



AND THE WINNERS ARE...

Montage Business Intelligence recently announced the achievement of the new Gold Business Intelligence Competency in the Microsoft Partner Network. Previously a Microsoft Gold Partner, Montage Business Intelligence believes the new specialist certifications as set out by Microsoft globally help showcase best of breed companies and their ability to meet customers' evolving BI needs in today's dynamic business environment. To earn the new certification, Montage Business Intelligence had to complete a rigorous set of tests to prove their level of technology expertise. This includes having the right number of Microsoft Certified Professionals, a good range of quality customer references and the ability demonstrate their commitment to customer satisfaction by participating in an annual survey.

"As one of the few Gold Business Intelligence Partners we feel it really differentiates us from the competition and establishes us as market leaders, further demonstrating our commitment to serving the needs of customers relying on Microsoft-based solutions," managing director Tony Millar said. "We look forward to helping our customers be what's next by continuing to focus our areas of technology expertise in response to today's business needs."

Microsoft Gold Competency signifies to the market that a company has demonstrated the highest level of skill and achievement within a given technology specialisation. All 28 Microsoft competencies - each with a unique set of requirements and benefits, formulated to accurately represent the specific skills and services that partners bring to the industry - are designed to help differentiate a partner's

specific technology capabilities, helping customers find solution providers quickly and easily.

"By earning a Gold competency the team has demonstrated the highest, most consistent capability and commitment within business intelligence. Montage is also a finalist at this year's Partner Awards, further exemplifying the company's outstanding achievements in helping customers achieve their business intelligence needs," said Christ Ichter, Director Small Midmarket Solutions and Partner Group, Microsoft New Zealand.

With the Microsoft Business Intelligence (BI) competency, Montage have demonstrated their ability to deliver solutions that leverage familiar tools to provide insight to everyone in their customers' organisations —at a lower total cost of ownership.

Montage Business Intelligence was also a finalist in the Microsoft 2011 Partner Awards.

MICROSOFT PARTNER AWARD WINNERS

Gen-i and GreenButton were the big winners at the November 17 event, winning three awards each across multiple categories.

"This night is always very special as it gives us an opportunity to recognise the fantastic work our partners develop for their clients over the year. It was very exciting to see a number of first-time entries this year, and as usual the high calibre of entries certainly made the judging process very difficult," Microsoft New Zealand director Small, Midmarket Solutions & Partners Group Chris Ichter said.

23 awards were presented this year from

four sub-categories – Solution Awards, Individual Awards, Partner Awards and Supreme Awards.

The Partners' Choice CIO of the Year winner, Matt Tucker from Les Mills was thrilled with the win.

"It is a huge honour to be recognised at the Microsoft Partner Awards and I am very grateful for Dimension Data's nomination. The partner community represents a number of impressive, talented people and companies, so it is both flattering and humbling to be recognised as a leader within the group," Matt said.

Gen-i walked away with Desktop Deployment Solution of the Year, Unified Communications Solution of the Year and Reseller of the Year.

"Winning three awards is a tribute to the hard work and high standards of everyone that works for Gen-i." Gen-i Head of Procurement Services Darryn Keiller commented.

Wellington based company GreenButton also won three awards, including Solutions Architect of the Year.

"It's a great privilege to be named Solutions Architect of the Year, especially when I look around at the enormous amount of talent at the Partner Awards this year," GreenButton Chief Technology Officer Dave Fellows said.

"It's been a great year for GreenButton and I'm very proud of the work the team has produced – no doubt 2012 will bring a lot of exciting new challenges, and we can't wait to get stuck in." 