**2011 Microsoft Partner of the Year Awards**

**Fact Sheet**

**June 2011**

Microsoft Corp. has announced the following winners and finalists for the 2011Microsoft Partner of the Year Awards. The awards honor Microsoft partners that delivered exemplary solutions to their customers during the past year. Award winners and finalists were chosen from nominations from around the world, and will be recognized at the Microsoft Worldwide Partner Conference 2011, the company’s premier annual event for industry partners, July 10-14 in Los Angeles.

[**Microsoft Partner of the Year Awards**](#PartnerOfTheYear)

[**Microsoft Country Partner of the Year Awards**](#CountryPartners)

# **Microsoft Partner of the Year Awards**

**Alliance ISV Industry Partner of the Year**

* **Winner: Invensys, United States**
* **Finalist: Retalix Ltd., Israel**
* **Finalist: Temenos, United Kingdom**

The Microsoft Alliance ISV Industry Partner of the Year Award honors an Alliance ISV Partner that is adding business value to customers by deploying new and innovative solutions based on Microsoft technologies in either of the following Sectors: Manufacturing & Resources (Oil & Gas, Power & Utilities, Process Manufacturing, Automotive, Aerospace and Industrial Equipment, High Tech & Electronics, Pharmaceutical, Chemicals), Financial Services (Banking, Capital Markets, Insurance) and Distribution and Services (Retail &Hospitality, Consumer Goods, Professional Services).  The Award acknowledges the partner that has demonstrated excellence on driving Microsoft-based solutions that solve new or existing business needs for the industry. The Award winner is recognized as the most valuable Alliance ISV Partner on developing and delivering Microsoft-based solutions to our mutual customers on the industry.

**Alliance Partner of the Year – Advanced Infrastructure**

* **Winner: Citrix Systems Inc., United States**

The Alliance Partner of the Year - Advanced Infrastructure Award is a special recognition Award to acknowledge the alliance partner that has demonstrated leadership in driving Microsoft based Advanced Infrastructure solutions to enterprise customers in the past year, as well as field engagement and commitment to Microsoft in opportunities, including Partner Solutions Plans (PSPs).  Entrants will also demonstrate successful wins, including customer references and solutions profiled, infrastructure investments to drive Microsoft based business (e.g., headcount, financial investments, etc.), joint marketing, readiness, training and breadth of engagement across the Microsoft 13 areas.

**Alliance Partner of the Year – Application Platform**

* **Winner: Accenture/Avanade, United States**

The Alliance Partner of the Year - Application Platform Award is a special recognition Award to acknowledge the alliance partner that has demonstrated leadership in driving Microsoft based Application Platform solutions to enterprise customers in the past year, as well as field engagement and commitment in opportunities, including Partner Solution Plans (PSPs). Entrants will also demonstrate successful wins, including customer references and solutions profiled, infrastructure investments to drive Microsoft based business (e.g., headcount, financial investments, etc.), joint marketing, readiness, training and breadth of engagement across the Microsoft 13 areas.

**Alliance Partner of the Year – Innovation**

* **Winner: Logica, Netherlands**

The Alliance Partner of the Year - Innovation Award is a special recognition Award to acknowledge the alliance partner that has demonstrated driving unique and innovative solutions based on Microsoft technologies to enterprise customers in the past year, as well as field engagement and commitment in opportunities, including Partner Solution Plans (PSPs). Entrants will also demonstrate successful wins, including customer references and solutions profiled, infrastructure investments to drive Microsoft based business (e.g., headcount, financial investments, etc.), joint marketing, readiness, training and breadth of engagement across the Microsoft 13 areas.

**Application Integration Partner of the Year**

* **Winner: Solidsoft, United Kingdom**
* **Finalist: MPS Partners, United States**
* **Finalist: QLogitek, Canada**

The Application Integration Partner of the Year Award recognizes a partner who has delivered a remarkable solution in the middleware and integration space with Microsoft Application Platform products, such as Microsoft BizTalk Server, Microsoft SQL Server, Windows Azure AppFabric or Microsoft Commerce Server. The winning solution will have solved a customer’s significant pain point while leveraging the integration capabilities of our platform, including, but not limited to, the latest and premium editions of the products included in the platform.

**Application Lifecycle Management Partner of the Year**

* **Winner: Imaginet, Canada**
* **Finalist: Centare Group Ltd., United States**
* **Finalist: Computer Enterprises Inc., United States**

The Application Lifecycle Management (ALM) Partner of the Year Award recognizes an ALM partner who has exhibited excellence in providing superior services, which increase the speed of deployment or implementation of Microsoft Visual Studio. Partners should highlight their success in assisting Visual Studio customers in pre-sales and post-sales activities. Pre-sales activities should demonstrate how a partner’s organization influenced the sale of new Visual Studio licenses into a major account. Post-sales solutions should showcase the positive impact on the customer’s software design, development, testing and release practices. Successful entrants for this Award will demonstrate industry knowledge and expertise in ALM as well as results-oriented service to Microsoft Visual Studio customers. Organizations applying for this Award also should have demonstrated effective partnering by engaging with Microsoft to develop, create demand, and sell Visual Studio solutions.

**Authorized Distributor Partner of the Year**

* **Winner: Ingram Micro India Ltd., India**
* **Finalist: ASBIS, Russia**
* **Finalist: M:Portal Ltd., Kazakhstan**

Eligible partners for this Award include any Microsoft wholesale distributor with a current Microsoft Channel Agreement (Full Packaged Product (FPP), Volume Licensing, Channel Developer or Value Added Distributor) or Microsoft Original Equipment Manufacturer Distributor Channel Agreement. Successful entrants for this Award should demonstrate:

* Innovation, as demonstrated by the distributor who has taken the most creative and effective approach to new or existing business opportunities.
* Excellence in engagement, as shown by specific examples of partnership with Microsoft at the executive and business development levels.
* Execution excellence, as defined by effectively reaching resellers and providing a high level of customer satisfaction while delivering strong business results.
* Partners should submit their company examples across the three areas of innovation, engagement and execution to showcase the best-in-class impact to mutual reseller partners.

**BizSpark Partner of the Year**

* **Winner: StorSimple, United States**
* **Finalist: Artesian Solutions Ltd., United Kingdom**
* **Finalist: GreenButton, New Zealand**

Award recognizes early stage software technology companies who demonstrate leadership in the areas of innovation, market potential, media and analyst attention, investor value creation, and customer adoption.

**Business Intelligence Partner of the Year**

* **Winner: Nagnoi Inc., Puerto Rico**
* **Finalist: GNet Group, United States**
* **Finalist: Slalom Consulting, United States**

The Business Intelligence Partner of the Year Award recognizes a partner who has delivered a Business Intelligence solution based on the Microsoft Business Intelligence platform. The winning solution will have empowered a customer’s resources with self-service analysis and enabled the customer to create more aligned and informed decisions with better team collaboration.  The solution needs to be based on the Microsoft Business Intelligence platform, including, but not limited to, the latest versions of Microsoft SQL Server or Microsoft SharePoint.

**Communications Sector Partner of the Year**

* **Winner: Tech Mahindra Ltd., United States**
* **Finalist: Decentrix Inc., United States**
* **Finalist: Extended Results Inc., United States**

The Communications Sector Partner of the Year Award recognizes partners who are adding business value to customers by deploying new and innovative solutions based on Microsoft technologies in hosting, media and entertainment or telecommunications. As you complete your entry, think about how your solution has targeted a Communications sector customer’s business or technical challenge either by identifying a new opportunity or by using technology innovation to address the need.

**Content Management Partner of the Year**

* **Winner: KnowledgeLake, United States**
* **Finalist: Content and Code, United Kingdom**
* **Finalist: Knowledgetech Consulting Inc., Canada**

The Content Management Partner of the Year Award recognizes an exceptional partner who has excelled in offering breakthrough content management solutions.  The successful nominee should have  increased a customer’s employee productivity, simplified their access to information and people, maximized their ability to share and use a variety of documents, and enabled a more efficient and effective workforce.   Other attributes include taking advantage of collaborative solutions such as business value consulting, change management, architectural design or digital asset management.  Partners should submit the content management solution that showcases their unique and positive effect on a customer’s business challenges and demonstrates their expertise in using SharePoint 2010 in the Content Management competency.

**Data Platform Partner of the Year**

* **Winner: HP, United States**
* **Finalist: Fujitsu Ltd., Japan**
* **Finalist: Scalability Experts, United States**

The Data Platform Partner of the Year Award recognizes partners who have delivered a solution based on the Microsoft Data Platform.  The winning solution will have empowered a customer by taking advantage of the leading capabilities of the platform around reporting, analysis, integration and high availability.  The solution needs to utilize premium editions of Microsoft SQL Server in a mission-critical environment.

**Desktop Partner of the Year**

* **Winner: Accenture/Avanade, United States**
* **Finalist: CDW, United States**
* **Finalist: Insight, United States**

The Desktop Partner of the Year Award recognizes a partner serving enterprise, midmarket and small businesses with proven expertise in helping customers migrate to Windows 7. Applicants for this Award should have successfully deployed Microsoft technologies with Windows 7, Microsoft Desktop Optimization Pack (MDOP) and/or Office 2010 to help customers more efficiently and cost-effectively manage their desktop assets, support and enable their end users, manage security, and deploy new applications.

**Digital Marketing Partner of the Year**

* **Winner: Catapult Systems, United States**
* **Finalist: RDA Corp., United States**
* **Finalist: Slalom Consulting, United States**

The Digital Marketing Partner of the Year Award recognizes an exceptional partner who has excelled in developing rich Internet solutions that are highly functional, scalable, flexible, and secure through a unified platform for intranet, extranet and Internet sites.  The successful nominee should have developed innovative solutions that helped create engaging user experiences, cut costs, increased business agility and delivered familiar authoring tools and processes for customers.  Other attributes include solutions that help customers develop a compelling web presence including social marketing, rich media and applications, search, digital marketing integration and analytics.  Nominees should submit their rich Internet solutions using SharePoint 2010 or SharePoint 2010 and FAST technologies, and highlight their ability to solve a customer’s needs for a fully integrated web presence.

**Exceptional Sales Management Partner of the Year**

* **Winner: BlueGranite, United States**
* **Finalist: Quadrasystems.net (I) P Ltd., India**
* **Finalist: Quest Software , Canada**

The Exceptional Sales Management Partner of the Year Award recognizes partners who demonstrate exceptional sales management practices and promote continuous sales improvement. This Award honors partners committed to building a sales team with deep Microsoft solution knowledge, skills training, and certification. Partners who excel in sales management routinely analyze wins and losses to extract replicable best practices and promote skill development for a competitive edge. The more knowledgeable your sales professionals, the better advisors they can be to your customers. As trusted advisors, partner sales teams are better positioned to positively influence customer satisfaction and generate incremental revenue. Nominate your organization for this Award to showcase the success you are experiencing through an innovative sales management approach.

**Hosting Partner of the Year**

* **Winner: Rise, United Kingdom**
* **Finalist: Mamut, Norway**
* **Finalist: Nervogrid, Finland**

The Hosting Partner of the Year Award recognizes a partner who has demonstrated solution innovation and a commitment to engaging with Microsoft. Nominees should document how their company and hosted solution focused on an end-customer’s business challenge, either by identifying a new market opportunity or by using technology innovation to address the need. Along with demonstrating innovation, the submission should show how customers have seen the partner work closely with Microsoft. The successful nomination also should reflect which version of Microsoft product the solution was built on or how the partner actively promoted its solution through marketing campaigns. Entrants also should describe if the solution allows for extensive customization and/or if the partner is selling the solution through a channel of resellers.

**Identify and Security Partner of the Year**

* **Winner: Omada, Denmark**
* **Finalist: Edgile Inc., United States**
* **Finalist: Oxford Computer Group, United Kingdom**

The Identity and Security Partner of the Year Award recognizes a partner that has delivered end-to-end security, identity and access solutions enabling customers to achieve their business goals while managing risk and helping to ensure that the right people always have secure access to the information they need to get their jobs done. The successful solution needs to have utilized Microsoft’s security, identity and access products, technologies and solution accelerators, including, but not limited to:

* Microsoft Forefront Endpoint Protection
* Microsoft Forefront Protection for Exchange Server
* Microsoft Forefront Online Protection for Exchange
* Microsoft Forefront Protection for SharePoint
* Microsoft Forefront Security for Office Communications Server
* Microsoft Forefront Threat Management Gateway
* Microsoft Forefront Unified Access Gateway
* Microsoft Forefront Identity Manager

Nominees should note if their solution has dramatically transformed the security of a customer’s IT infrastructure resulting in higher levels of protection and compliance, reduced IT labor or hardware costs, or streamlined overall operational efficiency.

**Innovative Customer Advocacy Partner of the Year**

* **Winner: PERIFEL, Mexico**
* **Finalist: Mimecast, United Kingdom**
* **Finalist: Quadrasystems.net (I) P Ltd., India**

The Innovative Customer Advocacy Partner of the Year Award honors partners who excel in innovative customer advocacy and strong, proactive relationship management programs. Successful entries demonstrate an exceptional practice of developing trusted customer relationships. A winning partner effectively transforms satisfied, loyal customers into business advocates that generate incremental referrals and contribute to new business growth. Nominate your organization for this Award to showcase your innovative approach to relationship management and the business impact that has resulted from your expertise.

**ISV/Software Industry Partner of the Year**

* **Winner: Global 360, United States**
* **Finalist: MOTEX Inc., Japan**
* **Finalist: proMX GmbH, Germany**

The ISV/Software Industry Partner of the Year Award honors a partner that is adding business value to customers by deploying new and innovative software solutions based on Microsoft technologies in any of the following sectors: Manufacturing & Resources (Oil & Gas, Utilities, Automotive and Industrial Equipment, High Tech, Pharmaceutical, Chemicals); Financial Services (Banking, Capital Markets, Insurance); and Distribution and Services (Retail, Hospitality, Consumer Goods and Professional Services). The Award acknowledges the partner that has demonstrated excellence in driving Microsoft-based solutions that solve new or existing business needs for the industry.

**ISV/Software Line of Business Partner of the Year**

* **Winner: Tagetik, Italy**
* **Finalist: NewsGator, United States**
* **Finalist: OpenText Corp., Canada**

The ISV/Software Line of Business Partner of the Year honors an ISV partner that has demonstrated leadership excellence in developing and delivering Microsoft platform-based line of business (ERP, CRM, ECM, BI, Industry) applications to mutual customers over the past year.  The ISV Line of Business Partner of the Year Award acknowledges the partner as the most valuable line of business partner to the Microsoft worldwide field.

**Learning Competency Innovation Partner of the Year**

* **Winner: Buffa Sistemas, Argentina**
* **Finalist: Everonn Education Ltd., India**
* **Finalist: Sela, Israel**

This Award is for Learning Partners practicing leading edge learning solutions; e.g., new solution to bring to market, building a new platform, or a new business model which they have incorporated successfully. They must be able to demonstrate that they have developed more creative ways for them to engage as partners in training.

**Learning Competency Marketing Acceleration Partner of the Year**

* **Winner: Global Knowledge, United States**
* **Finalist: QuickStart Intelligence, United States**
* **Finalist: the campus GmbH, Germany**

This Award is for Learning Partners practicing leading edge marketing and sales activities to drive skills and certification growth.  Partners should be able to demonstrate exceptional performance in market share shift from grey market content to Official Microsoft Learning Products, leading the certification community, reaching net new markets or experiencing significant growth in training market share.  Winning solutions will also demonstrate alignment with advancing adoption and deployment of Microsoft technologies through training and certification.

**Microsoft Dynamics Cloud Business Excellence Partner of the Year**

* **Winner: Zero2Ten Inc., United States**
* **Finalist: Pareto Platform Inc., United States**
* **Finalist: Rose Business Solutions/RoseASP Inc., United States**

The Award for building a successful cloud practice will recognize Microsoft partners who have shown both innovation and results related to selling and delivering Microsoft Dynamics CRM Online or ERP partner hosted offerings.  Eligible candidates will have proven their ability to meet customer demands by: packaging intellectual property (IP) (product and/or services) to create a sustainable annuity stream, driving scale through an accelerated sales motion, establishing branding and constructing a marketing engine optimized for web based activity to support a cloud service, and building a delivery model based on fixed bid, highly repeatable offerings.  This Award will consider the business model attributes mentioned, customer references or case studies, as well as the number of Microsoft Dynamics CRM Online and or ERP SPLA seats sold leading up to May 1, 2011 as systematically captured through Microsoft Dynamics reporting tools.   Additional consideration will go to partners who have transformed their business inclusive of multiple Microsoft Online Services (MOS) offerings (i.e. Office 365, Azure).

**Microsoft Dynamics CRM 2011 Solution of the Year**

* **Winner: proMX GmbH, Germany**
* **Finalist: ClickDimensions, United States**
* **Finalist: CWR Mobility, Netherlands**

The Dynamics CRM Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique sales, services, solutions, and/or support based on Microsoft Dynamics CRM. Successful entrants for this Award will demonstrate consistent, high-quality, predictable service to Microsoft Dynamics customers that helps to ensure significant business benefits for customers from their Microsoft Dynamics CRM investments. Successful entrants will also demonstrate business leadership and success with strong growth in new customer additions and revenue.

**Microsoft Dynamics CRM Partner of the Year**

* **Winner: Hitachi Consulting, United States**
* **Finalist: Accenture/Avanade, United States**
* **Finalist: Outsourcery, United Kingdom**

The Dynamics CRM Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique sales, services, solutions, and/or support based on Microsoft Dynamics CRM. Successful entrants for this Award will demonstrate consistent, high-quality, predictable service to Microsoft Dynamics customers that helps to ensure significant business benefits for customers from their Microsoft Dynamics CRM investments. Successful entrants will also demonstrate business leadership and success with strong growth in new customer additions and revenue.

**Microsoft Dynamics Distribution Partner of the Year**

* **Winner: Accenture/Avanade, United States**
* **Finalist: Columbus, Denmark**
* **Finalist: KORUS Consulting, Russia**

The Dynamics Distribution Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique solutions based on Microsoft Dynamics to customers in the distribution industry. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service to Microsoft Dynamics customers. Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue.

**Microsoft Dynamics ERP ISV Solution of the Year**

* **Winner: Schouw Informatisering BV, Netherlands**
* **Finalist: NovaVision Software, Denmark**
* **Finalist: To-Increase, Netherlands**

The Dynamics ERP ISV Solution of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique packaged, repeatable solutions that extend the functionality of Microsoft Dynamics ERP, AX, GP, NAV or SL to meet the specific vertical or business process requirements of target customers. Successful entrants for this Award will demonstrate consistent, high-quality, predictable service to Microsoft Dynamics customers that helps to ensure significant business benefits for customers from their Microsoft Dynamics ERP investments. Successful entrants will also demonstrate business leadership and success with strong growth in new customer additions and revenue.

**Microsoft Dynamics ERP Partner of the Year**

* **Winner: XAPT, United States**
* **Finalist: InterDyn AKA, United States**
* **Finalist: KCS.net Holding AG, Switzerland**

The Dynamics ERP Partner of the Year Award recognizes a partner who has exhibited excellence in providing innovative and unique sales, services, solutions and/or support based on Microsoft Dynamics ERP AX, GP, NAV or SL. The successful entrant for this Award should have demonstrated consistent, high-quality, predictable service to Microsoft Dynamics customers, helping to ensure significant business benefits from their AX, ERP, GP, NAV, or SL. investments. The successful nominee also will have demonstrated business leadership and success, with strong growth in new customer additions and revenue.

**Microsoft Dynamics Financial Services Partner of the Year**

* **Winner: VeriPark, Turkey**
* **Finalist: NAVAX Consulting GmbH, Austria**
* **Finalist: TRAVIATA, Belgium**

As partners extend our ability to deliver great vertical solution on Dynamics to our customers in the financial services industry including banking, insurance and capital market firms. The Microsoft Dynamics Financial Services Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and industry solutions based on Microsoft Dynamics (CRM and ERP) to customers in the financial services industry. Successful entrants for this Award will demonstrate industry knowledge of Banking, Insurance and Capital Market and expertise, as well as consistent, high-quality, predictable service to Microsoft Dynamics customers in this industry with satisfied customers. Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue.

**Microsoft Dynamics Manufacturing Partner of the Year**

* **Winner: Scalable Data Systems Pty Ltd., Australia**
* **Finalist: KCS.net Holding AG, Switzerland**
* **Finalist: TDCI Inc., United States**

The Dynamics Manufacturing Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique solutions based on Microsoft Dynamics to customers in the manufacturing industry. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service to Microsoft Dynamics customers. Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue.

**Microsoft Dynamics Marketplace Solution Excellence Partner of the Year**

* **Winner: InsideView, United States**
* **Finalist: proMX GmbH, Germany**
* **Finalist: Sonoma Partners, United States**

The Award for delivering packaged intellectual property through a Microsoft Marketplace will recognize a Microsoft partners for their ability to provide a click-try-buy experience through the Microsoft Dynamics Marketplace powered by Microsoft Pinpoint. Eligible candidates will have a tested solution available through the Dynamics Marketplace which allows customers to download, adopt and purchase. The terms of this Award will consider innovative solutions (packaged Intellectual Property, applets, applications, cloud services) that optimize the Microsoft Dynamics CRM or ERP experience, excellent customer recommendations, traffic driven to listings and the ability for the solution to effectively convert Microsoft Dynamics CRM or ERP prospects into paid customers.

**Microsoft Dynamics Professional Services Partner of the Year**

* **Winner: Client Profiles, United States**
* **Finalist: Singhammer IT Consulting AG, Germany**
* **Finalist: To-Increase, Netherlands**

The Dynamics Professional Services Partner of the Year Award recognizes Microsoft Dynamics partners who have exhibited excellence in providing superior solutions based on Microsoft Dynamics to customers in the professional services industry. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service to Microsoft Dynamics customers. Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue.

**Microsoft Dynamics Public Sector Partner of the Year**

* **Winner: Rock Solid Technologies Inc., Puerto Rico**
* **Finalist: Hitachi Consulting, United Kingdom**
* **Finalist: Tribridge, United States**

The Dynamics Public Sector Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique solutions based on Microsoft Dynamics to organizations in the public sector. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service to Microsoft Dynamics customers. Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue.

**Microsoft Dynamics Retail Partner of the Year**

* **Winner: IGNIFY, United States**
* **Finalist: Ideaca Knowledge Services, Canada**
* **Finalist: New West Technologies Inc., United States**

The Dynamics Retail Partner of the Year Award recognizes Microsoft Dynamics partners who have exhibited excellence in providing superior solutions based on Microsoft Dynamics to customers in the retail industry. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service to Microsoft Dynamics customers. Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue.

**Mid-Market Solution Provider Partner of the Year**

* **Winner: Conzultek, Costa Rica**
* **Finalist: Hyland Software, United States**
* **Finalist: NCI Technologies, United Kingdom**

The Midmarket Solution Provider Partner of the Year Award honors partners who use Microsoft technology in innovative ways to deploy critical infrastructure solutions serving customers in the midmarket business space (50-250 PCs, up to 500 people approx). This Award is only for partners with the Microsoft Midmarket Solution Provider competency. To qualify for this award, you must demonstrate innovative excellence and proficiency in deploying solutions that leverage the Microsoft technology stack scaled for mid-sized businesses. The key Microsoft products to be considered are: Windows 7, Office 2010, Windows Server 2008/R2, including virtualization and management technologies; Exchange Server 2010/SP1; SQL Server 2008/R2; and SharePoint Server 2007/2010. Specific line-of-business applications relevant to your mid-market solution can feature in your submission, eg: Dynamics CRM/CRM Online, Dynamics ERP and industry/vertical applications. Your solution can be either an on-premise or cloud solution; the winning differentiator will be a clear articulation of how the solution significantly helps midmarket businesses with their unique challenges and save money and be competitive.

**Mobility Business-to-Business Application Partner of the Year**

* **Winner: CWR Mobility, Netherlands**
* **Finalist: PreEmptive Solutions LLC, United States**
* **Finalist: Resco, Slovakia**

The Mobility Business-to-Business (B2B) Application Partner of the Year Award recognizes exceptional innovation from a partner that has developed B2B applications on the Windows Phone 7 technologies. B2B applications include: solutions that help accelerate business cycles, increase productivity, reduce operating costs and enable a business customer to extend their infrastructures and provide an exceptional user experience. These solutions can have a singular business focus or combine a range of business functions.

**Mobility Business-to-Consumer Application Partner of the Year**

* **Winner: Neudesic, United States**
* **Finalist: Blue Dot Solutions, United States**

The Mobility Business-to-Consumer (B2C) Application Partner of the Year Award recognizes exceptional innovation from a partner that has developed B2C applications on the Windows Phone 7 technologies. B2C applications include, but are not limited to: social networking, news and information, and collaboration and tools that increase productivity, reduce operating costs and provide an exceptional user experience. These solutions can have a singular consumer focus or combine a range of consumer functions.

**Mobility Partner of the Year**

* **Winner: iLink Systems, United States**
* **Finalist: CWR Mobility, Netherlands**
* **Finalist: Telerik Corp., United Sates**

The Mobility Partner of the Year Award recognizes a partner who specializes in deploying, integrating, supporting and marketing breakthrough software solutions and services for businesses, based on Windows Phone 7 technologies. The successful entrant for this Award will have worked with a business customer to implement Windows Phone 7 solutions to accelerate their business cycles, increase productivity, reduce operating costs and extend the customer’s infrastructures.

**OEM Hardware Reseller Partner of the Year**

* **Winner: NCI Technologies, United Kingdom**
* **Finalist: CARTIMEX S.A., Ecuador**
* **Finalist: Motion Computing, United States**

The OEM Hardware Reseller Partner of the Year Award recognizes a reseller of branded PC or Server hardware who has demonstrated excellence in positioning and delivering genuine Microsoft software solutions across all customer segments.

**OEM Hardware System Building Partner of the Year**

* **Winner: THIRDWAVE CORP., Japan**
* **Finalist: Fujitsu Technology Solutions GmbH, Germany**
* **Finalist: MouseComputer Co. Ltd., Japan**

The OEM Hardware System Building Partner of the Year Award honors an OEM local system builder, branded or un-branded, who creates superior customer value through PC or server hardware systems preinstalled with genuine Microsoft software, along with key support services to an end-user customer.

**Online Services Commercial Partner of the Year**

* **Winner: Kyoritsu Computer & Communication Co. Ltd., Japan**
* **Finalist: CDW, United States**
* **Finalist: InfinIT Consulting Inc., United States**

The Microsoft Online Services Commercial Partner of the Year Award honors Microsoft partners who have built a successful cloud practice and who have shown both innovation and results related to selling and to delivering solutions to the Small to Midmarket (SMB) customers based on Microsoft Online Services (including Microsoft Office SharePoint Online), Microsoft Office Exchange Online, Microsoft Office Live Meeting, Microsoft Dynamics CRM Online, and Microsoft Office Communications Online).  Eligible candidates will have proven their ability and success in meeting customer demands with scale and momentum. Key considerations are mainstream and accelerated sales motions, delivery of value added solutions on top of the Microsoft Service to customers.  This Award will consider the business model attributes mentioned, customer references or case studies showcasing impact on our mutual SMB customers.  Additional consideration will go to partners who have transformed their business inclusive of multiple Microsoft Online Services (MOS) offerings (i.e. Office 365, Azure).

**Online Services Solution Partner of the Year**

* **Winner: Slalom Consulting, United States**
* **Finalist: Accenture/Avanade, United States**
* **Finalist: ProActive, Denmark**

The Microsoft Online Services Solution Partner of the Year Award honors Microsoft partners who have built a successful cloud practice and who have shown both innovation and results related to selling and to delivering solutions to Corporate Account and Enterprise customers based on Microsoft Online Services (including Microsoft Office SharePoint Online, Microsoft Office Exchange Online, Microsoft Office Live Meeting, Microsoft Dynamics CRM Online, and Microsoft Office Communications Online).  Eligible candidates will have proven their ability and success in meeting customer demands with scale and momentum. Key considerations are mainstream and accelerated sales motions, delivery of value added solutions on top of the Microsoft Service to customers.  This Award will consider the business model attributes mentioned, customer references or case studies showcasing impact on our mutual Corporate Account and Enterprise customers.  Additional consideration will go to partners who have transformed their business inclusive of multiple Microsoft Online Services (MOS) offerings (i.e. Office 365, Azure).

**Outstanding Sales Operations Partner of the Year**

* **Winner: Eurodata Systems plc, United Kingdom**
* **Finalist: Quadrasystems.net (I) P Ltd., India**
* **Finalist: Trustmarque Solutions, United Kingdom**

The Outstanding Sales Operations Partner of the Year Award honors partners who demonstrate an exceptional commitment to align people, processes, systems, and tools to enhance sales effectiveness. A winning partner exemplifies a culture where technology innovation is pivotal to driving continuous improvements in sales execution and management. Implementing an integrated, comprehensive sales platform can offer insights that empower sales resources to orchestrate with more precision. Successful entries demonstrate how current Microsoft technology is deployed to foster improvements in predictability and sales effectiveness. Nominate your organization for this Award to showcase your innovative approach that improves lead generation, pipeline management, and forecasting to generate strong, predictable results.

**Portals and Collaboration Partner of the Year**

* **Winner: Unique World, Australia**
* **Finalist: e-office, Netherlands**
* **Finalist: Synteractive, United States**

The Portals and Collaboration Partner of the Year Award recognizes a partner who has excelled in offering breakthrough SharePoint solutions to meet team and organizational collaboration and connectivity needs across intranets, extranets and the Internet. The successful nominee should have delivered technology and marketing offerings that increased a customer’s workforce productivity and enabled teams to work more effectively across boundaries with partners and customers.  Other attributes include innovative thinking that helped solve a technical challenge or addressed a customer’s business needs and empowered their employees through the use of collaborative solutions.  The winning portals and collaboration solution should showcase the partner’s unique and positive impact on a customer’s business challenges and reflect an ability to innovate with the SharePoint 2010 and Business Productivity Online Suite technologies.

**Private Cloud Partner of the Year**

* **Winner: Convergent Computing (CCO), United States**
* **Finalist: Dell Services, United States**
* **Finalist: NetApp, United States**

The Private Cloud Partner of the Year Award recognizes partners that have excelled in offering innovative private cloud solutions for their customers based on Microsoft Windows Server 2008 R2 Hyper-V, Microsoft System Center, and related products. Your solution needs to have utilized Microsoft’s platform for private cloud computing (for dynamically pooling, allocating, provisioning and managing cloud resources) including, but not limited to:

* Microsoft Windows Server 2008 R2 Hyper-V
* Microsoft System Center Virtual Machine Manager 2008 R2
* Microsoft System Center Virtual Machine Manager Self-Service Portal 2.0
* Microsoft System Center Configuration Manager
* Microsoft System Center Operations Manager
* Microsoft System Center Service Manager
* Opalis
* Microsoft Forefront Identity Manager

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

* **Winner: PTC, United States**
* **Finalist: SharkPro Software Corp., United States**
* **Finalist: TPG The Project Group, Germany**

The Project and Portfolio Management Partner of the Year Award recognizes an exceptional partner who has excelled in offering breakthrough solutions that extend or integrate the Microsoft Enterprise Project Management (EPM) solution. The successful nominee should have provided technology and marketing offerings that enabled a business customer to easily prioritize their investments, align their resources and strategies, and effectively manage the completion of their projects. Other attributes include innovative thinking that helped solve a technical challenge or addressed the customer’s business needs and empowered their employees. The winning solution should showcase the partner’s unique and positive effect on a customer’s business challenges and reflect an expertise in the Project and Portfolio Management competency.

**Public Sector, Education Partner of the Year**

* **Winner: Desire2Learn, Canada**
* **Finalist: Cornelsen Verlag GmbH, Germany**
* **Finalist: Janison, Australia**

The Public Sector, Education Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique services or solutions based on Microsoft technologies to Education customers. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service or solutions to Education customers.  Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue such as integrating with Microsoft Cloud based technology like Live@edu and Azure in addition to the Windows Phone platform. Partners applying for this Award should demonstrate effective engagement with Microsoft by leveraging the Microsoft Partner Network to develop, create demand for, and sell their software solutions or services.

**Public Sector, Government Partner of the Year**

* **Winner: Software Innovation, Norway**
* **Finalist: Spenta, Spain**
* **Finalist: TI-M, Mexico**

The Public Sector, Government Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique services or solutions based on Microsoft technologies to Government customers. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service or solutions to Government customers.  Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue. Partners applying for this Award should demonstrate effective engagement with Microsoft by leveraging the Microsoft Partner Network to develop, create demand for, and sell their software solutions or services.

**Public Sector, Health Partner of the Year**

* **Winner: Orangutech Inc., Canada**
* **Finalist: Ascribe, United Kingdom**
* **Finalist: PointBridge, United States**

The Public Sector, Health Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique services or solutions based on Microsoft technologies to Health customers. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service or solutions to Health customers.  Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue. Partners applying for this Award should demonstrate effective engagement with Microsoft by leveraging the Microsoft Partner Network to develop, create demand for, and sell their software solutions or services.

**Public Sector, Public Safety and National Security Partner of the Year**

* **Winner: GreenLine Systems Inc., United States**
* **Finalist: Modularis, United States**
* **Finalist: TITUS Inc., Canada**

The Public Sector, Public Safety & National Security Partner of the Year Award recognizes partners who have exhibited excellence in providing innovative and unique services or solutions based on Microsoft technologies to Public Safety & National Security customers. Successful entrants for this Award will demonstrate industry knowledge and expertise, as well as consistent, high-quality, predictable service or solutions to Public Safety & National Security customers.  Successful entrants will also demonstrate business leadership and success through strong growth in new customer additions and revenue. Partners applying for this Award should demonstrate effective engagement with Microsoft by leveraging the Microsoft Partner Network to develop, create demand for, and sell their software solutions or services.

**Sales Specialist of the Year**

* **Winner: Prashanth Subramanian - Quadrasystems.net (I) P Ltd., India**
* **Finalist: PERIFEL, Mexico**
* **Finalist: Trustmarque Solutions, United Kingdom**

The Sales Specialist of the Year Award recognizes individual sales professionals who demonstrate exceptional Microsoft solution knowledge and sales expertise. Nominations for this Award are coupled with the company-level Sales Excellence Partner of the Year nominations. Individual winners will be selected based on their associated partner becoming a finalist in the organizational-level Award. A winning sales professional demonstrates proficiency in solution selling and a commitment to continuous improvements in customer satisfaction. Their sales prowess is evident in their ability to target and generate business and revenue growth with new and existing customers. Nominate sales professionals in your organization who consistently exceed sales expectations as result of their solution selling capabilities.

**Search Partner of the Year**

* **Winner: Comperio, Norway**
* **Finalist: Hitachi Consulting, United States**
* **Finalist: RDA Corp., United States**

The Search Partner of the Year Award recognizes a partner who has excelled in delivering robust search solutions that effectively and efficiently support complex searches in exploding data environments across desktops, mobile devices and the Internet.  The winning nominee will have increased a customer’s revenue by creating engaging, search-driven experiences, which have helped them monetize their online assets, enhanced their employees’ productivity and saved costs.  The nominee’s search solutions also will have enhanced the customer’s information management projects by using advanced search functionality, analytics and behavior tracking for internal and external facing websites.  Eligible search solutions should have used SharePoint 2010 and Search Server 2010, or SharePoint 2010, Search Server 2010 and FAST technologies.

**Server Platform Partner of the Year**

* **Winner: CommVault, United States**
* **Finalist: Advanced 365 Ltd., United Kingdom**
* **Finalist: ITQAN Al-Bawardi Computers, United Arab Emirates**

The Server Platform Partner of the Year Award recognizes a partner that has delivered solutions enabling a customer to increase the reliability and flexibility of their server infrastructures, save time and reduce costs, and provide a server platform for a dynamic and efficiently managed data center. The winning solution needs to have utilized Microsoft’s Windows Server 2008 platform, technologies and solution accelerators, including, but not limited to:

* Microsoft Windows Server 2008 R2 Standard
* Microsoft Windows Server 2008 R2 Enterprise
* Microsoft Windows Server 2008 R2 Datacenter
* Microsoft Windows Server 2008 R2 Hyper-V
* Microsoft Windows HPC Server 2008 R2
* Microsoft Windows Web Server 2008 R2

The successful nominee’s solution should have dramatically transformed a customer’s server infrastructure, resulting in higher levels of scalability, availability and reliability, reduced IT labor or hardware costs, or streamlined, overall operational efficiency.

**Small Business Specialist Partner of the Year**

* **Winner: TechGyan, India**
* **Finalist: Conamex International Software Corp., Canada**
* **Finalist: Syndeo, Mexico**

The Small Business Specialist Partner of the Year Award honors partners who use Microsoft technology in innovative ways to deploy integrated solutions that serve customers in the small business (1-50 PCs, up to 100 people approx) space. This Award is only for partners actively enrolled in the Microsoft Small Business Specialist Community. To qualify for this Award, you must demonstrate innovative excellence and proficiency in deploying solutions that leverages the latest Microsoft technology stack scaled for Small Businesses. Key Microsoft products to be considered are Windows 7, Office 2010, the Windows Server 2008 product family (Windows Server 2008 R2, Windows Small Business Server 2008 and Windows Essential Business Server 2008) including Virtualization and management technologies, SQL Server 2008, Exchange Server 2010, and Office SharePoint Server. Your entry should demonstrate how your organization provides ways to help small business owners save money and be competitive all while using Microsoft campaigns and sales tools.

**Software Asset Management Innovation Partner of the Year**

* **Winner: Civica, United Kingdom**
* **Finalist: iQuate, Ireland**
* **Finalist: Provance, Canada**

The Software Asset Management (SAM) Innovation Partner of the Year Award recognizes a partner who consistently innovates and leverages their SAM solutions and services, enabling customers to take advantage of new technologies, such as virtualization and cloud computing. The successful entry will include descriptions of innovative solutions, services and marketing strategies used to provide outstanding service and results with appropriate supporting customer evidence documentation.

**Software Asset Management Marketing Acceleration Partner of the Year**

* **Winner: Softline Trade, Russia**
* **Finalist: IQ GmbH, Germany**
* **Finalist: SoftwareONE, Switzerland**

The Software Asset Management (SAM) Partner of the Year Award recognizes a partner who has delivered world-class SAM services engagements, superior experiences and exceptional value.  The successful entry will showcase innovative marketing strategies for demand generation, and demonstrate an integrated solutions approach leading to follow-on services and other best practices that continuously deliver measurable benefits and savings to the customer.

**Software Development Partner of the Year**

* **Winner: Wipro Technologies, India**
* **Finalist: NetDirect s.r.o., Czech Republic**
* **Finalist: Sogeti, United States**

The Software Development Partner of the Year Award recognizes exceptional innovation from a partner who developed a custom application infrastructure solution on and with Microsoft technologies. The application could be Internet- or intranet-facing, hosted either on- or off-premise and based on cloud platforms, such as Windows Azure. The solution could fall into one or more patterns, such as:

* Application Data Consistency – independent applications achieve consistency usually through asynchronous data exchange.
* Multistep Business Process implementation or Composite Applications – business functions implemented as components within  a heterogeneous information architecture).

These solutions can be built with tools (Microsoft Visual Studio development platform), frameworks (Microsoft .NET – WCF/WF) or infrastructure (Microsoft Windows Server AppFabric or Windows Azure platform AppFabric).  Specifically, the winning software development partner will have provided a highly customized solution to support unique business practices, delivered a one-off enhancement enabling existing systems to be integrated with new technologies or developed an extension to existing Microsoft solutions.

**Sustainability Partner of the Year**

* **Winner: OSIsoft LLC, United States**
* **Finalist: Alstom & Infosys, France & India**
* **Finalist: Johnson Controls, United States**

The Sustainability Partner of the Year Award recognizes exceptional partners who have delivered software and technology innovations built on the Microsoft platform that help people and organizations around the world reduce their impact on the environment.

**Systems Management Partner of the Year**

* **Winner: Dimension Data, South Africa**
* **Finalist: Data#3 Ltd., Australia**
* **Finalist: Hitachi Consulting, United States**

The Systems Management Partner of the Year Award recognizes a partner that has delivered solutions to manage physical and virtual infrastructures across data centers, client computers and devices.  The winning solution should have enabled customers to reduce costs, improve application availability and enhance service delivery. The successful solution needs to utilize Microsoft’s suite of systems management products, technologies and solution accelerators, including, but not limited to:

* Microsoft System Center Configuration Manager
* Microsoft System Center Operations Manager
* Microsoft System Center Virtual Machine Manager
* Microsoft System Center Service Manager
* Microsoft System Center Data Protection Manager
* Microsoft System Center Essentials
* Opalis
* AVIcode

Additional criteria includes dramatically transforming a customer’s IT infrastructure, resulting in operational efficiencies, reduced IT labor or hardware costs, or automation of management tasks.

**Technical and High Performance Computing Innovation Partner of the Year**

* **Winner: Milliman MG-ALFA, United States**
* **Finalist: GreenButton, New Zealand**
* **Finalist: Symscape, United States**

The Technical and High Performance Computing Innovation Partner of the Year Award recognizes an ISV or SI partner which enables scientists, engineers and analysts in solving world’s most complex problems through simulation and modeling.  Partners that enable simulation and modeling innovatively in the cloud using Windows HPC Server, burst capability, Windows Azure and Microsoft Parallel Development Platform are encouraged to apply. Successful entrants will showcase innovation, competitive differentiation, and potential impact in solving problems that impact the world and society.

**Unified Communication Innovation Partner of the Year**

* **Winner: Polycom Inc., United States**
* **Finalist: Jasco, Australia**
* **Finalist: ProtonMedia Inc., United States**

This Award recognizes partners that are building on the extensible Microsoft Unified Communication platform offered by Lync/OCS and Exchange and are delivering innovative solutions that integrate communications within business applications and processes (CEBP). Successful entries will highlight how the partner’s solutions around CEBP have a significant impact on how people communicate and collaborate by enhancing the end-user experience, increasing efficiency or by extending the existing products with unique add-ons. Partners should showcase the unique and positive effects their innovative solutions have had on their customers’ business.

**Unified Communications Market Acceleration Partner of the Year**

* **Winner: infoWAN Datenkommunikation GmbH, Germany**
* **Finalist: CDW, United States**
* **Finalist: Dimension Data, South Africa**

This Award recognizes partners with proven expertise in planning, deployment, and management of Microsoft Exchange while helping their customers lower IT costs, boost user productivity and better manage risk. Successful entries will discuss how partners are driving upgrades from legacy Exchange or migrations from competitive platforms to Exchange Server 2010 or Exchange Online supported with quantifiable results and customer anecdotes. Entries specifically highlighting deployments of advanced Exchange workloads (archiving, security and voicemail) are encouraged.

**Virtualization Partner of the Year**

* **Winner: M7 Global Partners, United States**
* **Finalist: Bechtle AG, Germany**
* **Finalist: Citrix Systems Inc., United States**

The Virtualization Partner of the Year Award recognizes partners that have delivered desktop or server virtualization solutions that enable customers to save costs, increase availability, and improve the agility of an organization’s IT infrastructure. Your solution needs to have utilized Microsoft’s suite of Virtualization products, technologies and solution accelerators, including, but not limited to:

* Microsoft Windows Server 2008 R2 Hyper-V
* Microsoft Hyper-V Server 2008 R2
* Microsoft System Center Virtual Machine Manager 2008 R2
* Microsoft Virtual Desktop Infrastructure (VDI) Suite
* Microsoft Enterprise Desktop Virtualization (MED-V)
* Remote Desktop Services
* Microsoft Application Virtualization

If your solution has dramatically transformed a customers’ IT infrastructure resulting in lower operational costs, reduced capital expenditures, and improved overall service levels, then submit your solution and showcase your ability to solve complex customer challenges.

**Visio Partner of the Year**

* **Winner: Global 360, United States**
* **Finalist: ProModel Corp., United States**
* **Finalist: X-Visual Technologies GmbH, Germany**

The Visio Partner of the Year Award recognizes partners with proven expertise in the planning, implementation, and management of solutions using Microsoft Visio as a platform. Submit solutions or examples of implementations based on any of these Visio solution scenarios (Business Intelligence, Process Management, IT Management, Facilities Management, and Quality/Compliance).  Successful entrants will demonstrate how these solutions have helped your customers reduce costs, gain business insights, enhance compliance and reduce IT risks.

**Volume Licensing Partner of the Year**

* **Winner: CDW, United States**
* **Finalist: Insight, United Kingdom**
* **Finalist: SoftwareONE Comércio e Serviços de Informática LTDA, Brazil**

The Volume Licensing Partner of the Year Award recognizes partners who consistently seek to innovate with their Volume Licensing solutions and services, and provide ongoing attention to customer-service excellence. Successful entries will include descriptions of the organization’s dedication to customer engagement with T-36 activities and providing the most trained and qualified staff (MCPs for Licensing) in delivering the services and marketing strategies used to increase:

* Volume Licensing revenue and annuity
* Retain Volume Licensing customers by successful ongoing relationship management throughout the life of an EA (CPE)

**Web Development Partner of the Year**

* **Winner: Infusion, Canada**
* **Finalist: Extend Solutions, Mexico**
* **Finalist: NV Interactive, New Zealand**

The Web Development Partner of the Year Award recognizes exceptional, innovative partners who focus on the development and deployment of websites and web based applications built on the current portfolio of Microsoft technologies including:

* Microsoft .NET Framework
* Windows Server with Internet Information Services (IIS)
* Microsoft Silverlight
* Microsoft Visual Studio
* SQL Server
* Microsoft Expression
* HTML5

Submit for this Award to showcase your expertise in using the Web as a platform to develop and deliver key business applications to market faster, more easily, and for a lower maintenance cost. Applications must be internet facing websites hosted on-premise or off-premise and/or cloud platforms such as using Windows Azure.

**Windows Azure Platform ISV Partner of the Year**

* **Winner: GreenButton, New Zealand**
* **Finalist: SOFT ONE TECHNOLOGIES S.A., Greece**
* **Finalist: T-Systems Multimedia Solutions, Germany**

The Windows Azure Platform Partner of the Year Award recognizes ISVs that together or independently incorporate Windows Azure and SQL Azure. We want to recognize the hard work of our partners who are developing flexible, scalable, robust applications using the cloud platform. The winning nomination will demonstrate innovation, competitive differentiation, and customer value while showcasing the benefits of using the Windows Azure Platform.

**Windows Azure Platform SI Partner of the Year**

* **Winner: Logica Business Consulting, France**
* **Finalist: Cumulux, United States**
* **Finalist: INFOSYS LTD., United States**

The Windows Azure Platform Partner of the Year Award recognizes SI partners that together or independently incorporate Windows Azure and SQL Azure. We want to recognize the hard work of our partners who are developing robust services and practices around the cloud platform. The winning nomination will demonstrate innovation, competitive differentiation, and customer value while showcasing the benefits of using the Windows Azure Platform.

# 

# **Country Partners of the Year**

* **Winner: ABBATY JSC., Bulgaria**
* **Winner: Accenture, Argentina**
* **Winner: Adacta, programska oprema, d.o.o., Slovenia**
* **Winner: Advancia, Tunisia**
* **Winner: AKROS, Ecuador**
* **Winner: Almoayyed Computers, Bahrain**
* **Winner: ALSO SCHWEIZ AG, Switzerland**
* **Winner: Anzima, Lebanon**
* **Winner: Arkano Software, Uruguay**
* **Winner: Asesoftware, Columbia**
* **Winner: Avanade/Accenture, Brazil**
* **Winner: Bahwan IT LLC, Oman**
* **Winner: BMS Consulting, LTD, Ukraine**
* **Winner: BST Company Ltd, China**
* **Winner: CCS de Honduras, Honduras**
* **Winner: Charteris plc, United Kingdom**
* **Winner: Cikom, Montenegro**
* **Winner: Conzultek, Costa Rica**
* **Winner: Cosapi Data, Peru**
* **Winner: Datatel, S.A., Panama**
* **Winner: Delta Informatika Zrt., Hungary**
* **Winner: Elva Baltic, Ltd., Latvia**
* **Winner: Enfo Zipper, Sweden**
* **Winner: ENSYST PTY LTD, Australia**
* **Winner: Expit, Kuwait**
* **Winner: Farah Trading & Contracting Co., Jordan**
* **Winner: Fujitsu Caribbean, Trinidad and Tobago**
* **Winner: Fusion System Limited, Hong Kong**
* **Winner: GMCS Verex, Russia**
* **Winner: Gowi, Serbia**
* **Winner: Grupo SEGA, Guatemala**
* **Winner: HERMES-SYSTEM, Reunion**
* **Winner: Inbox Business Technologies, Pakistan**
* **Winner: Indigy Company Limited, Thailand**
* **Winner: Infusion, United Arab Emirates**
* **Winner: INGENIUM, Bolivia**
* **Winner: Innofactor Plc, Finland**
* **Winner: IPMC, Ghana**
* **Winner: ISCG Sp. z o.o., Poland**
* **Winner: LES SOLUTIONS VICTRIX INC., Canada**
* **Winner: LINK Development, Egypt**
* **Winner: MalamTeam LTD, Israel**
* **Winner: Mannai Software Division, Qatar**
* **Winner: Maritech, Iceland**
* **Winner: Mastersystem Infotama, Indonesia**
* **Winner: Max Solution (M) Sdn Bhd, Malaysia**
* **Winner: MCS Ltd, Cayman Islands**
* **Winner: MONT-Almaty, Kazakhstan**
* **Winner: Nagnoi, Inc., Puerto Rico**
* **Winner: NELITE NORTH AFRICA, Morocco**
* **Winner: NewsGator, United States**
* **Winner: NEXTEL Engineering Systems, S.L., Spain**
* **Winner: Nova Limited, Bermuda**
* **Winner: Novabase, Portugal**
* **Winner: OLAM, Paraguay**
* **Winner: Orsima, Algeria**
* **Winner: Pershing Systems Corporation, Taiwan**
* **Winner: ProActive A/S, Denmark**
* **Winner: PROGE-SOFTWARE S.R.L. , Italy**
* **Winner: Provoke Solutions Ltd., New Zealand**
* **Winner: RealDolmen, Belgium**
* **Winner: RKM Suministros S.A., Venezuela**
* **Winner: ScanTrack SA (Pty) LTD, South Africa**
* **Winner: Segacorp, El Salvador**
* **Winner: SiEBEN, Greece**
* **Winner: SIGNAL ALLIANCE, Nigeria**
* **Winner: Signature South Consulting, Chile**
* **Winner: Siveco Romania, Romania**
* **Winner: Softera Baltic, UAB, Lithuania**
* **Winner: SOFTIP, a.s., Slovakia**
* **Winner: SoftwareOne Pte Ltd., Singapore**
* **Winner: SOGETI LUXEMBOURG, Luxembourg**
* **Winner: Sogeti Netherlands, Netherlands**
* **Winner: System Plus Pioneer Ltd., Mauritius**
* **Winner: Tech One Global, Sri Lanka**
* **Winner: TechData Co.,Ltd., Korea**
* **Winner: T-Systems Multimedia Solutions, Germany**
* **Winner: UNIKA, Mexico**
* **Winner: UPPER Network GmbH, Austria**
* **Winner: VeriPark, Turkey**
* **Winner: Version 1, Ireland**
* **Winner: Virtual Vision, Saudi Arabia**
* **Winner: WBI Systems a.s., Czech Republic**
* **Winner: Webmedia AS, Estonia**
* **Winner: Wipro Technologies, India**
* **Winner: Yayoi, Japan**

**For more information, press only:**

Erika Bitzer, Weber Shandwick, (206) 576-5531, mobile (503) 926-4517, [ebitzer@webershandwick.com](mailto:ebitzer@webershandwick.com)