



Media Release

SoftwareOne Recognised as Federal Government Partner of the Year - LATAM in 2023 AWS Partner Awards

Las Vegas, NV | December 4, 2023 – **SoftwareOne, a leading global software and cloud solutions provider, is excited to announce it is a recipient of a 2023 Geo and Global AWS Partner Award, recognising leaders around the globe playing a key role helping customers drive innovation and build solutions on Amazon Web Services (AWS).**

SoftwareOne, an AWS Premier Tier Services Partner, was announced as a winner of the Federal Government Partner of the Year – LATAM award, and a finalist in the SI Partner of the Year – EMEA and the MSP Partner of the Year – Global awards. The company also won the Rising Star Partner of the Year (SI) – Iberia award.

The awards were announced during a Partner Awards Gala at AWS re:Invent 2023; the Geo and Global AWS Partner Awards recognise a wide range of AWS Partners, whose business models have embraced specialisation, innovation, and cooperation over the past year. Geo and Global AWS Partner Awards recognise partners whose business models continue to evolve and thrive on AWS as they work with customers.

The Federal Government Partner of the Year category recognises top AWS Partners with the Government Competency who have delivered innovative mission-based wins for the Federal Government. The SI Partner of the Year recognises top SI AWS Partners that have provided significant contributions related to revenue, launched opportunities, net new certified individuals, and AWS designations earned.

The MSP Partner of the Year recognises top AWS Managed Service Providers (MSP) that provide end-to-end AWS solutions to customers at any stage of the cloud journey—from consultation on initial solution design, to building applications, through to ongoing optimisation and support. And the Rising Star Partner of the Year Award recognises AWS Partners that have seen significant YoY growth in their business.

The solution for which SoftwareOne won the Federal Government Partner of the Year Award – LATAM was developed together with the Minas Gerais State Department of Social Development (SEDESE-MG) in Brazil to help the customer assess and manage the risks of natural disasters. SoftwareOne created an innovative disaster response technology on AWS that maps vulnerable areas and communities at risk of natural disasters, especially flooding, to aid crisis management.



This solution significantly enhances the well-being of local communities by expediting disaster response times, minimising loss of life, reducing the expenses associated with disaster response, and lowering the costs related to the relocation and reconstruction of areas affected by flooding. SEDESE worked hard to identify and analyse possible databases for the system, those used in the provision of processing scripts for the databases and APIs that make up Minimum Viable Product 1 (MVP1); and the indication of the variables to be used. In addition to these technical points, the Secretariat shared years of knowledge in disaster management, which contributed to the materialisation of this project, which had already undergone a proof of concept of the idea within the Secretariat.

Otavio Argenton, Country Leader, Brazil, SoftwareOne comments: “We feel honoured to have won this award in recognition of supporting the state’s efforts to protect people from natural disasters. This work is of utmost importance, playing a vital role in ensuring public safety. By utilising AWS technology, our team was able to develop a scalable solution that provides insights for public bodies, defence, and rapid response agencies to identify the location of people in 'high-risk' areas.”

For the second year in a row, Geo and Global AWS Partner Awards included a self-nomination process across several award categories, which are awarded at both the geo and global level. All AWS Partners were invited to participate and submit a nomination. Award submissions were reviewed by a third-party, Canalys, and selected with special emphasis placed on customer success use cases presented in the nomination form.

In addition, there were a number of data-driven award categories, which were comprised of a unique set of metrics that helped measure AWS Partners’ performance within the past year. Canalys audited the datasets used to ensure that all measurements and calculations were objective and correct in nature.

The AWS Partner Network (APN) is a global program focused on helping companies build successful AWS-based businesses or solutions by providing business, technical, marketing, and go-to-market support. The APN includes independent software vendors (ISVs) and systems integrators (SIs) around the world, with AWS Partner participation growing significantly during the past 12 months.



A panel of AWS experts selected the winners based on strict criteria with a third-party audit conducted by Canalys. SoftwareOne is excited to have received the Federal Government Partner of the Year – LATAM and the Rising Star Partner of the Year (SI) - Iberia awards.

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About SoftwareOne

SoftwareOne is a leading global software and cloud solutions provider that is redefining how organizations build, buy and manage everything in the cloud. By helping clients to migrate and modernize their workloads and applications – and in parallel, to navigate and optimize the resulting software and cloud changes – SoftwareOne unlocks the value of technology. The company's 9,250 employees are driven to deliver a portfolio of 7,500 software brands with sales and delivery capabilities in 90 countries. Headquartered in Switzerland, SoftwareOne is listed on the SIX Swiss Exchange under the ticker symbol SWON. Visit us at www.softwareone.com

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