is improved.

Bulgaria

MY Synergy Ltd.
<https://mysynergy.bg>



MY Synergy has shown strong performance in penetration of the health and pharma industry with its MY Care PSP application built on Power Platform and through its investments in competencies. Its GTM (go-to-market) activities, through investments into its own marketing team and by working closely with an external agency, have extended its market outside Bulgaria, across the Adriatic and Balkans. Its industry knowledge helps enable its customers with cross-workloads (Power Platform, Microsoft 365 and Azure), ultimately growing its customer base. Its industry expertise will accelerate its growth in the future.

Croatia

Combis d.o.o.
<https://www.combis.hr/en/>



Combis is a member of Deutsche Telekom and one of the largest system integrators in the Adriatic region. As customers' digital transformation is part of the Combis mission, its strategy flawlessly aligns with Microsoft's vision, so choosing Microsoft's cloud platform as an integral part of its offerings makes a perfect match. Investment in the offerings covering all solution areas (Azure, Security, Modern Work, Business Applications), technical enablement, marketing approach, and recent updates in overall Combis — a strategy that further pushes cloud-based offerings — resulted in growth across all metrics and great world-class wins. Some of those are bringing "Dark" big corporate customers to the cloud, transforming their business processes completely by understanding customer pains and driving modern work adoption.

Award Winners

Country/Region Winners

Cyprus

Chrison Co. Ltd

<https://www.chrison.com>



Chrison is a high-performing, high-growing and innovative Microsoft partner based in Cyprus, providing complete managed services to its customers, demonstrating strong ownership and proactiveness.

One of the leading affiliate marketing software providers in the iGaming industry entrusted Chrison to pave the path for a successful cloud journey by combining its offerings and experience on Cloud Adoption Framework principles.

Chrison, in close cooperation with the customer, has built a robust cloud strategy with a highly optimized methodology, covering all its strategic priorities regarding operational efficiency, quick time to market, optimized cost management and increased conversion rates. One of the most notable benefits was also the improvement of customer satisfaction and retention by 10%.

Czechia

Cloudfield a.s.

<https://cloudfield.io>



Cloudfield, started in April 2020, is a dynamic and fast-growing "cloud born, Azure only" company with Azure and Security DNA. Cloudfield is an advanced specialized Microsoft partner with one of the strongest Microsoft Azure-certified capacities located in the Czech Republic. Cloudfield keeps a strong customer focus proven by successful delivery of transformational projects and references as it involves the customer in the entire process of migration to the cloud. Providing end-to-end cloud-related services contributed to drive Azure consumption by 125% in the past 12 months. Microsoft's collaboration with Cloudfield is crucial for driving digital transformation and innovative projects for big enterprises and smaller-sized companies in Czech Republic. Cloudfield invests in building strong security teams and security solutions that should be its flagship of expansion to foreign markets.

Estonia

Crayon Latvia

<https://www.crayon.com>



Crayon Latvia, owned by Crayon AS, is a full-fledged IT advisory firm that provides its 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 a footprint in 25 countries. With its services, it helps customers build the commercial and technical foundation for a successful and secure cloud-first digital transformation journey.

One of its customers wanted to implement a cloud-first strategy starting with IT infrastructure assessment. The Crayon team helped the customer with its cloud journey and identified steps it needed to take using cloud adoption framework. Azure IaaS Services, Azure Synapse Analytics and Azure Data Lake were used during the project. With cloud adoption, the customer is enabled to be agile and reduce time implementing new projects. Scalability, resiliency and security are increased for migrated infrastructure environment.

Georgia

UGT LLC

<https://ugt.ge/>



UGT is a leading provider in the field of digital technologies in Georgia, starting its activity in the field of IT more than 20 years ago, and it has expanded its scope over time. Today, UGT is successfully implementing solutions adapted to different sectors.

UGT has helped one of the largest retailers in Georgia, which needed fast and agile reporting solutions, deal with everyday operations. Before implementing UGT's solution, the client lacked operational reporting and was experiencing high maintenance costs for sustaining previous reporting solutions and a lack of possibility for data-driven decisions. With the help of Power BI, it has increased the variety of operational reporting and leveraged higher flexibility. In addition, a new approach to the reporting enabled data-driven decisions, which allowed the retailer to react quickly to market trends.

Award Winners

Country/Region Winners

Greece

Office Line

<https://www.officeline.gr>



Office Line S.A. is one of the most established Microsoft partners, with a big portfolio of solutions and substantial experience in assisting customers accelerate their digital transformation journey and enjoy the extended benefits of cloud.

Office Line's "Azure Migration Factory" solution assisted a global iGaming leader to smoothly transition to a "new digital era" by migrating its core platforms and safely transitioning critical applications on Azure. Office Line demonstrated the cloud benefits and assisted the customer in reducing operational and IT costs, increasing productivity while reducing overall time to market for all the subsidiaries and improving the security posture across the organization.

Key elements contributing to the success of the biggest Azure migration in Greece was the application of best practices such as Cloud Adoption Framework, the deep expertise of the partner gained through the journey of acquiring seven Advanced Specializations, strong learning culture, investment on upskilling, and utilization of available Microsoft programs.

Hungary

S&T Consulting Hungary

<https://snt.hu/>



S&T AG was founded in 1993 in Vienna, Austria. The company has offices in 33 countries, employing more than 6,000 people, serving customers with system integration and other IT services. S&T was among the first system integrators in Hungary betting on Microsoft cloud and became the leading partner in Azure infrastructure solutions, focusing on the Hungary-headquartered, quickly growing international customers. Later, S&T also entered the modern workplace solution area, while growing its practices with application modernization, containerization and DevOps, becoming the first local partner with Azure advanced specialization.

S&T Consulting Hungary continues to grow the Hungarian cloud market hand in hand with Microsoft, investing in customer acquisition and nurturing, and as such is a key partner both in the commercial and public sector. Thanks to its dedication, focus and an excellent cooperation of the local sales and presales organizations, it is the top contributor in cloud revenue, Azure consumption and modern work usage.

Kazakhstan

Cloud Services LLC

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



Cloud Services is an Azure Expert Managed Services Provider helping industrial leaders from Kazakhstan adopt Microsoft Azure, speed-up migration to the cloud, build complex cloud solutions and achieve outstanding business results.

Cloud Services showcased innovative thinking and challenged the classic sales and delivery approach. All new projects within the year are generated and delivered in Kazakhstan remotely, overachieving customer expectations, including a project implemented for a leading air carrier. The company leveraged the power of Microsoft Azure Synapse Analytics together with Microsoft Power BI. Now, reports are generated within seconds instead of hours, boosting the air carrier team's productivity and efficiency.

During the year, Cloud Services delivered over 20 Infrastructure Migration, Cloud Adoption Framework and Analytics workshops for customers from Kazakhstan. It helped them define cloud strategy, start using modern analytics solutions and speed up cloud migration.

Lithuania

Softera Baltic UAB

<https://www.softera.lt>



Softera Baltic is purely a Microsoft-oriented partner focusing on Dynamics 365 Business Central to deliver managed Business Applications to its customers with relevant extensions and packaged products on top for maximum customer satisfaction. With a subscription-centric business model approach, Softera Baltic is the fastest-growing Dynamics 365 Business Central partner in Lithuania and one of the best-performing partners in Central Eastern Europe region. Customer obsession is also at the core of the partner business mentality, which has helped Softera Baltic develop and maintain a great and trusted digital transformation partner reputation in the market.

Award Winners

Country/Region Winners

Malta

ICT Solutions

<https://ictsolutions.com.mt>



ICT Solutions is a leading Maltese-managed security services provider focused on Identity and Advanced Specialized on Cloud Security and is a member of Microsoft Intelligent Security Association.

ICT's flagship security solution, "Zero Trust as a Service," is a combination of Microsoft services along with ICT Solutions' managed services and expertise on security, built through constant upskilling investment. The solution has assisted numerous organizations from multiple industries — including financial services, media/marketing and companies managing entities in diverse sectors — highlighting the adaptability of the solution to cover demanding customer scenarios.

"Zero Trust as a Service" is a highly scalable solution that enables customers to safeguard their organization on a 24/7 basis against threats, reduces IT costs managing identity as well as devices, and demonstrates significant value by providing seamless onboarding, fast adoption and efficient utilization of the offered features and services.

Mongolia

Info Solution LLC

<https://www.infosolution.mn>



Info Solution LLC, one of the largest Microsoft partners in Mongolia, is a leading provider of advanced information technology, communication solutions and services.

At the beginning of the pandemic, Mongolia was one of the very first countries to enforce nationwide sequential lockdowns. In cooperation with the Microsoft team, Info Solution successfully delivered the nationwide cloud deployment of the digital learning platform in unison with the Microsoft 365 Education deployment guide. Info Solution stepped in with its implementation, reaching every student and teacher in Mongolia, filling the void by offering increased social interaction, motivation, enhanced learning and engagement during the pandemic. Microsoft technologies are empowering them to become independent learners through seamless engagement and collaboration with their peers. Moreover, this project is a breakthrough for improving the quality of education — and access to it — considering the inclusiveness of the system for disadvantaged groups.

Poland

Accenture/Avanade

<https://www.accenture.com/pl-pl>



Accenture/Avanade, a longstanding Microsoft partner and one of the top global system integrators for Microsoft technologies, is delivering high-quality services to the largest companies locally and abroad showing continuous innovation and a proactive customer approach. It built strong relationships, with trusted and transparent leadership commitment, and with a Microsoft holistic approach to the most strategic customers and projects in Poland.

AI-Led Claims Platform — Accenture's significant investment in IP — transformed into a revolutionary solution for insurance claims management that drives significant OpEx savings and margin increase of the insurance companies. It brings innovation and a quantum leap in operational efficiency, claims handling accuracy and customer satisfaction.

With almost 1,000 Microsoft certifications, Accenture has shown it is continuously investing in the further advancement of its Microsoft-related competencies and skills to strengthen market position and deliver best-in-class cloud-related services to its clients.

Romania

Crayon

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



Crayon is a global IT consultancy services provider that delivers managed services and end-to-end solutions built on Microsoft technology. Crayon helps customers build the commercial and technical foundation for a successful and secure cloud-first, digital transformation journey.

The company's customer-first approach, commitment to high technical standards, and the most passionate, competent and synergetic team led to a significant growth in cloud business in this fiscal year. To further support the growth of cloud services, Crayon is consistently investing in human resources and ongoing competencies development.

Going forward, to develop the partnership with Microsoft, Crayon is looking to strengthen its position in the Romanian market and scale through the channel business.

Award Winners

Country/Region Winners

Serbia

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



Comtrade SI is one of the biggest services partners in Serbia approaching the market with a digital transformation strategy — giving licenses value through educating customers, providing additional consulting and managed services, and IP solutions. It is a cloud-transformed company, building cloud-oriented practices, and it can handle complex projects across various industries.

Creating a unique CRM solution for its customer's e-commerce platform, Comtrade used a systematic approach, utilizing Microsoft technology to create a truly customer-centric platform for its customer. Both parties prioritized choosing a technology that has immense scaling potential. Microsoft Dynamics 365 has so far delivered dozens of different functionalities to more than 200 of this customer's employees, building a firm digital foundation.

Slovakia

SOFTIP, a.s.
<https://www.softip.sk>



Softip is a progressive Microsoft partner fully dedicated to providing cloud services, development, customer transformation and a high level of customer satisfaction.

Softip fully adopted the cloud-first vision and adjusted its own philosophy by providing customers with extended benefits of the cloud solutions. As an early adopter in all major Microsoft cloud technologies, Softip is playing a significant role in the market and setting the tone in further market development. At present, Softip is a partner holding 18 gold competencies and was one of the first local partners to acquire a gold competency in Security. Its strong focus on Advanced Specializations only confirms its abilities, experience and extensive knowledge and experience with complex cloud environments. Softip is a proven Microsoft partner that maintains an incredibly positive perception of quality of its delivered customer projects, level of knowledge and experience among its customers. As an innovative cloud-based solution provider and system integrator, Softip can be used as a role model and ambassador of Microsoft technologies.

Softip is consistently investing in personal resources and ongoing competencies development. To further support growth of cloud services, Softip is growing its presence on the market and expanding in the region.

Slovenia

B2 IT d.o.o.
<https://www.b2.eu>



B2 storitve is one of the most innovative partners in the Slovenian ecosystem, having embedded adoption and change management in its implementation process before this was a practice in Microsoft. Using Power Platform helped B2 optimize its customer processes and helped the Slovenian Labor Inspectorate digitalize its field process, which resulted in real-time data and a fast-decision-making process that was crucial during the pandemic times. The impact of its app had provided a strong foundation, enabling the digitization of other Slovenian government entities. It also delivered a number of Power Platform sessions for corporate customers and has received positive feedback from the attending customers. Its innovative approach (homework for the participants) ignited interest in more than 50% of the participants using the platform to optimize their business processes.

Ukraine

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



Span is a leading provider of services for the construction, optimization, support and development of IT infrastructure for Ukrainian companies. It helps companies achieve digital business transformation by applying innovative, secure and reliable technological solutions tailored to users' needs.

Span has helped Ukraine's largest vertically integrated energy company switch IT services into the cloud as part of the Group Hybrid Cloud strategy and to implement the "modern workspace" concept to increase not only its speed of business, but also its security awareness. One of the most important components of this project was Microsoft Intune implementation, which was integrated with Azure Active Directory to control who had access and where, and with Azure Information Protection for corporate data protection.

Its customers' employees now use effective tools for business continuity, they can collaborate and communicate seamlessly, and they can access information from anywhere — all protected by advanced security.

France

France

Tech Data France

<https://fr.techdata.com/>



TD Synnex France enables the Microsoft partner ecosystem to deliver best-in-class services to SMB (small and medium-sized business) customers on Microsoft 365, Azure and Dynamics 365. Over the past few years, it has provided scalable offerings and packaged services with its Solution Factory: focusing on Microsoft 365 secure score, compliance and productivity score, Azure Virtual Desktop, Microsoft Defender for Business and Teams Essentials. In the past year, it created an ISV recruitment program dedicated to SaaSification of solutions for our local ISVs and focused on simplifying processes for SMB customers. In addition, TD Synnex France is a key pillar of local D&I (diversity and inclusion) programs and also participates in the Cloud School program to help the partner ecosystem find talents in the future. Finally, it is pushing the boundaries of digital marketing as a solution aggregator with the creation of “Tech-eat” to make cloud communications more accessible.

Germany

Germany

Capgemini Technology Services SAS

<https://www.capgemini.com/>



Capgemini has been investing tremendously in growing its partnership with Microsoft Germany over the past year with a clear strategic focus on key growth levers within the German market, including sustainability. One example is the co-creation of the autonomous driving platform, which led to a simple and repeatable commercial model that is a strong value driver across the automotive sector. Building on its cloud expertise and delivering on multiple truly transformative projects, Capgemini strengthened its broader footprint within key leading industries in Germany such as manufacturing, automotive and FSI (financial services industry). A major success measure has been the continuous commitment to building new practices around Microsoft Cloud solutions and investing in skilling and upskilling of its workforce. Through a clear commitment toward prioritizing the partnership with Microsoft Germany and strong alliances within the sales organization, Capgemini has become one of the fastest-growing Global System Integrators in Germany.

Greater China Region (GCR)

China

Shanghai Nanyang Wanbang Software Technology Co., Ltd.

<https://www.nysoftland.com.cn/>



As a partner that grows together with Microsoft China, Nanyang has a strong practice of driving customer adoption of Microsoft multicloud solutions, covering Azure, Modern Work, Security and Business Applications, and it helped its customers realize cost savings, high IT agility and application modernization.

Nanyang’s CloudWeaver AIoT solution is built and based on Azure infrastructure, Data and AI, and Security Cloud capabilities. It enabled its customers from discrete and high-precision manufacturing industries in equipment modification, enhanced personnel safety monitoring through vision-recognition technology, and improved productivity with the comprehensive data analysis in the whole production process, and eventually created business opportunities and increased profit margins for its customers.

During Shanghai’s COVID-19 outbreak, Nanyang played a key role in helping the government build the mobile app and track health status data by using big data technology, which is indispensable for society management and a milestone of Nanyang’s technology capabilities.

Hong Kong SAR

Ernst & Young Advisory Services Limited

https://www.ey.com/en_gl



Ernst & Young (EY) HK has built a strong partnership with Microsoft, highlighted by 36 projects won with all-rounded technologies supporting every step of a business’s digital journey. From cloud infrastructure to cutting-edge AI tools, EY HK’s solution built on Microsoft’s key cloud products for different industries demonstrates the strategic transformation journey provided to customers. EY HK also committed to delivering sustainable success and experiences in adopting various delivery models — from delivering the full spectrum of EY capabilities, partnering with SI partners, to subcontracting — creating win-win-win results with sustainable revenue growth in the Microsoft ecosystem.

Award Winners

Country/Region Winners

Taiwan

CloudRiches Digital Technology Co., Ltd.
<https://www.cloudriches.com>



CloudRiches is a born-in-cloud Microsoft Services Provider partner with impressive performance. It focuses on Microsoft Cloud and continuously invests technical capability and resources to provide more valuable services to customers. Ninety percent of employees are Azure-certified across Azure solution architect, administrator, developer and AI engineer. CloudRiches received Azure Expert Managed Services Provider (AEMSP) certification in 2020 and continues to drive Azure consumption, with MRR (monthly run rate) reaching 700,000. With cloud expert market reputation, it serves more than 250 customers, 356 active Azure subscriptions including Backup and DR, DevOps, Serverless, AI, and more. CloudRiches respects and uses Microsoft cloud adoption framework to assist customers' migration to the cloud, paying attention to the customer's cloud experience by optimizing the customer's cloud architecture and helping achieve its goals through Azure-rich resources and services.

India

India

Celebal Technologies Private Limited
<https://www.celebaltech.com/>



Celebal Technologies continues to innovate and strengthen partnership with Microsoft, promoting Microsoft's solution strategy with its pioneering Extend and Innovate solutions. With a team of over 500 engineers across all solution areas, Celebal has been instrumental in implementing enterprisewide digital transformation for one of the leading Fortune 500 Indian banking and financial services company. This project involved multiple ventures leading to potential monthly revenue of USD \$25 million to USD \$65 million. With 102 customers including Fortune 500 businesses and nine IP Co-Sell Solutions, its overall ACR (Azure consumption revenue) stands at USD \$45.6 million in fiscal year 2021-2022, with an overall growth rate of 224%. Celebal achieved a string of accomplishments in the past year, which includes 2021 Microsoft Country Partner of the Year, 2021 Economic Times Best Independent Software Vendor Advanced Specializations in AI & Machine Learning, Analytics, Kubernetes, and Windows Server and SQL Server Migration to Azure.

Japan

Japan

ITOCHU Techno-Solutions Corporation
<https://www.ctc-g.co.jp/en/>



ITOCHU Techno-Solutions Corporation (CTC) provides a service that greatly contributes to enterprise security. CTC Managed Security Service is a service that collects security logs from security equipment and analyzes security threats. It has enhanced the service by adopting Microsoft Sentinel as its security monitoring platform. In addition to security equipment, it is now able to monitor security solutions such as Cloud Access Security Broker, Secure Access Service Edge, Endpoint Detection and Response. It also automated incident detection, management and response, and it uses AI technology to improve operational efficiency. As the importance of internal and external security measures increases, this service will make a significant contribution to the realization of a safer business environment.

Latin America (LATAM)

Argentina

VU Security
<https://www.vusecurity.com>



VU Security is an Argentinean company with more than 14 years' experience, with a presence in more than 20 countries worldwide. It has been working for the past four years in partnership with Microsoft developing cybersecurity solutions to prevent fraud and identity theft. Its technology is based on machine learning, AI and Azure (PaaS (platform as a service)). It has had 143% year-over-year ACR (Azure consumption revenue).

Its solutions have been adopted by different FSI companies in Argentina, while its technology is easy to deploy in other industries.

Award Winners

Country/Region Winners

Barbados

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



Honoring its mission of digitally transforming business environments with the use of cloud infrastructure, security and privacy controls, data analytics, and managed services, Maureen Data Systems (MDS) helped financial services customers in Barbados to innovate, leading with Microsoft Security platform, generating adoption of modern work technology, and extending to applications and infrastructure. It has also created a full road for customers based on security, efficiency and reliability that enable them to better serve their own customers in a competitive environment.

Bermuda

Fireminds Operations Limited
<https://www.fireminds.com>



Fireminds is an international technology consulting firm serving clients in Bermuda, Caribbean, LATAM (Latin America Area) and North America. Fireminds works with two divisions — software development and cloud solutions. Its solution has modernized the way its Telco customers can offer the Microsoft Modern Workplace tools to the market. Fireminds has positioned a unique offering right at the convergence of cloud, network and security that has driven Microsoft and cloud adoption in this region.

Bolivia

CiberIT SRL.
<https://www.ciberit.com.bo>



CiberIT has been a committed partner in enabling its customers' digital journey, always focused on working with key stakeholders looking to have sponsors for their projects. Thanks to this strategy, it helped one of the biggest banks in Bolivia not only migrate its previous email solution to Microsoft 365 but also engage human resources and business decision-makers into an aggressive adoption plan to use Teams and Microsoft 365 applications in a collaborative way. CiberIT created a virtual space and implemented it into the customer's tenant with all the training material, including learning capsules of the different Microsoft 365 tools and workshops. This solution was built under Microsoft 365 Power Platform. As a result, its customer increased collaboration, agility and efficiency due to the adoption of Microsoft 365 and the usage of Power Platform to automate internal processes.

Brazil

Kumulus Serviços em Cloud
Computing e Database Ltda
<https://kumulus.com>



Kumulus is a data partner transforming its business by leveraging the best of Azure to support customers across industries. It is one of our top data partners to our customers, resolving their business issues. Kumulus is also rapidly evolving to our vertical approach, getting closer to our sales segments strategy. Direct contact with the partner, sharing information, and discussions for campaigns and programs are also key to our partnership with Kumulus.

Cayman Islands

Kirk Office Equipment Ltd.
<https://kirkiss.ky>



Founded in 2004, Kirk ISS assists growing companies with increasingly complex IT challenges. Since then, it has worked with hundreds of organizations in numerous industries including financial services, legal, hospitality and government to ensure their IT systems run smoothly and information is secure. When the largest financial services company in the Cayman Islands decided to move to the cloud, it chose to partner with Kirk ISS and Microsoft. In the process, it improved productivity, hardened its systems, met regulatory compliance and set a new standard for cloud solutions.

Chile

Accenture/Avanade
<https://www.accenture.com/cl-es>



Fiscal year 2022 became a turning point in the partnership with Accenture/Avanade: They showed focus and commitment in intentionally building a genuine partnership and business plan. Working together on regular cadence with Accenture sales and tech teams on three enterprise accounts to grow customers proved to be an unbeatable and powerful combination of our technologies. Given Accenture/Avanade's industry and services expertise, their work resulted in a substantial jump of ACR (Azure consumption revenue) over the past year, while growing the number of people certified by 50%.

Award Winners

Country/Region Winners

Colombia

TD SYNEX

<https://www.tdsynex.com/>



Over the past year, Westcon, part of the SYNEX family, has stood out in three major ways. Firstly, it is focused on changing the share of its revenue with a direct focus on cloud, working specifically with Microsoft. Secondly, it stood out through its investments: It is a partner with incredible performance of certified resources in Colombia with more specialists on its technical teams, quadrupling that of its peers. It has more than 40 certifications and seven Azure architects. Lastly, Westcon is a great partner with its ACR (Azure consumption revenue) seeing a year-over-year growth of 110%, as well as in Data and AI with a growth of 102%, Security in Azure of 271% year-over-year, and 20% in billed revenue, which demonstrate the business transformation it has had aligning with the strategy proposed by Microsoft.

Costa Rica

GBM Corporation S.A.

<https://gbm.net>



Its story is one of perseverance and teamwork, and strong co-selling with a sharp vision of the objectives necessary to gain a new customer in an unprecedented deal. The partnership between GBM and Microsoft was the key to unlocking the potential of the cloud in this very strategic account, and it sets a milestone for GBM as LSP (licensing solution providers) in Costa Rica.

Curaçao

Inova Solutions

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



Inova Solutions empowers organizations of all sizes to create business advantages by adopting digital transformation, through the implementation of IT solutions that optimize employee productivity and ensure business continuity. One of the main financial entities in Curaçao needed a solution that fulfilled the security and compliance requirements of the types of institutions that handle personal customer information and other sensitive data. Inova Solutions worked with the customer to completely transform their workspace, focusing on a modern workplace solution with special attention to security and compliance.

Dominican Republic

SoftwareONE Dominican Republic

<https://SOFTWAREONE.COM>



SoftwareONE is a leading global provider of end-to-end software and cloud technology solutions, with offices in Dominican Republic. With an IP and technology-driven services portfolio, it enables companies to holistically develop and implement their commercial, technology and digital transformation strategies. In this case, it enabled one of the most relevant companies in the country to modernize its applications to manage documents across multiple business units. The application needed to sync with its ERP, ensuring availability, scalability and cost reduction. As a result, it used a stack of Microsoft Azure technologies to deliver this solution to the customer.

Ecuador

Business IT

<https://www.grupobusiness.it>



Business IT has consistently been one of the most relevant cloud partners in LATAM (Latin America Area) South. It has maintained a growth mindset since its creation and has thoroughly executed a strategy based on solid technical knowledge, strong internal team development and obsession with customer satisfaction. Its team keeps evolving and innovating, generating new practices, and working collaboratively with our teams to maximize our impact in the market.

This year's winner is a solution developed alongside a multinational pharmaceutical company, which faced several challenges on the registration and processing of internal expenses. The Business IT team analyzed the issue and developed and automated process with RPA components based on Microsoft 365, Power Platform, SharePoint, Azure and an integration with SAP. Now, more than 200 internal users run some 3,000 records monthly with 80% reduction in processing time per record.

El Salvador

Corporacion Orbital S.A. de C.V.

<https://www.esorbital.com>



Grupo Orbital, key in the transformation of AMP, is an industry leader in providing digital supply chain solutions, focusing on automated sourcing, procurement and supplier management. A strategy was implemented to streamline and secure operations with a 100% cloud approach that included all productive servers on Azure, deployed a Power BI solution using Azure SQL services and Data Factory, among others, configured collaboration solutions with Microsoft 365, and secured all workloads with Microsoft 365.

Award Winners

Country/Region Winners

French Guiana

MC3

<https://mc3antilles.com>



MC3 Antilles is a part of the MC3 Group, operating 18 local agencies around the globe. It implemented a Marketplace where its reseller network can have access to purchase and have a seamless experience using its Indirect Reseller CSP rights. The results have been the increase of reach and address every opportunity helping our end customers' businesses in the French West Indies Territories.

Guadeloupe

MC3

<https://mc3antilles.com>



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Guatemala

SEGA

<https://www.gruposega.net>



SEGA is key enabler of transformation of its customers in Guatemala. This key customer is adapting to the future of work by going hybrid through the implementation of Azure Virtual Desktop, whose features and functionalities aligned perfectly with its needs while remaining affordable. Microsoft Azure was key to enable this implementation and is beginning to unlock a complete set of digital transformation initiatives for the customer.

Honduras

ITCO Corporation, S.A. de C.V.

<https://www.itcoint.com>



ITCO is driving growth in security, mainly due to the entire audit and evaluation process being carried out with a key client. It has worked to improve this client's security gaps using Microsoft products, as well as premium support. ITCO is committed to the digital transformation of all its Honduran clients, such is the case that it has grown 62% ACR (Azure consumption revenue) in Azure year-over-year, 106% growth in cloud consumption year-over-year, as well growth in Security year-over-year.

Jamaica

Maureen Data Systems

<https://www.mdsny.com>



Honoring its mission of digitally transforming business environments with the use of cloud infrastructure, security and privacy controls, data analytics, and managed services, Maureen Data Systems (MDS) has been able to capitalize on the changing technology landscape in Jamaica and offer true business value to the clients with transformational services of its digital estate of platforms and technologies. Over the past year, MDS completed numerous projects focusing on secure digital transformation and enhancing the cloud experience for our mutual customers.

Martinique

MC3

<https://mc3antilles.com>



MC3 Antilles is a part of the MC3 Group, operating 18 local agencies around the globe. It implemented a Marketplace where its reseller network can have access to purchase and have a seamless experience using its Indirect Reseller CSP rights. The results have been the increase of reach and address every opportunity helping our end customers' businesses in the French West Indies Territories.

Mexico

Secure Nextgen Systems

<https://www.secnesys.com>



Secnesys has successfully deployed strategic Microsoft-based security platform projects with top customers in the region, delivering value by replacing tools from competitors for solutions based on Microsoft Cloud. In all those projects, Secnesys has shown a great co-sell culture, collaborating with our account teams, with more than 50% of shared opportunities coming from it. Secnesys is also investing in Microsoft incentives to increase adoption and usage to generate more new opportunities for customers. Secnesys has been working on developing capacity and specialized knowledge (Tech Intensity), receiving three security advanced specializations.

Nicaragua

ITCO Corporation S.A.

<https://www.itcoint.com>



ITCO has been crucial in the leadership of the digital transformation of its customer, passing its entire infrastructure based on microservices and providing support in the adoption of Microsoft tools and services such as Azure DevOps, Kubernetes, PaaS (platform as a service) services, and SQL Database. In addition, ITCO has accompanied its customer in taking the first steps in migrating infrastructure to the cloud in an IaaS (Infrastructure as a Service) scheme.

Award Winners

Country/Region Winners

Panama

Business IT

<https://grupobusiness.it>



Business IT is leading digital transformation by adopting Open Banking standards, using a DevOps framework and Azure as a cloud to support the digital transformation process. The bank is implementing agile development methodologies supported by the Azure DevOps platform. This allows it to work on a scalable platform, supporting the DevOps framework to improve development capabilities, processing organization, scalability, and high availability as well as security.

Paraguay

Grupo OLAM

<https://www.olam.com>



Grupo OLAM has been a key partner for Microsoft Paraguay since 1994. This partner is 100% focused on Microsoft technology and fully aligned with Microsoft's mission, with Paraguay's transformation and digitalization as one of its top priorities.

Nowadays, OLAM is focusing on reinforcing its team's skilling and technical capabilities, always discovering and learning from new projects. In the past year, OLAM led a full cloud migration project for a decentralized company with standardization, collaboration, data storage and security needs.

Peru

G&S Gestión y Sistemas

<https://www.gestionysistemas.com>



G&S is a Peruvian company with more than 12 years of experience and more than 150 employees providing innovative and disruptive solutions to our corporate and small and medium-sized business accounts.

In the past year, G&S built an intelligent industry platform, called G&S PI2, developed 100% with Microsoft technology, satisfying new customers' demands and aligned with Microsoft's industry strategy. G&S PI2 facilitated the adoption of new technologies in the modernization, reconversion and transformation of the Peruvian Industry. The goal of G&S PI2 is to interconnect companies' production units, create digital production networks and use resources much more efficiently. Industry 4.0 seeks to connect the physical and digital worlds, allowing real-time access to data and generating intelligence.

One of the most relevant fishing companies in Peru adopted G&S PI2 to have real-time data of its control process system. All this data is displayed in different custom reports, allowing quick analysis for the best decisions.

Puerto Rico

Rock Solid Technologies, Inc.

<https://www.rocksolid.com/ww>



Rock Solid Technologies is recognized as one of the leading information technology development companies in the Caribbean for developing high-quality software solutions for public- and private-sector clients in the Caribbean, North America and Latin America. Using Microsoft tools, Rock Solid developed a system that supports a public sector entity in its aim of restructuring its operations, addressing the risks identified, transforming it into a unified and centralized system that allows it to have real-time data visibility. The innovation of this solution hosted on Azure allows the customer to improve its more relevant KPIs, directly benefiting the community it serves.

Trinidad and Tobago

Davyn Limited

<https://davynntt.com>



Davyn was founded in 2000 with a focus on delivering business solutions to clients in the English-speaking Caribbean. Today, Davyn is a Microsoft partner that employs the largest group of Microsoft Dynamics specialists in the region. It is focused on delivering a range of solutions based on the Microsoft platforms and assisting companies of all sizes successfully implement solutions that have reduced costs, improved customer and supplier communications, met industry requirements, and made wiser, more profitable business decisions. Davyn presented the Microsoft Power Platform as the solution to the region's most relevant bank's challenges. Power Platform enabled the customer to meet its requirements for an integrated platform with unparalleled flexibility and interoperability that would fit well with its adoption of other Microsoft technologies such as Microsoft 365 and Azure.

Uruguay

Arnaldo Castro

<https://www.arnaldocastro.com.uy>



Founded in 1937 and with a history of 83 years, Arnaldo Castro is a leader in the integration of information systems technologies, developing a permanent policy of anticipating the dynamic needs of the markets.

It delivers added value to the management processes of companies, offering the latest and best trends in infrastructure and information and communication technologies, with integral solutions and professional services under strict quality standards.

As a key partner in Uruguay for Microsoft, it is leading innovating projects in both the public and private sector — always with significant impact on each person and each company with direct impact in terms of social responsibility.

Award Winners

Country/Region Winners

Venezuela

Consultores e Ingenieros Consein CA
<https://www.consein.com>



CONSEIN, with 35 years in the IT market, recently turned the helm of its approach of selling licenses into that of an IT solution and value-added services provider, helping customers in the process of digital transformation. This success was made possible by its solution created using digital technologies, such as Azure, Big Data, Machine Learning, Power BI and the right algorithm. We have achieved the goal with Microsoft through great teamwork.

Middle East Africa (MEA)

Bahrain

Almoayyed Computers Middle East (ACME)
<https://acme.tech/>



ACME is a leading cloud and MSP (Managed Services Provider), Application Implementer and SI of regional repute. Based in Bahrain, it is qualified as gold and silver in PPM, CP, Collaboration, Content, Datacenter, Communications and ER. ACME focuses on aiding Bahrain's digital-first policy and local businesses with digital optimism by co-developing digital solutions. ACME enabled a customer's digital transformation journey, migration of its core financials, supply chain, procurement, HR and payroll functions to Dynamics 365 Financial & Operations Cloud including integration with its in-house health information system and its homegrown Middle East HR/Payroll Solution. ACME enabled another customer to stay secure remotely with Azure Virtual Desktop and Citrix to provide secure and controlled access to the organizational data. ACME positioned the agreement to help the customer adopt to MC and SS coupled with managed services, and to provide it with a more secure and scalable multicloud environment.

Côte d'Ivoire

TransNumerik
<https://www.transnumerik.com>



Leading clients through digital transformation is one of TransNumerik's missions. One recent success involved a large West African bank, which wanted to improve the availability of its infrastructure to ensure banking customers had an exceptional experience and migrating the tenant from Europe to Africa. TransNumerik experts jumped in and created a highly available infrastructure and fully modernized the bank's IT services. Today, TransNumerik goes further and enables its customers not just to survive but to flourish.

It has added 62 new customers in the market of Senegal and Ivory Coast, a growth of 700%. It has a year-over-year growth in Azure Consumed Revenue of 145%.

Egypt

Link Development
<https://linkdev.com>



Link Development is a 20-year-old Microsoft partner, a global technology solutions provider leading the digitalization of the private and public sector. It delivers services, products and platforms that accelerate customers' digital transformation journey. Capitalizing on its massive expertise, it has engaged with a government entity along with Microsoft to automate and convert physical courts into fully digital. The platform is built on an intelligent backend that automates and integrates end-to-end judiciary processes and services, including legal case filing, assignment, scheduling, distribution, transfers and more. To help reduce case queues and streamline case flow from initiation to processing until sealing, all case stages are digitalized. Through an online portal — and from any device and any place — citizens, lawyers and others can register, e-file new cases, follow up on cases' progress, set appointments, receive judges' decisions, make e-payments, submit complaints and more.

Ethiopia

Liquid Telecommunications Operations Limited
<https://cloudmania.africa/>



Building Africa's future, the Cloudmania team is expanding its partnership with both Microsoft Azure and Microsoft 365 by creating and enabling its partners through training and business mentorship.

Cloudmania penetrated Ethiopia as a new market for Microsoft. It recruited net-new partners to have cloud discussions, and it offered focused training and guided its partners through the sales process by offering architectural support, staff enablement, licensing, and sales coaching and follow up.

Through the unparalleled partner program of Cloudmania, partners in Ethiopia have access to incentives, marketing budgets and sales-qualified leads, engagement with cloud specialists, and proof of concepts for customer deals.

Cloudmania helped partners build their SMB offering by offering advanced support and design services. Our partners in Ethiopia have rapidly grown in an emerging cloud market by clearly articulating the value of modernization to the SMB segment and using technical support from Cloudmania.

Award Winners

Country/Region Winners

Israel

CloudEdge LTD

<https://www.cloudedge.co.il>



CloudEdge is a leading Microsoft MSP (Managed Services Provider) and an exemplary Top Tier Fasttrack Ready Partner collaborating on three solution areas across all segments in Israel.

Along with tech support, DevOps, consulting, cost optimization and cloud security services provided in the worlds of finance, industry, high-tech, government and the private sector, CloudEdge provides comprehensive and professional multicloud security solutions implementation and professionally guides its customers' smooth journey to the cloud.

Using its strong expertise in threat protection, it provides top secure network shield and streamlined processes, as well as cost-effective business continuity plans. One of its top accomplishments was penetrating a leading Israeli bank and causing approach metamorphosis while deploying solutions, conveying over 50 training courses and workshops, adopting Microsoft landing zone platforms and more.

Because clients see CloudEdge as their trusted advisor, most return to purchase more solutions to complete their Microsoft suite, which is truly the biggest compliment.

Kenya

Cloud Productivity Solutions Limited

<https://cloudproductivity-solutions.com>



Cloud Productivity Solutions Limited is a born-in-the-cloud partner that specializes in helping companies save money through innovation. CPS focuses on delivering products and services that improve customers' business operations, which led to the launch of SMB Boost package solution for the SMB (small and medium-sized business) market across Eastern Africa.

CPS drove the adoption and consumption of Azure with 268% year-over-year growth in Azure Consumed Revenue, 326% on Data & AI consumed revenue, 219% on digital app Innovation and a 500% growth on Security consumed Revenue. CPS achieved four advanced specializations reflecting its technical capability and investment in Azure.

Kuwait

Ebla Computer Consultancy Co.

<https://www.eblacorp.com>



Ebla has played a vital role in helping one of our strategic customers in the government sector migrate its end-to-end IT infrastructure to the cloud, harnessing the power Microsoft Azure. It was a complex environment with unique operations across multiple platforms that required a high level of expertise. Not only was it able to deliver the desired value to the customer much before the deadline, but the entire project was also implemented with minimal disruption to its core services. Similar projects are underway to drive strong customer satisfaction and help customers monetize their investment in adopting the Microsoft Public Cloud. Ebla is a respected organization in Kuwait strategically partnering with Microsoft in leading digital transformation in the public sector. It is heavily invested in Microsoft-related competencies and skills to maintain its market leadership.

Lebanon

Comprehensive Computing Innovations

<http://www.cci-me.com.lb>



Comprehensive Computing Innovations (CCI) is a Microsoft Cloud Solution Provider partner based in Lebanon. With uninterrupted, countless years of success, CCI is an outstanding leading technology partner that has demonstrated exceptional performance by assisting its customers in Lebanon and GCC (Gulf Cooperation Council) countries in adopting a digital transformation strategy and supporting them throughout the implementation process, providing technical expertise for a smooth and trouble-free transition to the cloud.

With a couple of advanced specializations and a strong focus on small to medium-sized businesses in Lebanon, it is performing well in both Azure and Modern Workplace. It showed a great alignment during the past year, adding new Azure customers and increasing the Azure Consumed Revenue year-over-year by 142% cross segments.

Award Winners

Country/Region Winners

Morocco

Casnet SA

<https://mycloud.ma>



Casnet aims to enable digital transformation for companies in Morocco, making the small and medium-sized businesses its core target segment.

After successfully penetrating the small to medium-sized business market in Morocco with Microsoft 365 and being a top Cloud Solution Provider in Morocco, Casnet continued its transformation journey and the transformation of its customers' ecosystems. It does so by focusing on expanding the use of Microsoft 365 tools and the entire Microsoft cloud ecosystem (including Azure, PowerApps, Power BI and Dynamics). Thanks to its fiscal year 2022 strategy and plan, Casnet has acquired 507 end customer companies. Thanks to its innovative solutions fully based on Microsoft Cloud, it brings added value to the companies of the country.

Nigeria

Reliance Infosystems Limited/Cloudware Africa

<https://reliance.systems>

<https://cloudware.africa>



Reliance Infosystems exemplifies the customer-centric company that identifies opportunities within the different industries and helps customers drive value from their investment with Microsoft. Reliance Infosystems runs different customer acquisition programs while working with the extensive Microsoft products to deliver different demand-generation engines. Reliance Infosystems drove the adoption and consumption of Azure with 132% year-over-year growth in Azure Consumed Revenue, 207% on Data and AI consumed revenue, 233% on digital app Innovation, and a 162% growth on Security consumed Revenue. Reliance Infosystems achieved seven Advanced Specializations, reflecting its technical capability and investment in Azure.

Oman

International Information Technology Co LLC

<https://iitcoman.com/>



IITC is a Microsoft partner in Data Analytics and Cloud Platform. It has grown to be one of the most successful and reliable technology solution providers in Oman. IITC serves the technology needs of public- and private-sector organizations around Oman. IITC moved an aviation customer to a digital transformation by a migration to the cloud, adapting and enhancing systems to match business growth. The customer required a solution that processes large amounts of data, consisting of over 30 sources and 10 terabytes. The customer wanted to migrate, enhance the existing data processes, and implement a central repository for all ETL packages. With expertise on the Microsoft Azure platform, IITC designed and built a scalable and efficient big data platform on Microsoft Azure. Data Ingestion pipelines were built utilizing Azure Data Factory to ingest data from a variety of sources, including SaaS solutions, REST APIs and SQL Server.

Pakistan

Infotech Private Limited

<https://www.infotechgroup.com>



Infotech's commitment is to earn the trust of customers and Microsoft, providing high-quality services. It is also committed with Microsoft to transform as per industry needs, and for that it has made a big investment to train its resources to cover all cloud areas. Partnership with Microsoft has helped it grow the business as it has done great work with one of its customers — which is set to be the first USD \$1 million Azure Consumed Revenue account in Pakistan at the end of June.

To accelerate demand gen activities, it has delivered around 25 workshops under project NEXT.

Qatar

Mannai Trading Company W.L.L.

<https://www.mannai-ict.com/>



Mannai Trading Company is one of Qatar's most significant Microsoft partners and services providers, with over 72 years of experience in the local market. By collaborating and using Microsoft Azure cloud services, Mannai had put an innovative framework in an administration platform program for a world-renowned sports organization. The innovation of this program will make an impact on the customer's operation process where Mannai was able to provide fans traveling to Qatar with a seamless and secure experience. It provides comfort and safety in the stadium, visa-free entry to the host country, and free usage of means of public transportation around the stadiums that host the tournament and other host country services. Mannai demonstrated outstanding support to the supreme committee for delivery and legacy plans to use the solution for any future sports event in the state.

Saudi Arabia

Riverbed

<https://www.riverbed.com>



Riverbed has maintained a strong practice around driving digital transformation and cloud adoption through its broad range of IP solutions. The partner's solution has demonstrated remarkable advantages for Saudi customers from all segments and industries, promoting application performance, end-user experience, end-to-end visibility, usage, and adoption across Microsoft 365, Teams, Azure and hybrid.

Riverbed displayed a great deal of proactiveness in its customer approach and proved to be a prime example when it comes to partner sharing. Despite being newcomers to the Saudi market, Riverbed achieved an impressive series of successful wins this year, pushing it to the No. 1 spot for IP co-sell in the country.

Award Winners

Country/Region Winners

Senegal

TransNumerik

<https://www.transnumerik.com>



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South Africa

Mint Group

<https://za.mintgroup.net>



Mint Group is a cloud solution partner with deep expertise across the entire Microsoft Cloud, including Azure, Business Applications and Modern Workplace. It is a member of the Dynamics 365 Inner Circle, and multiple award winners for its extensive solution capabilities working across Microsoft's customer base. In terms of Microsoft competencies, Mint holds 14 gold and one silver, and it has published 19 solutions and eight consultancy offerings in Azure Marketplace and AppSource.

Together with the groundbreaking work Mint is doing to enable the success of our customers, build industry-specific innovation and drive cloud growth in the country, it is also deeply committed to making a difference, and investing in developing and growing the South African economy through driving inclusive digital transformation. Mint consistently demonstrates exceptional technology competency combined with deep industry experience, marketing knowledge, and unrivaled agility and responsiveness to customer needs and market conditions.

Tunisia

INSOMEA Computer Solutions (PUNICS)

<https://insomea.com/>



INSOMEA's performance has shown 150% growth on cloud revenue through accelerating and winning factor for AVD (Azure Virtual Desktop), SAP on Azure, Security and App Modernization Services while prioritizing ISV. Fully 80% of its engineers are certified at Microsoft cloud workloads, and 90% of them are Microsoft Certified Trainers with 1 Azure MVP, resulting in earning full gold competencies, six advanced specializations and designated as an MSSP (Managed Security Service Provider).

Turkey

CC Bilgi Teknolojileri

<https://en.cloudcan.com/>



Cloudcan is a Microsoft partner with digital transformation focus at the center of its services, providing trusted consultancy for customers and their business partners. It has strong technical capabilities in cross-solution areas, including Modern Work, Security, Azure Infrastructure, Hybrid and Application Innovation. It has obtained several Advanced Specializations including Azure Application Modernization, Microsoft Information Protection & Governance, Threat Protection, and Identity & Access Management. It has positioned itself as the strategic partner of key customers, and it leads its digital transformation story end-to-end by delivering solution assessments, cloud accelerator program workshops, technical trainings, and licensing consultancy with its IP for software inventory management to provide the best cloud transformation roadmap.

After successful migration of applications to Azure and deploying modern work and security services, it also provides Azure managed services, hybrid/remote work solutions and increased customer satisfaction by offering its IPs with Teams apps for customer HR and communication services.

Uganda

Computer Revolution Africa U Ltd

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



Computer Revolution Uganda was committed to helping businesses across the region drive process automation, leveraging the Microsoft platforms and Azure, successfully achieving its goal by increasing its human and technical capacity — which has resulted in successful projects across Eastern Africa.

Its Azure Consumed Revenue grew by 61%, Data and AI Consumed Revenue by 43%, Digital App Innovation Consumed Revenue by 43% and Azure Security Consumed Revenue by 396%.

Award Winners

Country/Region Winners

United Arab Emirates

Cloud4C Services MEA
<https://www.cloud4c.com/uae/>



Cloud4C is a global Managed Services Provider with a strategic focus on the partnership with Microsoft. It has played a key and impactful role in bringing into reality the aspirations of digital transformation, customer satisfaction and Azure cloud adoption to customers in the UAE (United Arab Emirates) through leveraging a factory-based approach for migrating workloads to cloud using best practices and Cloud Adoption Framework. Its technical intensity in all major Microsoft cloud technologies has supported it in providing world-class security, smart automation and hyper-scalable innovative solutions in its customer-centric approach. At present, Cloud4C is a partner holding a high bar due to its strong focus on many Advanced Specializations and gold level of knowledge, expertise and experience as well as continuous investment in people and commitment to its growth reflects the true meaning of being an innovative role model and ambassador of Microsoft technologies.

United Kingdom

United Kingdom
HCL Technologies UK Ltd.
<https://www.hcltech.com/>



HCL Technologies is a leading Azure Expert Managed Services Provider, with a strong commitment to sustainability, skills and innovation. A key launch partner for Microsoft's Industry Clouds, HCL has accelerated growth across Business Applications, Power Platform and Azure over the past three years. It has continued this industry pivot with dedicated Microsoft business units, focusing on meeting customer needs through innovation and resulting in many key industry wins. This innovation extends to Marketplace with several solutions readily available.

With one of the largest business application support desks outside Microsoft, HCL's commitment to customer satisfaction is demonstrated via incredible CSAT scores. The company recognizes that the right skills deliver great customer outcomes, and it has invested heavily in skilling its own employees and customers to ensure they maximize the value of their investments.

United States

United States
Icertis
<https://www.icertis.com/>



Icertis has allowed customers to deploy contracts as strategic assets, especially during a time of unprecedented crisis and calamity, from a global pandemic to historic supply chain disruptions to geopolitical unrest. Using Icertis, powered by Azure, Dynamics 365, Microsoft 365, Teams and the Power Platform, customers have activated digital selling, built resilient supply chains, and managed financial and regulatory risks. Icertis' AI-infused Contract Management (ICM) platform is used by some of the largest Fortune 500 companies to manage 7.5 million contracts in more than 40 languages across 90-plus countries, streamline and automate business processes, and gain insights (using Azure Analytics) that were previously impossible to access. Icertis has a promising future, with Contract Lifecycle Management (CLM) growing at 35% a year, Forrester recognizing CLM as "from nice-to-have to mission critical," and Gartner acknowledging Icertis as the clear Magic Quadrant Leader.

Western Europe

Austria
Accenture/Avanade
<https://www.accenture.com/at-de>



On top of an incredible performance and business impact in the Dynamics and Azure field, they went the extra mile and contributed to a local initiative and movement, "Mach heute Morgen möglich," which aims at demonstrating the possibilities that arise from using cloud technologies.

In their solution, Accenture/Avanade included a sustainability case with a key partner, which contributes to Vienna's goal of becoming climate-neutral by 2040. In the education space, they raised digital competence of Austrian schools by building a platform to ease communication between students, teachers and parents, and finally — together with the Austrian federal agency for care and support — they provided a trusted, secure solution to manage demands of people in need of help and protection.

Award Winners

Country/Region Winners

Belgium

De Cronos Groep

<https://cronos-groep.be/en/>



Over the past 21 years, De Cronos Groep has become one of Belgium's largest IT companies with over 8,500 employees serving 10,000 customers who rely on its IT and innovative services. It is built up around an entrepreneurship model, in which more than 50 competence centers have specialized in various Microsoft technologies organized under one big community, MiCRONOS, employing over 1,200 Microsoft experts across all Microsoft workloads and segments. Its results are impressive, seeing year-over-year growth of 65%, and 126 new customers year-to-date.

Denmark

Accenture/Avanade

<https://www.avanade.com>



Accenture/Avanade Denmark is committed to becoming the preferred partner for enterprise clients wanting to embark on their digital transformation journey. They have had an outstanding year demonstrating impressive, successful and innovative solutions across the entire Microsoft stack, and their continuous development and motivation to create impact for customers is next to none.

Accenture/Avanade have seen significant growth within the Microsoft ecosystem and are heavily investing in all solution areas, making them highly skilled partners that can advise on and implement the newest Microsoft technology for the clients.

And so, they continue to prove their abilities and expertise to set the strategic direction, define the digital transformation, and create an impact for customers on their digital journeys. Together, Accenture/Avanade have collaborated with Microsoft on complex transformation projects for Danish clients, exceeding expectations and delivering industry-tailored business benefits within retail, FSI and healthcare sectors and beyond.

Finland

Tietoevry Oyj

<https://tietoevry.com>



Tietoevry succeeds in continuously transforming itself, the local market and its customer operations to deliver added value to its customers. Two years since launch, Tietoevry's deep partnership with Microsoft has grown even stronger in the past year, and it's achieved many collective successes together with Microsoft with strong Azure Consumed Revenue and co-sell growth. In addition to continuing to develop the partnership at expert, account and strategic levels, Tietoevry also established a new partnership with Microsoft Research this year. The company continues to show significant growth potential in the local market, and fiscal year 2022 marks yet another year during which Tietoevry grew faster than the market in Finland across Microsoft Cloud. Tietoevry also helped propel Azure to the position of clear market winner for SAP workloads in Finland this year.

Iceland

Advania Iceland

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



Within the past year, Advania has played a key role leading digital transformation and innovative projects in Iceland with its ability to drive change and innovative solutions across the entire Microsoft portfolio.

A logical next step to setting up a special Microsoft consultant and licensing department has been to implement a group of engineers to solely focus on Cloud Services and Security regarding Microsoft 365 and Azure (CloudOps). This special division is passionate about unlocking the potential of the cloud journey and has been helping customers migrate their solutions to the Microsoft 365 Cloud and to realize the potential of the Microsoft Cloud.

Furthermore, this development and strategy has increased service, mobility and focus on Advania's customer offerings; the engineers are on the leading edge of utilizing technology from Microsoft when it comes to security, modern workplace, applications and Azure innovations, which both customers and Microsoft are benefiting immensely from.

Award Winners

Country/Region Winners

Ireland

Eir Evo

<https://www.eirevo.ie/>



Eir Evo is one of Ireland's largest telecommunications and ICT solutions providers. Eir Evo helps keep its customers at the forefront of evolution by pushing the boundaries of the latest technologies to bring true innovation. It continues to invest heavily across its Microsoft practices and has a strong record of driving multicloud adoption of Microsoft solutions with its customers, landing exceptional growth rates across the three clouds.

Eir Evo has established co-sell practices with Microsoft, which enable it to work with Microsoft to land leading-edge technology solutions that solve the challenges and business pain points of our mutual customers.

Eir Evo demonstrated its expertise and customer obsession through the transformative work it has done for one of its longstanding customers, a world leader in video monitoring and security. This enterprise operated all its monitoring application on-premises in Ireland with no capability to expand into new regions. Eir Evo engaged with this enterprise to implement and manage its entire monitoring application stack on Azure, leveraging cloud native components to increase operational flexibility, ensuring resiliency and delivering scale requirements. Designing a footprint that uses Azure to host the required infrastructure allowed this enterprise to expand to many different global regions all while leveraging Azure to meet local needs.

Italy

Tech Data Italy

<https://it.techdata.com>



Tech Data Italy successfully met the challenge of evolving the indirect channel in a digital transformation engine for the Italian market. And they did it achieving impressive growth and business results. Tech Data fully embraced Microsoft's cloud strategy through an effective approach made by significant marketing, solution development and readiness investments, building the most compelling cloud framework for both resellers and customers. Thanks to its skilled reseller network, Tech Data Italy moved tens of thousands of customers to Microsoft Cloud, becoming one of the most relevant Cloud players in the small and medium business space.

Luxembourg

Devoteam M Cloud

<https://mcloud.devoteam.com>

Devoteam M Cloud is one of the leading providers of Microsoft Cloud technologies in Luxembourg with 10 Advanced Specializations and Expert Azure MSP. It combines its broad industry experience, managed services, transformation and development skills with Microsoft solutions. With its Creative Tech Studios, it has developed a unique local market offering, transforming the culture, the mindset and IT within organizations. Sustainability is a topic included in every digital transformation project. Devoteam plays a critical role in supporting business leaders to understand the value of integrating best practices on sustainability and reshaping the business for a better world. Devoteam is investing heavily in digital skills development and opened a new M Cloud Academy headquartered in Luxembourg. Devoteam M Cloud is a technology powerhouse that redefines market standards, and by joining the Microsoft Partner Pledge, it stands behind the Microsoft vision to use technology as a force for good.

Netherlands

Axians ICT B.V.

<https://www.axians.nl>



Axians, part of VINCI Energies, is focused on helping its customers compete, grow and prosper in an ever-changing technological world with a variety of solutions in different industries. It has been an innovative Microsoft partner for many years. Being a people-driven organization, it has a strong mission to improve lives through digital innovation.

Axians is a real changemaker in the world of education. The eXam Workplace of Axians enables educational institutions to operate fully secured and orchestrated virtual workplaces on a pay-per-exam basis. The solution uses Microsoft's sustainable and circular Azure cloud technology, Citrix virtual workplace solutions, Ivanti's process orchestration and self-service technology. The solution has evolved and offers the necessary technologies that eliminate unnecessary energy consumption, depreciation and physical traffic, resulting in its mission of improving lives by enabling those taking the exam to do that where and when they want, saving time and using a sustainable solution.

Norway

Crayon AS

<https://crayon.com/no>



Crayon is experiencing hyper growth on the Microsoft platform. Its best-in-class delivery model across segments, such as ISVs, and workloads, such as security and data AI, is exceptional in the Norwegian market.

Award Winners

Country/Region Winners

Portugal

Xpand Solutions – Informática e Novas Tecnologias Lda
<https://www.xpand-it.com/>



Xpand IT is a global company specializing in application development, data and AI, and customer experience. This past year, Xpand IT has strengthened the successful partnership with Microsoft in different ways: from go-to-market initiatives, specific accounts' work and helping develop a market for various technologies. It expanded its Microsoft practices even further by adding Business Applications to its service portfolio.

Its commitment to Microsoft's strategy and initiatives, from co-selling to skilling and Commercial Marketplace presence, was notorious: 10 published offers, over 30 open co-sell opportunities, and innumerable demand-generation activities. As a result, and with a close engagement between sales and customer success teams from both sides, the joint impact grew three digits year-over-year, with Xpand IT tripling its footprint, well above its expected targets for the partnership in this fiscal year.

Spain

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



Accenture/Avanade Spain is focused on being the best cloud and digital innovator for customers, combining their Microsoft expertise, scale and strategic digital transformation capability. They are shaping the future of innovation and personalizing experiences across industries.

Accenture/Avanade have been key in driving innovation with purpose for many customers this past year around sustainability, technology for good, data management and many other solution areas.

Sweden

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



Accenture/Avanade is in the front row of creating customer success through sustainable digital transformation built on the Microsoft cloud platform. Across our offerings in Azure, Data & AI, Security, and Dynamics 365, Accenture/Avanade is a top performer in Sweden, being the leader of two of the areas.

Microsoft has a well-defined collaboration together with Accenture/Avanade where they share business opportunities and leverage the co-sell motion to create innovation and customer value. Accenture/Avanade's strong drive to be a frontrunner in Sweden is a decisive key in its ability to help customers maximize the impact of their investments.

Switzerland

Open Systems AG
<https://www.open-systems.com>



In a complex world that is constantly changing and becoming more digital, cybersecurity has been on everyone's minds. Open Systems is a Swiss Microsoft partner that provides a set of AI-based, cloud-delivered security solutions that are simple to deploy and manage, and it provides a high level of "Crazy Good Cybersecurity."

In Switzerland, Open Systems uses Managed Detection and Response built on Microsoft Sentinel to support NGOs headquartered in Switzerland. Open Systems has helped several nonprofit organizations protect sensitive customer data, save up to 30% on overhead costs, and conduct humanitarian missions in the most secure IT environments possible.

Although Open Systems is rapidly growing with Microsoft, it continues to provide security traditionally reserved for only the largest organizations — living up to its passion of providing its customers shelter from any storm.



2022 Microsoft Partner of the Year Awards

Winners and Finalists

Thank you

