



2024 Microsoft Partner of the Year Awards

Winners and Finalists



Welcome

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

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

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

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

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Azure

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Analytics

Quisitive | United States
<https://www.quisitive.com>

Quisitive is revolutionizing healthcare management. The company implemented a Microsoft Fabric for Healthcare solution for an initiative that provides care for injured workers. The solution enabled the organization to access and analyze patient data from previously disconnected sources, leading to improved patient outcomes, a 90% reduction in wait times and lower costs. Quisitive has deep expertise in Microsoft analytics solutions, including advanced specializations in Analytics & AI, and is applying Fabric to other organizations. Quisitive, an Azure specialized partner, is now set to catapult other organizations into a new era of data efficiency and excellence.

Modernizing Applications

WinWire | United States
<https://www.winwire.com>

WinWire transformed a legacy eDiscovery app into a revolutionary tool for the legal sector, saving 150% on IT costs, scaling data to 19PB, and driving an ACR of \$60M annually. By leveraging Azure App Services, Azure Kubernetes Services (AKS), GitHub, SQL, and Azure Data Lakes (ADL), WinWire enabled a streamlined customer experience with search capabilities that were five times faster, enhanced DevOps and improved security.

Building with AI

PwC | Global
<https://pwc.com/gx/en>

PwC is pioneering the use of AI at some of the world's most complex enterprises. In 90 days, PwC delivered and built an AI app solution to solve a complex SAP use case where existing systems had a time-consuming series of approvals and audits. PwC's solution drew on Azure Databricks, Power Automate, Power BI, SQL Database, Data Lake, Data Factory and Power Apps to aggregate data, request resubmission of incomplete tickets, create log summaries and perform audits. PwC won client trust and further engagements to assess other GenAI use cases with PwC's Responsible AI Framework, which spurred the creation of POCs and Azure OpenAI-enabled Copilots with this same customer to help employees query data and find operational reports.

OSS on Azure

Confluent | United States
<https://confluent.io>

Confluent has completely reimaged Apache Kafka for the Cloud. Confluent accelerates development cycles by up to 70% and reduces management costs by up to 60%. In addition, Confluent seamlessly integrates with Azure Marketplace and services, providing a unified management, security, and billing approach. With over 120 pre-built connectors and a serverless stream processing service for Apache Flink, Confluent simplifies data migration and real-time integration with many Azure data services.

Migration to Azure

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

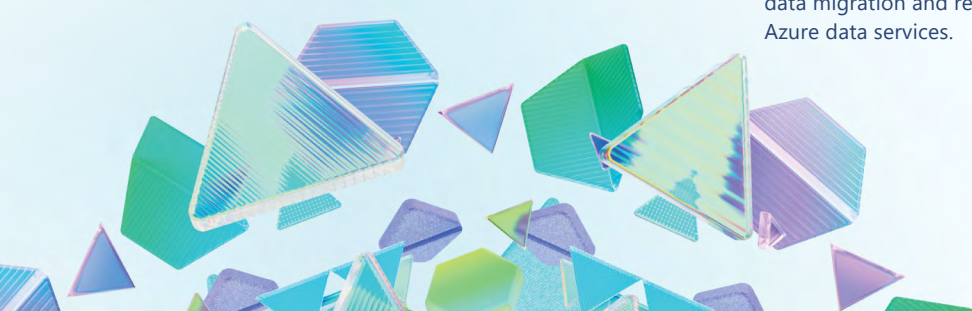
NetApp | United States
<https://www.netapp.com>

Capgemini and NetApp successfully transformed a customer in Asia with a large SAP R/3 landscape to Microsoft Azure, laying the groundwork to leverage cloud native Azure AI Cloud services. Supporting over 125M customers, 600 SKUs, and millions of transactions every day, the retail customer entrusted Capgemini and NetApp to migrate its mission critical SAP Db2 database to Microsoft Azure. Delivering hundreds of products to millions of customers at the right time and right place made the stakes for success even higher. The project included Azure NetApp Files storage services, which provided the ideal foundation for handling massive data volumes and ensuring backup and restore capabilities. Systems performance improved by 30%, while backup and recovery restore points improved by 50%. Delivery of services dropped from months to just hours, allowing for timely product delivery to customers and new product development. This collaboration ensured a fast and flawless cloud migration for mission-critical workloads, maximizing performance, reliability, and security while minimizing disruption and costs.

SAP RISE on Microsoft Cloud

Accenture-Avanade | Singapore
<https://www.avanade.com>;
<https://www.accenture.com/us-en/services/microsoft-index>

Accenture-Avanade have been helping both public and commercial sector organizations across the globe to digitally transform, adapt and improve outcomes through innovation. Together with Microsoft, they are poised to help develop systems running on cloud with the use of data analytics and artificial intelligence that will drive modernization of enterprise infrastructure. Recently, they empowered a large customer in Singapore with SAP RISE on Azure, leveraging Microsoft's Extend & Innovate capabilities built on Microsoft Teams and Azure OpenAI. Customer impact included improved collaboration and financial reporting, enhanced response time and improved decision making.



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Business Applications

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Category Winners | Business Application



Dynamics 365 Business Central

JourneyTeam | United States
<https://www.journeyteam.com/>

Recognizing the challenges small businesses face when implementing an ERP system, JourneyTeam crafted the Business Central Sherpa program to shepherd companies through Business Central implementation, employing a unique one-to-many delivery model. This approach blends workshops, prebuilt templates, and personalized coaching to implement at scale, while reducing costs and risk for customers.

Dynamics 365 Finance

EY | United States
<https://www.ey.com>

The EY-Microsoft alliance joins forces to expand the reach of Dynamics 365 Finance to businesses of all sizes. This is achieved through scalable, transformational solutions, with a focus on making the global-to-local journey; understanding complex regulatory standards and automating processes. When their dedicated professionals across the globe work with Microsoft and leaders of Fortune 500 companies, the EY-Microsoft alliance is placed squarely where essential tax and finance transformation happens.

Dynamics 365 Sales & Customer Insights

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

Accenture-Avanade's Dynamics 365 Sales and Customer Insights work delivers business value to both customers and Microsoft. Offering end-to-end services for multi-continent projects and backed by industry-aligned experts, Accenture-Avanade accelerates delivery and value through comprehensive services and is viewed by industry analysts as a leader. Working collaboratively and tactically with Microsoft, Accenture-Avanade have piloted Microsoft Copilot for Sales and are actively taking this capability to clients.

Dynamics 365 Service

HCL Tech | United States
<https://www.hcltech.com>

Customer service agents will experience productivity improvements, thanks to the advancement in GenAI in the last few years. HCLTech has consistently deployed AI and automation in contact centers and customer service scenarios and is actively educating customers on Microsoft Copilot for Service capabilities. HCL America is also assessing Microsoft Copilot Studio for its unique customer needs.

Dynamics 365 Supply Chain

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

HSO is a business transformation partner for large organizations, thanks to its deep industry expertise and global practice. HSO revolutionizes every link of the supply chain. From manufacturing to retail, it pioneers groundbreaking solutions with innovative methodology to transform the way companies serve their customers.

Intelligent Automation

EY | United States
<https://www.ey.com>

EY has grown its Microsoft Intelligent Automation business by 76% year-over-year based on its ability to integrate AI, Copilots and Power Platform into its industry and domain solution portfolios. EY's dedicated Microsoft business group seamlessly collaborates and innovates with customers to enable transformational objectives, leading to increased adoption at speed and scale.

Category Winners | Business Application



Low Code Application Development

Hitachi Solutions | United States

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

Hitachi Solutions' growth is powered by its focus on Microsoft technologies, its skills across Microsoft business apps, and its industry experience. These capabilities allow Hitachi Solutions to guide customers through low code development and transformation to create impactful change and sustainable business outcomes. Hitachi Solutions' primary goal is to advise and accelerate its customers' data, business system, and AI modernization journeys to achieve the greatest value from their Microsoft technology investments.



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Business Transformation

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Category Winners | Business Transformation



AI Innovation

SymphonyAI | United States
<https://symphonyai.com>

The SymphonyAI Sensa Investigation Hub is a cutting-edge AI-powered application that runs on Azure to provide an enterprise-wide view of financial crime risk management. It helps investigators work more efficiently by accelerating investigations with a generative AI assistant that sources, summarizes, and analyzes data at scale. It can reduce false positives by up to 70%, improve the risk-alert ratio by 81 times and increase by 30% the detection of risks that merit the filing of a suspicious activity report (SAR).

Commercial Marketplace

Wiz | United States
<https://www.wiz.io/>

Wiz is a unified cloud security platform for security and development teams that includes prevention, active detection and response. Microsoft Azure customers use Wiz to reduce risk and gain unmatched visibility, accurate prioritization, and business agility on their cloud. With more than 70% of Wiz's business billed through cloud marketplaces, and a significant amount through the Microsoft Commercial Marketplace, Wiz is paving the way for ISVs to successfully implement a marketplace-first approach. Wiz has expanded its marketplace business by engaging channel partners through multi-party private offers and closed more deals by leveraging benefits offered through Marketplace Rewards.

Copilot

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

As early adopters of Microsoft Copilot for Microsoft 365, Accenture and Avanade have first-hand experience and end-to-end services to help clients integrate Copilot in a secure and responsible way. Their commitment to, and deep knowledge of Microsoft technologies are backed by their Microsoft Partner of the Year Awards and brought to life by their workforce of experts holding more than 60,000 Microsoft certifications, including 17 M365 MVPs.



2024 Microsoft Partner of the Year Awards

Industry



Category Winners | Industry



Defense & Intelligence

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

Icertis is a global leader in contract intelligence. In working with Microsoft, Icertis was early to recognize the once-in-a-generation opportunity for AI to transform business relationships and drive performance through the use of contract data. The Icertis platform equips customers with powerful insights to grow revenue, control costs, mitigate risk, and ensure compliance. Today, 30 percent of the Fortune 100 companies trust Icertis to realize the full intent of millions of commercial agreements in more than 90 countries.

Education

AvePoint | United States
<https://www.avepoint.com>

AvePoint's AI-powered MaivenPoint platform pioneers transformative learning. FairBot, Singapore's first Teams chatbot, serves as a tutor, able to gauge students' well-being. AI and machine learning have enabled tailored workforce training with the education industry customer's Learning Hub and automated learning experiences, saving more than 2,500 hours annually. Modern learning now blends academics with emotional development, preparing learners for constant change.

Energy & Resources

Cognite | Norway
<https://www.cognite.com/en/>

Cognite continues to lead the charge in global Industrial DataOps on Microsoft Azure in 2024, enabling industrial companies to leverage AI for a transformative digital journey. Cognite Data Fusion® is built for industry, incorporating decades of domain expertise into the software. This, combined with Generative AI functionality, enables simple access to complex industrial data and digital twin capabilities, increasing by 10 times the efficiency of industrial workflows.

Financial Services

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

With over 24 years of collaboration, Capgemini's Financial Services (FS) team has been meeting Cloud needs and driven digital transformation for FS businesses by offering tailored solutions across business landscapes. Their expertise across Microsoft platforms (including Modern Workplace, BizApps, Azure, and Data & AI) enables clients to thrive in the digital era and solidifies Capgemini's position as a trusted partner, fostering innovation and success within the financial industry ecosystem.

Gaming

EPAM | United States
<https://www.epam.com>

EPAM is a leading digital transformation services and product engineering company. Since 1993, it has used its software engineering expertise to become a leading global provider of digital engineering, and cloud and AI-enabled transformation services. It has also become a leading business and experience consulting partner for global enterprises and ambitious startups.

Government

PwC | Global
<https://pwc.com/gx/en>

PwC and Microsoft have leveraged over 15 years of public sector experience to drive digital and cultural transformation, addressing global challenges and enhancing government services. With a team of more than 1,500 specialists, they focus on innovation, trust and efficiency through projects that leverage AI and cloud transformation to help all levels of government around the world. These efforts showcase digital transformation's impact on operational efficiency and PwC's commitment to enabling public trust.



Category Winners | Industry



Healthcare & Life Sciences

Rubrik | United States
<https://rubrik.com>

Rubrik and Microsoft protect healthcare organizations and their patients by reducing their cyber risk and helping to recover critical workloads faster in the event of an attack, enabling these providers to fully protect the integrity of their Electronic Health Record (EHR) systems. Rubrik was instrumental in assisting one of the first healthcare institutions to move to Azure, an innovation that helps organizations implement the end-to-end security required to move protected data from on-prem to the cloud.

Manufacturing

Siemens | Germany
<https://datadrivenx.com/>

Siemens embraced the Microsoft Cloud to help manufacturers be more productive and bring products to market faster. Siemens' Data Driven X on Azure allows organizations to match IoT data with contract information to enable faster claim processing, risk prevention, and increased machine uptime. Siemens also launched the Teamcenter app on Microsoft Teams, showcased the Industrial AI Copilot, and will make its Xcelerator as a Service portfolio available on Azure with Azure AI and Copilot integrations.

Media & Telco

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

Generative AI is at the forefront of driving significant innovation and transformation within the telecommunications and media industries. Accenture and Avanade are empowering telco and media customers to harness the full potential of AI, scaling transformative effects to new heights and fostering a new era of growth and innovation. Alongside Microsoft, Accenture and Avanade are providing insights that are freeing customers from the limits of legacy infrastructure through a digital transformation that is expanding their service offerings, preparing them for innovative technologies and increasing revenues.

Mobility

Accenture-Avanade | United States
www.accenture.com/us-en
www.avanade.com

Accenture and Avanade collaborate with Microsoft on many reference architectures and go-to-market motions, enabling the automotive and transportation industries to leverage strong co-sell motions. Their work to transform a major car manufacturer's design-make-and-use value chain through generative AI was a highlight of the last year. This kind of progress is helping the firm make the next generation of vehicles faster and at a high level of quality with less waste, while delivering exceptional customer experiences.

Nonprofit

Valorem Reply | United States
<https://valoremreply.com>

Valorem Reply, part of the Global Reply network, is a Microsoft Cloud Solutions Partner. Through the passion and expertise of their organization, and the power of Microsoft solutions, Valorem Reply is uniquely positioned to help non-profit organizations leverage best-in-class technologies to do more good. To assist an organization in their mission to save lives, defeat poverty, and achieve social justice, Valorem Reply built an OpenAI sentiment analysis application to better inform emergency preparedness decisions.

Retail & Consumer Goods

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

Generative AI is reshaping the retail and consumer packaged goods (CPG) world in real time. Retailers and consumer brands seeking to unlock new possibilities from Microsoft AI technologies can rely on Accenture and Avanade for solutions. One of the largest home improvement chains in Europe enabled digital transformation by harnessing the potential of the Azure OpenAI Service to deliver a game-changing, generative AI-powered shopping experience for its customers.

2024 Microsoft Partner of the Year Awards

Modern Work



Category Winners | Modern Work



Apps & Solutions for Microsoft Teams

TeamViewer | Germany

The integration of Team Viewer with Microsoft Teams marks a paradigm shift in support services. TeamViewer integrates with Teams, enriching remote connectivity and streamlining operations. Offering features like support for mobile workforces, AR-driven remote guidance and advanced troubleshooting capabilities, TeamViewer is helping more than 4,000 organizations achieve unprecedented efficiency and productivity enhancements, with an 80% reduction in IT support ticket resolution time.

Converged Communications

Symity - Part of Charterhouse Group | United Kingdom
<https://symity.com/>

Symity's multi-tenant cloud solution for a large UK Police Force quickly, easily and securely delivered necessary improvements. The solution replaced outdated communications infrastructure, boosting reliability while delivering substantial savings on power. Thanks to seamless integration with emergency services' contact centers, these comprehensive integrations enhance efficiency, streamline communication, and ensure rapid response in critical situations.

Employee Experience

Rapid Circle | Australia
<https://www.rapidcircle.com>

Rapid Circle used Viva Standardized Pilots to empower three Australian organizations in delivering purposeful employee experience solutions for their workforce. Built on Viva Suite and Copilot, these implementations resulted in significant platform adoption, license growth and improved employee experience.

Modern Workplace for Frontline Workers

Epic Fusion | Switzerland
<https://epicfusion.com/>

Epic Fusion enabled a holistic adoption of business IT, merging organization, culture, and digitalization to make solutions an integral part of the corporate entity. Epic Fusion reimagined connection, collaboration and communication for 600 frontline workers with health-related impairments with Microsoft 365 Modern Work Apps. They ensured individuals used it daily, implementing their signature approach, which combines advanced Microsoft technologies with people-centered change management.

Project & Portfolio Management

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

Innovative-e transforms collaborative work, project, and portfolio management for customers. Based on Microsoft's trusted cloud platform, responsible AI, Microsoft Teams, Power Platform and Project for the Web, Innovative-e helps customers modernize and consolidate data with their Teams4PM solution. Teams4PM provides project and portfolio management with real-time insights, advanced analytics and automation of Teams channel creation; and enables collaboration by unifying Microsoft's new and legacy solutions including Planner, Project Online, and Project for the Web in Teams.

Secure Productivity

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

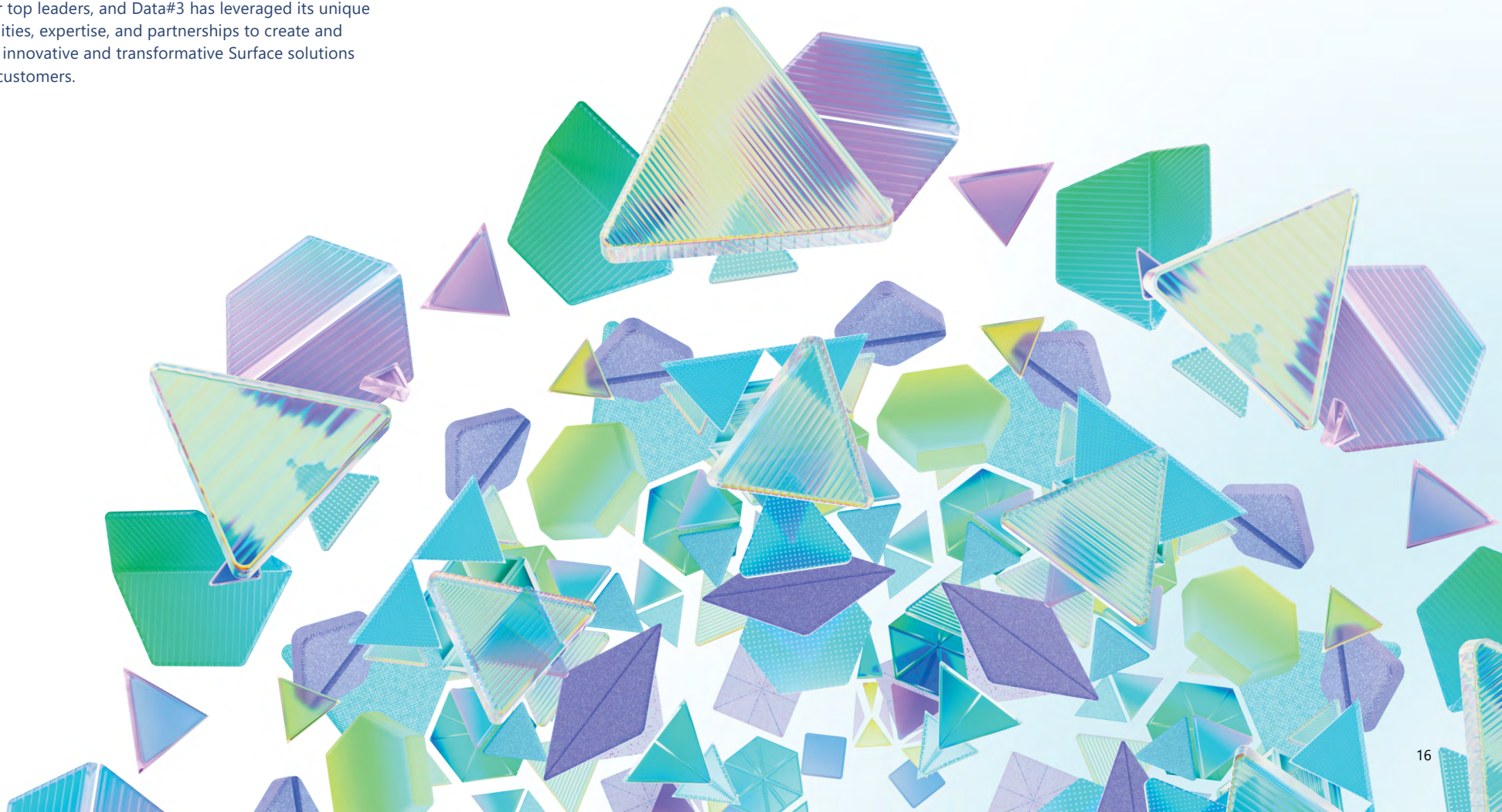
BDO Digital provides technology and transformation services, led by Microsoft products and tailored by industry. Their portfolio of fast assessments and world-class system integration services represent a substantial business growth commitment across Microsoft solution plays.



Surface Reseller

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

Data#3 has excelled in their Surface performance, connecting Copilot with Surface, and using the power of their proactive co-selling and collaboration with Microsoft across Public Sector, SMC and Enterprise. Data#3 has maximized end-customer investment funds (ECIF) utilization for their customers by scaling through their adoption specialists. Their commitment to the Surface partnership is felt from their Surface champions to their top leaders, and Data#3 has leveraged its unique capabilities, expertise, and partnerships to create and deliver innovative and transformative Surface solutions for its customers.



2024 Microsoft Partner of the Year Awards

Partner Innovation

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Category Winners | Partner Innovation



Device

Lenovo | Hong Kong SAR
<https://www.lenovo.com>

As a large Microsoft device partner, Lenovo delivers a deep portfolio of Windows-based products across Consumer, Commercial, Gaming and Education. This year, Lenovo has deepened its expertise by further expanding in areas that align with Microsoft's strategic priorities such as AI, Cloud, and Security. From the Legion Go handheld gaming device to enabling Windows 365 on Motorola's ThinkPhone platform, Lenovo has demonstrated its commitment to innovation and further enhancing the customer's Windows experience.

Distributor

PAX8 | United States
<https://pax8.com>

The Pax8 Cloud Commerce Marketplace has created a disruptive category in the channel ecosystem and become a champion for managed service providers (MSPs) who serve small to medium businesses (SMBs) around the world. Through their collaboration with the Microsoft Marketplace, Pax8 is positioned for growth opportunities, igniting the potential of this market to achieve mutual success.

Global Advisory

EY | United States
<https://www.ey.com>

In the era of AI, EY aims to become the global reference in business transformation – unlocking the power of the Microsoft AI Cloud to transform its clients, itself and the world. EY invested in its EY.ai platform, powered by Microsoft, driving innovation with the latest Microsoft products and resulting in 53.6% YoY Azure Consumed Revenue and production-ready AI client outcomes. Their impact is shaping the future of AI – and society through shared collaborations and strategic initiatives.

Global ISV

PROS, Inc. | United States
<https://www.PROS.com>

PROS Holdings, Inc. is delivering results to the world's top brands across industries. Viewed as a market leader by both Gartner and IDC for its CPQ and price optimization capabilities, PROS' advanced AI delivers results to the world's top brands across industries. According to a recent ROI study, PROS customers have reported a near 96% efficiency gain; up to 5% margin improvement and a near 20% revenue lift.

Global System Integrator (GSI)

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

For over 20 years, Accenture-Avanade has operated with one focus: to drive transformation and genuine human impact through Microsoft technologies. Their solutions demonstrate a comprehensive approach to yielding a large and impactful collaboration with Microsoft around the world. They leverage Microsoft's latest technologies across industries, solutions, emerging tech, and Generative AI so they can invest early, adopt early, and lead the market in business and industry reinvention.

GSI Growth Champion

Cognizant Technology Solutions | United States
<https://www.cognizant.com/us/en/about-cognizant/partners/microsoft>

Cognizant delivers industry-leading, end-to-end Microsoft-centric cloud solutions, and is committed to driving innovation and maximizing business outcomes for its clients.

Category Winners | Partner Innovation



ISV Innovation

NVIDIA | United States
<https://nvidia.com>

NVIDIA and Microsoft deliver new possibilities to create more value and empowering customers and partners to achieve new levels of productivity and innovation with Next-Gen AI tools, solutions, and services. This collaboration brings together Microsoft's Azure infrastructure and extensive lineup of software with the power of NVIDIA's GPUs and networking to deliver a platform unmatched in performance, security, capability, and resiliency. Years of purpose-built design and joint architecture supply the fundamental foundation for handling massive computing workloads and unlock the next era of AI hyperscale computing and industrial digitalization.

Microsoft for Startups

Silverfort | Israel
<https://silverfort.com>

Silverfort is a leading identity protection company with hundreds of customers – including Fortune 500 companies – across the globe. Silverfort is a private preview partner for Microsoft Copilot for Security, enabling organizations to protect their workforce identities (human and non-human), regardless of their location.

Scale Solutions LSP

Crayon | Norway
<https://www.crayon.com>

As a global partner, Microsoft's solutions represent a substantial portion of Crayon's offerings. Most of its cloud revenue and services are Microsoft-related. Crayon's strategic growth and evolution reflect the strength of its achievements and innovations in collaboration with Microsoft. In the last year, Crayon executed hundreds of Microsoft-funded engagements for customers across 31 countries, demonstrating the power of that collaboration.

SMC-SI Empowering Customer Innovation

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

BDO Digital delivers technology and transformation services driven by Microsoft products and tailored by industry. Its portfolio of fast assessments and world-class system integration services represent a substantial business growth commitment to Microsoft across all FY24 solution plays. BDO Digital continues to promote growth within the small, medium and corporate (SMC) Solution Integrator accounts that span the Microsoft ecosystem.

Training Services

CloudThat | India
<https://cloudthat.com/training>

CloudThat's journey began over 12 years ago, driven by a commitment to cutting-edge technology. Embracing Satya Nadella's vision of "Tech Intensity" over the last year, CloudThat has focused on innovating with AI, leading to the pioneering adoption of GenAI. Initiatives such as the "Week of AI" trained over 200,000 participants. CloudThat's "Week of GenAI" has already upskilled 5,000 learners and plans to reach 50,000 by year's end, aimed at driving impressive global redemption figures.

2024 Microsoft Partner of the Year Awards

Security

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Compliance

Cyclotron Inc. | United States
<https://www.cyclotron.com/>

Cyclotron is a leading Microsoft security partner committed to accelerating compliance and data governance solutions for clients. Cyclotron has demonstrated expertise in deploying Microsoft Purview, which enables organizations to confidently manage risks, protect and govern sensitive data and comply with regulations and compliance standards. Cyclotron's expertise spans the entire Microsoft ecosystem, including security and compliance, Azure Cloud Solutions, modern work and collaboration and advisory services.

Identity

InSpark | Netherlands
<https://www.inspark.nl/>

InSpark delivered great security outcomes for joint customers across multiple identity solutions. In addition to driving solutions around Passwordless, Identity Protection and Active Directory Federation Services migrations to Entra ID, InSpark was a launch partner for Entra ID Governance, achieving significant customer wins in this area. It also consistently participated in early design engagements for new Entra investments, such as Verified ID and Microsoft's Security Service Edge (SSE) solution. Their dedication to sharing learnings from customer engagements to Microsoft Security Engineering has helped refine the roadmap and improve Entra products for both existing and strategic offerings.

Modern Endpoint Management

VNEXT Group Inc. | Canada
<https://vnextgroup.com>

VNEXT Group is committed to helping customers modernize their device- and network-security with a Zero Trust model as the foundation. Through its Modern Endpoint Management Solution via Microsoft 365 Flex Consulting, VNEXT Group implemented a Zero Trust approach to secure access both in the cloud and on-premises. They jointly developed a roadmap with measurable steps to transition their environment while maintaining security, accessibility and control.

Security

BlueVoyant | United States
<https://bluevoyant.com>

BlueVoyant is a leading security partner, using Microsoft's cloud-based, AI-powered Cyber Defense Platform to protect over 1,000 customers in more than 40 countries from cyber threats. BlueVoyant excels in innovation, thought leadership and customer results, and has a unique impact on customers, partners, and Microsoft. BlueVoyant is a premier cybersecurity provider that spans the entire Security Operations landscape as defined by Gartner.



2024 Microsoft Partner of the Year Awards

Social Impact



Category Winners | Social Impact



Community Response

Simpson Associates | United Kingdom
<https://www.simpson-associates.co.uk>

Simpson Associates has been a key technical delivery partner for the Tackling Organized Exploitation (TOEX) Program in two ways. First, it implemented an Azure-based TOEX Data Platform, the first data solution to combine force, regional and national data sets from UK law enforcement agencies to create an enhanced intelligence picture of organized exploitation. Second, it delivered enhanced technical capabilities through predictive analytics to strengthen the efficiency and effectiveness of policing.

Inclusion Changeloger

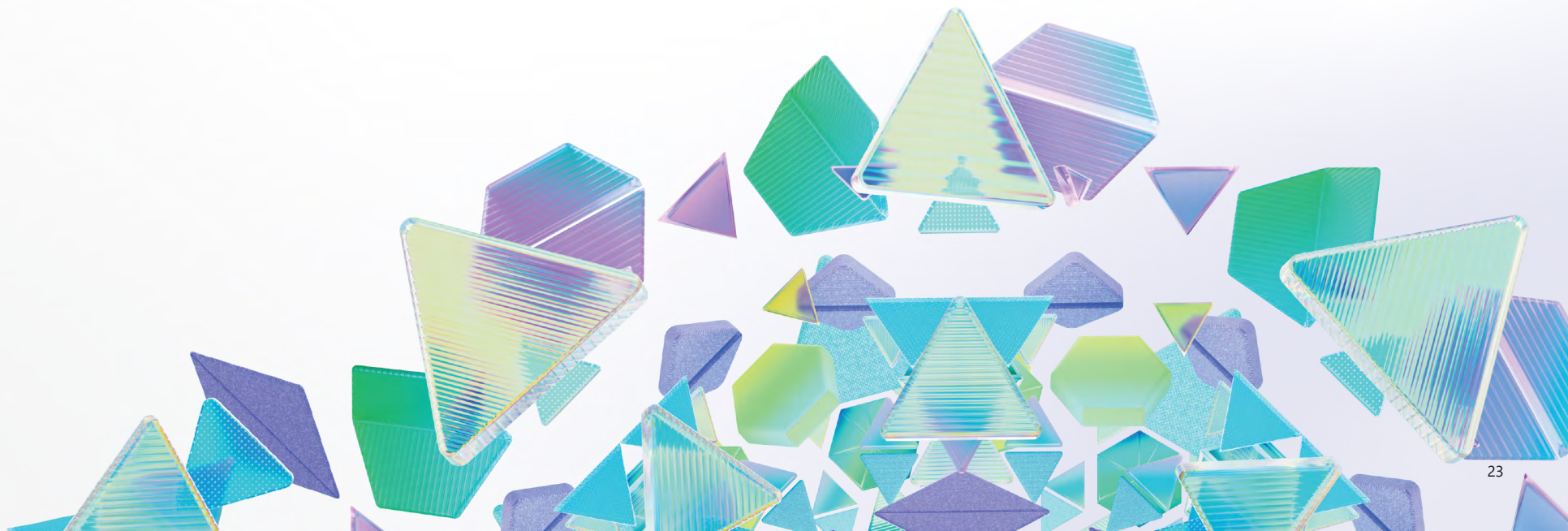
Legal Interact | South Africa
<https://legalinteract.com>

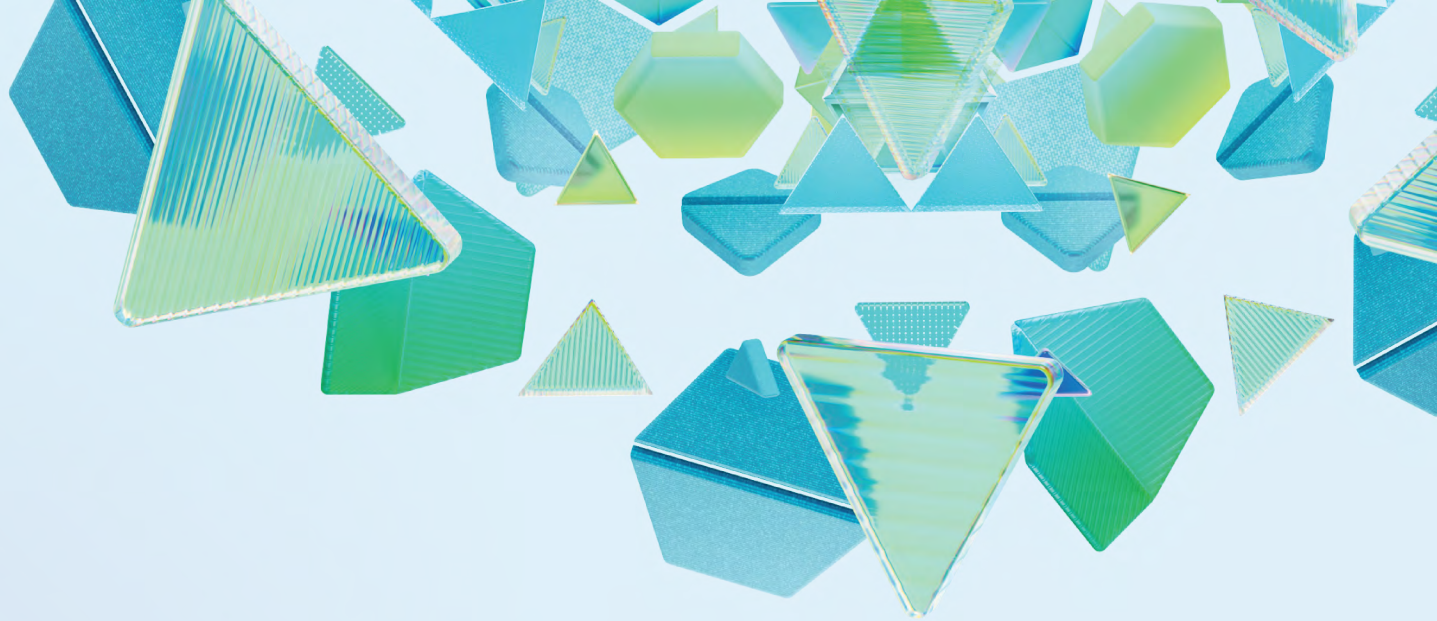
Legal Interact's "My AI Lawyer" bridges justice gaps in South Africa by leveraging Azure Cloud and AI on WhatsApp, offering scalable legal advice and affordable access to law. This innovation marks a significant step towards a more just society by enabling inclusive access to critical legal services.

Sustainability Changeloger

EY | United States
https://www.ey.com/en_us

Together, EY and Microsoft help customers make better decisions, meet regulatory requirements and generate value at every stage of their environmental, social and governance-based investing (ESG) and sustainability journey. By combining EY's deep and broad technical expertise with Microsoft's reputation for cutting-edge technological solutions, EY has helped over 100 clients accelerate their decarbonization journey, creating sustainable value and helping them deliver on their ESG goals.





2024 Microsoft Partner of the Year Awards

Category Finalists



Category Finalists



Azure

Analytics

MandelBulb Technologies Private Limited
DXC Technology
Adastra

Building with AI

Solvex Dominicana
3Cloud
EY

Migration to Azure

WinWire
Nordcloud
Bizmetric

Modernizing Applications

PwC
UnifyCloud
IBM Consulting India & South Asia

OSS on Azure

Quadrant Technologies

SAP RISE on Microsoft Cloud

PwC
Tata Consultancy Services
Wipro

Business Applications

Dynamics 365 Business Central

Infinity Group
Western Computer
WebSan Solutions Inc.

Dynamics 365 Finance

Velosio
RSM
Accenture-Avanade

Dynamics 365 Sales & Customer Insights

EY
Capgemini
HCLTech

Dynamics 365 Service

Accenture-Avanade
Velrada
HSO

Dynamics 365 Supply Chain

MCA Connect
Accenture-Avanade
Alithya

Intelligent Automation

HCL Tech
Cognizant Technology Solutions
Hitachi Solutions

Low Code Application Development

JourneyTeam
EY
Accenture-Avanade

Category Finalists



Business Transformation

AI Innovation

KPMG Australia
RSM
Lucinity

Commercial Marketplace

Tanium
Pexip

Copilot

Sulava Oy
PwC
EY

Industry

Defense & Intelligence

Oxford Computer Group
Accenture-Avanade
CloudFit Software

Education

CDW Logistics LLC
Phoenix Software
PwC

Energy & Resources

Kongsberg Digital
Schneider Electric
Accenture-Avanade

Financial Services

Temenos
Intellect Design Arena Ltd
BioCatch

Gaming

CLOUD CREATIVE STUDIOS, INC.
Wipro

Government

HSO
EY

Healthcare & Life Sciences

Lightbeam Health Solutions
CDW
Ontinue

Manufacturing

Accenture-Avanade
PTC
AVEVA K.K.

Media & Telco

Cognizant Technology Solutions
PwC
Nokia

Mobility

PTC
Amadeus
Blue Yonder

Nonprofit

Exigo Tech Pty Ltd
Wipfli LLP
KPMG Australia

Retail & Consumer Goods

EPAM
Amperity
Blue Yonder

Category Finalists



Modern Work

Apps & Solutions for Microsoft Teams

Moveworks
AvePoint Japan K.K.
Mural

Converged Communications

Orange Business
Cloud Revolution
Magenium

Employee Experience

Korn Ferry
EY Strategy and Consulting Co., Ltd.
Forefront

Modern Workplace for Frontline Workers

SOFTIP
Communardo GmbH
BitHawk AG

Project & Portfolio Management

Marque360
CPS
Wellington

Secure Productivity

Data#3 Limited
Quadrasystems.net India Private Limited
Howell Technology Group (HTG)

Surface Reseller

Bechtle
Connection Inc.
Insight

Partner Innovation

Device

Computacenter UK Ltd
Dell Technologies
WORTMANN AG

Distributor

Arrow
TD SYNnex
Ingram Micro

Global Advisory

Bain & Company
PwC
KPMG

Global ISV

Icertis
Backbase

Global System Integrator (GSI)

Cognizant Technology Solutions
Capgemini
Tata Consultancy Services

GSI Growth Champion

PwC
Tata Consultancy Services
NTT DATA Group Corporation

ISV Innovation

Elastic
Nokia

Microsoft for Startups

Weights & Biases
Neuron7.ai
iGenius

Scale Solutions LSP

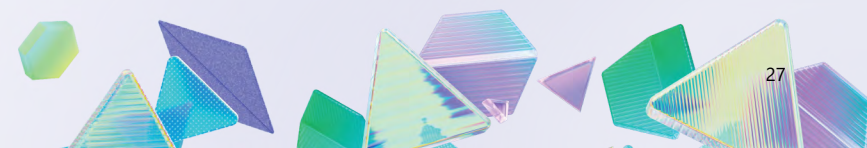
Insight
Softchoice

SMC-SI Empowering Customer Innovation

JBCC Corporation
Convergent Computing (CCO)
3Cloud

Training Services

Green Tecnologia
Trainocate Group
Sulava Oy



Category Finalists



Security

Compliance

Epiq
PwC
Protiviti

Identity

Invoke
PwC
Oxford Computer Group

Modern Endpoint Management

Mobile Mentor
Dell Technologies
Infosys

Security

Summit 7
Logicalis Asia Pacific
Quorum Cyber

Social Impact

Community Response

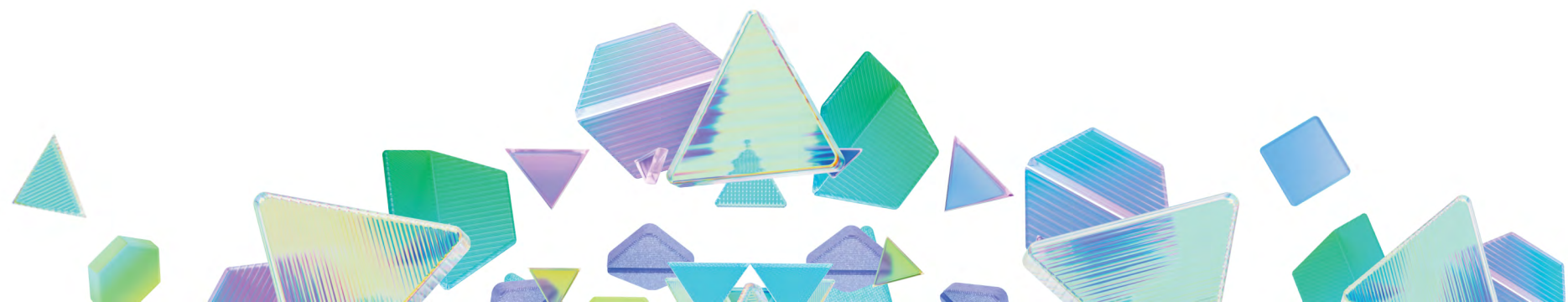
GCG
LTI Mindtree
Stantec

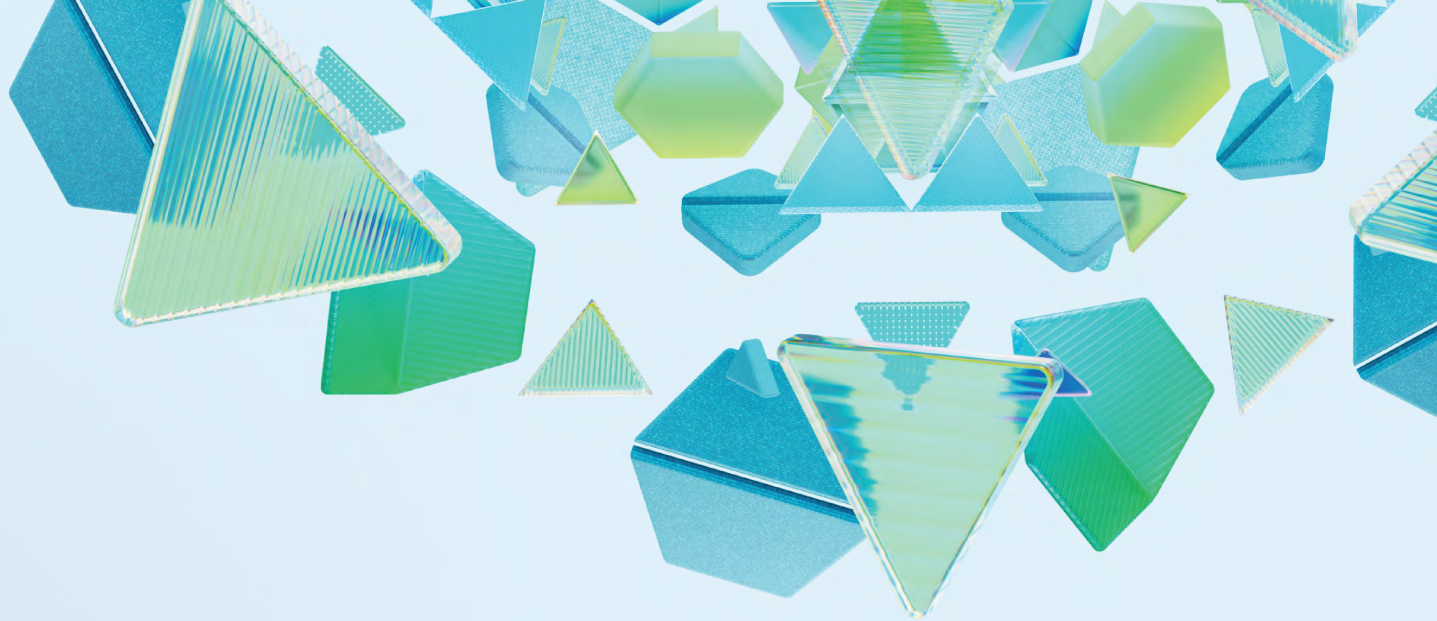
Inclusion Changemaker

Ingentive
Omnisient
Version 1

Sustainability Changemaker

BDO Digital
Fellowmind Company B.V.
Kin + Carta





2024 Microsoft Partner of the Year Awards

Country/Region Winners

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Country/Region Winners | Australia and New Zealand Area (ANZ)



Australia

Arinco

<https://arinco.com.au/>

Arinco was launched in 2019 to help customers accelerate their innovation in the cloud by harnessing the power of AI. Leveraging its deep expertise on the Microsoft technology stack, Arinco has supported over 200 small, medium and corporate (SMC) government and enterprise customers. Under its Done Right brand, Arinco has developed market-leading solution offerings, and their most recent OpenAI Done Right™ solution has seen great success across ANZ in supporting organizations as they adopt AI.

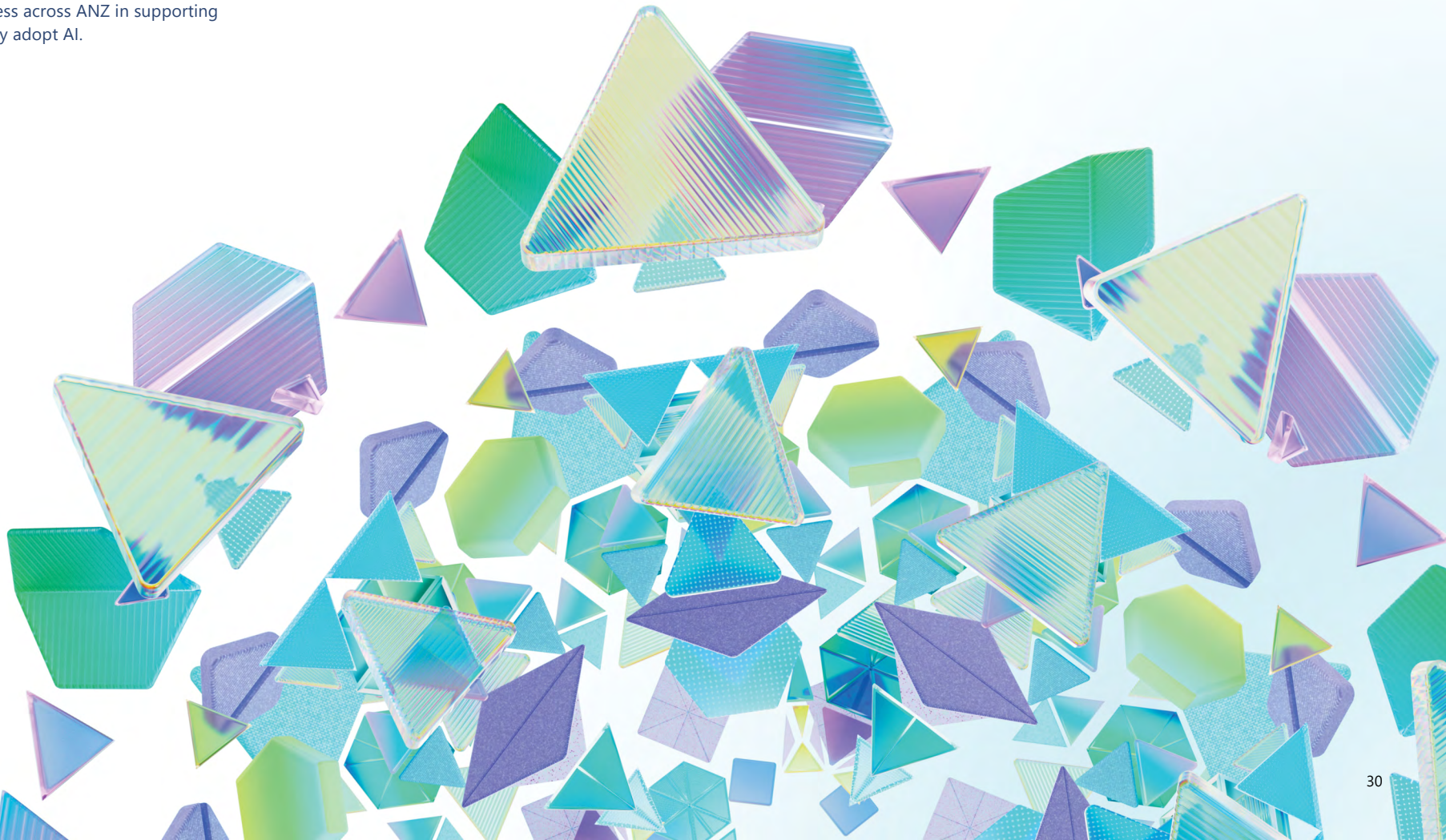


New Zealand

Aware

<https://awaregroup.com>

Aware deployed their Azure OpenAI Accelerator with a customer in the aviation industry, targeting efficiency in their call center. This Generative AI project exceeded customer satisfaction, lowered escalations, and shortened the runway for call wait time. The last eight years has put Aware in a unique position to lead Data and AI.



Country/Region Winners | Association of Southeast Asian Nations (ASEAN)



Brunei

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

Tech One Global Limited in Brunei is a Microsoft Licensing Solutions Partner and a Cloud Solutions Provider. It has been continuously growing the cloud business for Microsoft in Brunei with a major focus on public sector and government organizations.



Indonesia

PT Kreatif Dinamika Integrasi
<https://kreatifdinamika.com>

PT. Kreatif Dinamika Integrasi's vision is to assist customers in succeeding and accelerating new technologies as they emerge, all while contributing to a more sustainable, resilient and inclusive society. It embraces the Microsoft Cloud across all solution areas, including AI and Copilot, to consistently deliver innovative and transformative solutions that meet the diverse needs of customers across industries including healthcare, education, retail, manufacturing and mining. Recognizing the critical role that the healthcare and education sector has on the economic and broader progress of Indonesia, PT. Kreatif has made a greater investment in these industries to integrate cloud to edge technologies, helping to revolutionize the sectors. Its proactive relationship management, continuous upskilling initiatives and strategic use of metrics further underscore PT. Kreatif's dedication to nurturing and growing the Microsoft collaboration.



Malaysia

Noventiq Malaysia
<https://noventiq.my/>

Noventiq Malaysia's commitment to innovation, excellence, and customer satisfaction has led to significant customer successes and business growth, as well as multiple accolades in Malaysia. Its expertise in driving digital transformation on the Microsoft Cloud, particularly in Security, Azure Open AI, and Copilot, has established Noventiq Malaysia as a valued partner in the digital era. Its tailored solutions effectively address customers' challenges while fostering a culture of inclusivity and innovation.



Philippines

Noventiq Philippines
<https://noventiq.ph/>

Noventiq Philippines stands at the forefront of data and AI innovation, demonstrating prowess at a time when GenAI is emerging as a focal point. It proudly showcases its achievements and groundbreaking solutions built on the Microsoft Cloud with an entrepreneurial spirit. Noventiq Philippines' substantial growth in customer base across industries and revenue shows its commitment to excellence and customer success through a process focused on understanding customers' challenges and providing tailored solutions.



Singapore

Ernst & Young Advisory Pte. Ltd.
<https://www.ey.com>

Through their collaboration with Microsoft, EY is helping the world work better and achieve more. With strong outreach in local markets and chief experience officers, EY influences end-to-end cloud-enabled transformation with their largest accounts, reinventing enterprise functions and industries. EY has invested extensively in Microsoft AI technologies. That investment on EY.ai. brings human centric design, technology at speed, and innovation at scale – while helping clients achieve long-term value by bringing innovative services and data-driven insights into everyday operations.



Thailand

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

Advanced Wireless Network Company Limited (AWN) is a subsidiary of Advanced Info Services (AIS), a leading telecommunications company in Thailand. AWN has seen substantial growth and success in leveraging Microsoft's cloud platforms to transform businesses in Thailand. It integrated its Telco platform with Microsoft solutions, enabling both companies to scale together; and invested in the development of the Operator Connect and Teams Phone solutions. Its decision to make Microsoft its exclusive partner for geographical expansion among all hyperscale cloud providers in the region demonstrates its strong commitment.

AWN is also invested in the national progress of Thailand and has committed to nurturing a vibrant startup ecosystem as well as a comprehensive environmental policy to reduce water footprint; enhance biodiversity; and create digital innovations to respond to environmental challenges.

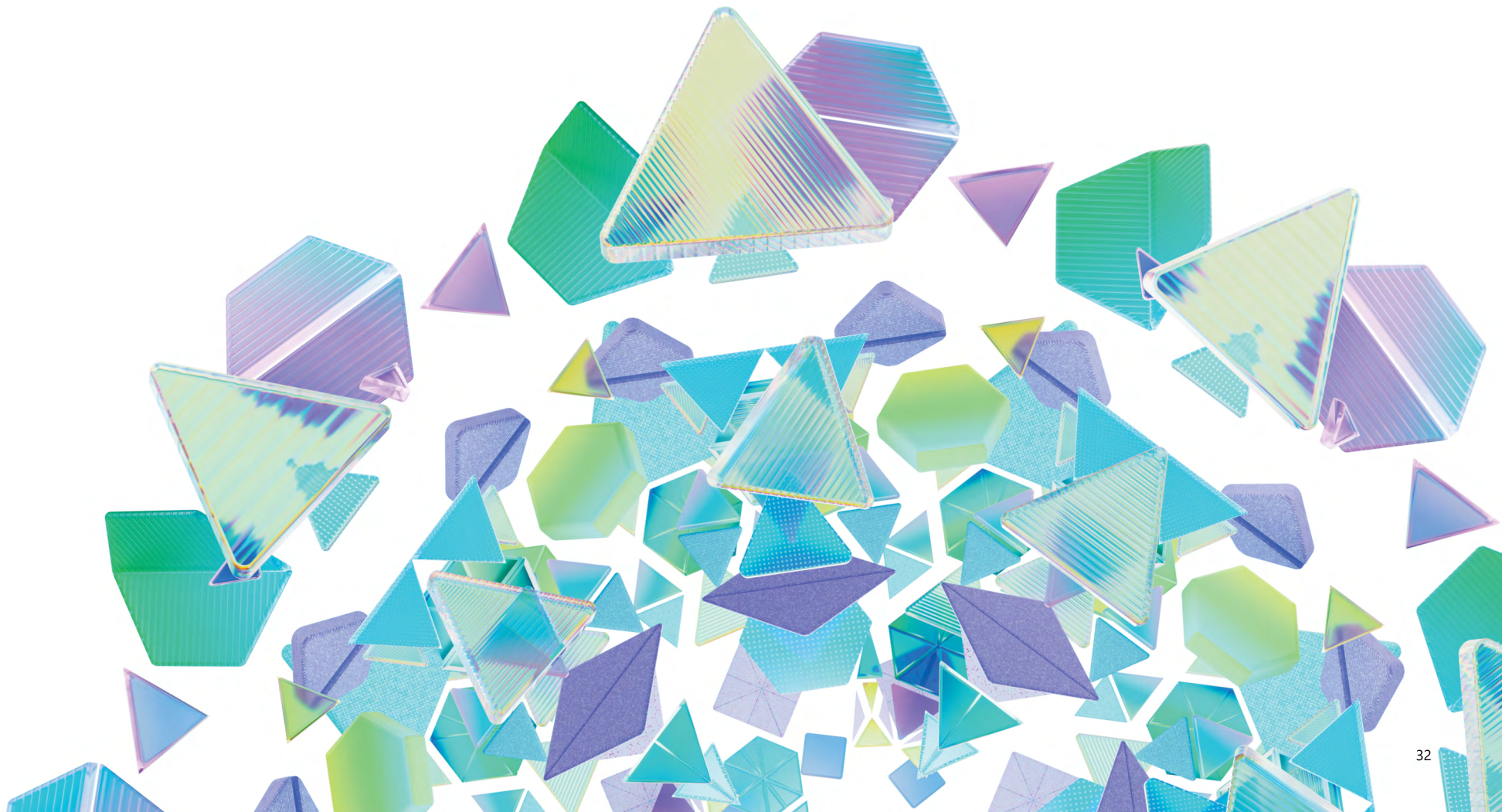


Vietnam

Noventiq Vietnam

<https://noventiq.vn>

Noventiq Vietnam is unwavering in its dedication to innovation and excellence to meet clients' digital transformation ambitions. Through their investments in Microsoft solutions such as Security, Azure Open AI, Data & AI and Copilot and advanced managed services, they continuously reaffirm their commitment to Microsoft in the digital era.



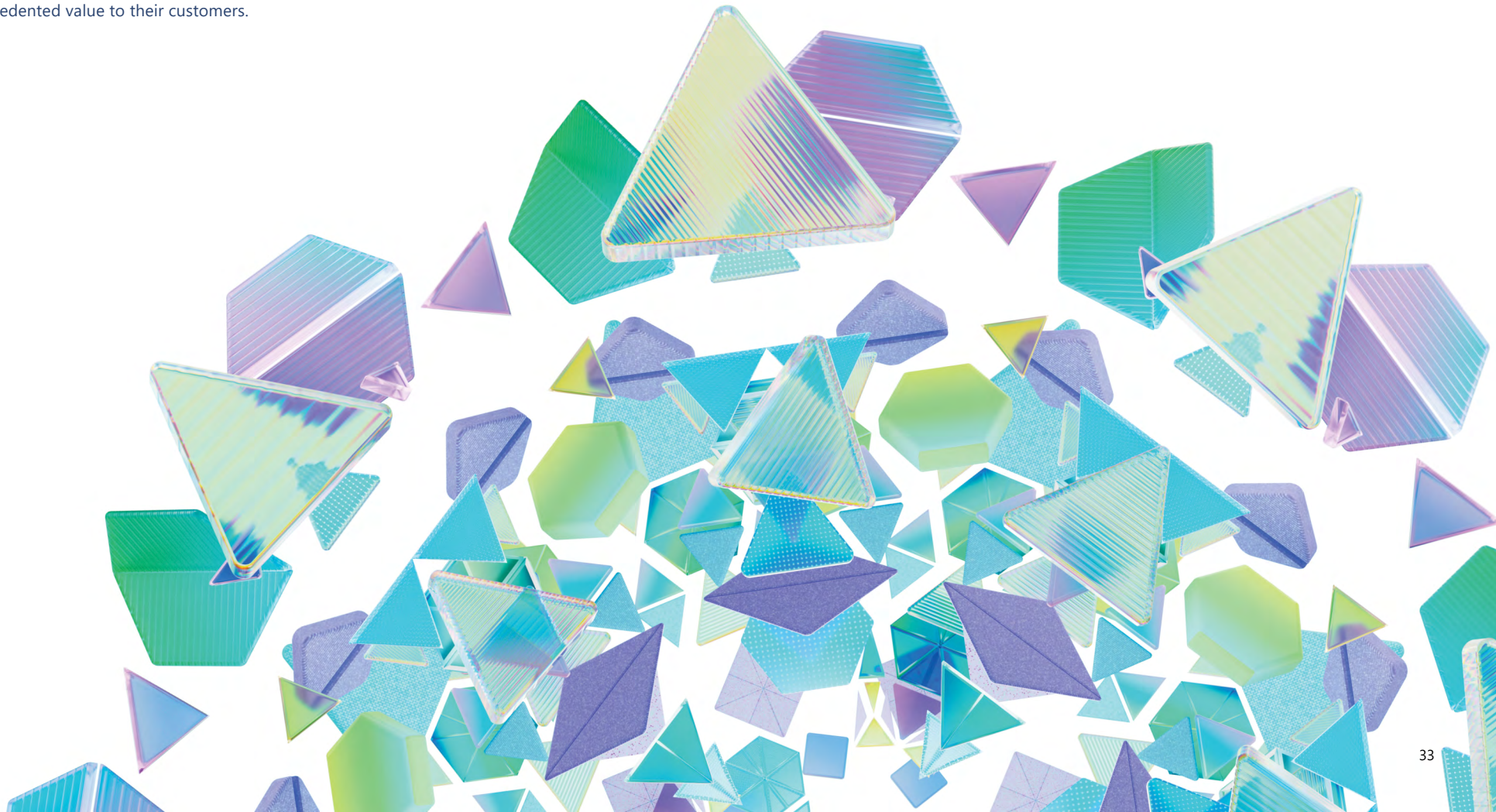
Country/Region Winners | Canada



Canada

BDO Digital
<https://www.bdo.ca>

BDO Digital provides a holistic portfolio of technology and transformation services and solutions, tailored by industry and designed for Small, Medium, Corporate and Enterprise markets. Their cross-disciplinary team of more than 600 professionals work together to solve business problems and inspire impactful transformation. BDO's combination of advisory, technology, and managed services coupled with an AI-centered innovative culture enables them to deliver unprecedented value to their customers.



Country/Region Winners | Central and Eastern Europe, the Middle East and Africa (CEMA) region



Azerbaijan

Noventiq Azerbaijan (Softline Trade MMC)
<https://noventiq.az/>

Noventiq is a globally managed licensing solution partner (LSP), cloud solution provider (CSP) and Microsoft partner. Noventiq has been scaling services capabilities across Microsoft Cloud solutions to enable digital transformation for clients around the world. It has achieved 15 specializations and is an Azure Expert Managed Services Provider and member of the Microsoft Intelligent Security Association (MISA).



Bahrain

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

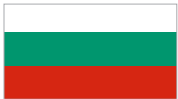
Almoayyed Computers Middle EastL (ACME) facilitated Microsoft 365 E5 adoption for a leading insurance company, addressing security gaps and regulatory needs while replacing third party solutions, resulting in enhanced monitoring, endpoint control, and reduced phishing. Its solution optimized hardware and applications for a major bank, outperforming competitors. ACME also aided a Bahraini real estate firm's seamless automation of property operations with Microsoft Dynamics 365, surpassing rival solutions.



Botswana

Reliance Infosystems
<https://reliance.systems>

Reliance Infosystems, a seven-time recipient of the Microsoft Partner of the Year Award, continues to excel in driving digital innovation. Their collaboration with Microsoft gains greater importance in the era of AI, as they aim to leverage its power to unlock new opportunities and drive business success in a rapidly evolving digital landscape.



Bulgaria

Noventiq Bulgaria
<https://noventiq.com>

Noventiq, a global leader in digital transformation and cybersecurity, helps enterprises adapt to changing customer behaviors and workplace expectations. With a commitment to innovation, Noventiq's customer experience practices combine strategy, design, and engineering with Microsoft technologies for unparalleled personalized experiences. By leveraging human insight and data-driven creativity, Noventiq enables clients to surpass the status quo and achieve transformative business outcomes.



Croatia

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

A Croatian bank streamlined data processes with an advanced data analytics platform. It consolidated data from diverse sources into a central store, enabling efficient analysis. The platform, using Microsoft technologies like Azure Synapse and Azure Data Lake Storage v2, connects to on-premises infrastructure. It emphasizes security, governance, and contributes to a sustainable digital economy.



Cyprus

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

H.S. Data delivered a payment processing solution for the biggest payment provider in Cyprus. The solution serves as a market-wide portal for utility bill, tax, and subscription payments, offering a streamlined process, high availability, data security and scalability. Microsoft Azure technologies have reduced cloud consumption costs and enabled consumption optimization, while the use of Azure's DevOps has minimized time to market, establishing the solution as a leading payment solution.

Country/Region Winners | Central and Eastern Europe, the Middle East and Africa (CEMA) region



Czech Republic

KPCS CZ, s.r.o.
<https://www.kpcs.cz/en>

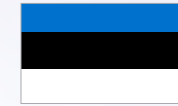
KPCS CZ is strongly committed to Microsoft, cloud transformation, cybersecurity, AI and IT community support. KPCS CZ delivers innovative and pioneering solutions with a focus on responsible AI, security and high-quality services, using the latest technology and best practices from Microsoft. In support of the IT community, KPCS CZ participates in events to share expertise and knowledge. KPCS CZ embodies the values of a cloud partner with a progressive and proactive attitude toward customers and projects.



Egypt

GLOBAL BRANDS Group
<https://gbrands.com/>

Global Brands Group (GBG) is a top-tier digital transformation company with a strong presence in Egypt and across the Middle East. It offers IT consulting, technology solutions and outsourcing services for businesses of all sizes, and partners with leading IT brands to provide cutting-edge digital solutions. It boosts businesses' digital capacity by offering powerful solutions like advanced networking and cloud-based data centers. GBG has over 200 Microsoft specialized resources delivering a diverse set of solutions, while being a partner to Microsoft for over 20 years, generating significant mutual value.



Estonia

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

Cloud Services is a cloud solution provider (CSP) and a one-tier cloud-native provider of industry-leading Azure cloud professional and managed services, serving customers across Europe, the UK and Central Asia. Founded and headquartered in Ukraine in 2009, the company has since expanded its presence with active entities in Slovenia, Estonia, the UK and the US.



Greece

PwC
<https://www.pwc.com>

PwC Greece has made significant investments across the entire Microsoft portfolio, including Data & AI, Microsoft 365 Copilot, BizApps, Security and more. Its expertise is particularly strong in the financial services industry, and public and energy sectors. PwC is renowned for its deep understanding of the unique needs and challenges of the local market, enabling them to offer tailored and innovative solutions to its customers. PwC's extensive experience and proven track record highlight its capability to deliver high-quality results. PwC's commitment to excellence is evident in its strategic approach, which combines cutting-edge technology with industry-specific insights to drive transformative outcomes for businesses. PwC's collaboration with Microsoft ensures it stays at the forefront of technological advancements, providing its clients with the most up-to-date and effective solutions. Their dedicated team of experts works closely with clients to develop customized strategies that address specific business objectives, ensuring long-term success and competitive advantage.



Hungary

White Hat IT Security
<https://whitehat.eu>

White Hat IT Security is an EU-based managed service security provider (MSSP). Its managed solution offers medium and large enterprises a wide range of services including managed detection and response (MDR), 24/7 SOC-as-a-Service, and ITS monitoring based on Microsoft services. Additional on-demand services include penetration and phishing tests; awareness training; information security management standards (ISMS) and regulation monitoring; threat hunting, and chief information security officer (CISO) support.



Israel

2BCLOUD GLOBAL LTD
<https://2bcloud.io/>

2bcloud is revolutionizing digital-native markets. More than 300 startups onboarded to Azure, including two deals that totaled \$270 million. The collaborations simplified, enhanced and elevated customer satisfaction. 2B Cloud offered comprehensive Azure support, architecture consulting, cost management, and the development of innovative IP Co-sell Ready Marketplace solutions.

Country/Region Winners | Central and Eastern Europe, the Middle East and Africa (CEMA) region



Kazakhstan

Noventiq Services LLP
<https://noventiq.kz/>

Noventiq is a globally managed licensing solution partner (LSP) and Microsoft cloud solution provider (CSP) partner. Noventiq has been scaling service capabilities across Microsoft Cloud solutions to enable digital transformation for clients around the world. It has achieved 15 specializations and is an Azure Expert Managed Services Provider and member of Microsoft Intelligent Security Association (MISA).



Kenya

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

Cloud Productivity Solutions Limited is a technology firm that specializes in providing companies with alternative solutions to those being sold by the last generation of technology providers. Its mission is to help companies achieve value from their IT investments by staying close from deployment to adoption and change management. Cloud Productivity Solutions Limited believes that the real journey to value begins on the day the deployment is completed.



Kuwait

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

Diyar has spearheaded transformative initiatives in cloud adoption, security enhancement, and digital transformation by leveraging Microsoft's technologies for its clients across various sectors. As part of a transformation journey to the cloud for customers in Kuwait, Diyar focused on driving the Microsoft Solution Areas and technologies such as Modern Work & Security; Data & AI; Applications; Application Modernization and Automation, and Infrastructure.



Latvia

SQUALIO
<https://squalio.com/>

SQUALIO helped their customers improve their operations through the adoption of Azure and AI capabilities. The solution efficiently retrieves data, aids legal research, automates document review and enhances the drafting process. Utilizing Azure App Services, Functions, Blob Storage, Cognitive Search, and OpenAI's GPT-3.5, it ensures responsible AI practices. DPA SIA's solution empowers legal pros, offering a competitive edge through efficient, reliable, and responsible AI integration.



Lebanon

Exquitech
<https://exquitech.com>

Working in collaboration with Microsoft has enabled Exquitech to bring success to their customers, creating solutions built on Microsoft technologies through collaborative spirit, dedication, and innovation. Their solutions have provided customers the opportunity to innovate, grow, and make a meaningful impact in the industry.



Lithuania

Fortevento
<https://www.fortevento.lt>

Fortevento is a Microsoft partner specializing in cloud solutions and services, delivering value and innovation to customers using Microsoft Cloud. In the last year, Fortevento achieved revenue growth, two specializations and Azure Consumed Revenue growth. Fortevento has created solutions such as Copilot for Microsoft 365 and Azure AI and has worked with Microsoft teams and partners to deliver successful outcomes for customers.

Country/Region Winners | Central and Eastern Europe, the Middle East and Africa (CEMA) region



Malta

EY
<https://www.ey.com/>

EY Malta's collaboration with Microsoft drives digital enablement in finance. Leveraging Microsoft technologies, it pioneers cloud transformation, bolsters data governance, and implements automation. Joint efforts accelerate client digital journeys, enhancing efficiency and insights, and ensure customer success. Through a commitment to nurturing this collaboration, EY Malta will continue innovating, empowering clients, and delivering transformative outcomes.



Nigeria

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

Reliance Infosystems, a seven-time recipient of the Microsoft Partner of the Year Award, continues to excel in driving digital innovation. Their collaboration with Microsoft gains greater importance in the era of AI, as they aim to leverage its power to unlock new opportunities and drive business success in a rapidly evolving digital landscape.



Pakistan

Jaffer Business Systems
<https://www.jbs.live>

Jaffer Business Systems Secure Productivity solutions, customized for banking firms, emphasizes strong cybersecurity practices with Microsoft technologies. They have minimized security risks by implementing advanced security protocols and ensured compliance and productivity. Their customers saw lower rates of security incidents, higher user satisfaction and spending reductions.



Poland

APN PROMISE S.A.
<https://promisegroup.com>

APN Promise has demonstrated outstanding performance as a modern distributor and collaborator. Their commitment to partner enablement and support has been instrumental in driving significant growth and success for its partners. By offering a wide array of resources, such as marketing campaigns, funding for development, competency-building initiatives, and extensive support services, APN Promise empowers partners to thrive in an ever-evolving digital landscape.



Qatar

Information and Communication
Technology W.L.L
<https://www.ict.com.qa>

The ICT team's Virtual Bot, powered by Azure Open AI, revolutionizes public service access in Qatar, offering an intelligent, streamlined user interface. This advanced solution enhances efficiency and user engagement by providing instant, accurate assistance, embodying the pinnacle of digital innovation in public sector service delivery. It sets a new standard for government-citizen interaction, demonstrating a sophisticated blend of technology and convenience in the modern digital landscape.



Romania

Avaelgo
<https://avaelgo.ro/>

Crop360, developed by Avaelgo for their customers, revolutionizes agricultural management. Powered by Microsoft technologies, it integrates various features like crop monitoring, documentation processing, and AI capabilities. It enhances operational efficiency, promotes sustainability, and drives measurable business impact for farmers. By democratizing technology access and enhancing digital inclusion, Crop360 empowers the customer's transformative journey towards comprehensive digitalization.

Country/Region Winners | Central and Eastern Europe, the Middle East and Africa (CEMA) region



Saudi Arabia

PwC Middle East
<https://www.pwc.com/m1/en.html>

PwC Middle East is a leading partner in the financial services and tourism sector, focusing on automation and AI. In November 2023, a government entity in Saudi Arabia renewed a multi-million-dollar agreement with PwC Middle East to further automate investment procedures and back-office operations. The same entity in Saudi Arabia also entrusted PwC Middle East with another multi-million-dollar project to develop a platform to manage their investment portfolio companies using Microsoft Dynamics 365. PwC Middle East's collaboration with Microsoft has been pivotal in delivering these key projects across Saudi Arabia, leading to the planned onboarding of over 2,000 users and generating license revenue for Microsoft.



Serbia

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

With over 80 employees in Serbia specializing in Microsoft technologies, Crayon stands as a successful Microsoft partner in the region, excelling in leveraging Microsoft Investment funds. Crayon has successfully initiated and concluded opportunities across key Cloud domains and technologies including Azure, Fabric, Microsoft 365 E5, security initiatives via Sentinel and Defender solutions and through Copilot.



Slovakia

exe, a. s.
<https://www.exe.sk>

The Customer Relationship Management project for a Slovakian energy company aimed to simplify and digitize processes, unify process approach, and eliminate technological debt. The project optimized and automated 80% of common processes, strongly supporting business development through an omnichannel approach. The goal was to create a seamless omnichannel experience for customers through a combination of channels sharing a 360° view of the customer.



Slovenia

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

Comtrade System Integration is a leading system integrator in Adriatic region. As early adopters of Azure OpenAI technology, it has built a strong reputation for delivering great results that help businesses in many industries, including banking, telco and pharmaceuticals. Its solutions address customer needs from internal or external chatbots, solutions for automatic answering of customer requests in the contact center and advancing the sales process with sales bots.



South Africa

BUI
<https://www.bui.co>

Cyber MXDR by BUI – a Microsoft Azure Expert, Microsoft Solutions Partner (MSP) for Cloud, and Microsoft Intelligent Security Association (MISA) member – is a comprehensive end-to-end managed security solution designed to give customers robust protection and peace of mind. Leveraging Microsoft Sentinel, Microsoft Defender XDR, artificial intelligence, machine learning, Big Data, and custom playbooks, BUI Cyber SOC teams monitor and defend customer environments every hour of every day.



Turkey

Netas Telekomunikasyon A.S.
<https://www.netas.com.tr>

Netas is a leading system integrator focusing on Microsoft solutions around Cybersecurity, Azure, Copilot and Microsoft 365 Solutions with investments in cybersecurity program partnerships in Turkey.

Country/Region Winners | Central and Eastern Europe, the Middle East and Africa (CEMA) region



Uganda

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

Computer Revolution Uganda's app is helping the refugee settlement process by giving officials the visibility to more effectively reallocate refugees from congested camps to camps with more available accommodations. It is also enabling workers to understand which camps are running out of food and water so they can quickly re-supply resources so that refugees don't go hungry and, face sanitation issues. The usage of Copilot for Microsoft 365 has improved productivity, and PowerBI dashboards provide intelligent management analytics.



Ukraine

Kyivstar JSC
<https://www.kyivstar.ua/business>

Kyivstar JSC, a teleco partner in Ukraine, created a solution for a startup leveraging machine learning to use satellite imagery to analyze war-affected zones. Kyivstar's solution helped the customer to migrate their on-premises product to Azure's high-performance computing (HPC) environment to increase scalability, elasticity and access to services.



United Arab Emirates

Kagool
<https://kagool.com>

Kagool, Microsoft, and Telecommunications and Digital Regulatory Authority launched a federal government-level initiative in the United Arab Emirates (UAE) promoting the adoption of Cognitive and Generative AI. The solution empowers Federal Digital Network to offer Cognitive services through Azure Open AI via dedicated provisioned throughput units. TDRA launched the first UAE service through WhatsApp, supporting 72 languages to answer residents' and visitors' questions about government services – a significant step forward in AI adoption with a positive impact on the UAE's future.



Zambia

Red Dot Distribution Limited
<https://www.reddotdistribution.com>

Red Dot Distribution Limited worked with its customer to alleviate the constraints of a limited infrastructure. This included workshops with application architects, developers and network database teams to identify key performance indicators. Red Dot Distribution Limited proposed and implemented a modern Azure cloud native solution to meet expectations on an updated architecture.

Country/Region Winners | France

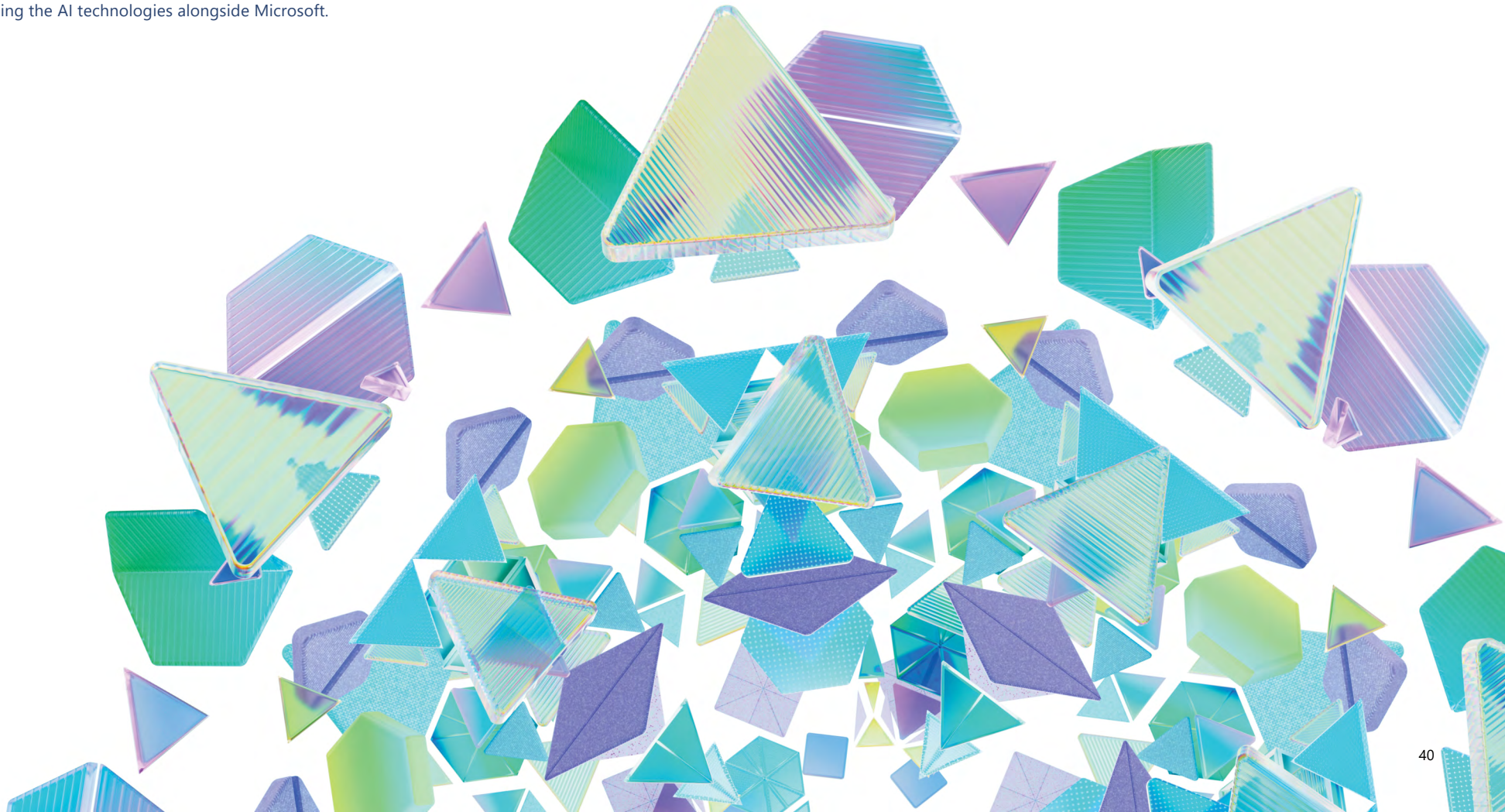


France

Cellenza

<https://cellenza.com/>

A leading French daily newspaper embraced Azure Open AI to address challenges such as time-consuming tasks and information overload. These solutions significantly improved productivity and content quality while reducing costs and publication time. The success has attracted interest, marking the beginning of a broader adoption of AI in the industry. In addition, Cellenza's development of their own GenAI solution further underscores their role in advancing the AI technologies alongside Microsoft.



Country/Region Winners | Germany

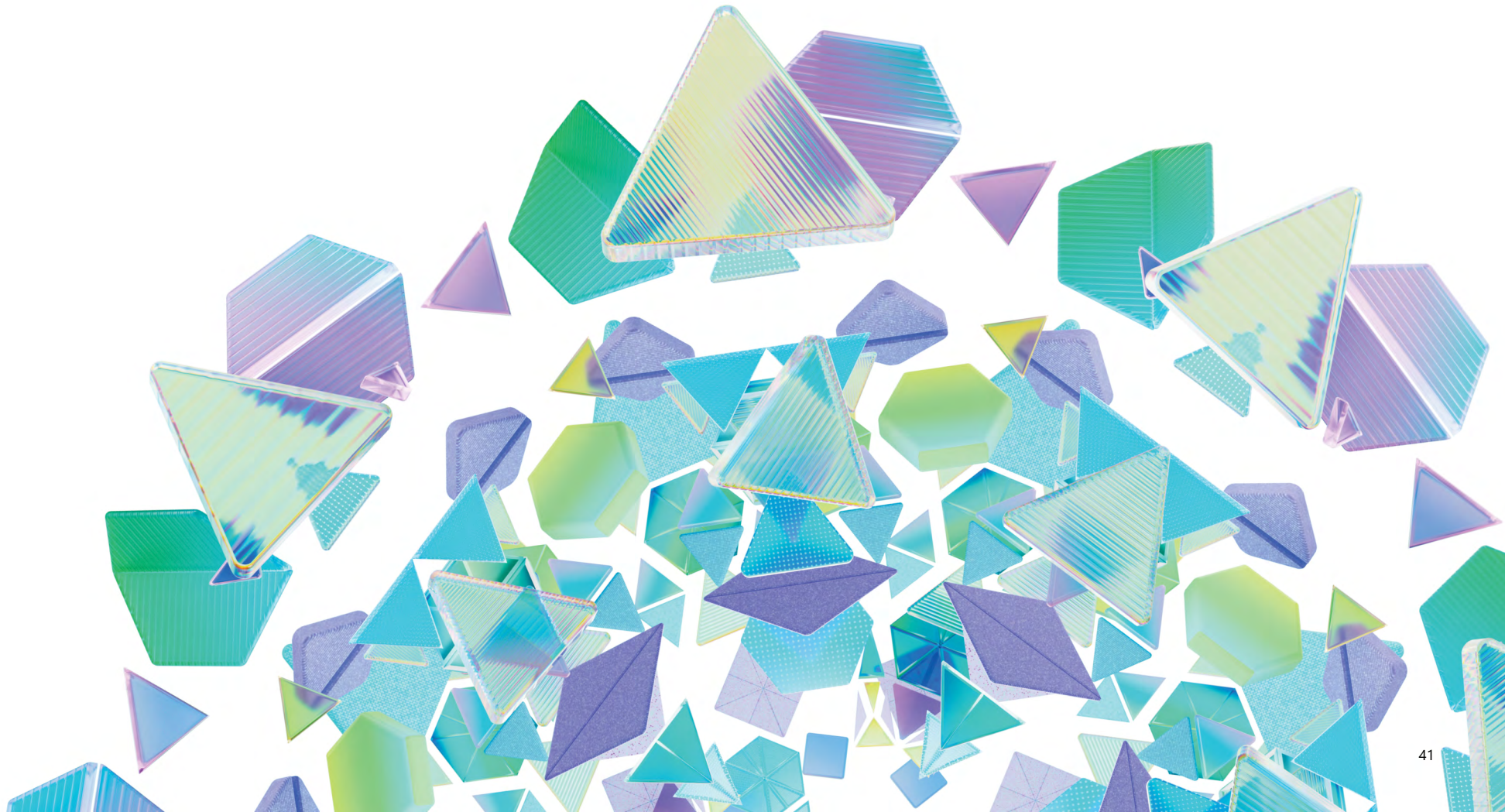


Germany

glueckkanja AG

<https://glueckkanja.com>

glueckkanja's partnership with a baking customer transformed digital workspaces using Microsoft's E5 and Windows 365, setting industry standards. It revolutionized this customer's technology, improving security, efficiency, and satisfaction while cutting costs and boosting productivity. This achievement highlights glueckkanja's leadership in endpoint management and cloud solutions, showcasing its innovation in the financial sector through its collaboration with Microsoft.



Country/Region Winners | Greater China Region (GCR)



China

Ubang Information Technology
(Beijing) Co., Ltd.
<https://www.ubang.cn>

Ubang integrates Microsoft Azure and Azure Open AI, boosting digital transformation for businesses across internet-related industries and companies expanding globally. Their tailored cloud solutions optimize operations, allowing clients to leverage advanced cloud and AI tech. Ubang's swift support system and deep industry insights ensure effective Microsoft tech implementation, highlighting their commitment to customer success.



Hong Kong SAR

SoftwareOne Hong Kong Limited
<https://www.softwareone.com/zh-hk>

SoftwareOne empowers clients to unlock the value of their software, cloud and technology investments. With successful digital strategies, businesses can better compete, scale and innovate while winning permanent cost savings. Its Copilot Advisory and Adoption Service prepares organizations to leverage AI and Microsoft 365 to optimize business processes and outcomes. This includes assessing the impact of these tools on licensing, access, security, governance, and operations, and ensuring the readiness for GenAI solutions while guarding against threats like shadow AI. Beyond the technology, SoftwareOne is also committed to its 2030 social ambition to enhance their inclusive and diverse culture and workforce. SoftwareOne aims to further develop its focus on diversity, equity, inclusion and belonging (DEIB) by establishing an externally recognized global DEIB program while continuing to support local initiatives.



Taiwan

Intumit
<https://www.intumit.com>

With a core belief system and culture centered on sustainability principles, Intumit is focused on helping clients unlock the value of data; leveraging cutting-edge AI technology to meet their operational needs; and creating maximum value for customers, employees, and shareholders. Intumit combines Microsoft Teams with Azure Open AI solutions to meet a variety of service scenarios for clients' external clients and internal employees. Among their many lighthouse wins: Intumit's use of AI Copilot together with Microsoft Teams to help a leading semiconductor company achieve a responsive workplace culture, resulting in the client being recognized by Forbes Magazine as one of the World's Best Employers.

Country/Region Winners | India & South Asia



Bangladesh

Smart Technologies BD Ltd
<https://smartbd.com/>

Smart Technologies BD Ltd. has shown their dedication and impact in the industry as well as significant innovation in the Digital and App Innovation space. Achieving Top Attainment Partner and significant year-over-year growth, it excels as both an Indirect Service Provider and Licensing Solution Partner. Its investments in Microsoft's solutions and dedicated team expansion have driven significant market wins and small and medium business (SMB) growth. Starseed Technologies' use of business intelligence tools to monitor usage patterns and customer behavior has been crucial for proactive engagement and client retention.



India

IBM Consulting India & South Asia
<https://www.ibm.com/in-en/>

IBM Consulting India & South Asia solution success underscores their substantial contributions and growth within the Microsoft ecosystem. Their close collaboration with Microsoft has yielded innovative industry solutions on Microsoft Cloud, delivering unmatched value to clients. IBM's expansion of its Microsoft practice; investment in repeatable Intellectual Property on Microsoft Cloud; and strategic acquisitions have bolstered their partnership, enhancing co-selling capabilities. Together, IBM and Neudesic offer a comprehensive suite of AI accelerators and knowledge, enabling customers to leverage AI for business transformation. Additionally, IBM's Microsoft Global Practice, comprising extensive resources and experience, prioritizes tangible results and effective change management, driving customer success. This collaboration has fueled significant Azure Consumed Response growth and played a crucial role in transforming clients across industries. It has also showcased a forward-looking strategy to leverage emerging technologies and drive customer success in the ever-evolving digital landscape.



Sri Lanka

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

Tech One Global Lanka showcased dedication and expertise in driving digital transformation through Microsoft Cloud Solutions and Security Portfolio, anchored by their focus on enhancing customer outcomes. With a dedicated team of 100 professionals, it has achieved six Solutions Partner designations and six Advanced Specializations, ensuring a broad spectrum of support across various sectors. Its significant investments in technical upskilling and certifications, and extensive post-sales technical resources have been instrumental in the rapid adoption of cloud technologies by customers. This has been crucial in enabling remote work and digital progression for the nation as it navigates various challenges. Concurrently, Tech One Global Lanka guides customers through their cloud adoption journeys with expertise and dedication, ensuring that they maximize their investments.



Maldives

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

Tech One Global Lanka played a pivotal role in leading the digital revolution, marked by a steadfast commitment to innovation and excellence in the Maldives. Throughout the last year, as the Maldives stood on the cusp of a significant digital transformation, Tech One Global Lanka emerged as a catalyst for change. The company's dedication to driving Digital, Security, Data & AI transformations has been instrumental in redefining enterprise operations in the region. Tech One Global Lanka has also experienced high growth in cloud services sales through their collaboration with Microsoft. It has utilized go-to-market programs including Azure Migration for Modernization, JumpStart Partner for Copilot, Secure Productivity, Employee Experience, and Cloud Endpoints to create customer awareness and lead generation. With a robust team and six Advanced Specializations, Tech One Global Lanka is at the forefront of digital transformation, championing innovation and resilience.

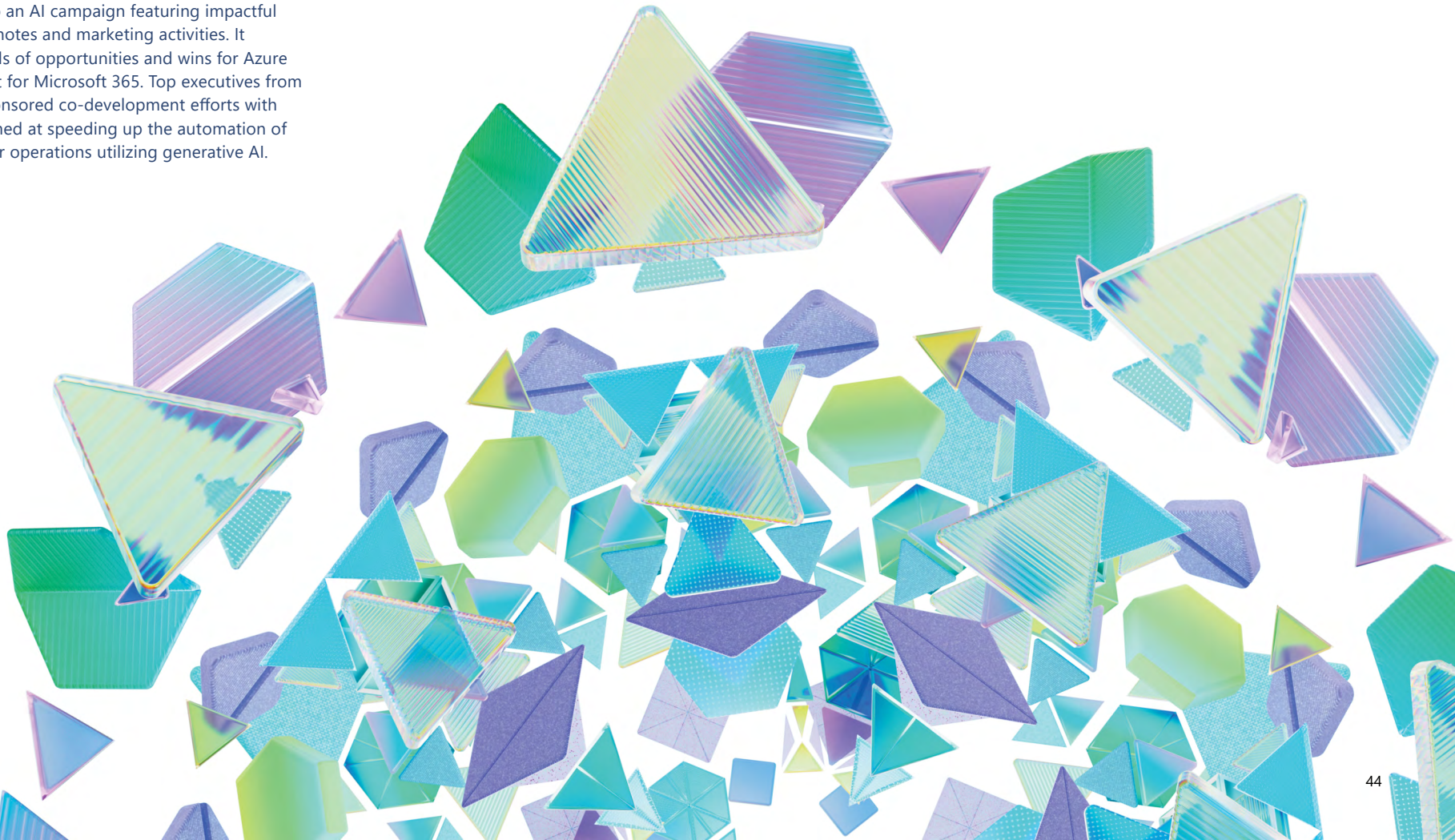
Country/Region Winners | Japan



JAPAN

SoftBank Group
<https://www.softbank.jp/>

SoftBank Group powers the world's most essential technologies and seeks to build a more connected, empowered and joyful world by accelerating human progress through technology. Through its collaboration with Microsoft, SoftBank aims to accelerate the digital transformation of Japanese companies and local government customers, contributing to national economic growth and productivity. The work between SoftBank and Microsoft led to an AI campaign featuring impactful SoftBank World keynotes and marketing activities. It resulted in thousands of opportunities and wins for Azure Open AI and Copilot for Microsoft 365. Top executives from both companies sponsored co-development efforts with Microsoft Japan, aimed at speeding up the automation of corporate call-center operations utilizing generative AI.



Country/Region Winners | Korea

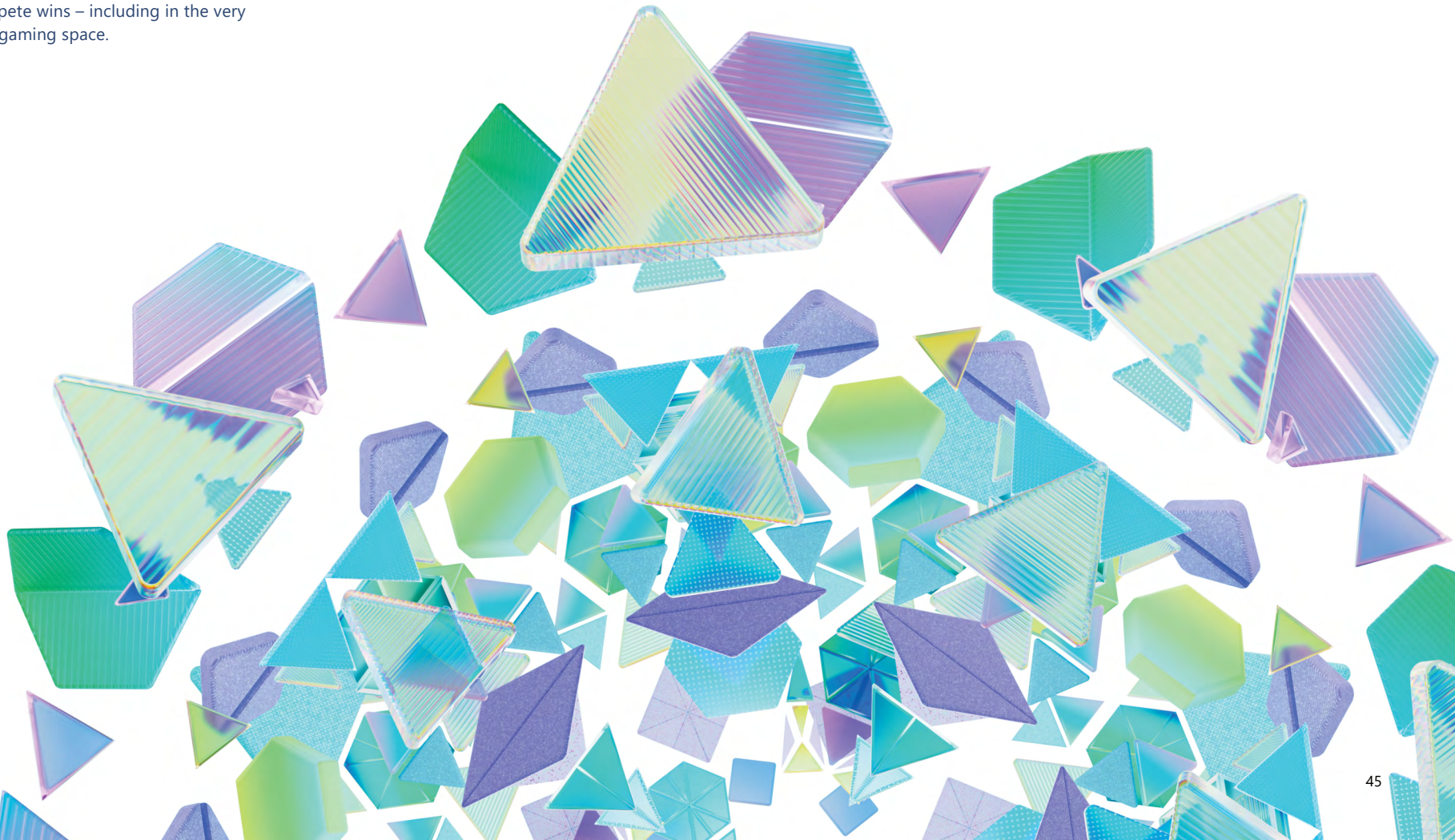


Korea

C&Thoth

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

C&Thoth is a trusted and innovative partner that has consistently delivered value to customers and its collaboration with Microsoft. It has successfully transformed itself from a traditional license to a cloud-based partner, and expanded its technical expertise in Data & AI, as well as its security practice, with aggressive investments in the last year. These have delivered strong growth in revenue, Azure Consumed Revenue usage, and lighthouse compete wins – including in the very competitive Korean gaming space.



Country/Region Winners | Latin America (LATAM)



Argentina

PI Data Strategy & Consulting
<https://piconsulting.com.ar>

In the competitive landscape of global commerce, the customer showcases its dominance with a diverse portfolio spanning consumer food products, agribusiness and packaging. Driven by a strategic vision, the conglomerate seeks to optimize sales strategies and expand into new territories through advanced analytics. By pioneering a sophisticated machine-learning model, the customer organization surpasses traditional methods, revolutionizing sales forecasting and distributor performance evaluation.



Bolivia

Software One Bolivia <https://www.softwareone.com/es-bo>

A prominent Bolivian insurance leader upgraded billing with SoftwareONE and Microsoft's container-based solution on Azure, automating processes, minimizing errors, and enhancing flexibility. This improved efficiency, accuracy, and adaptability reinforced competitiveness in Bolivia's insurance sector.



Brazil

TD SYNEX
<https://es.tdsynnex.com/>

TD SYNEX is a global distributor with a strong local presence in Latin America that has demonstrated a commitment to its partners. It is a market leader in cloud solutions, serving thousands of CSP Partners with Azure, Modern Work and BizApps. TD SYNEX's people, and their ability to innovate, enables organizations to find growth and profitability.



Cayman Islands

Kirk Information Systems and Solutions
<https://kirkiss.ky>

When a major Caribbean public utility needed to secure its systems and verify compliance with data-protection regulations, it chose to partner with Kirk ISS and Microsoft. In doing so, it improved its security posture, dramatically reduced device provisioning time and can now easily verify compliance with local regulations, thanks to a suite of security products powered by Microsoft and delivered by Kirk ISS.



Chile

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

Entel Chile's expertise in technology and deep understanding of various industries enables it to bring success to its customers. Entel has continued to grow in sales and revenue throughout M365 and Azure services. It has also been a pioneer in new offerings, setting a roadmap for AI and security, ensuring its customers success in their solution adoption, operational continuity, and management services.



Colombia

Controles Empresariales SAS
<https://www.controlesempresariales.com/>

Controles Empresariales drives innovation and differentiation within the Colombian public sector, enabling organizations and agencies to anticipate the needs of its customers through intelligent AI systems by providing proactive responses and solutions. From Copilot to predictive tools, Controles Empresariales SAS is bringing innovation to every corner of public administration, simplifying procedures, streamlining processes, and elevating the quality of the services provided.

Country/Region Winners | Latin America (LATAM)



Costa Rica

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

GBM Costa Rica solution, in collaboration with Microsoft, enables the modernization of Data Warehouse in Azure for clients in Central America and the Caribbean. It integrates technologies and legacy systems, ensuring scalability and performance, meeting data security regulations and adopting agile practices. The projects driven by GBM's team and Microsoft's resources will lead to operational efficiency, cost reduction and innovation to enhance decision making and customer service.



Dominican Republic

Solvex Dominicana
<https://solvex.com.do>

This solution represents a strategic educational advancement: utilizing Microsoft technologies to elevate the quality of education in Latin America. Spearheaded by Solvex, the project has introduced a standardized collection of textbooks, supported by an AI-enhanced digital repository. This initiative is a testament to the practical application of Microsoft's AI and cloud services, including Azure Open AI embedding models and the GPT-3.5-turbo model, to deliver a superior educational resource.



Ecuador

Business IT
<https://www.grupobusiness.it>

Business IT worked with Ecuadorian agencies to establish a modernized online visa platform in collaboration with the International Organization for Migration and Business IT. Through three phases, they streamlined visa processes, integrating microservices and Power Platform. With Microsoft technologies, the platform processed over 92,000 visas, facilitating legal entry for migrants and marking Ecuador as a leader in immigration management.



El Salvador

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

To protect El Salvador's agencies from the growing wave of cyberattacks, and seeking to prevent password theft and protect applications, Corporacion Orbital implemented a Windows Hello for Business infrastructure integrated with Kerberos trust, along with security keys for authentication in Windows. The solution also incorporated application protection with Microsoft Entra App Proxy, which, together with Windows Hello for Business, provided the safest mechanism for protection.



Guatemala

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

GBM Guatemala, recognized for its local knowledge and strong financial position, contributed a multi-disciplinary team to design an end-to-end solution focused on connectivity, security, modernization, platform and governance. This approach resulted in an efficient and scalable project, and illustrated how strategic collaboration and cutting-edge technology can achieve exceptional results in digital transformation.



Jamaica

Liberty Caribbean ICT
<https://www.itoutsourceltd.com>

Through Microsoft Sales Advisors, Liberty Caribbean ICT has guided clients to higher-tier licenses, consolidating customer needs. This streamlined approach enhances security and productivity, empowering customer organizations to succeed and encouraging the adoption of Microsoft products.

Country/Region Winners | Latin America (LATAM)



Mexico

Nubiral
<https://nubiral.com/>

NUBIRAL developed a solution based on modern machine learning technologies and language models. This cognitive search service performs using given text and a country, providing a simple, usable content platform and user experience, easily replicable in other business scenarios.



Panama

Liberty Latin America – LLA
<https://cwcbusiness.com/>

Liberty Latin America (LLA) is a leading Telco provider in Latin America and the Caribbean and has been promoting a comprehensive suite of cloud-based solutions powered by Microsoft to enable opportunities in communications (Direct Routing), collaboration (M365), and application infrastructure (Azure) to enterprise customers of all segments, helping customers in their digital transformation.



Paraguay

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

Grupo OLAM has been leveraging Microsoft's technology solutions for over three decades to drive innovation and transform customer experiences. This allowed OLAM to stay at the forefront and apply these innovations to their projects, demonstrating a commitment to using cutting-edge solutions to meet customer needs.



Peru

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

A top Peruvian financial institution collaborated with Kyndryl and Microsoft to enhance its digital banking transformation. Leveraging Azure, the institution optimized operations, focusing on cloud adoption and efficiency. Kyndryl's Cloud Management Contract delivered savings and streamlined processes. Collaborative efforts yielded AI-driven solutions, reducing call-center response times and enhancing customer service. An ongoing collaboration aims to align innovative initiatives with customer objectives.



Puerto Rico

SoftwareOne Puerto Rico
<https://www.softwareone.com/es-pr>

A health center in Puerto Rico faced challenges providing quality mental-health care during the pandemic. SoftwareONE Puerto Rico worked with this customer to implement teleconsultations using Microsoft Teams, increasing coverage by 30% and reducing absenteeism. It improved the continuity of treatment, guaranteeing safety and optimizing resources. The solution proved to be innovative and effective.



Trinidad and Tobago

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

After a 2022 cyberattack, a customer organization in Trinidad and Tobago enhanced their cybersecurity with a solution from Mauren Data Systems, adopting the Microsoft Zero Trust Framework and modernizing identity management with Azure, increasing security scores by 300%. Deployment of Microsoft Intune and Defender for Endpoint streamlined device management and security, improving the customers' security posture by over 40%.

Country/Region Winners | Latin America (LATAM)

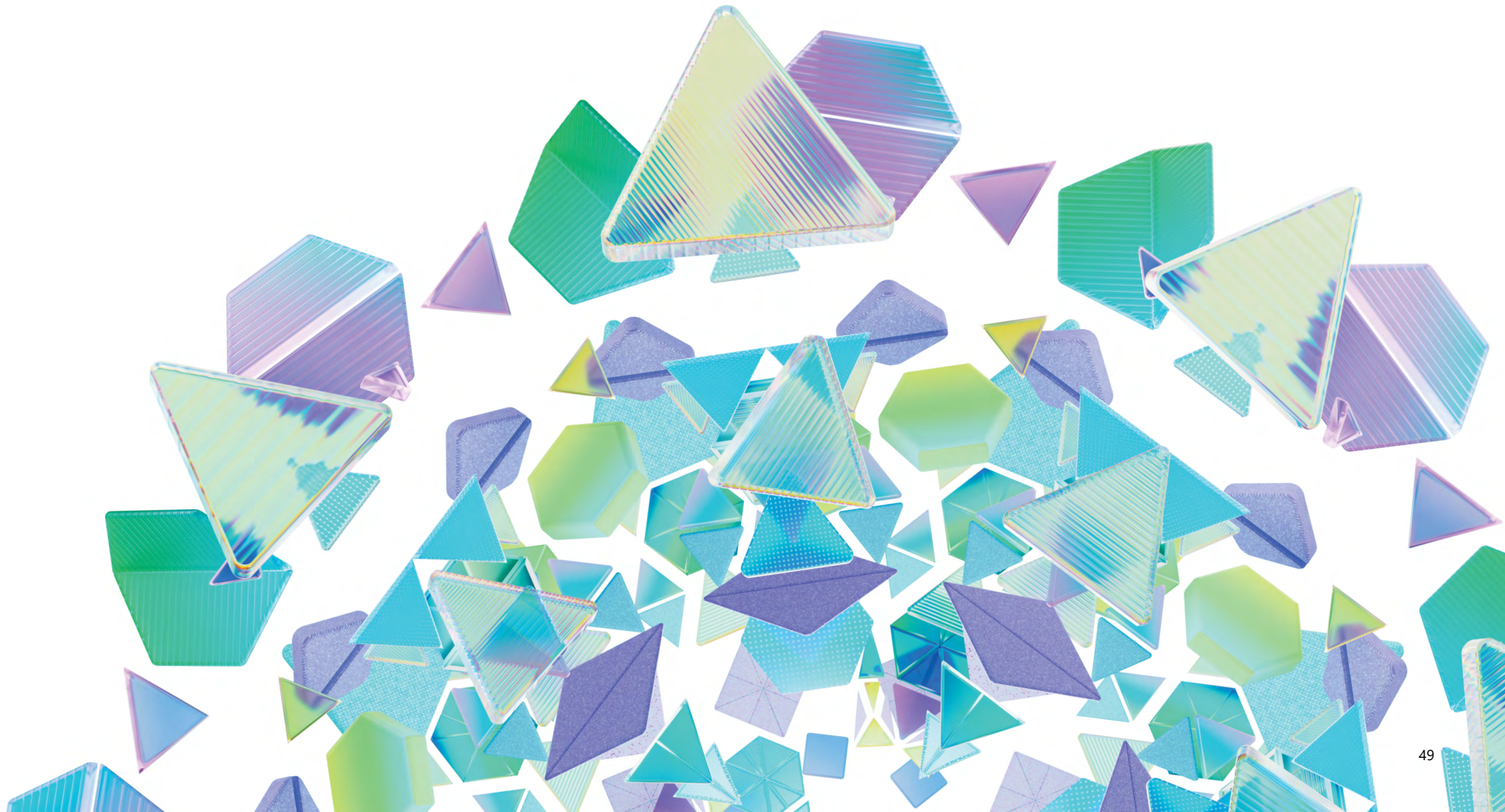


Uruguay

Arkano

<https://arkanosoftware.com>

Arkano's Production Efficiency Engine (PEE) empowered its customer to revolutionize pharmaceutical production. By harnessing AI and Microsoft technologies, PEE optimizes processes, reducing costs and time-to-market. This innovation not only boosts operational efficiency but enhances global healthcare outcomes.



Country/Region Winners | United States

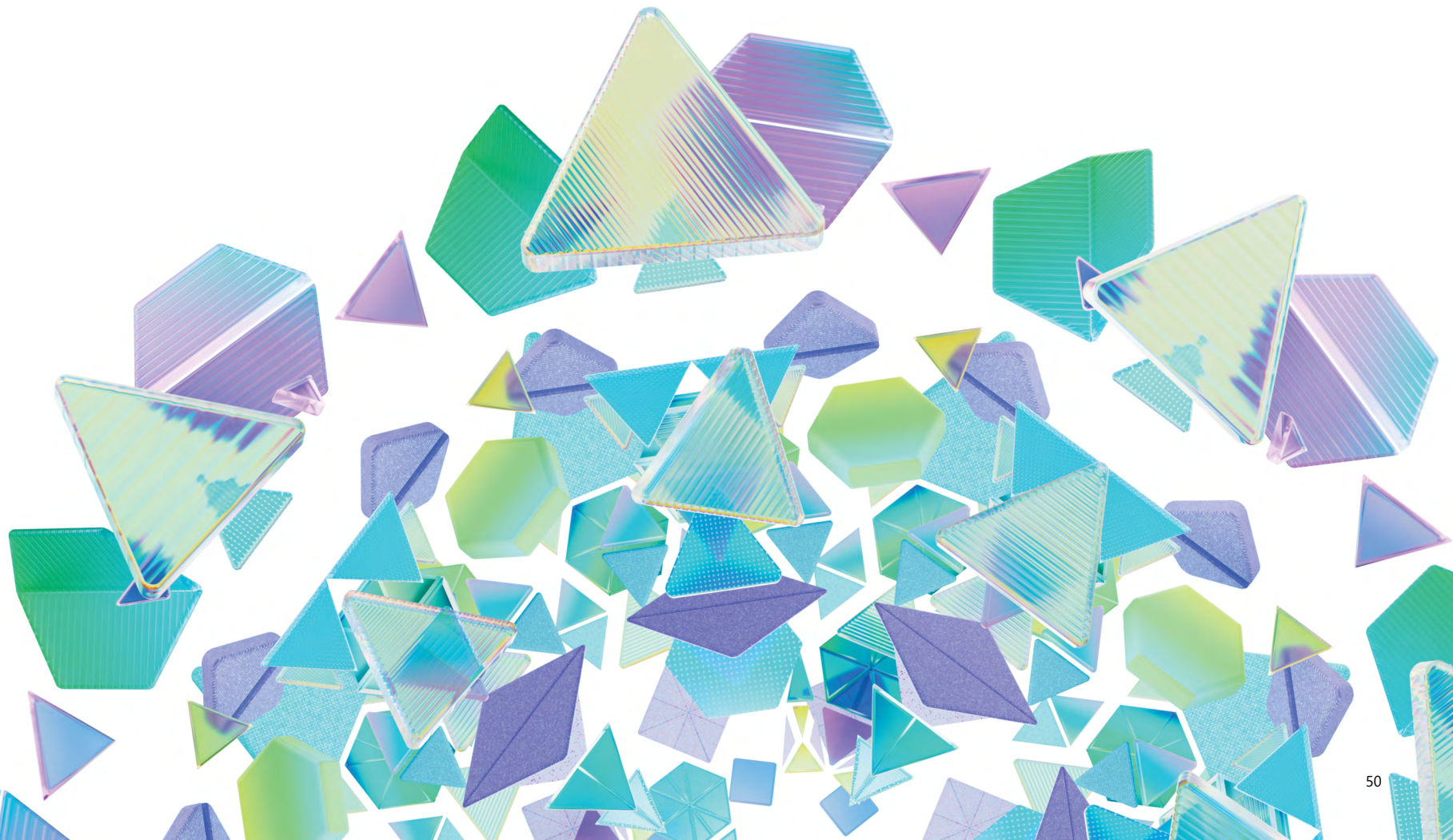


United States

Elastic

<https://elastic.co>

Elastic is an AI-powered search analytics platform. Elastic understands that it is the answers – not just the data. The Elasticsearch platform enables users to find the answers they need in real-time, using all their data, at scale. Elastic delivers complete, cloud-based, AI-powered solutions for enterprise security, observability and search built on the Elasticsearch development platform, which is used by thousands of companies, including many on the Fortune 500.



Country/Region Winners | United Kingdom

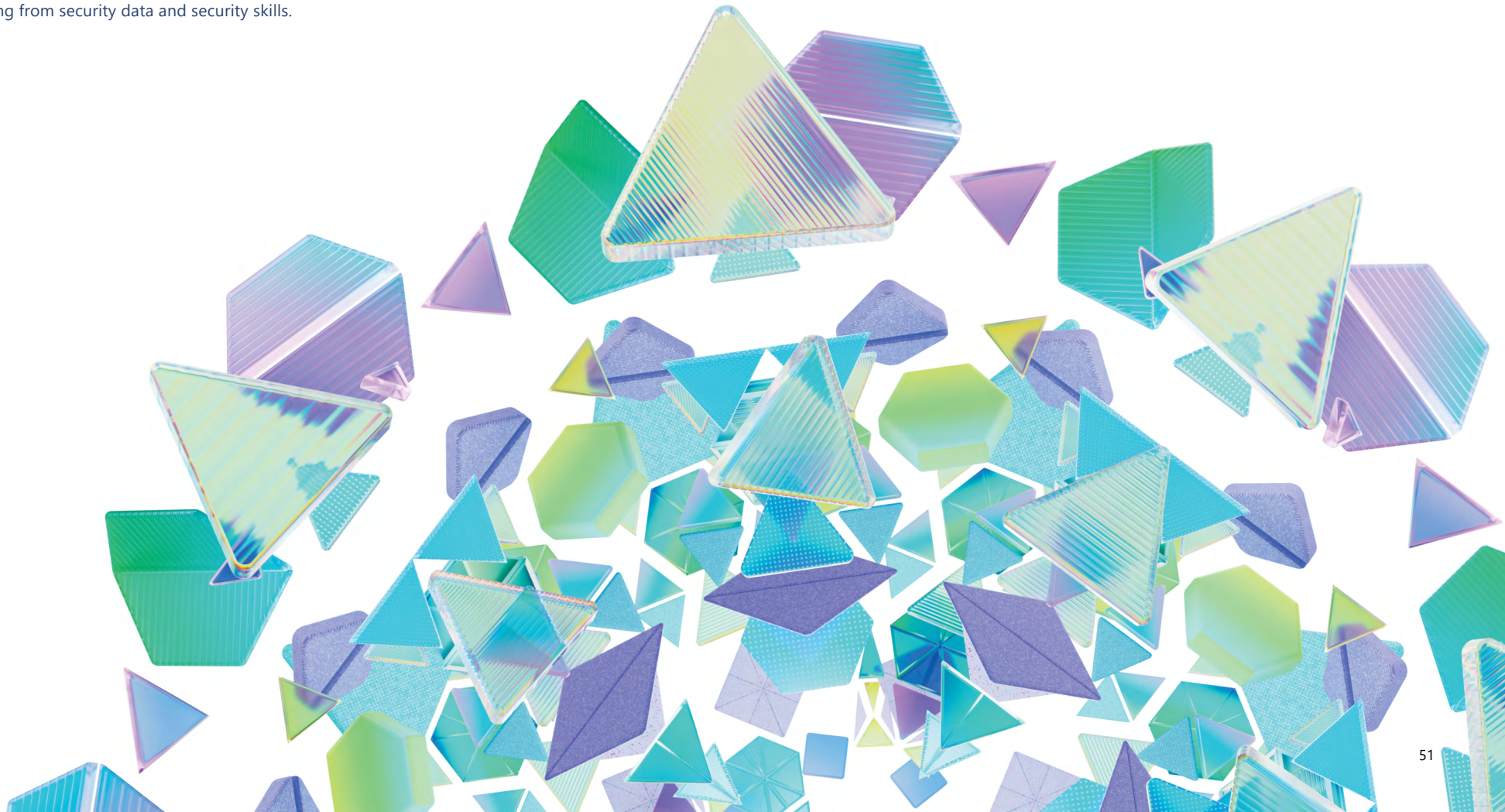


United Kingdom

Darktrace

<https://darktrace.com>

Darktrace continues to innovate with Microsoft in the shared mission to deliver proactive cyber protection tailored to each organization. This is done by combining large-scale threat intelligence with enterprise native security insights. Darktrace delivers complete a complete platform that unifies security for end-to-end protection, making security highly relevant to an organization as well as continuous learning and adapting from security data and security skills.



Country/Region Winners | Western Europe (WE)



Austria

paiqo GmbH
<https://paiqo.com>

paiqo helped a leading construction company improve its document management with a GenAI-based solution that allows easy and fast access to information in multiple languages. paiqo's customers also plan to use OpenAI technologies to optimize other processes and become more innovative and sustainable.



Belgium

Cegeka
<https://www.cegeka.com>

Cegeka is a Belgian, family-owned firm with a presence in 19 countries, providing comprehensive IT solutions and services. With a team of more than 9,000 experts, it supports customers "in close cooperation," utilizing Microsoft solutions with 18 specializations and Azure Expert Managed Service Provider status. Leading in AI and committed to driving cloud transformation, Cegeka empowers customer success with advanced technology.



Denmark

Fellowmind
<https://fellowmind.com>

Fellowmind collaborates with Microsoft throughout the entire customer journey: marketing, sales, consulting, delivery, adoption, service/support, and continued customer engagement. Microsoft is supporting the Fellowmind activities that are driven to inspire, engage and enable each customer to transform their business and competitiveness.



Finland

Fellowmind Finland
<https://www.fellowmind.com/fi-fi/>

Fellowmind Finland and Microsoft have brought several successful customer cases over the last year, including a sustainability manager and data case study that was used as a Microsoft reference in the United Nations Climate Conference (COP28) in December 2023. It has also succeeded in adopting the new AI and Fabric offerings quickly to bring even more value to its new and current customers with its holistic Microsoft offering.



Iceland

Lucinity
<https://lucinity.com>

As financial institutions are projected to spend billions on financial crime prevention, Lucinity's collaboration with Microsoft Denmark-Iceland has been crucial in transforming the compliance industry. Lucinity has leveraged Microsoft Azure OpenAI to develop the Luci Copilot, reducing compliance costs and streamlining investigations of financial crime prevention, resulting in millions of dollars in savings for financial institutions.



Ireland

Ergo
<https://www.ergotechnologygroup.com>

Ergo has helped IT leaders excel at the intersection of business and technology for over 30 years, enabling CIOs to remain at the leading edge of Microsoft technologies. As a Solutions Partner in Microsoft Cloud and Azure Expert Managed Service Provider, Ergo brings a depth and breadth of Microsoft skills to client engagements. The future is AI-driven, and Ergo is at the forefront of the revolution, empowering clients to be more productive and transformative.

Country/Region Winners | Western Europe (WE)



Italy

Cluster Reply
<https://www.reply.com/cluster-reply/it/>

The Microsoft Sustainability Manager solution, implemented by Cluster Reply, helps its customers manage environmental sustainability data, tracking and absorbing CO₂ emissions. The collaboration between the two companies shows a commitment to combine technology and ecological responsibility, aiming for a more sustainable future. With this solution, Cluster Reply's customers enhance their sustainability initiatives, creating a culture of innovation and respect for the environment.



Luxembourg

Sword Luxembourg
<https://www.sword-group.com/luxembourg/>

At Sword Luxembourg, Microsoft collaboration is pivotal harnessing data and driving insights with a skilled team. As a trusted local partner with Microsoft, Sword Group delivers top-notch solutions, streamlining businesses globally. With over 1,000 clients across 50 nations, Sword Group thrives in digital transformation.



Netherlands

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

Capgemini and Microsoft excel through their collaboration, driving growth and sustainability. Achievements include a strong rise in Microsoft revenues in the last year, key wins, and innovative projects. Joint initiatives focus on core solutions and sustainability with a commitment to carbon neutrality. The collaboration extends to marketing campaigns and certifications, and to ensuring continued success and client satisfaction.



Norway

Crayon Norway
<https://www.crayon.com/no/>

Crayon provides value to Norwegian customers by adding solutions based on the newest available Microsoft technologies. One such solution is Crayon Migration Services, where the company builds, migrates and assists customers in moving to Azure and using the platform efficiently. It uses prebuilt Azure landing zones and steps and configurations based on the Microsoft Cloud Adoption Framework. In addition, Crayon builds custom solutions with AI and machine learning, with services built in Microsoft's three clouds.



Portugal

NTT DATA Portugal
<https://pt.nttdata.com>

NTT DATA is a leading information technology services consulting company committed to helping customers drive innovation and enable digital transformation. NTT DATA works to build a unique and open community of people, led by values, resulting in a network of talent capable of multiplying skills and knowledge. The network responds to the changing needs of clients with agility and anticipates the future with intelligence.



Spain

Minsait, An Indra Company
<https://www.minsait.com/es>

Minsait is a Spanish information technology leader. Embracing Microsoft technologies is at the core of its business, which includes joint projects and double-digit growth. Minsait has more than 12,000 experts trained in Microsoft technologies. Collaborating with Microsoft has been fundamental in Minsait's transformational journey, as it has leveraged a portfolio of solutions focused on collaboration, business, and innovation.

Country/Region Winners | Western Europe (WE)



Sweden

Xenit AB

<https://xenit.se/>

Xenit is a dedicated cloud partner with certified and experienced experts in Cloud, Modern Work and intelligence, powered by Microsoft technologies. With a team of 100 dedicated specialists, Xenit is on a mission to inspire, challenge, and guide businesses and organizations through their cloud journey, always prioritizing the delivery of business value and ensuring the empowerment of end users.

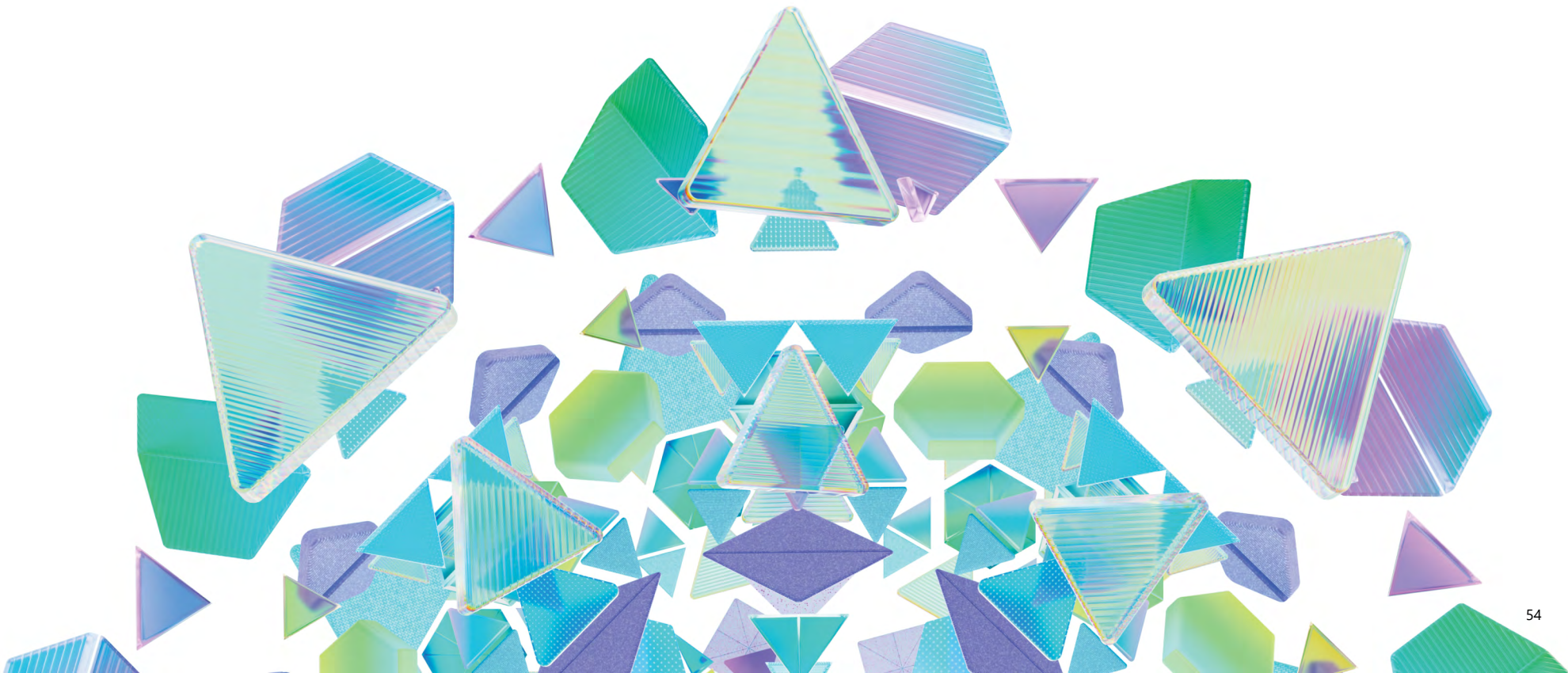


Switzerland

KPMG

www.kpmg.ch

KPMG is a service provider for audit, tax, legal and advisory, providing business transformation services to become a leading partner in the Business Applications domain. In the last year, KPMG has put AI at the forefront of its professional services with its rollout of Copilot for M365. KPMG is proud to inspire clients, and with its new AI Masterclass offering, it receives support in driving innovation and business value with AI, while learning responsible AI frameworks.





2024 Microsoft Partner of the Year Awards

Thank you

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