



Redmond Channel Partner

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In-Depth

Microsoft's 'Most Competent' Partners of 2015

Which Microsoft partners have racked up the most competencies in 2015? We scour the Pinpoint partner directory to find out.

By Gladys Rama July 20, 2015

It's been about five years since Microsoft **scrapped** its old partner program for the much more specialty-focused Microsoft Partner Network (MPN). With its competency system, the MPN is designed to provide a more detailed picture of each partner's proficiency level compared to the previous partner program, which differentiated simply between Gold Certified and Certified partners. In terms of raw numbers, the companies in this year's "most competent" list -- the vast majority of which have gold competencies in the double digits -- display some of deepest subject-matter expertise among Microsoft partners.

Obviously, a partner's *actual* skill can't be measured by just tallying up the number of competencies it has. A glance through this year's **Microsoft Partner of the Year winners** can attest to that: Of the roughly 150 companies that Microsoft honored at the 2015 **Worldwide Partner Conference (WPC)**, only 14 have enough competencies to make it onto RCP's list. The rest average just three gold and three silver competencies. Despite that, they've each been singled out by Microsoft as "demonstrating excellence in innovation and implementation of customer solutions."

So we offer the following list of the "most competent" partners with this caveat: The number of competencies a partner has is by no means the only way to measure its overall expertise -- but it sure is an important one.

Methodology

To compile this year's list, we pored through all 125 country directories in the **Microsoft Pinpoint** Web site between late May and early June, searching for the partners with the highest number of competencies. Partner rankings were determined by a point system, with partners receiving two points for each gold competency and one point for each silver competency. In cases where two or more partners had identical scores, companies with more gold competencies were ranked higher. Companies that had identical configurations of gold and silver competencies were ranked the same.

RANK	COMPANY	COUNTRY	GOLD	SILVER
1.	Avanade Inc. *	United States	23	3
1	Dell Inc.	United States	23	3
3	Allen	Brazil	20	3
4	Softline Group *	Russia	17	7

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5	Diyar United Company *	Kuwait	18	2
6	Senetic Ltd.	Poland	16	1
7	COMPAREX AG *	Germany	14	5
8	Fujisoft Inc. *	Japan	13	7
9	Crayon Group	Norway	14	4
9	Proge-Software S.r.l.	Italy	14	4
11	Neos-SDI	France	12	8
12	Business Connexion *	South Africa	14	3
13	InterGrupo *	Colombia	13	5
14	Bechtle AG	Germany	11	9
15	Sogelli *	France	14	1
15	Tieto Corp.	Finland	14	1
17	CGI Group Inc.	Canada	12	5
17	Hewlett-Packard Development Co. L.P.	United States	12	5
19	Kabel Sistemas de Información	Spain	11	7
20	FRITZ & MACZIOL	Germany	14	0
21	Japan Business Systems Inc.	Japan	12	4
22	Softeng	Spain	11	6
23	InfoShot Solutions Provider	Brazil	6	16
24	Shanghai Nanyang Wanbang Software Technology Co. Ltd.	China	13	1
25	Eden Information Service Ltd.	China	11	5
26	AZEO	France	9	9
26	Cronos nv	Belgium	9	9
28	Alegri International Group	Germany	9	8
28	CAD R&D Centre Progress Group AD *	Bulgaria	9	8
28	Catapult Systems LLC	United States	9	8
31	Change Inc.	Russia	11	3
31	Dimension Data *	South Africa	11	3
31	Geocent LLC	United States	11	3
31	SoftwareONE AG	Switzerland	11	3
35	National Education Network	Egypt	9	7
36	Bitscape Infotech Pvt. Ltd.	India	7	11
37	SCSK Corp.	Japan	11	2
38	SoftBank Technology Corp.	Japan	10	4
39	NOVABASE SGPS S.A. *	Portugal	9	6
40	EVERY ASA	Norway	10	3
40	New Signature *	United States	10	3
42	Reply S.p.A.	Italy	9	5
42	Version 1	Ireland	9	5
44	Insight	United States	8	7

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2/4

