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Canadians well represented in Microsoft worldwide partner awards

By: Robert Dutt

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CMS president Brian Bourne.

Microsoft has announced the winners and finalists of its 2010 Partner of the Year Awards, with Canadian solution providers winning two, with finalists in four more categories.

The software titan announced the winners and finalists for the awards, selected from some 3,000 entries from 110 countries, in advance of presenting the awards at next month's Worldwide Partner Conference (WPC) in Washington, D.C.

Among the winners were CMS Consulting, which won in the Core Infrastructure Solutions Desktop Partner of the Year category, and Soti, which takes home Mobility Solutions Partner of the Year.

Soti was also announced as a finalist in Mobility Solutions Consumer Application Partner of the Year, and other Canadian finalists include Concept Interactive in Information Worker Solutions Enterprise Content Management Partner of the Year, recent Blue Sky Award winner Omnivex in ISV/Software Solutions Innovation Partner of the Year, and QLogitek in the SOA and Business Process Partner of the Year category.

For Brian Bourne, president of CMS, winning the worldwide award is all the more sweet considering the company is a regional partner competing against much larger international partners, including Dimension Data, a finalist in the category CMS won. "There have got to be other partners doing bigger volume, but the award was largely around our innovative approach to getting customers on board with Windows 7 deployments and making sure they get the most out of it," Bourne said.

The award caps a memorable (Microsoft fiscal) year for CMS, which featured prominently in the Canadian launch event for Windows 7 last fall. Bourne said the CMS approach to Windows 7 rollouts has involved a variety of services, and using Microsoft Desktop Optimization Pack and System Center Configuration Manager to tie it all into a cohesive solution rather than a point OS upgrade.

"We've been able to influence a lot of total seats for an organization our size," he said. "It's been great."

Announcing the awards weeks ahead of WPC might seem an odd move, but it's one that Bourne said would allow CMS to get the most out of its week in Washington. "It's a good thing to be able to go down there and use the award as a basis for making introductions and connections, and that's what WPC is all about," he said.

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