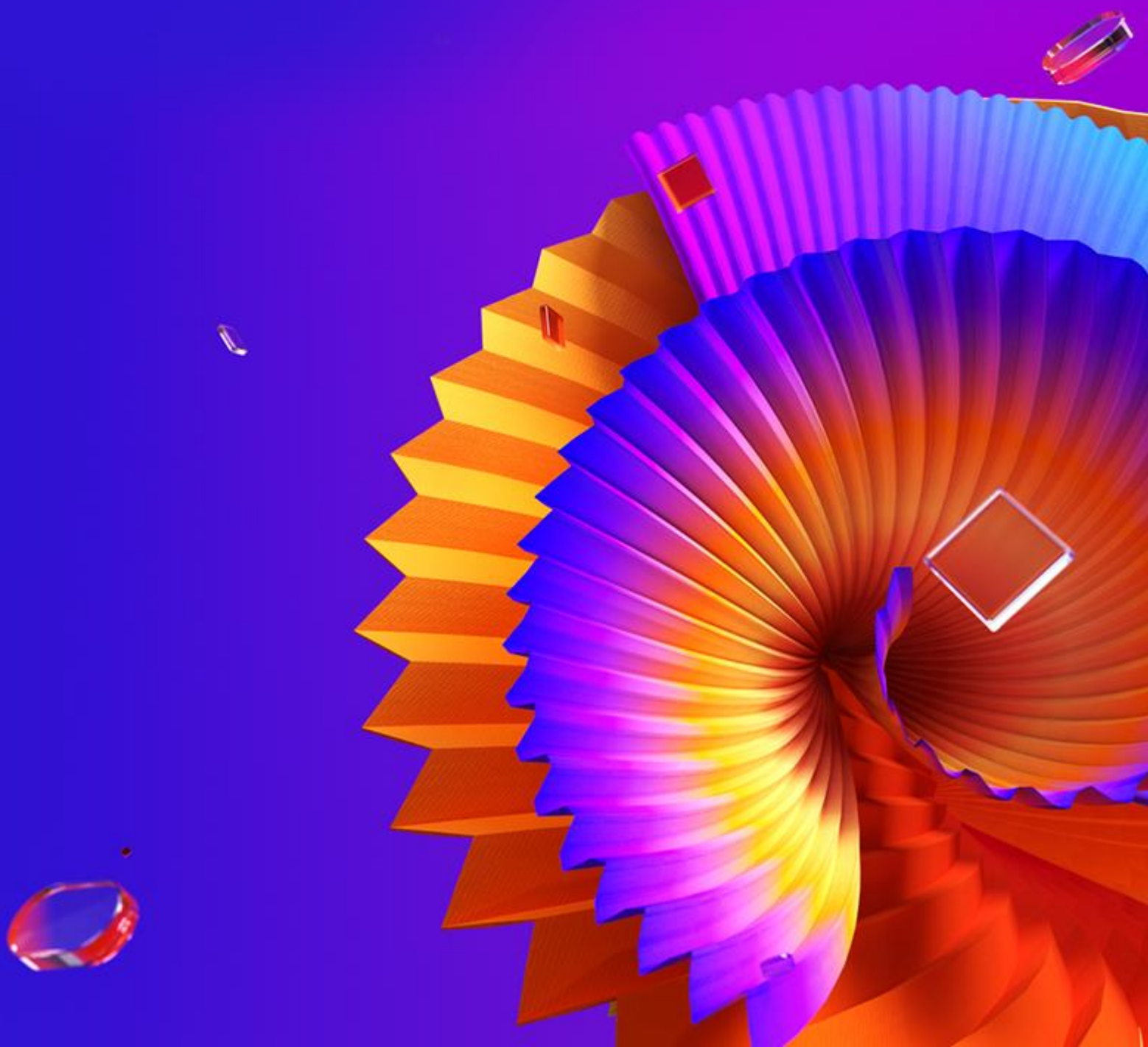




# 2021 Microsoft Partner of the Year Award Winners and Finalists





Microsoft

## The Microsoft Partner of the Year Awards acknowledge outstanding achievements and innovations from across our global partner ecosystem.

This impressive group of partners and their solutions demonstrates amazing agility and creativity in building new technologies across the intelligent cloud to edge, 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 Azure, Modern Work & Security, and Social Impact, our partners are dedicated to helping customers solve challenges and truly work to support our mission to empower every person and every organization on the planet to achieve more.

Congratulations to this year's winners and finalists, which have shown exceptional expertise, dedication to our customers, and care for our world through a year of change.



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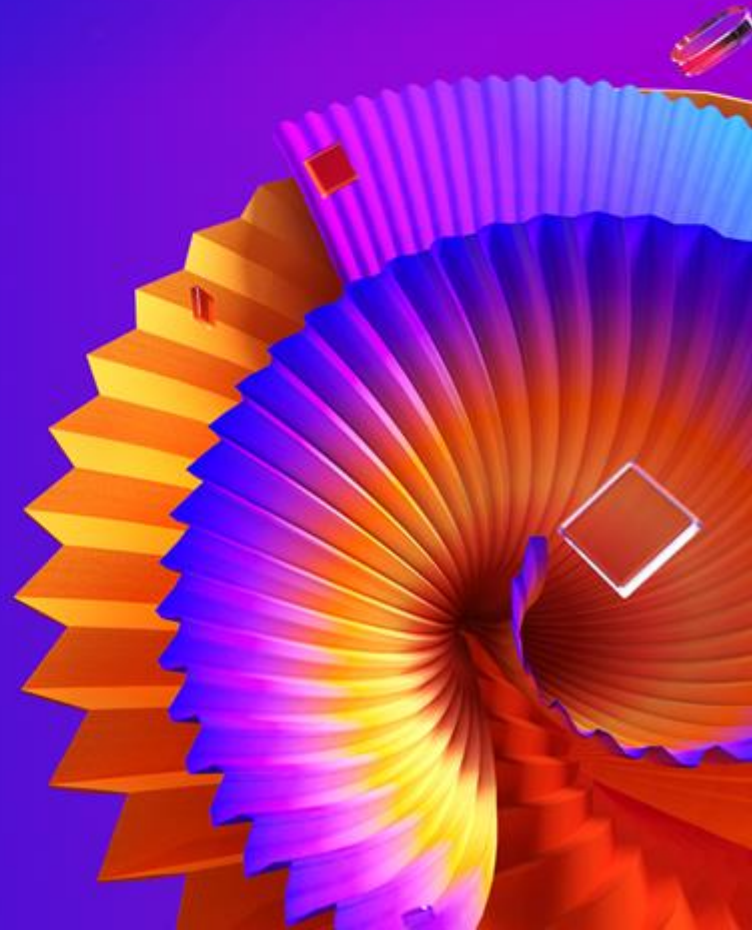
Partner of the Year Awards:

## Category Winners

- [Azure](#)
- [Business Applications](#)
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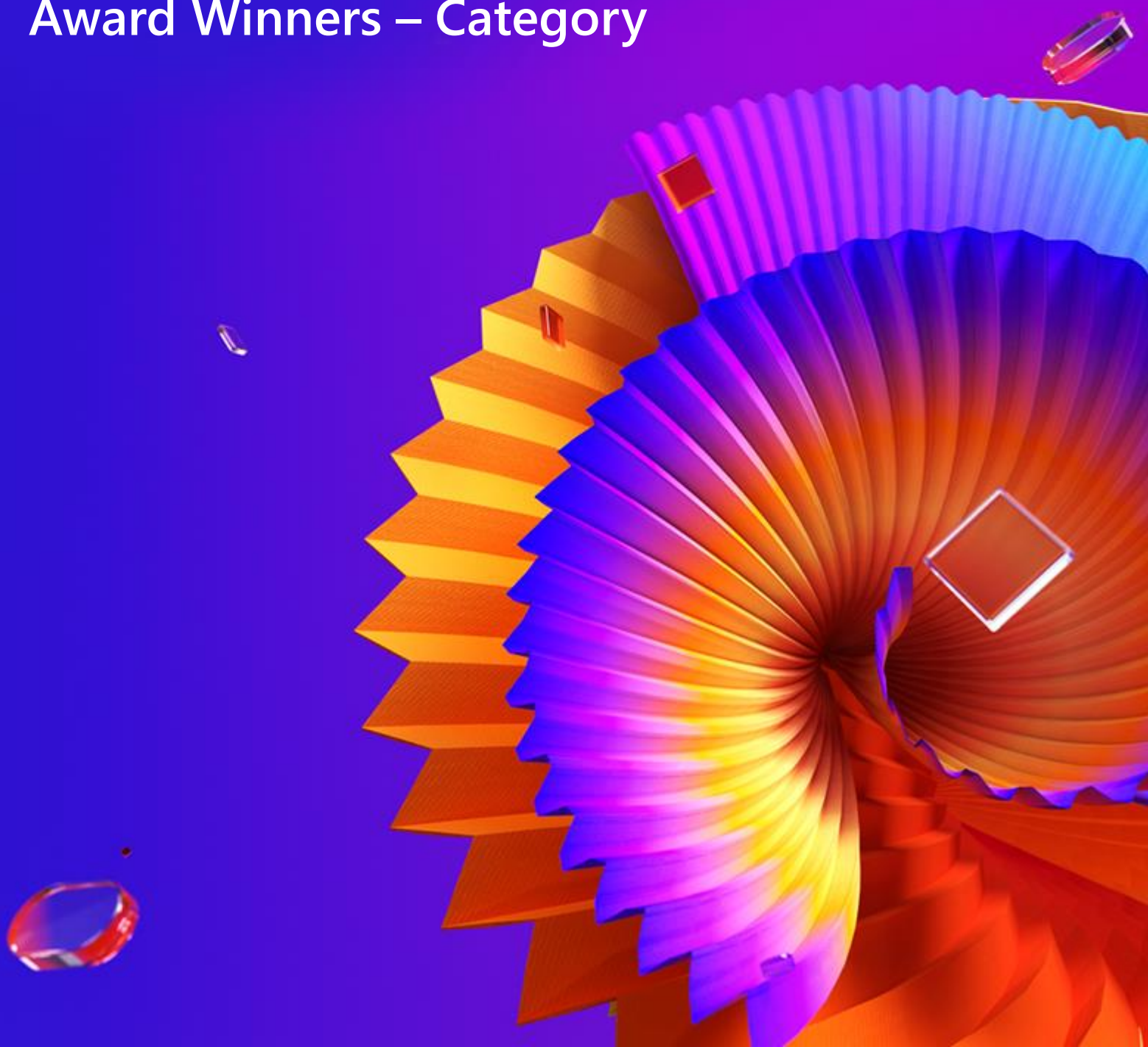
## Category Finalists

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# 2021 Microsoft Partner of the Year Award Winners – Category







Azure

2021 Microsoft Partner of the Year  
Award Winners – Category

# 2021 Microsoft Partner of the Year Award Winners – Category

## Azure

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### AI

Icertis  
United States  
[www.icertis.com](http://www.icertis.com)

Icertis' strategic bet with Microsoft on Azure AI is delivering strong customer success and leadership positioning in the contract lifecycle management market. Hundreds of customers have been empowered through over 10 million contracts valued at more than \$1 trillion, and in 40+ languages across 90+ countries. In the past year, Icertis achieved strong co-sell and revenue growth, as well as great customer success—HERE technologies being an example. Icertis Discovery AI solution, powered by Azure AI, digitized and analyzed more than 70,000 HERE and third-party contracts to unlock critical contractual terms in ~75% less time than manual processes, resulting in significant business value. Icertis' continued focus and commitment to empower customers with AI with category-shaping innovation is very impressive.

### Analytics

Capgemini  
France  
[www.capgemini.com](http://www.capgemini.com)

Capgemini's strategic bet with Microsoft on Azure Synapse as its core cloud-based analytics platform is delivering strong customer success across industries. Capgemini displays committed partnership to drive Analytics on Microsoft Azure through go-to-market, business growth, and technical expertise. Capgemini's success story with Volvo showcases how Azure Analytics is powering Volvo Group's transformation journey to data-centricity, resulting in 30% reduction in time to set up environment and 90% budget accuracy with 80%-90% waste reduction. Capgemini continues to innovate and evolve its deep partnership with Microsoft spanning more than two decades. Today, Capgemini's thousands of professionals around the world are empowering organizations with end-to-end analytics on Microsoft Azure capabilities to realize a wide range of business benefits across industries.

### Cloud Native App Development

FIXER Inc.  
Japan  
[www.fixer.co.jp](http://www.fixer.co.jp)

Fixer has shown impressive progress in growing its app innovation business with Microsoft leveraging the power of products like Azure Kubernetes Services and GitHub. The company's strong expertise in the space of cloud native application development allowed it to build a solution to track COVID-19 patients with incredible scalability. Pipelines it has built, integrated with microservices architecture and agile scrum model, allow it to ship new functionality quicker, and ensures the solution stays current as the situation changes.

## Internet of Things

Swisscom (Schweiz) AG  
Switzerland  
[www.Swisscom.com/business](http://www.Swisscom.com/business)

Swisscom's IoT innovations on Azure Stack Edge ensure the efficiency of railroads while transporting millions of people and goods. Swisscom's technology promotes efficient construction and maintenance processes, increases financial and ecological value, and enables the 24/7 tracking and monitoring of all machinery. Thanks to Swisscom's innovation expertise, global construction sites are integrated into train, streetcar, and subway timetables. The company is improving the punctuality and reliability of rail transport by encouraging more people to use this sustainable form of transportation.

Swisscom drives digitization and innovation by building solutions on scalable, standardized platforms and blocks that can be reused and deployed worldwide. The solutions implemented in Swiss railroad construction are now applied in Germany and can be scaled globally to meet the needs of the \$11 trillion construction industry.

## Migration to Azure

Insight  
United States  
[www.insight.com](http://www.insight.com)

Insight is an advanced specialized Microsoft global services partner with a scalable Azure migration factory-type solution that has helped it drive 150% year-over-year growth in services-led Azure consumed revenue in the past year. Its customer base of more than 10,000 SQL Server licensing customers provides a robust, built-in pipeline of database and infrastructure migration opportunities. In three separate customer examples, Insight's migration solution leveraged a mix of onshore and offshore resources to (1) relocate a customer's clients to Azure regions across the globe; (2) help a financial institution migrate two on-premises data centers to Azure with 150% ROI; and (3) migrate a global health company's top client application to a SaaS solution running in Azure. Collectively, these examples showcase Insight's ability to scale its Azure migration solution across a mix of customers scenarios, industries, and geographies, all while maintaining the agility to adapt and customize the solution as needed along the way.

## Mixed Reality

PTC  
United States  
[www.ptc.com](http://www.ptc.com)

PTC's Mixed Reality solutions provide an integrated portfolio for digital and workforce transformation, helping customers apply HoloLens2 devices and Mixed Reality solutions in ways that help businesses drive efficiencies. PTC leverages services such as Azure Spatial Anchors and Azure Cosmos DB to provide greater scalability, performance, and value to end users for use cases ranging from guided tasks for job training and machine operations to sales and marketing demos. Using its mixed-reality Vuforia Studio and Vuforia Expert Capture solutions, PTC worked with a large manufacturing company to address a use case around employee training; the transformation led to reduction in employee training time by 50% and millions in annual savings due to reduction of scrap and rework.



## Modernizing Applications

Wipro Technologies (Global HQ)  
India  
[www.wipro.com](http://www.wipro.com)

Wipro demonstrated deep expertise in all aspects of application modernization and showed the ability to utilize Azure in the most efficient way to meet the application needs of enterprise customers. This project showed Wipro's ability to go above and beyond for its customers, powered by an established process for co-selling with Microsoft to achieve more. Even when dealing with complex customer environments, spanning across hundreds of servers with different applications of different versions, the Wipro team was able to help customers meet their business needs and leverage the power of public cloud in an efficient way.

## OSS on Azure

HashiCorp  
United States  
[www.hashicorp.com](http://www.hashicorp.com)

The HashiCorp Terraform Azure provider enables customers to provision and manage a majority of native Azure and third-party services, like Datadog, Cloudflare, and Kubernetes, into Azure environments through a single centralized workflow. This past year, HashiCorp and Microsoft have collaborated extensively to bring the official Terraform (Anchored on Terraform OSS) module (published by Microsoft to the official Terraform registry and verified by HashiCorp) for Cloud Adoption Framework (CAF) enterprise-scale to accelerate customers' journey to managing Azure landing zones at scale with HashiCorp Terraform. The Terraform Module for CAF enterprise-scale provides a simplified approach for deploying the Management Group and Subscription organization hierarchy from the enterprise scale reference architecture using Terraform.

## Rising Azure Technology

CICRA Solutions Private Limited  
Sri Lanka  
[Solutions.cicra.lk](http://Solutions.cicra.lk)

Beating the COVID-19 pandemic, CICRA Solutions empowered the world's single largest and oldest tea auction to go live in less than one week.

The Colombo Tea Auction is the largest, most complex, and oldest tea auction in the world. With the COVID-19 lockdown, the tea auction was at risk of cancelling. CIRCA Solutions reinvented the auction from manual to online, ensuring the livelihood of 10% of the Sri Lankan population (2.1 million people). The solution shows the rapid ability to digitally transform through innovative software and the power of Azure.





## SAP on Azure

Accenture/Avanade

United States

[www.accenture.com/microsoft](http://www.accenture.com/microsoft)

[www.avanade.com](http://www.avanade.com)

Accenture is a leading SAP on Azure advanced specialized partner with an established SAP practice, deep industry experience, and unique Intelligent Platform Services that have effectively accelerated customers' business transformation. Accenture has successfully migrated and modernized many customers' SAP environments on Azure. Starting with a highly automated, tools-based cloud migration, Accenture enables low-cost, low-risk, high-speed migration while ensuring business continuity and a future-proof foundation for data migration/mining/modernization, analytics, and other innovative use cases. Accenture's proprietary AI-centric automation platform, myWizard, establishes and manages a structured approach for modern engineering, operations, and cloud and enterprise automation. Accenture's Intelligent Transformation Platform, myConcerto, simplifies and accelerates technology-led business transformation end-to-end, from a business value case to roadmap, delivery, and operationalizing the customers' workforce. Accenture has successfully leveraged a broad range of Microsoft Azure solution offerings, including Business Continuity & Disaster Recovery, Azure Data Lakes, Machine Learning, and more.





# Business Applications

## Business Applications

2021 Microsoft Partner of the Year  
Award Winners – Category

## 2021 Microsoft Partner of the Year Award Winners – Category

# Business Applications



### Dynamics 365 Business Central

WebSan Solutions Inc.  
Canada  
[www.websan.com](http://www.websan.com)

WebSan has deeply invested in Dynamics 365 Business Central online, not only on a customer success track to advocate the Microsoft cloud value cross-platform, but also into an internal content strategy to enable its sellers to address key topics bringing high value to customers. The company has grown 70% year-over-year and has increased its capacity with up to 85 new customers per year, with an average sales cycle of 30 days. This could not have been achieved without WebSan's repeatable vertical packages handled by its growing high-volume practice.

WebSan has also done proactive work regarding the Move to Cloud strategy, being a key influencer within customer communities and applying its learning around fixed-fees offers on its existing on-premises customer base.

### Dynamics 365 Commerce


RSM Product Sales LLC  
United States  
[Digital.rsmus.com](http://Digital.rsmus.com)

RSM is recognized as a leader in Microsoft's Dynamics 365 Commerce business due to its wins in key customers leveraging retail, B2B, and e-commerce. RSM has demonstrated excellence in driving digital transformation in the retail and consumer goods industry. Its vision of delivering a single unified platform for a true omnichannel retail experience is resonating with customers, and RSM has built impressive customer evidence assets from its success.

### Dynamics 365 Customer Insights

Accenture/Avanade  
United States  
[www.accenture.com](http://www.accenture.com)  
[www.avanade.com](http://www.avanade.com)

Avanade (Accenture) delivered a fantastic year on Customer Insights. In addition to selling Customer Insights to some of the top Fortune 500 companies, Avanade stands out through the high standards it brought to deployment execution. Avanade (Accenture) has been a great partner for go-lives. This has been especially impressive given that these deployments have been on large deals requiring large-scale implementations, and the company has executed on these quickly, fulfilling the CI promise of "fast time to value." Avanade (Accenture) also had high Customer Insights revenue and install base customer growth.



## Dynamics 365 Customer Service

Accenture/Avanade  
United States

[www.accenture.com](http://www.accenture.com)

[www.avanade.com](http://www.avanade.com)

Avanade (Accenture) delivered another outstanding year for Dynamics 365 Customer Service, growing license revenue 178% and install base customers 68%, and getting among the highest number of new individuals certified on the Dynamics 365 Customer Service exams of any partner in the Microsoft ecosystem. The company also had a great year in terms of the marquee logos it landed, the large customers it expanded business in, and usage growth. What is particularly noteworthy is that the set of customers it sold to and implemented at crossed a multitude of geographies (9 out of the 14 it operates in), and industries (20), with significant deals in both private and public sectors.

## Dynamics 365 Field Service

Hitachi Solutions America  
United States

[global.hitachi-solutions.com](http://global.hitachi-solutions.com)

Hitachi Solutions has consistently increased investments in its Field Service practice over the past few years. This year turned out to be a breakout year in terms of license revenue growth, usage growth, and customers landed. The company grew license revenue by triple digits, increased its install base customers, and had the highest number of new individuals certified on Field Service exams. All of this was achieved while delivering excellent business outcomes that many customers have been vocal in appreciating. In addition to staying true to the company's DNA of "continuous improvement," this performance also highlights its commitment to developing its Field Service practice.

## Dynamics 365 Marketing

Avtex a TTEC Digital Company  
United States

[www.avtex.com](http://www.avtex.com)

Avtex has become a trailblazer in developing practices on new Dynamics products in recent years. For example, its journey to developing a practice in Dynamics 365 Marketing started with a practice in Microsoft Dynamics 365 Customer Insights. Avtex was the first mover on Customer Insights, and after delivering a few Customer Insights projects quickly realized having a marketing practice that utilizes those insight to deliver targeted marketing campaigns would create fast "time to value" outcomes for Avtex and Microsoft's mutual customers. Upon realizing this, Avtex invested in developing a marketing practice and has quickly become one of the fastest-growing Dynamics 365 marketing partners, with triple-digit growth in both license revenue and install base customers. The company has also invested in getting its employees certified on the Dynamics 365 Marketing exams and has garnered all-around positive feedback from customers.





## Dynamics 365 Sales

eLogic

United States

[www.elogic.com/](http://www.elogic.com/)

Elogic has consistently been one of the strongest performing Dynamics 365 Sales partners in the US manufacturing sector for many years. In addition to exhibiting dependable growth in its customer base and license revenue year-over-year, and the favorable feedback it receives from customers and the field alike, Elogic has been a first mover in adopting new sales frameworks like Catalyst and new product features like Sales Insights. Within Microsoft, Elogic is well known for its focus on adoption and usage growth. It is also very good at differentiating from competition by selling the whole Microsoft story versus stand-alone products, as it did with a recent customer where Elogic implemented Dynamics 365 Sales plus Azure Analytics, Machine Learning, and Power BI to achieve the outcome envisioned with the customer. This year has been particularly strong for Elogic as it grew its Dynamics 365 Sales license revenue, install base customers, and usage by triple digits.

## Dynamics 365 Supply Chain Management & Finance

Accenture/Avanade

United States

[www.accenture.com](http://www.accenture.com)

[www.avanade.com](http://www.avanade.com)

Avanade and the Accenture Microsoft Business Group are deeply invested in Dynamics 365 Supply Chain and Finance, and have developed one of the most sophisticated practices with deep ISV relationships, centers of excellence, Microsoft Dynamics AX intelligence, and Dynamics 365 upgrades, among other things. Avanade's commitment to excellence is evident in its growth in role-based certifications and in its strong relationships with Microsoft R&D and FastTrack. Its business growth across revenue, customer adds, large deployments, and active usage ranked among the highest worldwide in all categories, and the company continues to add global logos to its joint base of customer evidence for Dynamics 365 Supply Chain and Finance.



## Power Apps and Power Automate

Ernst & Young LLP  
United States  
[www.ey.com/microsoft](http://www.ey.com/microsoft)

Ernst & Young's Power Apps practice allows the company to accelerate innovation and rapidly respond to the needs of its customers. This allowed it to rapidly bring together citizen developers and professional developers to respond to the pandemic by creating three solutions:

The first is the EY Grants Accelerator, which allowed governments to get pandemic relief to the citizens and small businesses that needed it. It provides effective and efficient management and reporting of funds while also reducing the risk of fraud or federal government claw back. In addition, the EY Vaccine Management Solution provides the end-to-end infrastructure for documenting, managing, administering, and monitoring the entire vaccine distribution lifecycle.

And third, the EY Paycheck Protection Program (PPP) Loan Forgiveness Solution supports banks and borrowers navigating PPP lending and loan-forgiveness programs. Together, these solutions made great contributions to EY's customers and to the communities they serve, and prove the commitment and experience that EY has put into Power Platform.

## Power BI

MAQ Software  
United States  
[Maqsoftware.com](http://Maqsoftware.com)

One of the largest food and beverage companies in the world faced challenges due to unreliable data that did not give executives a real view of their customers' points of sale. This resulted from having disparate systems that generated siloed, static, and conflicting reports. In addition, reporting performance was low and dashboards were not intuitive. MAQ Software addressed these challenges by migrating multiple Business Intelligence platforms into Power BI, which reduced critical decision-making from weeks to days, brought savings in licensing and infrastructure, and led to skyrocketing Power BI adoption. This was accomplished through a well-crafted plan that included a Power BI migration and optimization, process automation through Power Automate, and a pilot to integrate Azure Synapse to infuse AI-driven insights into inventory, delivery routes, and sales forecasts. A key contributor to user adoption was MAQ Software's approach to implement Centers of Excellence to train hundreds of team members around the world in Power BI capabilities, governance, and best practices.





# Modern Work & Security

2021 Microsoft Partner of the Year  
Award Winners – Category





2021 Microsoft Partner of the Year  
Award Winners – Category

# Modern Work & Security

## Apps & Solutions for Microsoft Teams

Adobe Inc.  
United States  
[www.adobe.com](http://www.adobe.com)

Adobe Sign solution extends its capabilities via the Teams platform in a unique way.

Adobe has built this world-class app to manage document workflows and e-signature from within the apps. Activities like creating a document, sharing feedback, sending for signature, and checking on status are seamless within Teams. It also reduces disruption and slowdown of moving between apps and learning new interfaces. Adobe Sign adds security and traceability to ANY transaction with Adobe Sign in Teams Approvals. Users can now quickly and easily add the reassurance of e-signature to anything that needs to be approved—whether an internal project milestone, development workflow, or client signoff—all directly with Teams. It's all secure, authenticated, and auditable. In addition, the Live Sign feature, Adobe Sign, is uniquely extending Teams video call capabilities to deliver an experience that feels like signing in-person, but with an even greater level of security. Examples of how customers are leveraging Adobe Sign and Teams include: government: by enabling remote judicial proceedings over video to capture legally valid, authenticated signatures; healthcare: through adding necessary signature workflows to online medical (telehealth) consultations; and banking: by enabling banks to guide customers through complex and notarized transactions, e.g., mortgage origination.

## Employee Experience

Accenture/Avanade  
United States  
[www.accenture.com](http://www.accenture.com)  
[www.avanade.com](http://www.avanade.com)

Accenture/Avanade demonstrated in-depth understanding of its customers' business challenges around workplace strategy and consequently leveraged Microsoft Viva Insights and Workplace Analytics to help address complex business imperatives.

The engagement drove material customer impact in providing actionable insights to understand employee collaboration levels and helped prioritize back-to-work locations as well as design a future roadmap for work integration.

Accenture/Avanade's engagement exemplified employee experience best practices in various areas such as increasing employee productivity by optimizing meetings, protecting focus time, enabling more productive ways of work, empowering employees to collaborate, and developing a plan of action to encourage remote and on-site integration.

Accenture/Avanade ultimately created customer value by implementing solutions to empower employees and teams to grow, to succeed, and to be their best.



## Meetings, Calling, & Devices for Microsoft Teams

UnifiedCommunications.com  
United States  
[unifiedcommunications.com](https://unifiedcommunications.com)

UnifiedCommunications.com (UC) is a global leader in Microsoft Teams meetings, Teams Rooms, and Teams phones, with an emphasis on strategy development, deployment, and device management. UC also offers a branded managed service called UC Care that leverages Microsoft Teams Rooms managed services. In 2020, UC supported more than 5,600 customers, with Microsoft playing a key role in the company's success thanks to programs such as Cloud Accelerator Workshops, Mixed Reality Partner Program, FastTrack, and Claimed Partner for Record for Meetings and Phone System.

In April 2020, the pandemic forced organizations to rapidly transition to remote work and UC's high-profile hybrid car manufacturing customer was no different. The customer initially chose Zoom for online meetings and deployed 450 Zoom rooms globally. When concerns surfaced about the security and privacy of the Zoom platform, the customer's CEO made the decision to decommission Zoom and quickly deploy Microsoft Teams. They were able to deploy Teams, and that deployment set the stage for future rollouts of more than 450 global Microsoft Teams Rooms and the introduction of Surface Hub 2S for the customer's real estate and vehicle engineering teams.

## Modern Endpoint Management

Mobile Mentor  
New Zealand  
[www.mobile-mentor.com](https://www.mobile-mentor.com)

Since 2004 Mobile Mentor's mission has been to empower people to achieve more. It does this by helping customers realize the value of Microsoft 365 to transform the ways that people work.

Mobile Mentor's customers include many healthcare organizations, and the company highlighted one such customer this year. This organization includes frontline healthcare workers, clinicians, in-home care providers, and support staff. At the outset of Mobile Mentor's engagement, this customer had low adoption of Microsoft technology with a mix of solutions from third-party vendors. This was costly and fraught with security risk, limited patient care, and negatively affected frontline worker productivity.

Leading with Microsoft 365 allowed Mobile Mentor to provide a holistic solution built on Intune, Zero-Touch Provisioning with Autopilot, Surface, Windows 10, Microsoft Teams, and Azure Active Directory. This helped the customer achieve faster deployment times, decreased helpdesk ticket volumes, and reduced spending on third-party software.



## Modern Workplace for Frontline Workers

Campana & Schott

Germany

[www.campana-schott.com](http://www.campana-schott.com)

Campana & Schott is a leading Modern Workplace partner providing holistic service including Teams, Microsoft Enterprise Mobility and Security, BizApps, and Azure.

The company has developed a lighthouse service that aligns customers' frontline challenges with the right technology solutions and helps solve those challenges.

Customer Metro is a large wholesale company in Germany. Its store staff always put customer service front and center, but still relied on paper and pen to access information. To connect store staffs to corporate communications, retain employee engagement, and boost productivity, Campana & Schott developed a solution that included task management, access to product information, walkie-talkie and messaging, a new Teams app, and Power Platform. The initial pilot has gained great feedback across different countries, with 80% of the store staff and managers attesting to the excellence of the solution. The solution now is being rolled out to 70,000 Metro retail staffs across the world.

## Modern Workplace for SMB

WeSafe IT

Sweden

[www.wesafe.se](http://www.wesafe.se)

WeSafe is on the forefront of enabling digital transformation for small or medium-sized businesses with Microsoft 365. WeSafe's focus on delivering predictable fixed-fee managed services to cover all the ongoing IT needs of its customers is critical in helping customers fully realize the value of Microsoft 365 Business Premium. WeSafe has built highly scalable managed services on top of Secure Score, Compliance Score, and Productivity Score to engage with customers on expanding their use of Microsoft 365, and has transformed its own business to use these metrics to ensure the ongoing health of customers. The trusted and high-value relationship WeSafe is building with customers is enabling them to continue small or medium-sized business digital transformation into the future as their customers mature.

## OEM Device

Tactus Ltd.

United Kingdom

[www.tactusgroup.com](http://www.tactusgroup.com)

As a Microsoft Gold Original Equipment Manufacturer partner, Tactus played a key role in getting affordable devices into the hands of students when they needed it most. Through its work with the Department of Education, Tactus delivered its Geo Windows devices with Microsoft Azure Cloud Services including Microsoft 365, Minecraft, and Azure. With its passion for innovation and making technology affordable for all, Tactus has experienced 600% growth by specializing in entry-level Windows PCs for work, learning, and play. The company delivers on its mission of delivering the best cloud to edge experiences for key market segments including education and low-cost consumer PCs.



## OEM Device Distributor/Reseller

SYNAXON AG  
Germany  
[synaxon.de](https://synaxon.de)

SYNAXON AG is a solution aggregator and Microsoft partner focused on the small-business and education markets in Germany. SYNAXON demonstrated continuous innovation and a proactive customer approach landing one of the most successful device-as-a-service projects in the world with over 18,000 rental devices including Microsoft 365. This partner's dedication to customer satisfaction and innovative solutions around DaaS, Modern Workplace and effective campaigns has contributed to significant growth. SYNAXON has driven outstanding revenue performance and transformation and continues to invest in Microsoft-related competencies and skills to best serve its customers and strengthen its market position.

## Project & Portfolio Management

OnePlan Solutions  
United States  
[www.oneplan.ai](https://www.oneplan.ai)

OnePlan is not new to the Microsoft Project and Portfolio Management Partner community. Formerly a part of Wicresoft, OnePlan was spun off to focus on helping enterprises manage their portfolios of projects, services, and products. With a team of 80-plus dedicated consultants and developers, OnePlan has shown a continued commitment to the Microsoft Project business, supporting customers in the US, Canada, Europe, and Australia. The company has demonstrated a strong engagement with demand generation activities that have delivered great commercial results. OnePlan is one of the early adopters of the latest product direction with Project for the web. The solution portfolio integrates not only with Project for the web, but with other key products from the Microsoft platform stack like Microsoft Teams, PowerApps, and Azure DevOps.

## Security

Bulletproof  
Canada  
[Bulletproofsi.com](https://Bulletproofsi.com)

Bulletproof, a recent inductee to the Microsoft Intelligent Security Association, provides customers with end-to-end solutions based on Microsoft security and compliance capabilities in Microsoft 365 and Azure. The company's solutions include Bulletproof 365 Enterprise, which combines Microsoft 365 Security, the strength of Azure, and Bulletproof's own security pedigree to provide two levels of 24/7 monitored security vigilance—proactive protection that stops threats before they happen and responsive security that automatically contains threats when they occur. Bulletproof 365 Compliance adds a managed information protection service. A key differentiator for Bulletproof is its Microsoft SWAT Team, experts who meet with customers to directly handle questions about the technical details of proposed products and offerings, accelerating each customer's journey to improved security. Alignment with Microsoft recently helped Bulletproof on a competitive win with a global real estate company looking for a best-of-breed solution.



## Surface Hub Reseller

SHI International Corp  
United States  
[www.shi.com](http://www.shi.com)

In a year of great difficulty and uncertainty for collaboration device solutions, SHI is helping customers build their return-to-work plan.

As organizations look for ways to adjust to the global pandemic, SHI has been helping customers in all industries tackle the challenges of the past year head-on utilizing Microsoft Surface Hub devices and innovative deployment methods and solutions.

Last year, SHI achieved year-over-year growth to become one of the largest worldwide Surface Hub resellers, delivering units across 77 customers in various industries such as education, government, and commercial.

SHI is uniquely positioned to provide Surface Hub devices in a modern, efficient, and cost-effective way. With Microsoft Surface Hub services including demos, endpoint management, deployment, training, and support, SHI offers customers an all-in-one solution for Surface Hub that sets the company apart from the competition.

## Surface PC Reseller

Computacenter UK Ltd.  
United Kingdom  
[www.computacenter.com](http://www.computacenter.com)

Over the past two years, Computacenter has made significant investments in its Surface business—focused personnel, expanding its modern deployment (Autopilot) capabilities, and delivering proof-of-concept customer workshops. The company continues to build out its Surface device-as-a-service offering and is also one of the first partners onboarded into the Surface Authorized Service Provider program.

Last year, these investments paid off, with Computacenter growing its Surface business over 90% and becoming one of the top worldwide resellers. The company has adapted as a business in these times of COVID by building out a delivery model for all users to enable home delivery no matter what the size of deployment.

Computacenter embodies what a partner should truly look like for Surface and wider Microsoft solutions.







# Industry

2021 Microsoft Partner of the Year  
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# 2021 Microsoft Partner of the Year Award Winners – Category

## Industry

### Automotive

Accenture/Avanade  
United States

[www.accenture.com/microsoft](http://www.accenture.com/microsoft)

[www.avanade.com](http://www.avanade.com)

Accenture has embraced the biggest transformation impacting the automotive industry since the invention of the car, driven by the megatrends of CASE: Connected, Autonomous, Shared, and Electric vehicles. Over the past year, Accenture has invested in innovative and sustainable mobility solutions for the future of the industry that take full advantage of the scale and performance of Azure and Microsoft 365.

These solutions include Digital Content Aggregators, Fleet Management Services, Software-Defined Vehicle, and Auto Scrum. This drove wins and extended Accenture Microsoft Certified Professional coverage, incremental to a large portfolio of existing work aligned to more established solutions.

This solution focused on Fleet and Vehicle Management and included a successful customer win as well as an innovative joint development with Microsoft's Azure Mobility team.

### Defense & Intelligence

Thales  
France

[www.thalesgroup.com/en/markets/defence-and-security](http://www.thalesgroup.com/en/markets/defence-and-security)

Thales is a global technology leader and Microsoft Partner fulfilling missions in a wide range of markets, including defense, where Nexium Defense Cloud Edge brings mission-decisiveness, agility, effectiveness, interoperability, and security levels based on Microsoft's Azure hybrid cloud services.

In the security market, Thales integrated its Luna hardware security module (HSM) with Microsoft Double Key Encryption to provide businesses with control over their encrypted data, in line with regulatory requirements and regardless of their industry. In Space, DeeperVision—an automated image processing solution developed by Thales Alenia Space—was added to Azure Orbital to process space satellite imagery at cloud scale.

## Education

Classera Inc.  
United States  
[www.classera.com/](http://www.classera.com/)

Classera made the switch to Microsoft in 2019 and was re-launched as a modern Learning Management System (LMS) solution on Microsoft Azure. With its deep integration to Office 365 and Teams, Classera introduced the “Learning Never Stops” initiative, empowering educational institutions and ministries to ensure continuity of education and strengthening business relationships with EdTech partners and customers.

Classera’s modern approach to learning – including gamification, artificial intelligence, social learning, and Teams integration with focus on driving higher engagement from all stakeholders in general and students in particular – has been vital to success in the LMS market. Additionally, Classera’s innovative Go-To-Market strategies have helped fuel accelerated growth. Classera’s partnership has been valuable in transforming the education industry and empowering schools through digital transformation.

## Energy

AVEVA  
United States  
[www.aveva.com](http://www.aveva.com)

AVEVA and Microsoft are accelerating industrial innovation across the energy sector, empowering companies to shape a sustainable future and changing how the energy industry operates. The focus of the partnership is to transform the energy sector using the power of the IoT, Cloud, AI, and Azure Machine Learning to embed resiliency and sustainability and support the transition to the carbon-negative era.

By combining Azure, Microsoft’s rich cloud platform, with AVEVA’s deep industry expertise, the strategic partners are fueling breakthrough capabilities that help businesses capitalize on the power of technology to become agile, resilient, competitive, and above all sustainable. With solutions like AVEVA CONNECT, AVEVA Unified Operations Center, and AVEVA INSIGHT, customers are reimagining operations by connecting teams and collaborating in real time, using shared data enhanced with AVEVA’s smart analytics to improve the precision and accuracy of decision-making, building trust, and elevating performance through digital operating models.

## Financial Services

Capgemini  
France  
[www.capgemini.com/](http://www.capgemini.com/)

Capgemini has been a Global Systems Integration Partner of Microsoft for many years. Capgemini has been successful in building market-leading Domain solutions across Microsoft cloud platforms, helping customers solve key business challenges more effectively. Capgemini has invested in people and skills growth, developing the Microsoft Centre of Excellence (COE) for Financial Services Clients. The Microsoft COE has been instrumental in supporting Financial Services Clients in their cloud transformation Journey on Microsoft technologies.

Capgemini bases its outstanding accomplishment on strong FSI domain capabilities, relentless focus on customer outcomes and great collaboration with Microsoft.





## Government

Best Projects Consultoria e Gestão  
Brazil

[www.bestprojects.com.br/](http://www.bestprojects.com.br/)

Best.Projects is specialized in the public sector segment, and the main focus is to provide innovative and successful projects for all the clients, benefiting every Brazilian citizen and reaching entire communities. The company's solution to help homeless people in Sao Paulo access free meals on the go is one such example. Using the Power Apps Platform and Dynamics 365, the application enables support workers to register a user and create and store a unique QR code, which, when presented at any of the designated locations, entitles the user to three free meals daily. The solution not only provides meals to the most vulnerable, it's also delivered effectively to reduce contact during the pandemic.

## Healthcare

Quisitive  
United States

[www.Quisitive.com](http://www.Quisitive.com)

Quisitive is committed to generating transformational impact with immense value for customers through innovative applications of technology. In alignment with this mission, Quisitive acquired Mazik Global to enhance its healthcare and life sciences services by adding Mazik's deep Microsoft Dynamics expertise and powerful healthcare platform, MazikCare. The MazikCare platform helps customers accelerate the distribution of lifesaving solutions worldwide—as exemplified by its response to the COVID-19 pandemic with its vaccine management solution, MazikCare VaccineFlow. Implemented in one week and leveraging Microsoft Power Apps, Power Apps Portal, Power BI, and Azure, VaccineFlow includes self-service scheduling, adverse reaction monitoring, vaccine inventory tracking, and dashboard reporting. Its modular format enables scalability and agility to support the ever-evolving vaccination landscape. Healthcare providers, schools, local governments, and communities have used VaccineFlow to deliver COVID-19 vaccines to more than 1 million people. The MazikCare platform has also developed Microsoft Power Apps-based back-to-work/school solutions to enable end-to-end COVID-19 assessment and contract tracing, delivering once more on its goal of keeping people safe and healthy.

## Manufacturing

Blue Yonder Software  
United States

[www.blueyonder.com](http://www.blueyonder.com)

Blue Yonder set itself apart last year through commitment to Azure, sales alignment, field execution, and overall impact in the manufacturing industry. With 13 co-sell offerings available exclusively on Azure, Blue Yonder delivered on its commitment to innovate with Microsoft. Blue Yonder made great progress in aligning joint sales programs, often leading internal training sessions and events to effectively position its Autonomous Supply Chain vision, planning and optimization solutions, and execution management systems. Blue Yonder's modern approach to align to customer business outcomes establishes trust along the transformation journey. Given COVID disruptions, these joint investments positioned the companies to help customers respond to the urgent need for enhanced supply-chain transparency and resilience. The co-sell results followed, producing over 70% increase in co-sell wins and the largest impact on Azure consumption among all ISVs.





## Media & Communications

Pricewaterhousecoopers LLP  
United States  
[pwc.com](https://www.pwc.com)

PWC and Microsoft are turning the lens on the media, communications, and entertainment industry during a pivotal moment. As a trusted advisor for some of the world's most well-known media and communications clients, PwC is fulfilling the imperatives of innovation and efficiency with unique Microsoft Azure-powered solutions. Combining Microsoft's premier technologies with PwC's industry leadership and expertise has helped usher in a new future of creativity, content, and experiences.

## Nonprofit

Wipfli LLP  
United States  
[www.wipfli.com](https://www.wipfli.com)

Wipfli partnered with an organization helping foster children, formerly incarcerated individuals, and students of color in Portland, Oregon, US.

The company's customer relationship management solution helps mobilize volunteers and recruit foster families to better serve foster children in need. The solution, using Microsoft Dynamics 365, Power BI, Azure, and the Nonprofit Common Data Model, helped over 700 foster families directly receive benefits and essentials, and the process to become "foster-ready" went from three years to 90 days, due to valuable insights and personalization.

The organization is also leveraging a \$62 million state grant fund to empower people of color, women, low-income people, and other diverse groups seeking jobs by providing access to vocation and wealth-building resources with the goal of attaining social mobility. Leveraging Microsoft Cloud for Nonprofit, Wipfli is donating a portion of its services and intellectual property to help ensure nonprofits are focusing on constituents and missions.

## Retail & Consumer Goods

Sitecore USA, Inc.  
Denmark  
[www.sitecore.com](https://www.sitecore.com)

Sitecore is a global leader in web experience management, digital marketing, customer experience management, digital asset management, and commerce solutions that transform the customer experience, build loyalty, and drive revenue. The company's solutions are critical to both retail and consumer goods companies. A typical Sitecore client will experience more than a 20% increase in traffic and a 40% increase in conversion rate. Sitecore's solutions are written in .NET and hosted exclusively on Microsoft Azure. This year, the company celebrates more than 20 years of partnership with Microsoft.





# Social Impact

2021 Microsoft Partner of the Year  
Award Winners – Category

# Social Impact

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## Community Response

uPlanner  
Peru  
[uplanner.com](https://uplanner.com)

uPlanner is a global edtech company focused on developing and implementing higher education solutions, with offices in Chile, Peru, Columbia, Mexico, Brazil, and the US. uPlanner developed solutions to support digital transformation within public universities in collaboration with the Ministry of Education in Peru and the Tecnológico of Monterrey and Laspau, affiliated with Harvard. This partnership, enabled by uPlanner's solutions, had a substantial impact on hundreds of thousands of students and teaching faculty by helping the Peruvian educational system adapt to changes brought on by the pandemic and promote the continuity of studies in public universities. The partnership and solutions delivery included developing class recovery plans, technical syllabus adaption for course design, online education and performance monitoring, and strategic communication utilizing various Microsoft technologies and Azure capabilities.

## Inclusion Changemaker

CATALYTE  
United States  
[catalyte.io](https://catalyte.io)

Catalyte provides customers with scalable on-demand engineering services from diverse technical talent based on an inclusion-oriented business model and solution that creates access to digital skilling and tech-job opportunities. Using AI to discover high-performing talent from nontraditional backgrounds, Catalyte trains qualified candidates for a wide range of software engineering roles in data, cloud, and Power Platform technologies. Although the majority of Catalyte's apprentices have no prior tech industry experience, most successfully advance into technical roles after their apprenticeship. By pairing apprentice software engineers with a senior engineering team, Catalyte delivers engineering services for web/mobile applications, cloud migration, QA, and UI/UX to its customers with demonstrated productivity and performance consistency. Through this apprenticeship model, Catalyte designed and implemented a content management and delivery platform that enabled its customer to expand student access to online educational content, allowing local content creation for specific needs while scaling availability across multiple areas nationally.

## Sustainability Changemaker

Schneider Electric  
France  
[www.se.com/ww/en/](https://www.se.com/ww/en/)

A global provider of energy and automation solutions, Schneider Electric SE combines energy technologies, real-time automation, software, and services to help customers meet their sustainability goals. EcoStruxure, the company's open IoT platform for sustainability and efficiency, integrates process and energy technologies for buildings, datacenters, infrastructure, and industries. The solution has three levels—Connected Products; Edge Control; and Apps, Analytics, and Services—and is backed by Azure, Microsoft 365, and Dynamics 365. Using EcoStruxure, Schneider helped a global real estate firm build its first hyperefficient smart headquarters, reducing energy use by 30% using sensor data. The solution also helped a wastewater treatment plant improve efficiency 20% and cut energy use by 15%. Leveraging Microsoft technologies, Schneider Electric's solution is enabling customers to build a more resilient future.



# Business Excellence

2021 Microsoft Partner of the Year  
Award Winners – Global



# 2021 Microsoft Partner of the Year Award Winners – Global

## Business Excellence

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### Advisory Services

Ernst & Young LLP  
United States

[www.ey.com/en\\_gl/alliances/microsoft](http://www.ey.com/en_gl/alliances/microsoft)

In this unprecedented past year, EY set the pace for innovation to help society and businesses realize the power of digital transformation with Azure. Following the launch of a Microsoft Services Group, the first of the Big Four to establish a dedicated practice, EY delivered thousands of Microsoft cloud projects, growing year-over-year faster than the market.

Last year, EY significantly accelerated their skills growth training and drove several high-value, end-to-end business transformations on strategic accounts using Azure, AI/Machine Learning, Dynamics 365, and Power Platform across all industries and geographies. EY also brought to market a portfolio of game-changing solutions aligned to Microsoft's strategy like the Global Tax Platform, the Vaccine Management System, and Grant Accelerator. The power of EY's alliance with Microsoft is amplified as the companies come together for the greater societal good, like the EY Access Network, giving Black and Latinx entrepreneurs access to funding, mentorship, and other resources.

### Commercial Marketplace

F5  
United States

[f5.com](http://f5.com)

F5 is a strong commercial marketplace partner with many co-sell ready, transactable solutions that have shown considerable revenue and customer growth year-over-year. They consistently show that the company's commercial marketplace is a primary business motion. F5 has been an early adopter of Marketplaces, offers, Cloud Solution Provider motion in marketplace, and Azure Government Marketplace.

The company has shown creativity in go-to-market investing in demand generation campaigns targeted to customers to drive specific co-sell wins via the commercial marketplace. It has creatively leveraged its Marketplace Rewards benefits to supplement its campaigns and amplify success.



## Customer Experience

NetApp  
United States  
[www.netapp.com](http://www.netapp.com)

NetApp Inc. presents a unique ability in understanding the C-suite persona and how they make and execute the digital transformation decisions needed to drive a wholesale move to the cloud.

NetApp Inc. added impressive amount of detail into mapping wants and needs, but more important identified improvements they need to execute on to enhance customer experience. Their calculation of the ROI of the experience improvements they put in place after the mapping is impressive. That extra, but necessary step when working on improving your customers' journey.

NetApp Inc. is truly a customer experience champion, and it continues to set a high bar.

## Global Independent Software Vendor

Blue Yonder Software  
United States  
[blueyonder.com](http://blueyonder.com)

Blue Yonder is a world leader in digital supply chain and omnichannel commerce fulfillment. Blue Yonder's intelligent, end-to-end platform enables retailers, manufacturers, and logistics providers to seamlessly predict, pivot, and fulfill customer demand.

Blue Yonder's Luminate™ Platform—built exclusively on Azure—is the industry's first and only intelligence enriched, integrated technology platform that spans supply chain, retail planning, logistics, and delivery in one end-to-end solution. Blue Yonder's Luminate solutions, which integrate with Microsoft Dynamics 365 and Teams, directly enable Microsoft's go-to-market strategy around industry priority scenarios in three key areas: Resilient Supply Chains, Intelligent Retail, and Modern Workplace.

Blue Yonder's partnership with Microsoft has accelerated its vision to deliver an Autonomous Supply Chain through an infusion of advanced, intelligent cloud platform capabilities.

## Global SI

Accenture/Avanade  
United States  
[www.avanade.com/en-us/about-avanade/partnerships/accenture-avanade-microsoft-alliance](http://www.avanade.com/en-us/about-avanade/partnerships/accenture-avanade-microsoft-alliance)  
[www.accenture.com](http://www.accenture.com)

Over the past year, Accenture/Avanade further elevated the partnership and drove high impact and performance against fiscal targets, while enabling the creation of new markets, accelerating growth, and gaining competitive share. Strong executive alignment and commitment across all three organizations supported unparalleled digital transformation for our joint customers—delivering solid results in the past year. In addition, the Microsoft-Accenture/Avanade global team launched multiple strategic initiatives across Sustainability, Modern Work, Business Applications and Turbocharged Azure Migrations, and led impactful marketing campaigns and thought leadership efforts across industries. On the technical front, the Microsoft Cloud Week events took readiness to a new level, engaging more than 130,000 individuals with an average of 10,000 certifications in a single week—resulting in a 600% year-over-year growth in certifications.



## Global SI Digital Transformation

Capgemini

France

[www.capgemini.com/partner/Microsoft/](http://www.capgemini.com/partner/Microsoft/)

Capgemini's commitment to building value through technology and accelerating joint customer transformation at scale is driving strong market momentum. Most recently, Capgemini announced a partnership with Orange to deliver a Microsoft-powered cloud and modern productivity solutions for public sector and critical infrastructure organizations. With focused industry alignment around intelligent industries, Capgemini launched a Factory of the Future solution, accelerating efficiency and effectiveness of digital manufacturing operations. Capgemini IP and unique services only on Azure for mainframe integration with cloud—enabling incremental modernization of mainframe apps and data—are recognized as true differentiators in mainframe revitalization. The Capgemini-Microsoft trusted partnership, which extends to field sales and technical teams across Capgemini, Sogeti, and Altran, is driving robust joint solution innovation and strategic roadmaps across industries. Over the past year, Capgemini has led impactful joint marketing campaigns and readiness initiatives including a companywide Azure certification program and Microsoft's first-ever global datacenter migration partnership.

## Indirect Provider

Tech Data

United States

[techdata.com](http://techdata.com)

Tech Data successfully meets the challenge of offering advanced workloads as an Indirect Provider beyond traditional IaaS solutions. In the past year, the company developed services for its channel using Azure AI solutions and Synapse, and migrating SAP to Azure. The company adopted an industry-specific vertical and positioned itself to lead in that vertical. These vertical offerings are even reflected in the company's IP, such as its Tech Data Click 2 Run (C2R) offering, which includes 20 solutions that leverage different Azure services, and which was deployed to 2,500 C2R customers in FY21. And it was able to match, at scale, Microsoft's Customer Immersion Experience Workshops, helping customers embrace the art of the possible with deep technical engagement from its senior architects. In FY21 Tech Data has completed 200 Customer Immersion Experiences for Teams projects, and Remote Work or Security, resulting in a \$3.6M increase in revenue and a 52% premium mix growth worldwide. Tech Data has shown the Industry the pivot that Microsoft is looking for, with advanced workload offerings and Customer Immersion Experience expertise.



## Learning

Trainocate  
Singapore

[www.trainocate.com](http://www.trainocate.com)

Trainocate's recipe for success utilized a powerful combination of transformative growth in its Enterprise Skills Initiative (ESI) business as well as innovations in its traditional non-ESI to drive strong year-over-year volume growth in advanced role-based and fundamentals offerings. Trainocate worked collaboratively across the Microsoft subsidiary in APJ to deliver over 500% year-over-year growth on Azure Advanced Role Based Microsoft Official Courseware, representing over 300% year-over-year growth across all 11 locations in its Asian markets. The company introduced flexible, after-hours schedules for strategic customers to take advantage of ESI course offerings and leverage local language support to fulfill training needs in new markets such as Vietnam and Nepal. Identifying multicloud customers with competitive footprints allowed Trainocate to expand its reach with growth in both Tier 1 and Tier 2 ESI. Trainocate achieved an impressive 70% discounted class seats utilization last year, and its investments in programs such as the Certification Excellence campaign and Microsoft Learn APIs have set the company up for continued success for non-ESI business motions next year.

## Microsoft for Startups

Hyro  
United States

[www.hyro.ai](http://www.hyro.ai)

In 2020, digital transformation came by force. Health systems that had previously lagged in enhancing the digital experience for their patients, as well as optimizing their own digital channels for revenue-driving and cost-saving purposes, were suddenly bombarded by unforeseen challenges that required instant adaptability. Hyro, the world's first adaptive communications platform, heeded the call. Featuring plug-and-play conversational AI and natural language automation, Hyro enabled health organizations to quickly streamline their processes and messaging across their most critical platforms, services, and channels—including contact centers, chat solutions, SMS, and more. Hyro's COVID-19 Virtual Assistant—completely free for health providers—was developed to clear up much of the misunderstanding surrounding the coronavirus, and to alleviate stress on overloaded healthcare professionals and support centers while providing actionable information for the public. The company's virtual assistants have served over 3,000,000 patients during the course of the COVID-19 pandemic.

## Solution Assessments

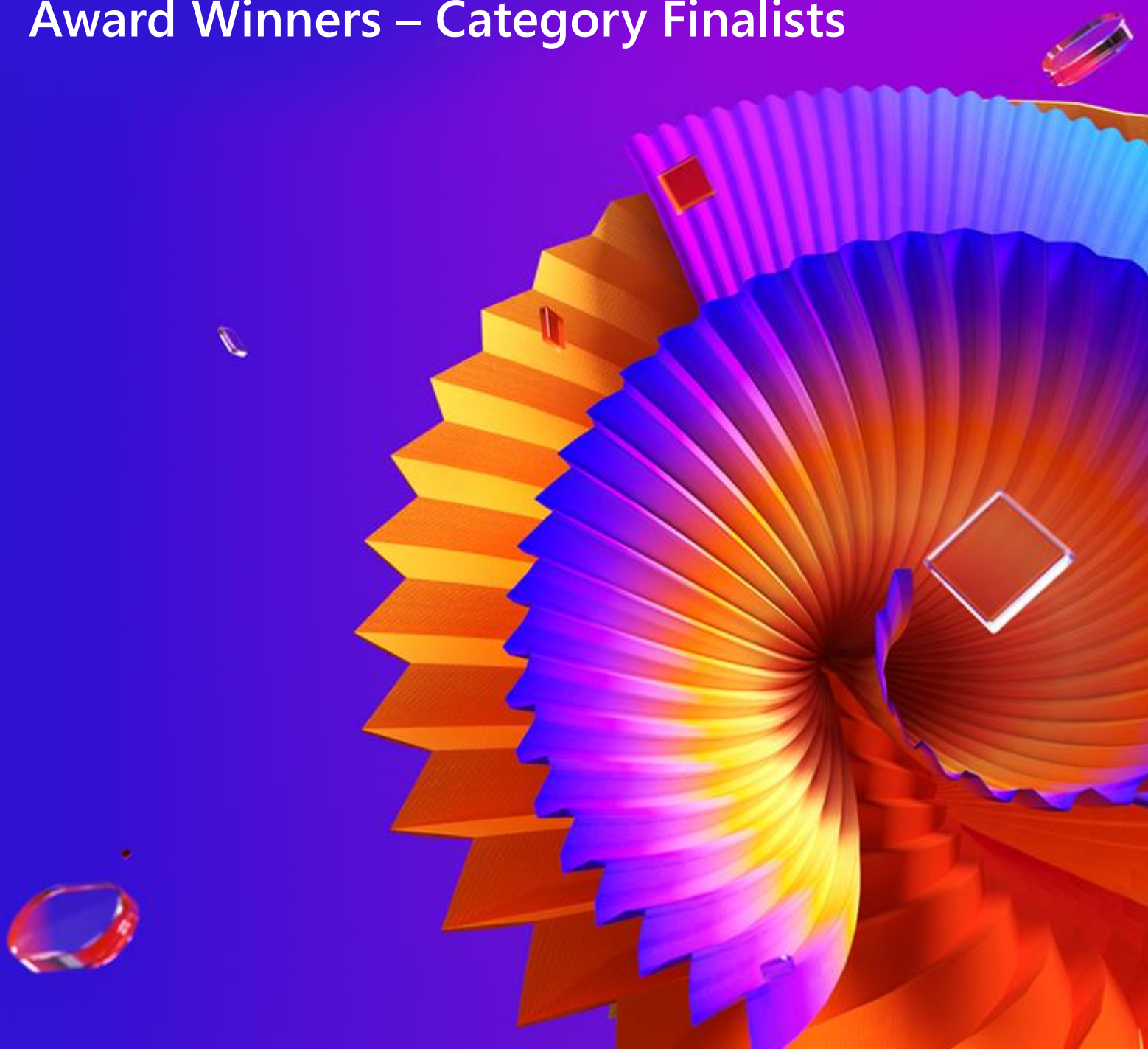
Insight  
Australia  
[Au.insight.com](http://Au.insight.com)

As a distinguished Solution Assessment Partner in Australia, Insight embodies the complete package—Advanced Specialisations, Azure Migration Program expertise, and a depth across the Assessment portfolio that brings strong credibility and confidence to both its seller community and the customers that they serve. This cultivates trust in the business and encourages Microsoft to lean on its expertise to innovate together, expand its reach, and enrich its offerings. Most importantly, Insight delivers time and time again as exemplified by the Azure consumed revenue growth it has driven this past year.





# 2021 Microsoft Partner of the Year Award Winners – Category Finalists



# 2021 Microsoft Partner of the Year Award Winners – Category Finalists

## Azure

### AI

BLUE PRISM LIMITED and LATEETUD  
VU Security  
Wipro Technologies (Global HQ)

### Analytics

Adastra Corporation  
InSpark  
Qlik

### Cloud Native App Development

BrainScale Inc  
Kainos  
TIBCO Software

### Internet of Things

Delta Electronics, Inc.  
Rockwell Automation, Inc.  
RXR Realty

### Migration to Azure

Accenture/Avanade  
Codec  
IBM-Alliance

### Mixed Reality

Bentley Systems, Incorporated  
Kognitiv Spark  
SoftwareHut Sp. z o.o.

### Modernizing Applications

BIRLASOFT LIMITED  
Unify Cloud LLC  
WinWire Technologies

### OSS on Azure

Canonical

### Rising Azure Technology

Elastic  
Rapyuta Robotics Co., Ltd.

### SAP on Azure

All for One Group SE  
Infosys Limited  
Protiviti



# 2021 Microsoft Partner of the Year Award Winners – Category Finalists

## Business Applications

### **Dynamics 365 Business Central**

Bam Boom Cloud  
Binary Stream Software Inc.  
COSMO CONSULT Spain SAU

### **Dynamics 365 Commerce**

Sunrise Technologies\_pc  
Thinkmax  
Visionet Systems Inc.

### **Dynamics 365 Customer Insights**

Avtex Solutions LLC  
Neal Analytics

### **Dynamics 365 Customer Service**

Hitachi Solutions America, Ltd.  
Infosys Limited  
NTTDATA Philippines, Inc.

### **Dynamics 365 Customer Service**

Hitachi Solutions America, Ltd.  
Infosys Limited  
NTTDATA Philippines, Inc.

### **Dynamics 365 Field Service**

Infosys Limited  
RSM US, LLC  
Velrada

### **Dynamics 365 Marketing**

Coffee & Dunn, Inc.  
Hitachi Solutions America, Ltd.  
PowerObjects

### **Dynamics 365 Sales**

Accenture/Avanade  
Hitachi Solutions Asia Pacific Pte Ltd.  
PowerObjects

### **Dynamics 365 Supply Chain Management & Finance**

Arbela Technologies  
HSO  
RSM Product Sales LLC

### **Power Apps and Power Automate**

AIS  
Barhead Solutions Australia  
OnePlan Solutions

### **Power BI**

BlueGranite, Inc.  
Cognizant  
Slalom

# 2021 Microsoft Partner of the Year Award Winners – Category Finalists

## Business Excellence

### Advisory Services

KPMG  
Pricewaterhousecoopers LLP

### Commercial Marketplace

Barracuda Networks  
LawToolBox Main Office  
Mint Group

### Customer Experience

EXCLAIMER LTD  
Quadrasystems.net (India) P Ltd

### Global Independent Software Vendor

Icertis  
Johnson Controls  
MediaKind

### Global SI

Cognizant  
Tata Consultancy Services Ltd.

### Global SI Digital Transformation

Accenture/Avanade  
Tata Consultancy Services Ltd.

### Indirect Provider

Dicker Data New Zealand  
Ingram Micro Cloud  
Velosio

### Learning

Spectrum Networks DMCC

### Microsoft for Startups

CadDo  
Uncrowd  
Userlane

### Solution Assessments

Delphi Consulting  
LOGICALIS  
Neudesic

# 2021 Microsoft Partner of the Year Award Winners – Category Finalists

## Industry

### Automotive

Annata  
Pricewaterhousecoopers LLP  
PTC

### Defense & Intelligence

CloudFit Software  
Kognitiv Spark  
Myriad Technologies

### Education

Alfa Connections Sdn Bhd  
Ergo  
EY DnA Australia

### Energy

Accenture/Avanade  
Bentley Systems, Incorporated  
Ernst & Young LLP

### Financial Services

NICE  
Shift Technology  
Zafin

### Government

Hitachi Solutions Europe  
Microland Limited  
VU Security

### Healthcare

Perficient, Inc.  
SOPHiA GENETICS  
WinWire Technologies

### Manufacturing

Accenture/Avanade  
PTC  
Sight Machine, Inc.

### Media & Communications

Accenture/Avanade  
MediaKind  
Tech Mahindra Limited

### Nonprofit

Accenture/Avanade  
Bremmar Consulting  
m-hance Ltd.

### Retail & Consumer Goods

Blue Yonder Software  
Sunrise Technologies\_pc  
Tata Consultancy Services Ltd.

# 2021 Microsoft Partner of the Year Award Winners – Category Finalists

## Modern Work & Security

### Apps & Solutions for Microsoft Teams

Ernst & Young LLP  
Rapid Circle  
TeamViewer

### Employee Experience

Adopt & Embrace  
ClearPeople  
WM Reply

### Meetings, Calling & Devices for Microsoft Teams

MODALITY  
Orange Business Services SA  
SYMITY LTD

### Modern Endpoint Management

Quadrasystems.net (India) P Ltd  
Rapid Circle  
TC1 Labs

### Modern Workplace for Frontline Workers

Akari Solutions  
Engage Squared Pty Ltd  
Rapid Circle

### Modern Workplace for SMB

Be-Cloud  
Calibre One  
SOFTCREATE CORP.

### OEM Device

Poly  
Wortmann AG

### OEM Device Distributor/Reseller

Bechtle Centers of Excellence (non-DACH)  
CDW Corporation  
Data#3 Limited

### Project & Portfolio Management

Innovative-e Inc.  
ProActive A/S  
Prosperi

### Security

Delphi Consulting  
NeWay Technologies Inc  
Quorum

### Surface Hub Reseller

AVI-SPL  
DataVision Deutschland GmbH  
Yorktel

### Surface PC Reseller

CANCOM GmbH  
Converge Technology Solutions  
Uchida Spectrum, Inc.

# 2021 Microsoft Partner of the Year Award Winners – Category Finalists

## Social Impact

### Community Response

Barhead Solutions Australia

Quisitive

SoftwareONE Ecuador and InterGrupo (IG Services S.A.S)

### Inclusion Changemaker

FUNCTION 1 TECNOLOGIA CORPORATIVA LTDA – ME

Future Worx

Millennium I.T.E.S.P. Pvt Ltd

### Sustainability Changemaker

ABB

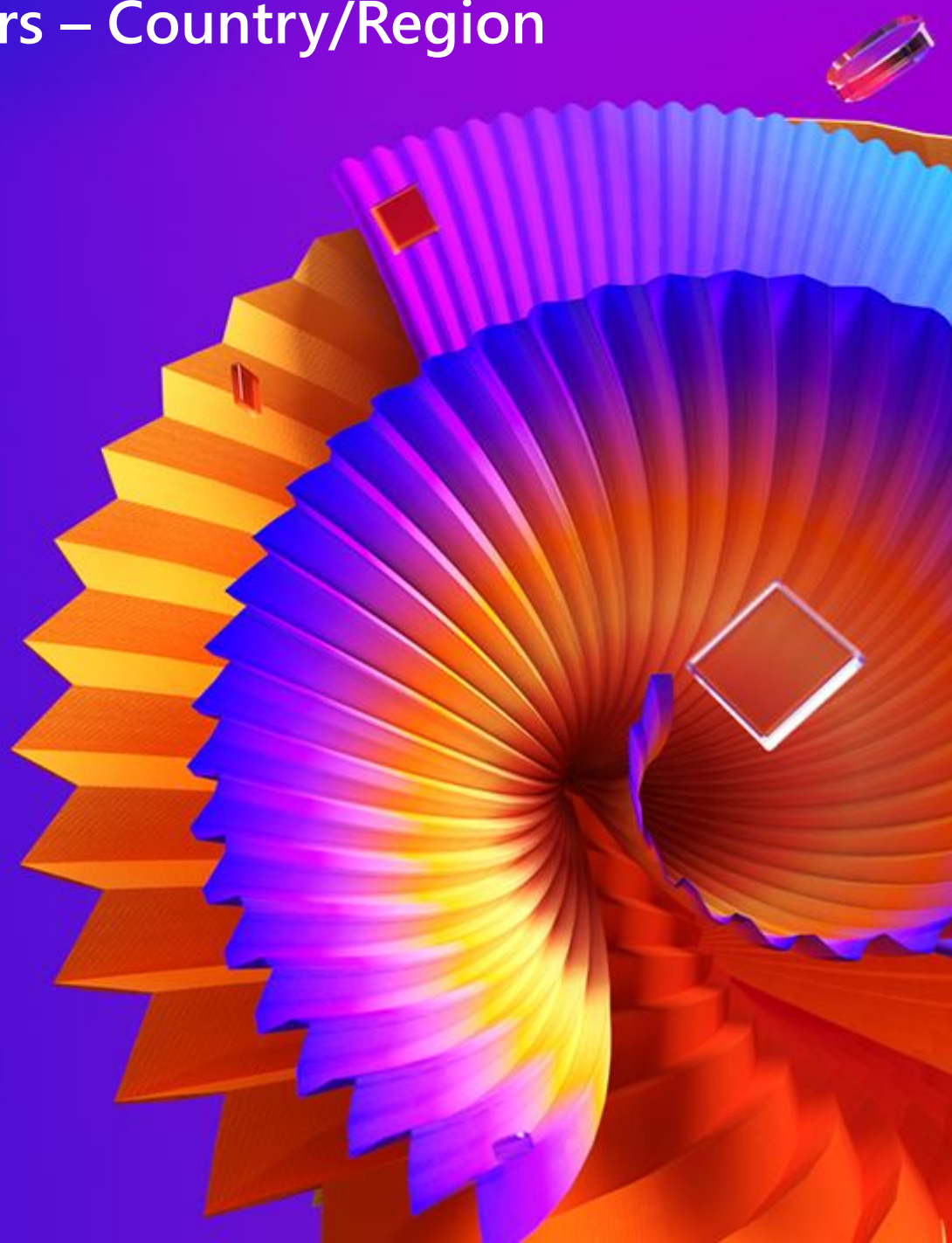
AVEVA

ICONICS





# 2021 Microsoft Partner of the Year Award Winners – Country/Region



# 2021 Microsoft Partner of the Year Award Winners – Country/Region

## Argentina



### Artware

[artwaresolution.com/](http://artwaresolution.com/)

Artware has a strong practice of driving Microsoft solutions, with a keen focus on solving customer pain points and driving strong customer outcomes across all customers sizes and segments. The company's architecture approach, combining multiple cloud components, has provided differentiated solutions to customers. During the past year it has also increased its impact on Microsoft's Data & AI business, with particular focus on customer insights. One example is the Lapos project, in which a customer was able to manage all requests and claiming within a single platform, integrated with all legacy systems, access requests through mobile applications, and make timely decisions with key dashboards.

## Armenia



### Dom-Daniel

[www.dom-daniel.com](http://www.dom-daniel.com)

Dom-Daniel demonstrated great transformation from a traditional Licensing Solution Partner to a highly impactful Azure Managed Service Provider. Execution of the Azure for Technology Partners program has been extremely successful, enabling Dom-Daniel to scale its Azure MSP business and providing equal access and opportunities to smaller technology partners.

Last year, Dom-Daniel finalized and started execution of project RODEO, scalable platform, processes, and services targeting small and medium-sized technology partners, built to train, consult, deliver, and operate Azure-based infrastructures preconfigured to meet the needs of the target audience. RODEO is a five-step process of recruiting and onboarding technology partners, obtaining a design win, and executing and operating B2B software as a service products on Azure.

Triple-digit growth of Azure business last year was one of the best indicators of the company's successful execution new strategy.

## Australia



### Engage Squared Pty Ltd.

[engagesq.com/](http://engagesq.com/)

Engage Squared is a fast-growing Microsoft partner with multiple gold competencies that specializes in creating employee experiences based on Microsoft's Modern Work and Power Platform and has recently been named one of the top ten Australian tech companies to work for in the Australian Financial Review's Best Places to Work list. By aligning its delivery focus to Microsoft's objectives, Engage Squared helped its clients rapidly shift their business models without losing sight of the bigger picture in what proved to be a challenging year. By building relationships and collaborating closely with Microsoft, the team delivered for some of Australia's largest organizations, including developing an automatic call management and team coordination app to handle major IT incidents for Commonwealth Bank of Australia, replacing 400,000 hard copy records per year with a custom Electronic Briefing and Correspondence (EBC) system for the Victorian Government Department of Justice and Community Safety (DJCS), and building an app to help Queensland Health better manage and allocate PPE supplies.

## Austria



### Kapsch BusinessCom AG

[www.kapsch.net](http://www.kapsch.net)

With its extensive experience as a system integrator, Kapsch BusinessCom is one of the leading companies in Austria when it comes to cloud migration. Even though it is an Austrian company, its network spreads worldwide. Based on the digital and technical know-how of the corporate group and the digital transformation of the manufacturing industries, Kapsch BusinessCom has developed solutions for smart products across all segments. Skilling its employees lies within its organizational DNA with more than 25 certified cloud sales experts. Every new Kapsch employee in the role of a system engineer must achieve a Microsoft Cloud Architect certification. With this mindset, Kapsch BusinessCom delivered a strong fiscal year, and its performance quintupled year-over-year. Through the "TEST-TO-GO" solution, empowered by Kapsch BusinessCom, the COVID-19 test review is simplified, and the existing process is digitalized in an outstanding and unique approach with Microsoft Azure.

## Azerbaijan



### SMART business

[smart-it.com](http://smart-it.com)

SMART business has developed practices across all solution areas and created its town ISV solutions based on the Microsoft cloud platform.

Last year, SMART business Azerbaijan equally focused on both public and commercial sectors and helping organizations digitally transform their businesses.

Ongoing investment in skills and competencies allowed SMART business to demonstrate an impressive achievement, earning 18 Microsoft gold competencies. SMART business also demonstrated solid business growth across Modern Workplace, Azure, and Business Applications practices.

## Bahamas



### Maureen Data Systems (MDS)

[www.mdsny.com](http://www.mdsny.com)

Maureen Data Systems (MDS) has focused its entire practice on Security, Infrastructure, and Data, providing services across the Caribbean. Particularly in the Bahamas, the company has helped transform the technology ecosystem after Hurricane Dorian hit the islands a year ago. Collaborating with a customer that operates as a diversified financial services company, MDS was able to provide a cost-effective, secure, cloud-based refresh to its entire environment. MDS achieved a full transformation for this customer.

## Bahrain



### ALMOAYYED COMPUTERS MIDDLE EAST

[www.almoayyedcomputers.com/](http://www.almoayyedcomputers.com/)

A company with over 40 years' experience in the region, Al Moayyed Computers is Bahrain's leading IT Solutions corporation that has played a key role in embracing digital transformation. By customizing solutions around synergizing with Microsoft Teams, enabling secure remote working environments with Azure Virtual Desktop and Citrix, advancing security to safeguard business, and a swift transformation to cloud, the company was able to demonstrate exemplary support to its customers in government entities as well as financial institutions during the pandemic. By integrating Microsoft Teams, Al Moayyed was able to create an easy collaboration of workloads with secure content sharing as well as protection against malicious links using Office 365 Advanced Threat Protection for its customers. Furthermore, with the implementation of Azure Virtual Desktop and Citrix for financial institution customers, Al Moayyed provided secure and controlled access to organizational data while adhering to its compliance and security requirements.

## Bangladesh



### Corporate Projukti Limited

[projukti-bd.com](http://projukti-bd.com)

Corporate Projukti Limited has been driving impact by helping customers and showing commitment by providing valuable and efficient services in Bangladesh. The company uses its technical expertise and given solutions industry best practices and follows a diligent methodology to minimize risk and optimize outcomes and high service availability. Corporate Projukti has driven a heavy skilling and competency culture within the organization, which has enabled it to adapt to the ever-changing needs of customers.

## Belgium



### ConXioN

[www.conxion.be](http://www.conxion.be)

ConXioN's mission is to translate the Microsoft vision to practical and tangible solutions for Belgian companies by continuously investing in people, certifications, new practices, marketplace offerings, and a Powered by Microsoft experience center.

ConXioN strives to get companies to use the full Microsoft stack and developed a tailored solution that improved communication, follow-up and automated processes between different departments by leveraging Microsoft Teams, Azure, Power Platform, and SharePoint.

The solution was initially built to support i-mens, one of Belgium's biggest healthcare organizations, in its rapid growth from 6,000 to 12,000 employees during the COVID-19 crisis. ConXioN was able to translate the customer's challenges into a concrete action plan and solution, increasing overall employee satisfaction in a short term. The next implementation is already being planned at a big automotive customer.

## Bermuda



### Fireminds International

[www.fireminds.com](http://www.fireminds.com)

Fireminds has a combined focus doing software development and providing cloud solutions. With the pandemic dominating the past year, the Fireminds solutions team felt many Caribbean governments would need a VAMS platform. The company modeled its platform around the needs of the government, which has already vaccinated more than 40% of the population as of April 2021. The solutions are a native Azure solution.

## Bolivia



### SoftwareONE Bolivia SRL

[www.softwareone.com](http://www.softwareone.com)

SoftwareONE Bolivia displayed agility and execution capacity to develop an Azure Virtual Desktop practice during the COVID-19 pandemic. The market changed to a remote or hybrid type of work for most of the employees with a significant number of them connecting through their own devices. To face this concern and deal with the new security and operational challenges, the SoftwareONE Bolivia team joined forces with the corporate account team from Microsoft and developed an offer of AVD, running Windows 10 Enterprise and Office 365 Pro Plus, which could be accessed from any kind of device with an internet connection, and with all necessary software and security controls preinstalled and configured. Customers will save 70% per user in a three-year span compared with the provisioning of physical laptops and software to every employee plus the additional productivity brought for each of those users in a critical moment.

## Bosnia and Herzegovina



**Logosoft d.o.o.**  
[www.logosoft.ba](http://www.logosoft.ba)

For almost 25 years, Logosoft has been one of the top Microsoft partners in Bosnia and Herzegovina. Logosoft has established itself as the go-to company for supply and implementation of Microsoft cloud services, for Microsoft certifications as an official training center, as well as the local cloud, internet, and IPTV Internet Protocol television services provider.

Thanks to its strong background in Microsoft security, Logosoft was able to move ahead quickly with the Sberbank password-less login project as the latest in the series of cloud deployment activities Logosoft did with the customer over the past three years. Building on the previous successful rollout of Microsoft 365 E3 and E5 Security, the implementation of the password-less login has allowed the customer to safely embrace remote work, maximize information security, and ensure business continuity, while exceeding the regulator's security requirements for the industry.

In addition, this solution has completed the move of the customer's productivity infrastructure to cloud and remote work. This allowed the customer to completely rethink its workplace strategy, with the recent launch of its "Smart Office" initiative, which enables hybrid workplace for all back office and headquarters staff while offering significant cost saving opportunities in real estate, voice, and operating expenses.

## Brazil



**Solo Network Brasil S/A**  
[Solonetwork.com.br/home](http://Solonetwork.com.br/home)

Solo Network (Services Partner) has successfully planned and executed a bold joint business plan in this particularly challenging year, further expediting its cloud transformation. Solo Network has developed an ISV Program (Solo CloudCode), a new Microsoft Azure e-commerce and e-training platform for customers and employees. As a result, all-up revenue increased 84% year-over-year, cloud mix increased from 54.7% to 70.9%, Azure consumed revenue achieved \$4.9 million (102% growth), and Cloud Solution Provider revenue increased 41.6%.

## Brunei



**Tech One Global**  
[www.techoneglobal.com](http://www.techoneglobal.com)

Tech One Global Limited has been one of the key orchestrators in the market of Brunei, driving digital transformation in the public sector. Tech One has been working with Universiti Brunei Darussalam (UBD) for the past few years through continuous engagements with Microsoft Brunei, including Microsoft 365 A3 and Azure that closed amid the pandemic, which gave greater flexibility to run the day-to-day operations of the university and ensure education activities for the students are not disrupted.



## Bulgaria



### Softline [softline.bg](https://softline.bg)

Softline Bulgaria is part of the global services partner Softline International, a prominent player in customer digital transformation with very strong expertise in Azure (Azure Expert Managed Services Provider and holder of multiple Azure advanced specializations) and Modern Work & Security.

Last year, Softline Bulgaria provided exemplary services to key customers in the Bulgarian market, including large deployments of Microsoft 365 E5 with a focus on advanced security and sizeable Azure Virtual Desktop and Azure Sentinel projects. In addition, Softline Bulgaria has shown profound expertise in adoption and Change Management that helped a large local customer achieve high levels of adoption and ROI on Microsoft 365 products.

Softline Bulgaria demonstrated a keen ability to ideate and support customers with new cloud project for Azure and Modern Work & Security with high proficiency, very positive customer feedback, and loyalty to Softline's services.

## Cambodia



### SL INTERNATIONAL CO., LTD. [softline.com.kh/](https://softline.com.kh/)

Leading into a brighter future, the Softline Cambodia team is working tenaciously to expand its partnership with both Microsoft Azure and Microsoft 365 by creating cloud-enabled intelligent solutions that help customers improve workplace productivity and build business resilience in this dynamic market. With a bit of customization, today Softline can easily replicate its solutions across business verticals. With all active engagements Softline holds one of the highest adoption rates of Teams in the market.

## Canada



### Accenture/Avanade [www.accenture.com](https://www.accenture.com) [www.avanade.com](https://www.avanade.com)

Accenture/Avanade has a clear path to win. They have been intentional with where they want to align with Microsoft, identified the opportunity, invested, hired, and executed with excellence. With a significant investment in skilling their employees and a focus on driving cloud migrations and modernization, they powered their growth in Azure. Their successes span multiple industries, across both enterprise and corporate segments, resulting in significant growth for Accenture/Avanade and incredible impact for their customers. Their data modernization campaign created accelerated paths to Azure cloud-native, and their multiple Dynamics transformation success stories display how they quickly resolved their customer issues and drove significant growth in both of these categories.

Accenture/Avanade contributed to COVID-19 response and recovery with the creation of quarantine tracking, as well as running multiple hackathons to help address other issues raised by COVID-19.

## Cayman Islands



### Kirk ISS

[kirkiss.ky](http://kirkiss.ky)

Kirk ISS is focusing in serving organizations in numerous industries including financial services, legal, hospitality, and government to ensure its IT systems run smoothly and information is secure. When the leading authority on Cayman Islands law, trade, and business needed a verifiable way to meet new data security regulations, it relied on Kirk ISS and Microsoft to become compliant. By leveraging Kirk ISS' Managed Security Operations Center, the authority quickly met compliance requirements and reduced incident completion times significantly using Azure Sentinel.

## Chile



### EY Chile

[www.ey.com/es\\_cl](http://www.ey.com/es_cl)

EY is a Global Advisory company with a strong commitment to Microsoft partnership. As part of this strategic approach, EY acquired Metric Arts in Chile, a top partner specializing in Microsoft Data and AI. This year, the partnership evolution was amazing, with a growing pipeline in strategic accounts based on a great engagement with Microsoft sales teams. The partner's industry expertise in financial services, tax, mining, and public sector has allowed EY's sales teams to improve and amplify the engagement with key customers. FOSIS, Chile's Solidarity and Social Investment Fund, is a public institution designed to advance the country's progress through social programs. The customer need was to offer its users (140,000 beneficiaries, 920,000 families, and 600 organizations) a single source of clear information. Using Azure AI and Cognitive Services, EY developed a virtual assistant that answers frequently asked questions regarding the application process led by the agency for its social programs.

## China



### SoftwareONE China

[www.softwareone.com/zh-cn/](http://www.softwareone.com/zh-cn/)

SoftwareONE China had been no stranger to Microsoft; as Azure Expert Managed Service Provider in fiscal year 2021, SoftwareONE China has been investing in China, especially for the Cloud Expert delivery team, and doubled technical expert headcount in the past year. SW1 went strong with over 167% year-to-date year-over-year (April) on TTM all transaction revenue \$116 million (Azure Rev \$55 million, over 47% attainment of total, Microsoft 365 revenue \$20 million) Cloud mix 65%, and Azure Consumed Revenue year-to-date year-over-year over 2,063% (data by year to April).

SoftwareONE China's "Go Global/Go China" strategic initiative assists worldwide customers to adopt Microsoft 21V Azure with expertise in SAP technologies and Application Modernization services with experience in the local China market. (SW1 is already an ASP partner for SAP on Azure and Application Modernization.)

Looking to the next year, SoftwareONE China is targeting to add new Microsoft cloud growth revenue of \$50 million (ACR + M365 transaction). On top of SoftwareONE's existing competency on AEMSP Gold, the global strategic agreement between SoftwareONE and Microsoft would be a colossal accelerator and winning factor for SAP on Azure and Application Modernization Services, helping the customer drive digital transformation further. SoftwareONE's PyraCloud platform also plays an important role in helping customers realize their cloud spending and further optimize for both Microsoft 365 and Azure.

## Colombia



### SIIGO S.A.S.

[www.siigo.com/](http://www.siigo.com/)

SIIGO is a splendid example of a company able not only to transform itself, but also to become a powerful enabler for small and medium-sized businesses. SIIGO has been a key player in the democratization of Azure technology, empowering small businesses to thrive in an increasingly digitized economy. SIIGO is becoming a regional leader for business applications such as accounting software and electronic invoices, providing high-quality tools and affordable prices for business in every industry to enable compliance with legal and business regulations. Through its massive adoption scaling program, SIIGO delivers an end-to-end digital transformational capability for 230,000 small companies and 80,000 accountants. Its solutions have been key to business formalization and financial sustainability. SIIGO has expanded its offer to Ecuador, Chile, and Uruguay, and will soon enter the Mexican market. It has established a nonprofit organization to help entrepreneurs, educate users, and leverage technology to create a more inclusive market.

## Costa Rica



### IT Quest Solutions, S.A.

[www.itqscr.com](http://www.itqscr.com)

ITQS conducted the datacenter to Azure for Cuesta Moras, a regional retail leader diversified in pharmacy, energy, urban planning, and forest sustainability markets. Azure Migrate and Azure Site Recovery were used in unison to deliver a successful migration process. Azure Virtual Desktop was added to the solution to address the client-server challenges of latency, security, remote users' access, and the impact of COVID-19. ITQS provides added services to an annual Azure consumption of \$120,000.

## Côte d'Ivoire



### MC3 Cloud

[wecacsp.mc3.cloud/](http://wecacsp.mc3.cloud/)

In 2021, MC3 group incorporated a new organization, MC3 Cloud, which managed the cloud business of MC3 Group in MCC with its own technical, sales, telesales, and marketing team. MC Cloud grew its CSP business approximately 85% globally including Azure and Modern Workplace. This impressive performance, despite COVID-19, is due to the aggressive Azure plan MC3 drafted, with the help of new resources, both sales and presales, to cover Azure and other Microsoft cloud offerings. Last year was a time for new discovery and challenge for MC3, as everyone changed their way of living, thinking, and working to adapt to the COVID-19 situation in Africa. 2021 is a year to heal the damages of 2020, and be thankful for cloud technology, with home workers trying their best to make the economy breathe. Since 2017, MC3 has been trying to revolutionize the African market, Mauritius, Ivory Coast, Senegal, Kenya, and Uganda mainly, to bring digital transformation to customers through partners. In 2018, the company started with a partner reach of 20, and in 2021 expects to reach more than 300 partners across Africa. MC3 led the distribution market by example with outstanding growth and an impactful geo-expansion.

## Croatia



**Span d.d.**  
[span.eu/en/](https://span.eu/en/)

Span is a leading Croatian company providing professional services in the design and development of information systems and technical user support for clients. The company helps companies achieve digital business transformation by applying innovative, secure, and reliable technological solutions tailored to users' needs.

Neostar 2.0 is Europe's first vehicle sales and maintenance cloud-native application focused on establishing trust between those who buy and those who sell used cars, developed on Azure using various cloud services including Kubernetes, Virtual Machine Scale Set, Load Balancer, and Disk.

Neostar 2.0 enables connection of all people who want to sell or buy a car without complications and risks by setting a fair price for the car. The goal of the platform is to offer users the widest possible selection of tested used cars, and anyone can put their used car on sale via platform for free.

## Curaçao



**Inova Solutions**  
[inovacorporation.com](https://inovacorporation.com)

To make Curaçao more resilient to natural disasters and make it a true SMART Nation, it is important to look at ways to improve digital literacy and create a tech-savvy population. To achieve these goals, the Ministry of Education (MinESCS) signed a partnership with Microsoft for the implementation of Microsoft 365 Education for the entire entity, and all school boards and schools. This project was executed in collaboration with Inova Solutions and Netpro Group, a Microsoft partner with gold competency, in the Caribbean region, which empowers local communities and businesses by helping them adopt digital transformation.

## Cyprus



**Dot.Cy**  
[dotcy.com](https://dotcy.com)

Dot.Cy is a Microsoft partner with gold competency, with the highest influence in the local market (Greece and Cyprus) related to Dynamics 365. The company has been driving significant Dynamics 365 wins both locally and in other regions.

The Sani/Ikos group consists of 10 luxury resorts with more than 900 employees. It was the beginning of the COVID-19 crisis when the group decided to proceed in implementing Dot.Cy's Dynamics 365-based dot.Hospitality vertical solution.

The dot.Hospitality solution is a unique product catered specifically to the luxury hospitality industry. Built exclusively on top of Dynamics 365 platform and harnessing the power that the Microsoft ecosystem offers, the product can digitally transform hotel operations by eliminating data siloes and fragmented processes by connecting departments in one central solution. In addition, the solution offered a wide array of modules pertinent to the luxury hospitality industry.

## Czech Republic



KPCS CZ, s.r.o.

[kpcs.cz](http://kpcs.cz)

KPCS CZ is a stable member of top cloud partners in the Czech Republic. The company has always relied on Microsoft technologies and was one of the first on the market to adopt, learn, and utilize cloud technologies not only internally but also with customers. KPCS CZ has a long tradition of being a progressive implementation cloud partner, focused not only on a broad scale of technologies but most importantly on the quality of services delivered. Security, identity, efficiency, and sustainability are the main focus for all its projects. The partner was the first on the market to get Advanced Specialization for Windows Server and SQL Server, and has continuously invested in skilling and capability, which resulted in unbeatable technical capacity and expertise not only within Microsoft competencies but with widely recognizable subject-matter experts known in the market and community. More importantly, the partner has developed and successfully sold and implemented a complex security solution built on Azure, which helps customers with the prevention and detection of cyberattacks. It is appropriate to say that KPCS CZ has become a synonym for quality, security, and active presence on the market.

## Denmark



Delegate

[delegate.dk](http://delegate.dk)

Delegate has been through tremendous development and has demonstrated its ability to create innovative solutions across the entire Microsoft portfolio. Delegate continues to challenge both technology and customers when striving to create impact. Delegate is very skilled in understanding the reality of its customer and focuses on developing and optimizing the customers' business.

Delegate has successfully managed to combine Microsoft solutions that result in strong business solutions for customers across all industries and segments, and is continuously delivering high business impact solutions to many Danish customers.

## Dominican Republic



C-ven Technologies

[www.c-ven.com](http://www.c-ven.com)

C-ven Technologies is a consulting business specializing in cloud services, dedicated to providing integrated and intelligent solutions for business automation to small, medium, and large enterprises. With the deployment of the electoral solution in Azure designed by C-ven Technologies, the local authority complied with the entire country, political actors, and national and international organizations, amid a challenging and unprecedented situation presented by the COVID-19 pandemic, laying the groundwork for becoming a benchmark for change in the region in terms of automating electoral processes.



## Ecuador



### Synnex

[la.synnex.com/es/](https://la.synnex.com/es/)

Westcon/Synnex Ecuador established a solid case for opening an additional territory with effectiveness, resolution, and becoming a relevant participant in the Ecuadorian Azure market. After becoming a distributor, the local operation started disseminating the company's value proposition in the channel ecosystem, recruiting, and enabling the right team. The strategy focused in four workloads with Azure: SAP in Azure, data analytics and big data, specialized infra (containers, Kubernetes, DevOps and Azure Virtual Desktop), and security. Demand generation and presales was properly engaged, focusing both customers through the channel and ISVs. Finally, the team also leveraged the regional capacity of other more mature operations in Latam to develop an Azure business quickly and with scale. Azure consumption has reached an annualized value of US \$1 million based on last-month consumption.

## Egypt



### Atos IT SAE

[atos.net/en/egypt](https://atos.net/en/egypt)

Atos leveraged its global expertise and industry knowledge along with its local competencies and customer-centric approach to win the 1st Digital Bank in Egypt, which is targeting to attract 50 million new customers. Atos' focus on industry transformational projects during the past year in Egypt has been a key driver of growth. Leveraging Microsoft cloud technology, along with state-of-the-art ISVs for the different applications required to serve the bank operation, was a key differentiator in its value proposition. Atos and Microsoft Egypt teams partnered to provide the customer with the best solution offering, competing against other global providers. Atos provided the customer with a strong hybrid model that combines all three clouds from Microsoft 365, Dynamics 365, Azure, and Security, in addition to Windows Server and SQL Database as the platform for core applications. Atos Egypt is becoming a hub for technical expertise that will be serving Atos growing markets globally.

## El Salvador



### CORPORACION ORBITAL S.A. DE C.V.

[www.esorbital.com](https://www.esorbital.com)

With the implementation of this cloud-based computer system, CORPORACION ORBITAL achieved broad transparency and efficiency of the processing, transmission, and dissemination of results of the 2021 elections. The services were used by 2 million people. Tribunal Supremo de Elecciones (TSE) was provided with a variety of Microsoft engineering services, which supported both preliminary scrutiny and final scrutiny, from hypervisor configuration to internal and external website publishing support; for this purpose, eight to 10 technical resources were provided with specializations in different fields of Microsoft technology from infrastructure knowledge, databases, Azure, server monitoring, system center, Active Directory, communications, and desktop security, working on a service cluster structure to design, deploy, and configure and support the service infrastructure required by the TSE.

## Estonia



### Primend OÜ

[www.primend.ee/](http://www.primend.ee/)

Primend's vision is to be an international company that works to inspire people and organizations to create change through knowledge, and to always be one step ahead of this to provide it.

The company has consistently kept true to that vision, providing quality advisory and technical services to transform its mutual customers. Primend has earned the trust of customers across the Baltic region and extended that customer trust to Microsoft. Since the company's launch, Primend has been exhibiting strong strategy alignment and collaborative spirit, and has become the go-to partner for a wide portfolio of services, from mainstream Microsoft 365 migrations to advanced data and AI or advanced analytics scenarios.

## Finland



### TietoEVRY Oyj

[www.tietoevry.com](http://www.tietoevry.com)

TietoEVRY has succeeded in aggressively developing its cloud and data management capabilities and making extensive use of Microsoft technology to deliver business value to customers. During the past year the company grew several times faster than the market in Finland across the Microsoft cloud. TietoEVRY is building the biggest Azure community in the Nordics, having almost 2,000 Azure certified professionals from management and sales to project managers and technical experts. Its data-driven solutions have supported citizens and healthcare professionals in the fight against COVID-19: During the pandemic TietoEVRY's Data Platform for Health at the Helsinki University Hospital has served as an essential source of information for decision-making and research. Furthermore, TietoEVRY was the first in the Nordics to earn the SAP on Microsoft Azure advanced specialization status, a validation for its deep knowledge, extensive experience, and proven success at implementing SAP solutions on Azure.

## France



### Devoteam M Cloud

[www.devoteam.com](http://www.devoteam.com)

Devoteam created the M Cloud Division, dedicated to Microsoft Solutions, two years ago.

Since then, the company has had incredible growth with the Microsoft cloud and many offers aligned with its strategic plays, such as Security, Infrastructure Modernization, Productivity, Collaboration and Digitalized Processes.

Devoteam has developed a powerful practice in France to reach more than 500 certified experts, 12 gold competencies, and several Advanced Specializations. Thanks to an efficient marketing and lead generation strategy, it exceeded all targets of revenue and growth with new logos and segments.

During the COVID-19 pandemic, the company had shown amazing adaptability and embraced impactful initiatives such as IA School, Women Role Model, Cross Mentoring, humanitarian and social actions, and sustainability.

Devoteam M Cloud continues to invest in skills, resources, and programs to develop the practice even more and become a strategic partner in Europe.

## Georgia



### Smart business LLC

[smart-it.com](http://smart-it.com)

SMART business entered the Georgia market three years ago and has developed practices across all solution areas with a focus on selling and implementing Microsoft cloud services, and its own ISV solutions based on Azure.

Last year, SMART business Georgia drove digital transformation through implementing Microsoft cloud services and its own solutions like SMART HCM & LMS with numerous Georgian customers, and was equally focused on new customer acquisitions and increasing consumption of Microsoft cloud products in existing customers through adoption and change management activities.

Focusing on demand generation activities through digital events for business decision-makers allowed SMART to differentiate its value proposition and speed up sales cycles. Solid business growth across all solution areas showcases the fact that SMART business Georgia chose the right strategy and builds a solid foundation for long-term success.

## Germany



### Pricewaterhousecoopers LLP

[pwc.com](http://pwc.com)

PwC Germany: The Pioneer for a Global All-In Partnership

PwC is playing a leading role for advisories in co-selling practices and is building on an all-in innovation and co-development partnership with Microsoft. Through its thought leadership in Data and AI, extraordinary expertise in Microsoft Data Platforms, and extensive cloud resources, PwC was able to land two lighthouse projects this year. One was a state-of-the-art IT operation to assist a multinational pharmaceutical and life science company undergoing its largest digital transformation in Europe. The second built a scalable digital manufacturing platform as the foundation for the customer's multiyear journey to digitize and reinvent its worldwide manufacturing operations.

## Ghana



### eSolutions Consulting

[esolutionsghana.com/](http://esolutionsghana.com/)

eSolutions Consulting is a Ghanaian consulting and technology company created to help organizations in Africa innovate and improve business operations through technology adoption.

This partner built an innovative cloud solution built on Microsoft 365 and Azure called "Smart Workplace™." After a successful pilot supervised by the National IT Agency (NITA) and Ministry of Communication, it was approved by the cabinet as the Ghana Government's Virtual Office solution (messaging, collaboration, and automation platform).

Smart Workplace was adopted as the government's digital platform in response to COVID-19 to support remote working and online education. It is designed to increase efficiency, accountability, and transparency, and improve productivity. Key features include document management, correspondence management, enterprise search, tasks management, and workflows (automation of manual processes).

Today, Smart Workplace is successful local IP recognized by the Government of Ghana and is about to be exported to other countries.

CEO Soloman Adiyiah was among those people believing that technology can shape Africa's future, deliver world-class services, and address all digital challenges. He made it possible in Ghana.

## Greece



### OFFICE LINE

[www.officeline.gr](http://www.officeline.gr)

Office Line is a Top Microsoft partner in Greece, showcasing several unique achievements: as a partner with gold competency, a distinguished Microsoft Fast Track Ready partner, and an Advanced Specialized partner for Azure technologies.

Novibet is an established GameTech company operating in several countries across Europe whose product offering is constantly interacting with demand to meet and exceed existing and upcoming trends. In addition, the COVID-19 pandemic has affected the lives of all of us and has changed the way we have fun and entertainment, turning more and more audiences to online gaming platforms, thus creating an increasing interest in online gaming.

Responding immediately to this demanding situation, Office Line managed to migrate Novibet's in-house platform to Azure, thus unlocking the cloud's countless and superior features, such as 24/7 availability, direct and dynamic scalability, fast implementation of the platform's digital transformation, and increased efficiency and interoperability.

## Guatemala



### SEGA S.A.

[www.gruposega.net](http://www.gruposega.net)

SEGA Group, a company with more than 30 years of leadership in Guatemala, transforms companies by leading them toward the digitization and automation of their processes.

This project is a front-face battle against tax evasion by the Tax Administration office in Guatemala (SAT) through enhanced Data & AI analytics and an important win-back from a flagship account of AWS.

Early designs indicate that the ETLs of the operating system will be migrated to Azure, and a 18Tb yearly information processing project will be developed with various AI services, Serverless, etc., becoming a flagship project for the region, both for Microsoft and Sega. Migration is expected in three months, and Azure yearly consumption is expected around \$840,000 with multiple services.

The real value of this story is that the project is also a collective balm for millions of Guatemalans who dream of a better country.

## Honduras



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

[www.itcoint.com](http://www.itcoint.com)

Corporación Elcatex is a company that currently has more than 12,000 employees dedicated to the textile industry, which, hand in hand with ITCO, has been guided in the adoption of Microsoft Azure and Office 365 platforms. The company has different companies within its business group.

The company decided to adopt additional technologies available within Azure such as Cognitive Services, achieving a complete adoption by the corporation of all the Microsoft products available for its different needs. The client's adoption of Microsoft Azure is active, achieving the approval of provisioning its enterprise resource planning in the platform of Azure, with analysis guided by ITCO staff. The competition was cloud solutions providers like Amazon, Oracle, and Google, and estimated revenue for this solution is \$300,000 per year. One of the main market advantages of ITCO is its ability to advise the client on all the services available on Azure and Microsoft 365 platforms, which has allowed the client to carry out service migrations in parallel with the different specialists available at ITCO. The customer has more than 1,200 seats provisioned in Microsoft 365.

## Hong Kong SAR



### PricewaterhouseCoopers Limited

[www.pwchk.com](http://www.pwchk.com)

PwC HK accelerated Security Assessment and Managed Security Service, drove more than 24,000 Microsoft Defender for Endpoint seats and three SOC Wins across different segments, and established a Purple teaming practice to simulate real-life hacking and defense scenarios with Microsoft Defender in its Darklab. The company engaged different customer cases on Sentinel and SAP on Azure to help clients enhance their cybersecurity posture and drive Azure-consumed revenue impact.

## Hungary



### KingSol Zrt.

[kingsol.hu](http://kingsol.hu)

KingSol is a fast-growing born-in-the-cloud partner focusing on Microsoft solutions. Its portfolio includes Azure, Microsoft 365, and Dynamics planning, deployment, integration, training, and support. The company was established in 2010 and in the past 10 years has been focusing only on the Microsoft cloud. It was an early bird in the cloud market, and now it is a key Microsoft partner with gold competency in Hungary. The company is a Cloud Service Provider Direct Bill, Advanced Specialized Partner with Advanced Support service offered to end customers (quick-response problem resolution with 1/2/4 hours response time). With consistent investment and development on cloud business, KingSol has not only achieved 209% year-over-year Azure consumed revenue growth, but also has become the first locally managed Azure Virtual Desktop advanced specialization partner in Hungary. Its expertise spans the following Microsoft cloud technologies: Modern Workplace, Security, AVD, and Azure managed services.

## Iceland



### Advania

[www.advania.is/vorur-og-thjonusta/innvidir/microsoft](http://www.advania.is/vorur-og-thjonusta/innvidir/microsoft)

Advania is one of the leading IT companies in Iceland, serving Iceland's largest to smallest businesses in both the private and public sector. Advania is one of the country's largest providers of managed services and has had an outstanding year in terms of business impact and strong growth across Modern Workplace and Microsoft 365. Advania has demonstrated a holistic cloud strategy and has enhanced the business impact and support of Icelandic businesses in their digital transformation. Advania has managed to grow its business through the implementation of a more cohesive Microsoft Strategy across the organization. Microsoft's collaboration with Advania is crucial for driving digital transformation and innovative projects in Iceland.



## India



### Celebal Technologies Private Limited

[celebaltech.com](http://celebaltech.com)

With a team of over 500 engineers, Celebal Technologies specializes in enhancing the value of traditional enterprise systems such as enterprise resource planning with Modern Cloud innovation such as Advanced Analytics, Data Lake, Enterprise Chatbots, Native Cloud Integrations, and Data Platforms. The company is a pioneer in SAP Innovation on Azure, and its solutions have led to a 60% reduction in storage costs with an overall 30% boost in IT system performance. Its customer base includes banking, financial services infrastructure, manufacturing, pharmaceutical, retail, media and telecommunications, energy and utilities, public sector, ITES, and education industries, and its overall growth rate for the past couple of years has been 300% with year-over-year Azure-consumed revenue growth of 1,000%. The company recently implemented an end-to-end platform for data processing and reporting, leveraging all five Microsoft solution areas, for a leading health and hygiene products manufacturer in India, which has a customer base of 20 million with a global presence in 53 countries.

## Indonesia



### PT Mitra Integrasi Informatika

[mii.co.id](http://mii.co.id)

Through focus and commitment in sales transformation and technical skilling on Azure, Mitra Integrasi Informatika (MII) has significantly strengthened its expertise and technical resources capabilities, which reshaped its connections with customers. Over the year, MII had helped strategic enterprises as well as small and medium-sized enterprise customers transform to cloud across solution areas. MII has also successfully converted some of the largest E1 trial deployments into opportunities, as customers realized the true value of Microsoft technology to enhance productivity and secure remote working capabilities during pandemic. Being the first partner in Indonesia to achieve Advance Specialization status in Identity & Access management, MII is committed to continue strengthening its capacity across solution areas, and to continue to be the best partner to empower FSI, public sectors, telcos, and other key industry as part of the Berdayakan Indonesia initiative.

## Ireland



### Accenture/Avanade

[www.accenture.com](http://www.accenture.com)

[www.avanade.com](http://www.avanade.com)

As a leading digital innovator, Avanade focuses on making a genuine human impact for its clients through the power of its people and the Microsoft ecosystem. Avanade has grown its strategic partnership with Microsoft Ireland this year, working together on new opportunities with several key clients.

During the pandemic one notable commercial enterprise in Ireland tasked Avanade with designing and implementing a solution that enabled employees to continue to work securely and collaboratively both remotely and in office. Avanade built robust security policies and configuration in Windows Information Protection to secure OneDrive, SharePoint, and Teams using Microsoft Endpoint Manager, while using Cloud App Security to secure the device. The enterprise now has an intelligent and highly reactive security solution for protecting and controlling its data and information, whether on-premises or being transferred between locations. The enterprise has recognized Avanade as being central to helping it quickly learn, to best serve its customers.

## Israel



### UBTECH

[www.u-btech.com](http://www.u-btech.com)

UB-Tech has played a key role in helping its customers drive their digital transformation.

In the past year, during the recent COVID-19 pandemic, UB-Tech displayed considerable agility as it embraced all Microsoft programs, services, and tools to support customers' business continuity through fast and secure transition to the cloud. In addition, UB-Tech has developed a vertical practice in the finance industry and successfully led the first Teams deployment in one of its strategic banks while working in tight collaboration with the account team.

UB-Tech's success stems from its programmatic approach to driving cloud adoption and its ability to build successful growth engines through go-to-market investments. These have resulted in exceptional growth with Microsoft. The company's Microsoft Azure Expert Managed Service Provider accreditation is additional proof of its commitment to accelerating tech intensity.

## Italy



### Agic Technology

[www.agictech.com](http://www.agictech.com)

Agic Technology had impressive results in successfully driving cloud digital transformation in the Italian market. That achievement came through a relentless ability to invest in competencies and develop new compelling offerings based on Microsoft cloud solutions, covering Dynamics 365, Power Platform, Security, Collaboration, and Azure and addressing public sector and key commercial industries.

On top of that, Agic Technology gave its strong contribution to support the COVID-19 emergency, developing a solution to manage the supply chain of medicines and medical devices for the Italian Extraordinary Commissioner.

## Jamaica



### Maureen Data Systems (MDS)

[www.mdsny.com](http://www.mdsny.com)

Maureen Data System has focused its entire practice on security, infrastructure, and data, providing services across the Caribbean. Working with one of the largest telecommunications and media companies in the Caribbean, MDS was able to implement an Azure DevSecOps framework that could solve technology issues in an agile approach. MDS was able to migrate applications from over many locations using Infrastructure as a Code (IaaC), Azure DevOps, and Azure Security, through an agile methodology. This methodology was leveraged to manage the various interdependencies this project entailed and to allow for smooth migrations with no disruptions to day-to-day business activities.

## Japan



### Sky Co., LTD.

[www.skygroup.jp/](http://www.skygroup.jp/)

Sky made it possible to digitally transform the Japanese educational system by providing over 900,000 Windows tablets to over 4,000 schools. In 2018, the Ministry of Education in Japan announced the GIGA School Program to ensure most schools have access to computers with high-speed internet, and educators master digital tools by 2024. Due to the COVID-19 pandemic, however, educational institutions were forced to shift to online classes; therefore, it was decided to execute the project much faster.

To provide user-friendly educational computers, Sky developed the Sky "Anshin" Reliable GIGA tablet, which consisted of a Windows tablet bundled with Microsoft 365 Education GIGA Promo, and developed software to provide learning support system that works on Azure. The program has been well received and has successfully distributed over 900,000 Windows tablets in 2020.

## Jordan



### Specialized technical services company LTD-STs

[www.stsarabia.com](http://www.stsarabia.com)

It is not new for STS to achieve victories in the digital transformation arena. There has been a tremendous movement toward digital transformation adaptations, a matter where STS has always been championing and committing to be the trusted digital transformation partner for its diverse clientele of several verticals, including financial services and insurance, manufacturing, education, and more. This year we are adopting the Azure story as our proud success story, where STS excelled in its implementation as an answer to the client's challenges and during its digital transformation endeavor. Capital Bank of Jordan (CBoJ)—a big entity with equally big digital transformation Challenge, Azure cloud increased the overall performance by 30% compared to the on-premises infrastructure with better availability and lower cost. Increased integration of the data center as a SQL STS—are pegged to complete Windows Server and SQL Migration Advance specialization, with a 14.2% year-over-year growth, above the benchmark, 20.1% year-over-year cloud growth, Azure consumption revenue of 55% year-over-year is a strong indicator of its ability to drive utilization and having new customer adds on Azure in addition to this, as well as Cloud Solution Provider business of 30% year-over-year and cloud mix of 72.8%.

## Kenya



### Cloud Productivity Solutions Limited

[cloudproductivity-solutions.com/](http://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 and has been instrumental in driving the highest number (60) of Microsoft 365 Accelerator workshops with the highest impact and stickiness. They have also driven the most Project Next workshops with proper follow-up to close business and registration of the deals in Partner Centre. They had the highest Teams usage among partner in the region and the highest in Kenya, the highest impact in Enterprise on driving Azure Sentinel leading to incremental Azure-consumed revenue, the most sticky engagement with the partner tech team, and development of the most solutions generating revenue for both parties, e.g., Elimu Trust, SME boast, Adoption and change management among others, and massive growth on Azure at more than 600%.

## Korea



### Cloocus

[www.cloocus.com](http://www.cloocus.com)

Cloocus is committing itself to Microsoft business and performing as a top performer. Last year, it brought the best practices in terms of mainstreaming partners by enrolling in three advanced specializations and becoming an Expert Managed Service Provider.

Cloocus has been working tirelessly to serve customers from enterprise to small or medium-size businesses in various industries, providing a comprehensive cloud consulting, migration, and managed service. Cloocus is proudly providing ClooOPS, a Cloud Management Platform tool based on Azure. Cloocus will continue to be an innovative and best-in-class Microsoft-centric cloud business partner. Cloocus is proudly participating in Microsoft Enabler Program as an employer partner to make a change in its workplaces, enabling a competent disability workforce and pioneering the new trend of employment in this fast-moving digital transformation.

## Kuwait



### DIYAR UNITED TRAD. & CONT. CO.

[www.diyarme.com/](http://www.diyarme.com/)

Diyar is a long-standing strategic partner for Microsoft. Since its inception in 1980, it has been in the business of providing innovative information and communication technology solutions to key enterprise customers in the state of Kuwait. This fiscal year, it landed the First SAP EMBRACE deal in the Middle East & Africa with an upcoming retailer customer with 53 branches across Kuwait. The company was instrumental in migrating a customer's SAP environment and backup solution to Azure. Diyar successfully delivered on a client's expectation to transform from a CAPEX to OPEX model in the wake of the pandemic. Another success story is Diyar's work in the digital transformation of a state-owned entity in the energy sector. Over 10,000 user mailboxes were migrated to Office 365 from its on-premises Exchange Servers leveraging Microsoft 365 E3 and Teams adoption.

## Laos



### Rhipe Singapore

[www.rhipe.com](http://www.rhipe.com)

As a leading distributor of cloud solutions and services, Rhipe focuses on helping resellers in Laos deploy innovative solutions to enable work-from-home initiatives, while helping businesses optimize costs, remove complexities, and reduce uncertainties during this pandemic. Rhipe has also been a strong pillar in envisioning Azure in Laos, which has led cloud adoption in the market.

## Latvia



### Elva Baltic SIA

[www.elva.lv](http://www.elva.lv)

Elva is one of the largest partners in Latvia, strategically helping its customers achieve their digital transformation goals with Microsoft solutions and services. Elva's main workload focus is business applications; it is following Microsoft strategy closely by remaining up to date with the newest technology as well as adopting Dynamics Migrations, Catalyst, FastTrack methodologies, and frameworks in practice. Product development is another strong suit of Elva, which allowed it to support Microsoft with Business Central localization preparation and product availability in Latvia, followed by successful customer acquisition and fast adoption. To maintain strong results and continue growth, Elva is looking seriously into upskilling by getting people trained and certified according to Microsoft development paths, enabling the company to maintain competitive advantage. Lastly, open mutual collaboration, dedication, focus, professionalism, and customer obsession allows Elva to have a great partnership leading toward mutual cloud business growth.

## Lebanon



### Exquitech

[exquitech.com](http://exquitech.com)

Exquitech is an optimized partner driving a successful business in a very challenging country. Despite the country's crisis, Exquitech managed to become Cloud Solution Provider Direct Resellers with a premium support contract, 25+ dedicated technicians supporting all the Microsoft cloud solutions, and a 24/7 monitoring and support team ready to serve customers in Lebanon and across the region.

Exquitech's vertical approach to make sure that each and every service in Microsoft cloud solutions is activated for each customer was a success. The company has simply restructured its organization to have a team for every service under Microsoft cloud solutions—focus!

This managed service solution focus has driven new customer adds, more seats, Microsoft 365 E5 security deployments, and Azure-consumed revenue and revenue growth. This has impacted customers that needed to adopt such solutions to support their digital transformation needs caused by COVID-19 and the political and economic crisis that Lebanon is going through, specifically after the August 4 blast in Beirut City.

## Lithuania



### EY Baltic

[www.ey.com/lt\\_lt](http://www.ey.com/lt_lt)

Ernst & Young (EY) has showcased the power and importance of business consultancy when it comes to large digital transformation projects by delivering top-level services aimed at customers' digital strategy. Such efforts allowed the company to progress with new ongoing projects as well as with different customers on various topics where previously EY was struggling to gain traction. This could not have been done without a recently established local dedicated EY team that focuses on Business Applications workload and can bring technical as well as business consulting competencies to the table. EY Lithuania is committed to ensuring the highest quality standard on the services and products it delivers, which is backed by its strong track record in the local market.



## Luxembourg



### TELINDUS

[telindus.lu](https://telindus.lu)

Telindus (Proximus Group) is one of the leaders in information and communications technology (ICT) and telecom services in Luxembourg, with areas of expertise in telecommunications, ICT infrastructure, cloud, cybersecurity, and managed services.

The company's Digital Trust Solutions team developed DigitalKYC, a one-stop-shop digital management solution that covers the complete KYC lifecycle (onboarding, re-identification, and ongoing monitoring). The deployment of the solution is done on Azure, orchestrated by Azure Kubernetes, and uses Microsoft SQL Servers. It connects with other tools via APIs and can be integrated with Dynamics 365.

Although originally routed in finance, DigitalKYC also has applications in the telco, logistics, e-health, and e-commerce sectors. Whether a bank client opens a new account, a truck driver accesses a secured pickup zone, or a patient books a medical appointment online, all want the service to be trusted and convenient. Current existing clients range from startup to major institutions, including a European Stock Exchange company.

## Malaysia



### Softline Solutions International Sdn Bhd

[softline.my](https://softline.my)

Softline Malaysia continues to evolve as the premier Digital Transformation, Managed Services, and Cybersecurity Solution Provider by creating cloud-enabled intelligent solutions that help customers improve workplace productivity and build business resilience in this dynamic market. To continue staying competitive and proficient, Softline maintained its 18 Gold competencies, renewed its Azure Expert MSP status, and earned Advanced Specializations in Adoption and Change Management, Windows Server and SQL Server Migration, Linux and Open Source Databases Migration, and Kubernetes on Microsoft Azure. Softline focused on four basic tenets, Cloud Focus, Security at the CORE, Cloud Consumption, and Teams Transformation (Tech Intensity & Services), as its foundation to address customer requirements with a digital lens toward business continuity planning and transformation. This has resulted in strong growth in Cloud Solution Provider total revenue, Cloud Mix, and Cloud Growth. Softline Malaysia was also named Teams Champion of the Year in the Microsoft Malaysia Partner Awards 2020.

## Maldives



### Tech One Global

[www.techoneglobal.com/](https://www.techoneglobal.com/)

The Maldives economy heavily depends on the leisure industry. Many institutes pressed to work around the clock while adopting feasible business continuity methods and downsizing operational costs during the COVID-19 pandemic. In adopting work-from-home policies, many were under a crisis of having their infrastructures vulnerable to cyberthreats, which compelled prominent government institutes to adopt secure work-from-home solutions to ensure the safety of their sensitive data. A few of the key projects driven by Sanje (Pvt) Ltd. are Maldives Government Institutes Moves to Cloud for Zero Downtime Amidst Pandemic and Maldives Monetary Authority: Bouncing Back from a Security Crisis.

## Malta



### Veracloud Ltd

[veracloud.eu](https://veracloud.eu)

Veracloud is a two-year-old company that has demonstrated unparalleled acceleration and growth, helping its clients on their digital transformation irrespective of the type of enhancement.

The COVID-19 pandemic forced the local government to come up with a solution to help the locally declining economy. With businesses failing, the government needed to come up with a solution to act as a stimulus to the nation's market, focusing on the hotel, restaurant, and retail sectors. This is how the e-voucher system idea was born, a digital solution for the distribution of economic aid for the private sector.

This solution was built on the existing Microsoft stack, which MITA (provider of ICT infrastructure, systems and services to the government of Malta) previously invested in, offering an alternative to both over-the-counter and mobile cash transfer schemes, addressing their respective limitations in terms of beneficiary enrollment, delivery, and control. The solution handles the generation, distribution, and redemption of vouchers and solves the full workflow. It starts in the configuration of businesses selected to receive the stimulus and ends in the real-time monetary transaction to their bank account as they redeem the citizen vouchers.

## Mauritius



### The Cloud Factory

[www.tcf.cloud/](https://www.tcf.cloud/)

The Cloud Factory has always been and continues to be a 100% "Cloud only-Microsoft only" company for past six years now. The company believes this is the biggest commitment it can bring to its customers where every hour and every dollar is invested in helping customers get the best out of their investment in Microsoft technologies.

While being in countrywide lockdown situation again, the Cloud Factory feels immensely privileged to be part of its customers' journey in helping them future-proof their business, and to manage to carry out as far as possible business as usual with the help of Microsoft 365 tools and Cloud Factory services. With more and more market interest in enhancing capabilities in securely working from home, the Cloud Factory is confident in the wider impact its services will make in ensuring Mauritius is able to bounce back quickly from the pandemic impact and maintain its position as the highest per-capita-income country in Africa.

## Mexico



### NEORIS de México S.A. de C.V.

[www.neoris.com](https://www.neoris.com)

Neoris is an outstanding Mexican services partner with a focus on becoming a digital accelerator to help its customers step into the future. Partners combine deep industry knowledge with high technological expertise and an ambitious growth plan in Azure. The company is committed to continuous innovation and proactive customer obsession, being able to create tailored solutions to overcome complex business challenges. Neoris has clear long-term goals and a customer-centric strategy driving customer satisfaction and disruptive solutions. With this vision, Neoris is acquiring new customers and growing in Azure consumption 369% year-over-year in new customers (without main customers). Neoris' presence in enterprise and corporate segments is outstanding, delivering projects with high quality and customer satisfaction. Neoris has invested in competencies and skills to strengthen its market position, achieving five gold competencies in Cloud Platform, Application Development, and Data Analytics, and is going to achieve its first two Advanced Specializations.

## Mongolia



### Mogul Service and Support LLC

[mogulss.mn](http://mogulss.mn)

Mogul Service and Support LLC provides a range of Microsoft Cloud solutions through its gold competencies. In 2020, Mogul Service and Support focused on Power Apps to help APU automate its established risk management system aligned with ISO31000. The solution offered smooth adoption, as the system was integrated with Microsoft 365, and complete views of the customer's daily and strategic risk. The daily mitigation action plans were easy to monitor and easy for field employees to report. The solution is now being further developed to enter the Microsoft Marketplace for further exposure to the Microsoft partner solutions ecosystem.

## Morocco



### CBI

[www.cbi.ma](http://www.cbi.ma)

CBI is one of Microsoft's leading cloud acceleration partners in Morocco and the WECA region. The company helps customers make the most of their digital transformation journey and boost their business transformation by providing global service offerings including consulting, deployment, support, and training to ensure end user adoption. CBI is one of the partners leading by example with outstanding performance and consistency, with a growth on the Azure-consumed revenue of 120% year-over-year and a Cloud Mix in its overall business of 95%, Data & AI YoY Growth 232%, and Azure App innovation 165%.

CBI supported the vision of the city of Casablanca Smart City. As part of the digital transformation of its services to citizens, CBI and other organizations modernized the portal of the municipality of Casablanca and developed 16 portals for its districts. These portals are designed and developed to meet the needs of citizens, professionals, tourists, and all the staff of the city of Casablanca. CBI also started a great motion on SAP on Azure by understanding and skillfully executing the co-sell motion with different partners, two strategic wins, and a scalable plan on execution.

The partner achieved Advanced Specialization in Windows Server & SQL Migration, reflecting its technical capability and investment in Microsoft Cloud technologies.

## Myanmar



### BIM Advanced Technology Services

[www.bimats.com](http://www.bimats.com)

During the pandemic, BIM showed commitment to its customers by listening to their concerns and challenges they faced, and provided and deployed a whole range of digital and technology solutions including Azure Virtual Desktop, Microsoft Teams, Azure Sentinel, Business Central, Dynamics Customer Service, and many service offerings to support its valuable customers. This is the second consecutive time BIM is winning the Country Partner of the Year award for Myanmar.

## Nepal



### Tech One Global

[www.techoneglobal.com](http://www.techoneglobal.com)

Tech One Global empowers leading institutes in Nepal to embark on their digital transformation, ensuring business continuity during a pandemic. Tech One has gone above and beyond to future-proof organizations to adopt work-from-home infrastructure with Modern Workplace capabilities. Enabling a data-driven decision-making culture for the banking industry is a real game-changer.

## Netherlands



### Sogeti Nederland B.V.

[www.sogeti.nl](http://www.sogeti.nl)

Sogeti helps customers with end-to-end innovative cloud technology and predictable solutions that increase business value. With 2,500 employees, Sogeti is the only Dutch GSI with a 100% dedication to Microsoft. The company focuses on three workloads: Modern Workplace, Apps & Infrastructure, and Business Applications. It won the award because it delivered the best-in-class Amsterdam Digital Workplace. The Dutch capital has 19,000 civil servants who are now enabled to better collaborate and be inclusive and sustainable as colleagues as well as toward all citizens, which is a best practice for all governmental organizations in the Dutch market. Sogeti also delivered a Power Platform as enterprise platform for Dutch bank Rabobank, enabling 30,000 users in banking to automate processes themselves, develop insightful dashboards, and develop smart low-code apps, unlocking great potential for the whole industry. Sogeti is clearly enabling the Dutch market to achieve more.

## New Zealand



### Fusion5

[www.fusion5.co.nz](http://www.fusion5.co.nz)

Fusion5 is an organization focused on making potential a reality for its customers. With significant investment in building Microsoft capability, Fusion5 has achieved outstanding success and significant market growth across multiple solutions including Dynamics 365, Microsoft 365, Microsoft Azure, JD Edwards on Azure, and Power Platform.

Leveraging Microsoft platforms and its extensive education industry expertise, Fusion5 has created a Higher Education Centre of Excellence to deliver digital transformation initiatives across New Zealand's universities and technical institutes. As Fusion5's CEO Rebecca Tohill says, this investment in higher education is an investment in New Zealand's future.

A strategic focus on creating value for customers has also seen Fusion5 strengthen its Data & AI capabilities with the acquisition of Mindfull, a leading business intelligence consultancy, and successfully develop and launch Gemini, an Azure-based payroll and HR platform. Gemini is an innovative software as a service solution that puts people before process to reimagine human resource management.

## Nigeria



### Reliance Infosystems

[reliance.systems](http://reliance.systems)

Reliance Infosystems exemplifies the customer-centric company that identifies opportunities within the different industries and helps customers derive 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 84.7% year-over-year growth in Azure consumed revenue, 53.9% year-over-year in Cloud Solution Provider Revenue, and a Cloud Mix of 90.6%.

Reliance Infosystems achieved Advanced Specialization in Windows Server & SQL Migration, Modernization of Web Application, Adoption & Change Management, and Calling for Microsoft Teams, reflecting its technical capability and investment in Azure.

## Norway



### Sopra Steria NO

[soprasteria.no](https://soprasteria.no)

Sopra Steria has invested significantly in new Microsoft and digital transformation business areas, and it has been exciting to follow. The company achieved Azure Expert Managed Service Provider MSP certification in 2021 and published a co-sell package, RightCloud, that was recently Cloud Adoption Framework approved. Sopra Steria has especially demonstrated a strong skillset within Data & AI, Security, machine learning, and the Power Platform. It has also demonstrated a strong voice for innovation for good, winning two international prizes for solutions that will give people with disabilities a better life, both built on Microsoft technology. Microsoft also acknowledges the company's great success in driving and supporting digital transformation and innovative projects with customers across all industries and segments. Sopra Steria is very skilled in understanding the vision of the customer and focuses on clarifying the customer's business needs before applying Microsoft technology. Sopra Steria is continuously building new competencies across the Microsoft clouds to be able to offer the most innovative customer solutions. It has published 19 co-sell packages on Azure Marketplace and Microsoft App Source, making it one of the most active co-sell partners with Microsoft in 2020 and 2021.

## Oman



### International Information Technology Co LLC

[www.iitcoman.com](https://www.iitcoman.com)

IITC specializes in supporting customers across all industry sectors with complex IT needs and is a trusted technical advisor for providing the best in-class IT systems integration solutions. The company's customer wanted more operational agility—without sacrificing security and stability. IITC Introduced Microsoft 365 with other services to transform the customer's workplace culture and enhanced collaboration and security across the enterprise. Now the customer has improved IT flexibility, delivers a powerful, seamless workplace experience, and helps meet the needs of Oman's energy future. With Microsoft Azure Active Directory, the customer delivers cloud-based identity and access management across the organization. The customer's employees get secure and convenient access to both on-premises and cloud apps from the same cloud portal through Azure AD's Application, Proxy, and Single Sign-on features. By implementing Microsoft 365, IITC has reduced the client's integration costs and complexity, enabling it to use the time saved to do higher-order work.

## Pakistan



### Sepia Solutions

[Sepiasolutions.com](https://Sepiasolutions.com)

Born in the era of cloud, Sepia Solutions has created a niche among other and much older partners of Microsoft in a very short span of time because of three major key attributes: dedication, commitment, and relentless hard work. Sepia is among those partners that exemplify what a cloud business partner should be. The company sees no boundaries to whatever it does; whether sales, presales, Microsoft/Partner-Driven Workshops/JMAs or webinars, you name it, and Sepia Solutions will deliver in the next moment. The company has a very strong alignment with everyone in Microsoft's local team. Overall year-over-year is 100%+. It is completely cloud-focused and proactive in all engagements, with good numbers in Cloud-Mix (Azure consumed revenue, Modern Workplace, Enterprise Mobility, and Security).



## Panama



### Business IT

[grupobusiness.it/](http://grupobusiness.it/)

BICSA, in its process of innovating and transforming, migrated its data center to Azure, not just to improve computing, processing, and security capabilities but also to improve operating and financial costs by switching from a traditional upfront-based model to a more flexible pay-as-you-go model.

An ongoing challenge for BICSA is the speed at which its customers are migrating to digital platforms. The need to bring data centers to the cloud has become an enabling instrument for digital transformation.

This BICSA project has served to break the paradigms of the banking industry in Panama, bringing its data centers and banking solutions to the cloud. It has become a benchmark in Panama's local market and has served as a reference for business IT to be able to close other projects for important financial institutions in Panama, such as Capital Bank, Caja de Ahorros, and Inteligo Bank.

## Paraguay



### Grupo OLAM

[www.olam.com](http://www.olam.com)

Grupo OLAM is a key partner in Paraguay with a strong cloud focus.

It received a specific need from its customer, requiring a faster decision-making process to monitor each sale in real time to determine if the margins used are correct and to be able to detect possible anomalies in real time.

Working together they created "CIA" (Centro de Inteligencia y Análisis).

Using Power Apps, Power Automate, and Power BI, GRUPO OLAM built a complete interactive platform with dashboards that extract business data from enterprise resource planning, customer relationship management, and other line of business applications in real time.

The customer can now extract data in real time, transform it, and design the necessary dashboard to ensure the CIA success, reducing report designing and development time by 90%.

With the implementation of CIA, the company's margins increased by 15% in the first quarter.

Grupo OLAM has been present in the Paraguayan technology market since 1994. During these 26 years it has been 100% dedicated to Microsoft technologies and has managed to remain a leader in digital transformation. Consistent work in collaboration and security, today focused on B2C solutions and strong focus on Power Platform and Azure. Key partner for the democratization of technology and Paraguay.

## Peru



### everis NTT Data

[www.everis.com/peru](http://www.everis.com/peru)

Everis Perú, a fully owned subsidiary from NTT DATA and the largest system integrator in Perú with more than 3,500 employees, focuses on providing business solutions to the largest customers in their digital transformation process.

Last year was the year of co-sell and an impressive Azure-consumed revenue due to the execution of several large and complex deals. One highlight is the case of Asociación de AFP, which in a record time of four days developed an application that impacts 10 million people by allowing them to request an AFP subsidy made available as an economic contingency measures due the COVID-19 situation.

## Philippines



### Crayon Software Experts Philippines Inc

[www.crayon.com/ph/](http://www.crayon.com/ph/)

Crayon is a globally recognized IT consultancy services provider that delivers end-to-end solutions and managed services built on Microsoft technology. The company's customer-first approach and commitment to high technical standards, evident through its Cloud Center of Excellence, were instrumental in driving Crayon's unprecedented growth for this fiscal year. Crayon exhibited its strong technical capabilities during this pandemic situation as it enabled the remote workforce of a large-scale business process outsourcer, the country's biggest fast-food chain, and the largest local telecommunications company using Microsoft 365 (Azure Virtual Desktop) and Azure.

The company's expertise in landing the value of the Microsoft platform was further demonstrated through two strong competitive wins—migrating a top-tier financial institution and one of the largest terminal operations companies to Azure. Crayon's customer-first approach was key in winning the customer's trust and satisfaction during competitive scenarios.

Microsoft's technology partnered with Crayon's expertise continue to generate valuable impact to businesses in the Philippines.

## Poland



### Billennium S.A.

[Billennium.com/](http://Billennium.com/)

Billennium is a leading Polish partner, with a mission to modernize clients' key business processes by migration to the cloud. This mission led the company to over 50% cloud growth year-to-date. Billennium is specializing in Modernization of Web Applications to Microsoft Azure and is the first local Polish partner to achieve Azure Advanced Specialization in this field. At the same time it is continuously skilling its team, achieving over 50 additional Microsoft certifications so far this fiscal year. Billennium is a trusted partner for all segments within Microsoft Poland. Thanks to the services included in Azure, the company designed modern, safe, scalable solutions for the Polish Ministry of Finance. This helps modernize existing processes and applications to eliminate the shadow economy in the state, which translates into an increase in state funds. In addition, Billennium's solutions have a direct impact on the satisfaction of citizens and the standard of living in Poland.

## Portugal



### Xpand IT

[www.xpand-it.com](http://www.xpand-it.com)

Xpand IT is an international system integrator specialized in App Modernization, Digital Experience, and Data and AI, and has been a crucial partner for Microsoft, helping shape the Portuguese market in Business Applications and Intelligent Cloud. During the past year, Xpand IT skyrocketed its commitment to the partnership through astonishing double- and triple-digit growth in main business indicators such as Power Platform and Data and AI. The company was involved in key transformational projects and innovative go-to-market initiatives, always showing eagerness to embrace new challenges. Its investment was also reflected in onboarding more business areas to the partnership, upskilling (~30% increase in certified individuals year-over-year), and publishing its offers on Microsoft's Commercial Marketplace, driving strong co-sell and sharing. Besides maintaining multiple gold and silver competencies, Xpand IT was the first partner with headquarters in Portugal to achieve an Azure Advanced Specialization.

## Puerto Rico



### Rock Solid Technologies

[rocksolid.com](https://rocksolid.com)

Rock Solid's management decided to evolve the company's business model and software strategy to be more agile and secure, leaving behind on-premises offerings to implement a complete SaaS cloud company on top of Microsoft Azure. The Rock Solid and Microsoft alliance is a splendid example of how two companies can join efforts for not only the success of the client but also the success of both companies achieving a grown, mature, and solid partnership. The relevance of this transformation has been seen in the market as Rock Solid has been recognized as one of the top 100 government solutions providers (GovTech List 2021) for the sixth year in a row. Rock Solid continues serving public sector clients offering scalable and secure products.

## Qatar



### OOREDOO Q.S.C.

[www.ooredoo.qa](https://www.ooredoo.qa)

Ooredoo is the leading telecom services provider in Qatar, offering telephony, connectivity, and cloud services to consumer and enterprise segments. As part of Qatar's National Vision 2030, Ooredoo, along with a government entity customer, launched a Smart City program to unleash a digital economy. In partnership with Microsoft, Ooredoo led a consortium of companies that have now set up this program, which will enable a digital ecosystem for diverse entities across key national sectors. The program offers Smart City use cases solely based on Azure, including healthcare, transportation, environment, sports, and logistics. The program is built, managed, and operated by Ooredoo on behalf of the customer for a period of 10 years and is a catalyst for digital disruption and Azure consumption. In less than one year from launch, Ooredoo has generated a massive Azure-consumed revenue growth on Azure through the program.

## Romania



### FintechOS

[FintechOS.com](https://FintechOS.com)

FintechOS, founded in Bucharest in 2017, is considered one of the rising stars of the European fintech scene, assisting legacy banks and insurers to build end-to-end digital products in weeks rather than months.

In fiscal year 2021, FintechOS' innovation was validated by more than 40 financial services industry (FSI) customers, top global and industry partners, and a \$60M Series B funding.

Going forward, the company is looking to establish a presence in key markets like Asia, North Africa, and North America, while also broadening its customer base by addressing small and medium-sized enterprises outside the FSI vertical.

## Russia



### Ability [csitltd.ru/](https://csitltd.ru/)

Ability (CSIT Ltd.) has a strong practice of driving Microsoft cloud solutions for different industries. The company continues to grow its expertise and constantly searches for new areas of development, such as the Cloud Adoption Framework practice in which it has invested largely, and as a result could successfully finish its first projects this year.

Ability has achieved remarkable results in 2021 using Microsoft standard programs such as Solution Assessment (66 projects in 12 months) and FastTrack. The company is highly committed to Microsoft, aligning its business to Microsoft solution areas and working with all Microsoft sales segments. It demonstrates high expertise and customer obsession and strictly follows the partner code of business conduct, which is proved by numerous formal feedbacks from customers' and Microsoft Account teams' sides. Ability has been supporting customers for years in both favorable and challenging conditions. When COVID-19 broke out, Ability decided to focus on the education segment to help schools and universities adapt to the new reality. On top of projects on Teams and Azure Virtual Desktop implementation, the company managed to engage development teams in providing customers with tailored Azure solutions.

Ability has shown significant growth in customers this year that helped diversify its business and make it more sustainable.

## Saudi Arabia



### Crayon Arabia [crayon.com](https://crayon.com)

Crayon has played a key role in helping customers in Saudi Arabia tap into digital transformation with Azure leading as a key partner, bringing technical intensity and a customer-centric approach. Crayon's impact spans across various industries such as retail, manufacturing, utilities, financial services, healthcare, and hospitality throughout various segments by modernizing companies through a simplified journey with their Cloud Enablement Framework. The company's agility was fundamental in the nationwide success of remote learning for 6 million students in Saudi Arabia. In addition, Crayon helped many government entities and commercial companies transform and modernize their IT environments using Microsoft Azure for Infrastructure, Data and Artificial Intelligence, supplemented with remote working via Teams and safeguarded by Microsoft 365 security features, and complemented by its own IP EmpowerIQ, an app on Teams that allows companies to tap into prebuilt trainings and create and customize content for the company's needs.

## Serbia



### BE-terna Group [www.be-terna.com/sr](https://www.be-terna.com/sr)

BE-terna, formerly known as Adacta, is a trusted Microsoft Business Applications-oriented partner with a cloud strategy and mindset ready to support different sizes of organizations that require simple or the most advanced solutions. BE-terna has supported Microsoft by preparing Business Central localization for Serbian, Croatian, and Slovenian markets, followed by "Flying Start" packaged offering preparation and go-to-market activities leading to the first Business Central cloud customer wins in the Adriatic region. Be-terna is also open to collaboration with the Microsoft partner ecosystem and is actively looking for strategic partnerships that could allow it to scale together with traditional resellers, telecommunication companies, and accounting agencies. Moreover, BE-terna has a strong and dedicated marketing team, allowing it to generate required market awareness and demand, which helps achieve continued cloud business growth.

## Singapore



### Customer Capital Consulting Pte Ltd

[www.customercapital.com.sg](http://www.customercapital.com.sg)

Customer Capital Consulting has demonstrated a strong and sustained commitment to the Microsoft solution stack. The magnitude of its efforts in driving customer cloud adoption has resulted in 131% Cloud Solution Provider growth. Through innovative positioning of Microsoft's technologies, the company has successfully landed new customers and projects for Microsoft across a range of new industries. Customer Capital Consulting made a conscious effort to build and expand its business around Microsoft technologies to create a powerful national impact. In the face of COVID-19, the company was able to combine its process consultancy expertise and skills in Microsoft Dynamics 365 and Power Platform to swiftly launch an end-to-end contact tracing system for the Ministry of Health to manage the pandemic efficiently and securely. Customer Capital Consulting and Microsoft have truly fostered a strong co-sell partnership, one built on trust and a shared commitment to enabling innovation for customers.

## Slovakia



### SOFTIP, a.s.

[www.softip.sk](http://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 is setting the tone in further market development. At present Softip is a partner holding many 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 a very positive perception for 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



### ADD d.o.o.

[www.add.si](http://www.add.si)

ADD is a forward-looking company focused on building solutions in Business Analytics, Data Analytics, Data Modernization, and Security. ADD's deep industry-specific knowledge and technology expertise in manufacturing, power and utilities, and retail and wholesale enables better decision-making and business optimization for customers, fast solution development, and best-in-class technologies advocating Microsoft Azure Modern Data & Analytical Platform. ADD works on advanced analytical scenarios using cutting-edge Azure components to support IoT and AI scenarios with customers on three continents in over 24 countries, different industries, and various sizes of organizations. With 10 Microsoft competencies, regional presence, and massive potential in the data opportunity, ADD strives to become a leading Microsoft partner in its chosen industries.



## South Africa



### Tarsus On Demand

[www.tarsusondemand.co.za](http://www.tarsusondemand.co.za)

Tarsus-On-Demand, the cloud division of Tarsus Technology Group, was appointed as a Microsoft Indirect Cloud Solution Provider in 2016 and has been recognized as the Microsoft SA Indirect Cloud Solution Provider of the Year for three years running. The company is a market-maker, enabling innovation and supporting the country's small and medium enterprise (SME) community, which is so critical to economic recovery for South Africa.

The company brings thought leadership and innovation to the channel business, and in particular to the vibrant and growing ISV community in South Africa. Beyond the provision of cloud platforms, Tarsus on Demand provides value-add services to support ISVs with migrations, marketing, and access to markets, making it the most significant contributor to the growth of Azure in small to medium-size businesses, the fastest-growing market segment for Microsoft. Its approach to partnership delivers impact and results for today, while also making key investments to deliver future success.

## Spain



### CAPGEMINI ESPAÑA

[www.capgemini.com/service/digital-services/digital-engineering-and-manufacturing-services/](http://www.capgemini.com/service/digital-services/digital-engineering-and-manufacturing-services/)

Capgemini is a well-known business and IT consulting company worldwide. The company has demonstrated outstanding performance during the past year based on several pillars; key highlights include its focus on strategic key accounts for specific industries, its ambitious enablement plan at a technical but also business level, and its defining of a strong catalog of practices and offerings around Microsoft cloud services. It has taken advantage of multiple assets from Sogeti, while bringing a tremendous value proposition to the market based on innovation and managed services. Organizations can benefit from its expertise and tools optimization around migration automation and cloud governance, and deep expertise around digital transformation.

## Sri Lanka



### Tech One Global

[www.techoneglobal.com/](http://www.techoneglobal.com/)

Sanje (Private) Limited has been the partner for many organizations to enable their digital transformation journey in Sri Lanka. The Sri Lankan education sector and corporations have led by example to thrive through the pandemic, which has shaped how companies adapt to crucial changes in operation. In the past year, the education sector in Sri Lanka, and even globally, strived to modify its systems and processes to connect teachers with students and deliver seamless digital learning. Businesses of all sizes across the country also worked around the clock to guarantee agile customer service and business continuity. Sanje (Private) Limited, in collaboration with Microsoft, helped digitally transform organizations and put them in the forefront of success through the pandemic.

## Sweden



### Asurgent AB

[asurgent.se](http://asurgent.se)

Asurgent is a born-in-the-cloud partner that challenges the market of on-premises service providers. The company was founded in 2016 by IT outsourcing veterans with the vision that on-premises datacenters were not going to be able to compete with hyperscale datacenters like Azure. As a fast-growing partner using 100% Microsoft cloud, Asurgent has helped many Swedish customers find their way to Azure by demonstrating the increased value of functionality and more flexibility and control. A great partnership with Microsoft is a part of Asurgent's success, and close collaboration with the local subsidiary has accelerated the business for both parties. Asurgent started out with Azure solutions and has since expanded with adding Microsoft 365 and security solutions to its great portfolio. The partner has repeatedly showcased innovative thinking by challenging the status quo and finding new solutions.

## Switzerland



### Trivadis AG

[www.trivadis.com/](http://www.trivadis.com/)

Trivadis is a partner that has continuously evolved and fully embraces the Microsoft cloud for the benefit of its customers. True to its mission "We turn data into business," Trivadis enables companies to become data-driven organizations, both at the strategic and at the operational level. A good example of the team's expertise is a recent project for an organization that offers solutions for serializing and tracking goods along the entire supply chain. Trivadis architected and implemented a data platform based on Microsoft Azure and other integrated Microsoft technology. This enables the customer to generate KPIs from data of over 100 billion items per year, generating customer value and insights for innovation. In addition, Trivadis continues to surprise with creative marketing campaigns that resonate with the wider business community and helped drive cloud adoption in Switzerland.

## Taiwan



### Freedom Systems Inc.

[www.freedom.net.tw/](http://www.freedom.net.tw/)

With 19 years of highly-qualified, reliable, and stable IT Managed Service Provider services experience, Freedom Systems helps customers get rid of complex and cumbersome IT problems through providing overall IT planning incorporate business practice requirements, security plan, legal issues, and business owner responsibilities to reduce business owners' pressure and risks.

As a leading customer trusted advisor, Freedom continuously provides comprehensive security offerings to support customers' security concerns on Microsoft platforms, including overall IT environment assessment, security tools proof of concept, security reinforcement plan, security solution implementation, incident response (IR), dynamic policy adjustment, and security consulting. Successfully acquired customers across different industries include semiconductor, industrial PC, enterprise mobility and security, printed circuit board, biotech, and healthcare.

## Thailand



### NTT (Thailand) Limited

[hello.global.ntt/](https://hello.global.ntt/)

NTT is one of the world's largest global technology and business solution organizations, providing integrated services of Digital Business Consulting and Managed Services for Cloud solutions in over 190 countries. NTT (Thailand) was appointed as Licensing Solution Provider in Thailand in August 2020 to expand the business with Microsoft's trusted cloud platform and AI to help customers accelerate their digital transformation.

NTT has shown significant commitment and investment in terms of people, with more than 80 sales and 700 services resources, who have contributed to more than 300 Microsoft certifications earned.

NTT covers all customer segments with a strong presence in strategic enterprise accounts in manufacturing and automotive, financial services institutions, government, and media and entertainment industries. The first customer success story proudly presented is one of the largest insurance companies, for which NTT provided an end-to-end Microsoft solution in terms of modernizing infrastructure and secured Modern Workplace with third-party security vendors.

## Trinidad and Tobago



### Davyn

[davyntt.com](https://davyntt.com)

The current situation brought many new challenges for Davyn. The company engaged in deeper conversations with the public and private sector on the urgency of digital transformation, not only to survive the pandemic but also to thrive beyond it. Its team of cloud and Dynamics 365 experts have worked tirelessly to bring unique, modern, scalable, and cost-effective solutions to organizations throughout the Caribbean.

## Tunisia



### INSOMEA COMPUTER SOLUTIONS

[www.insomea.tn](https://www.insomea.tn)

INSOMEA is an early adopter of the recent innovative Azure technologies, which led to the creation of SIEM365 in the marketplace. The company has grown year-over-year on Azure-consumed revenue 89%, on MWP usage 467%, and on Data & AI 204%. INSOMEA presents SIEM365 as a full-fledged solution focusing on Azure Sentinel deployment and enablement. The solution includes advanced in-house developed playbooks, dashboards, and queries that can be integrated with different customers' environments. One of the sales plays that INSOMEA is considering as a strategic and ACR booster is the ERPs on Azure, including but not limited to SAP, Dynamics Nav, and Sage. In fact, INSOMEA is continuously skilling up its team with the required tools and certifications to build advanced and specialized resources in the field.

## Turkey



### Data Market Bilgi Hizmetleri A.S.

[www.datamarket.com.tr](http://www.datamarket.com.tr)

Data Market has been one of the leading companies in the IT sector of Turkey since 1992. The company is a solutions provider and system integrator as an information technology partner that customers can rely on for business-critical applications. Data Market, having many customers from different sectors, offers service by combining experienced staff and reliable service throughout Turkey.

Data Market successfully achieved the Microsoft Azure Expert Managed Service Partner designation from Microsoft demonstrating the depth of its competencies and best practices across the entire Azure journey steps, including design, migration, transformation, monitoring, automation, service management, security, governance, and cost optimization.

The program recognizes Data Market's strategic investments in HR, effective use of innovative technologies, and exclusive ability to successfully enable digital transformation for its enterprise customers. Data Market has also earned Advanced Specialization for WS/SQL Migration, Modernization of Web Apps, and Adoption and Change.

## Uganda



### Computer Revolution Uganda

[www.computer-revolution.co.ug](http://www.computer-revolution.co.ug)

Computer Revolution (CRA) Uganda helps its customers deliver their strategy through high-impact innovative channels driven by technology. CRA Uganda is committed to making digital transformation a reality for its customers and has found the best mix of tools with the Power Platform. Through the power platform, CRA Uganda has the speed and accuracy of delivering a functional product to customers. CRA Uganda's ability to propel its customers' growth through a Centre of Excellence model for capacity building gives its customers the confidence to continue to invest and build on the Power Platform. CRA Uganda has a very good collaboration with Microsoft teams across the board, and customers have ranked it very high in terms of execution.

## Ukraine



### CLOUD SERVICES LLC

[www.cs-worldwide.com](http://www.cs-worldwide.com)

CLOUD SERVICES is a fully cloud-oriented managed services provider that specializes in cloud assessments, migrations, Application Modernization, and data and analytics. With three years as an Azure Expert Managed Service Provider, CLOUD SERVICES was the first company to achieve such a high-level status in Ukraine and Central and Eastern Europe, and in the past year earned two Azure Advanced Specializations.

CLOUD SERVICES' strong performance in the past year was driven by successful execution of new strategy with a focus on ISVs' migration to Azure, Synapse analytics scenarios, and demand generation through digital Azure Immersion Workshops.

CLOUD SERVICES demonstrated significant progress in key Azure business directions and scaled a successful business practice outside Ukraine.

## United Arab Emirates



### Etisalat

[www.etisalat.ae/en/index.jsp](http://www.etisalat.ae/en/index.jsp)

Etisalat, the largest telecommunications provider in UAE, has exhibited digital transformation by diversifying its core business into a locally grown Microsoft Cloud Partner and exhibiting double-digit growth on cloud service provider and Azure Consumption business. Etisalat Digital has doubled up on Tech Intensity by certifying more than 150 individuals on Azure as well as acquiring Azure Advanced Specialization. Etisalat has led by example the culture of co-sell within its organization and invested heavily in digital sales skill enablement across the Microsoft cloud. Etisalat won several landmark datacenter Transformation Projects with leading customers in the region from different industries that plan to define their long-term cloud migration strategy on Azure. Etisalat has been instrumental in accelerating the customer journey on remote working during the COVID-19 pandemic by offering Teams Direct Routing as a service, to help save costs and enable business continuity for multinationals. Etisalat has also acquired several new customers across Modern Workplace/Security and Azure in small, medium, corporate, and Enterprise Segments, with some notable wins in strategic industries such as government, healthcare, and financial services.

## United Kingdom



### PHOENIX SOFTWARE LTD

[www.phoenixs.co.uk](http://www.phoenixs.co.uk)

Phoenix is an Azure Expert Managed Service Provider focused on public and not-for-profit organizations. In 2020 it stepped forward to aid its customers, delivering at speed when they needed it most. The company's Azure Virtual Desktop deployment at a major London hospital enabled it to keep over 80% of its cancer treatment services running through the pandemic; this repeatable solution has since been rolled out to a further 25 National Healthcare Service (NHS) trusts. Phoenix's agile and innovative approach has delivered 70% year-on-year growth. Relentlessly focusing on positive societal change, the company has worked closely with Microsoft to amplify the Get On 2021 digital skills campaign, launched sustainability initiatives, and helped councils tackle mental health, unemployment, and poverty issues. Staff welfare and creating a diverse and inclusive workplace have been integral to everything Phoenix does, including ensuring all staff sit the Accessibility Fundamentals and are able to showcase Microsoft's accessibility features.

## United States



### Ernst & Young LLP

[www.ey.com/microsoft](http://www.ey.com/microsoft)

EY has set the pace for innovation to help society and businesses realize the power of digital with Microsoft. In the past year, it has confirmed its commitment to the Microsoft Partnership with the launch of the EY Microsoft Services Group, dedicating a Microsoft practice that delivered 19,000+ projects across the clouds and grew year-over-year revenue by 120% in the US. EY has methodically built a portfolio of game-changing industry platforms, resulting in 152% growth year-over-year in Business Apps across energy, manufacturing, financial services, government, and health. EY's market-leading Global Tax Platform, a Microsoft cloud-enabled solution that assesses, reviews, calculates, and reports taxes globally, is rapidly advancing the digitalization of the global tax system. Importantly, EY has partnered with Microsoft to deliver its COVID-19 response impacting the lives of millions of US citizens by accelerating vaccination efforts via its Vaccine Management Systems solution and swiftly distributing hundreds of millions in US stimulus funding to individuals and small business via its Grants Accelerator solution.



## Uruguay



### Arnaldo Castro

[www.arnaldocastro.com.uy](http://www.arnaldocastro.com.uy)

Arnaldo C. Castro S.A. is one of Uruguay's oldest partners and has accompanied Microsoft throughout its transformation journey. This year it has won its third consecutive award, collaborating and proactively participating with a customer from the financial industry, transforming an internal process that demonstrates the benefits of digital transformation and complying with all cloud regulations.

Using RPA Robotic Process Automation and AI in Power Automate, customer optimized costs, quality of services, delivery times, and built new added value for its customers.

During the process, the customer began its journey to move infrastructure to Azure too and deployed M365 for collaboration and productivity.

Due to the success in this project, Arnaldo C. Castro has created a new business area dedicated to automation.

## Venezuela



### Consultores e Ingenieros Consein CA

[www.consein.com](http://www.consein.com)

Social Responsibility is one of Bancaribe's most precious values, contributing to a better world, a common place that considers the needs of all human beings to have equal conditions and opportunities. Aria uses the cognitive services of Azure Speech Recognition and Microsoft Translator, acquired capabilities to provide attention to people with impaired vision or those who do not speak Spanish.

As result of Social Aria, Bancaribe grew 268% over the previous year. Consein and Microsoft won the Aria project against Amazon Web Services and Google Cloud Platform. Bancaribe billing will increase to US\$5,800 monthly, with the expectation of twice as much by the end of the year.

## Vietnam



### SL INTERNATIONAL CO., LTD.

[softlinegroup.com.vn/](http://softlinegroup.com.vn/)

Softline is very committed to developing its people, both sales and tech (+27 new Microsoft Certified Professionals in the past year), landing advanced cloud practices (AVD) and new customer offers (T+36 framework to drive usage and premium/security upsell), and being very aligned and proactive in going to market with Microsoft.

Softline is the biggest partner for Microsoft 365 cloud revenue. It has responded very fast with remote work offers to support Vietnamese customers during COVID-19. Fantastic services from Softline include supporting a major Vietnamese bank in its second online shareholder meeting and securing the biggest Microsoft 365 win in APAC with 10,000 seats. With these achievements, Softline continues to grow from strength to strength and hand in hand with Microsoft Vietnam.