

2023 Microsoft Partner of the Year Awards

Business Applications



Category Winners | Business Application

Business Intelligence

3Cloud
<https://3cloudsolutions.com>

In the last year, 3Cloud drove transformational analytics results with a wide array of customers by modernizing data and application estates at scale, leveraging industry expertise and repeatable IP (co-sell ready), and working with Microsoft and its partner ecosystem to deliver to customers.

These successes included global brand wins that displaced competitors and aided customers by implementing Data Factory, Azure SQL DB, SQL Managed Instance, Data Lake, Synapse, Power Platform, Power BI, Azure ML, and other Azure Services.

Combining a strong technical approach with a focus on building Power BI Centers of Excellence to ensure adoption, usage, and customer value realization led 3Cloud to achieve and succeed this fiscal year. 3Cloud has been highly successful in driving customers to Azure Data and Power BI platforms by using 3Cloud's Modern Analytics playbook coupled with 3Cloud's Modern Data and BI Platform Jumpstart methodology and scripts.

Dynamics 365 Sales & Marketing

Accenture-Avanade
<https://avanade.com>

Accenture-Avanade delivered strong results in the last year within the Dynamics 365 Sales, Marketing, and Customer Insights domains by collaborating with the Microsoft sales and engineering teams.

The company's commitment to the Dynamics 365 business is evident in many ways as demonstrated by the completion of the customer experience vision they have developed, the revenue they have influenced, their established delivery centers around the world, quality customer implementations, as well as the 24/7 global managed services network.

Dynamics 365 Business Central

Abakion
<https://abakion.com>

Abakion empowers customers to implement Business Central or migrate to Business Central faster and more cost effectively and at a lower risk. They created a series of implementation templates and a portfolio of 40+ apps to cover common industry and functional needs.

By avoiding customization and enabling customers to do more by themselves with their usedynamics.com video platform, they reduced the average deployment times from five months to a matter of weeks. They also unlocked new routes for growth by investing in the Business Applications Platform, offering their customers a seamless experience by using Business Central, Sales, and Power Platform together as one solution.

To continue this trajectory of rapid growth, they are constantly recruiting new talents by investing in their own graduate and academy programs.

Dynamics 365 Services

Hitachi Solutions
<https://global.hitachi-solutions.com>

Hitachi Solutions had another noteworthy year in the Dynamics 365 Customer Service and Field Service domains. The company registered multiple multi-million-dollar deals that combined both Customer Service and Field Service, and growth in new revenue acquired a number of new resources they certified in both Customer Service and Field Service, as well as a number of new customers won across industries and geographies.

Dynamics 365 Finance

HSO
<https://hso.com>

HSO has demonstrated their deep commitment to helping customers transform their finance organizations into modern, scalable, and digital workspaces. HSO has built a reputation for multi-country delivery and applying their knowledge of the Dynamics 365 Finance application, including Dynamics 365 for Finance & Manufacturing 8-week implementation that accelerates deployment time and business value to customers.

Dynamics 365 Supply Chain

Hitachi Solutions
<https://global.hitachi-solutions.com>

Hitachi Solutions is helping customers to mitigate their business risks and shortfalls from the volatile economic climate and supply chain disruptions.

They are advising their clients on business agility and supply chain resiliency and deliver on this promise with Dynamics 365 Supply Chain Management; low code, data & AI, and security in a composable platform along with their order management suite. This allows the customer to receive a rapid implementation and faster return on investment.

Hitachi Solutions has helped clients migrate their legacy systems, including Dynamics AX and complete ERP systems in multiple locations.

