## Microsoft
## Partner Network

# 2020 Partner of the Year Awards

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## **Partner of the Year**
## **Awards – Country/Region Winners**

## Bahrain

**Partner:** INSOMEA Computer Solutions (PUNICS)

INSOMEA's objective is to facilitate its customers' cloud journey by delivering successful customer outcomes through Microsoft Cloud Services. In one of INSOMEA's winning solutions, they worked very closely with a customer's SOC team to pilot Azure Sentinel. Starting from an Azure Sentinel Workshop to assess the current situation and challenges and propose a roadmap for Azure sentinel deployment including automation via advanced playbooks and comprehensive dashboards. Among INSOMEA's objectives is to drive consumption of Azure in the region. Enabling Azure Sentinel impacted the customer's business positively and became the only used SOC solution since the second quarter of FY20. The company is now able to improve the efficiency of incident-handling activities, which in turn unburdens SecOps from IT tasks and saves time and resources for incident handlers while focusing on security. From now on, their management can gain complete visibility over security posture in seconds through Azure Portal.

## Bangladesh

**Partner:** Corporate Projukti Limited

With a corporate motto of "Better together with Microsoft", Corporate Projukti Limited became the first partner who dedicated their efforts to a partnership with Microsoft. With significant YoY growth, they have been awarded as a top reseller every year since 2013. With strict government guidelines dictating data storage in the Cloud, Corporate Projukti recognized an opportunity to support small and mid-sized companies who don't have budget to support building a private cloud and storage. Projukti built SyZure allowing customers an opportunity to access afforable storage.

## Belgium

**Partner:** DexMach

From 'a team of experts' to 'an expert team' summarizes DexMach's transformation. They packaged the expertise of their consultants into IP powering their cloud-managed service, enabling high-quality cloud experiences via reliable automated services. With just 22 employees, their capability was confirmed as Azure Expert MSP and two 'Advanced Specialization' credentials after three flawless audits. Their unique approach is trusted by local and international customers, including in highly regulated industries. Multiple ISV's teamed up with DexMach to scale their apps via cloud native services and major global partners leverage DexMach to bring and manage their customers in the cloud. During the COVID-19 crisis, their approach and solutions proved incredibly useful helping one customer deploy 2,000 remote workplaces via WVD in four days and ensuring the Belgian COVID-19 citizen testing taskforce of the federal government scaling from a few tests per day to 40,000 per day.

## Bolivia

**Partner:** VU Security

VU Security, regional solution partner, is Microsoft's main partner with IP co-sell solutions offerings. For two years it has been developing the financial sector and now is working on governments projects, which is a major focus in the country. The case presented, onboading for the distribution of special bonds in help of COVID-19 pandemic, is a project of high impact, not only because of the impact of preserving the citizens' security, but also because of its scalability, benefiting nearly 4 million people. The solution is 100 percent developed on Azure, including cognitive services for facial recognition, AI, big data, and BI. This project shows the importance of technology applications as tools for the citizen care, aligned to Microsoft's objectives as a company - high impact on each organization, country, and people.