## Country Partner of the Year

The Microsoft 2019 Country Partner of the Year Award recognizes partners at the country level that have had substantial growth in their customer base and/or revenue by driving customer impact and satisfaction with Microsoft Cloud offerings.  Partners nominated for this award should demonstrate effective engagement with their local Microsoft office and demonstrate innovation, competitive differentiation, and customer value that results in a profitable business that showcases the benefits of using Microsoft Cloud services. Partners should also demonstrate their commitment/alignment to Microsoft in one or more of the Solution Areas: Modern Workplace, Business Applications, Data and AI, Applications and Infrastructure. The Partner must also demonstrate capability in driving Microsoft’s Cloud offerings with Gold level Cloud Competency membership.

**Eligibility**:

* Enrollment in the Microsoft Partners Network as a member in good standing.
* Achievement at the [Gold](https://partner.microsoft.com/global/40011230) level, in any of the Cloud [competency](https://partner.microsoft.com/en-us/membership/competencies#d2249065-9436-41ee-b53d-4244cc34b254) programs. See the mapping of the Solutions Areas to the associated Cloud Competency which will align to the relevant Microsoft Cloud technology that the Partner will demonstrate capability on w/ their solution or service.
* The Cloud Competency mapping to applicable Solution Areas would be the following:
  + The Business Applications Solution Area maps to the [Cloud Business Applications](https://partner.microsoft.com/en-us/membership/cloud-business-applications-competency#simple-tab-content-2) or [Cloud Customer Relationship Management](https://partner.microsoft.com/en-us/membership/cloud-customer-relationship-management-competency#simple-tab-content-2)
  + The Modern Workplace Solution Area could map to any of the following Cloud Competencies: [Small and Market Cloud Solutions](https://partner.microsoft.com/en-us/membership/small-midmarket-cloud-solutions-competency#simple-tab-content-2), [Enterprise Mobility Management](https://partner.microsoft.com/en-us/membership/enterprise-mobility-management-competency#simple-tab-content-2) or [Cloud Productivity](https://partner.microsoft.com/en-us/membership/cloud-productivity-competency).
  + The Data and AI and Applications and Infrastructure Solution areas map to the [Cloud Platform](https://partner.microsoft.com/en-us/membership/cloud-platform-competency) Competency.
* Demonstrated market success/growth within 12 months.
* The Solution or Service is in Market and available either via Microsoft Marketplaces or other means that is verifiable such as the OCP Solutions Catalog.

**Executive Summary**:

Please provide one (1) executive summary to include and address all of the specific points below. You may upload up to three (3) supporting documents and one (1) supporting URL links to support your solution entry executive summary. If you would like to upload more than one (1) URL please include links within your supporting document(s).

1.     Describe how your solution used one or more of the latest release Microsoft products to create a unique market offering. Show how the solution is unique and innovative by discussing:

a.     The business problem and opportunity your service or solution addressed.

b.     The size of the customer’s business problem/opportunity.

c.      Your marketplace differentiation against other, competing services or solutions (provide links to awards won, press articles, analyst reports, etc.).

d. Which of the Solution Areas: Modern Workplace, Business Applications, Data and AI, Applications and Infrastructure does your service/solution fall within.

2.     Provide quantitative metrics measuring the positive business impact from your service or solution (for example, return on investment (ROI), decreased costs, increased productivity, financial impact, growth).

3.     Provide an example of a successful engagement with the local Microsoft office. Include a description of the motive for the engagement, steps taken to engage the local Microsoft office, and the successful outcome (customer win, technology adoption, etc.). Include examples of the type of Microsoft personnel on the engagement.

4.     Describe how using the latest release Microsoft technologies in your service or solution helped you win against the competition in a customer situation.

5.     Provide outside references or data sources that give evidence of exceptional customer experience or satisfaction (links to published articles, benchmarks, case studies, videos, white papers, customer testimonials, etc.).

6.     Briefly describe the number of customers for which you’ve implemented this specific service or solution.