



SoftwareOne achieves AWS Business Value Realization Competency

Recognized by AWS for helping customers realize measurable business outcomes from cloud investments

Stans, Switzerland – 17 June 2026 – SoftwareOne, a global software and cloud solutions provider, today announced that it has achieved the AWS Business Value Realization Competency. This specialization recognizes SoftwareOne as an AWS Partner that helps customers deliver measurable, post-sales business outcomes from their AWS investments.

Achieving the AWS Business Value Realization Competency differentiates SoftwareOne as an AWS Partner that excels at helping customers define, measure and achieve business outcomes from their cloud and AI investments. It signals to customers that SoftwareOne has the commitment, trained and certified teams, and a proven track record of delivering measurable outcomes, not just technical implementations. SoftwareOne helps organizations move beyond technical implementations by building Business Value Realization Plans that tie AWS workloads to specific business outcomes, guiding adoption through to measurable results. The company brings this approach consistently across engagements, scaling customer success practices to deliver repeatable results.

“SoftwareOne is proud to achieve the AWS Business Value Realization Competency,” said Oliver Berchtold, Chief Operating Officer at SoftwareOne. “We help customers connect AWS investments to defined business objectives and track progress against those outcomes, ensuring measurable value is realized throughout the lifecycle of their cloud initiatives.”

AWS enables scalable, flexible, and cost-effective solutions from for organizations of all sizes. To support seamless integration and deployment of these solutions, the AWS Competency Program helps customers identify AWS Partners with deep industry experience and expertise.

SoftwareOne applies its Business Value Realization approach to help customers translate cloud investments into tangible business impact. In its work with Savills, a global real estate services company, SoftwareOne developed an Intelligent Decision Support System on AWS to help the leadership team stay current on market trends and opportunities across multiple sources and languages. The solution used language technologies and intelligent search capabilities to ingest, process, enrich and index unstructured content from sources such as news agencies, blogs, portals, reports and social media, enabling users to ask questions in natural language and receive relevant answers or excerpts. As a result, Savills improved how it monitored market developments, identifies new business opportunities and increases productivity by reducing the time required to analyze large volumes of information.

SoftwareOne achieved the AWS Business Value Realization Competency in recognition of its ability to help customers define, measure and realize measurable business outcomes from AWS investments through structured value realization plans, certified expertise and proven customer success.



ABOUT SOFTWAREONE

SoftwareOne is a global software and cloud solutions provider and distributor. With a presence in over 70 countries and a team of about 12,000 professionals, we combine global scale and local expertise to help partners and customers optimize costs, source and procure, accelerate growth, and navigate complex IT environments with confidence. Leveraging deep capabilities in cloud, software, and data and AI, the company empowers organizations to modernize, innovate, and unlock the full value of their technology investments. Headquartered in Switzerland, SoftwareOne is listed on the SIX Swiss Exchange and Euronext Oslo Børs under the ticker symbol SWON. Visit us at www.softwareone.com

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