Foreword

The annual TIBCO Partner Excellence Awards recognize partners who leverage TIBCO data and analytics technology to set them apart in their fields as they develop, market, sell, and deliver industry-leading solutions. Partner Excellence Award winners are selected based on annual revenue, sales growth, and new logos won as well as participation in TIBCO Partner Program marketing and demand generation programs. These include the Partner Solution Showcase, Partner Marketplace, customer success stories, field marketing events, and market development funds.

Congratulations to all the 2022 Partner Excellence award winners and thank you for your energy and innovation. Your dedication to working with TIBCO to create exceptional market growth and customer success demonstrates how much we can achieve when we work together to solve our customers’ most critical business challenges.

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ENTERPRISE PARTNER OF THE YEAR:

HCL Technologies

The Enterprise Partner of the Year Award goes to HCL Technologies, a next-generation global technology company that helps enterprises reimagine their businesses for the digital age. A TIBCO Global Strategic partner for over 20 years and previous Partner Excellence award winner, HCL serves leading enterprises, including 250 of the Fortune 500. Through a practice powered by more than 2,000 specialist consultants and a dedicated TIBCO Center of Excellence, HCL and TIBCO have together developed three solutions featured in the TIBCO Solution Showcase: the HCL Application Development Platform for TIBCO (ADePT) Framework for accelerating the digital and cloud journey for enterprise customers, Data Hallmarking for trusted data access, and Connected Vehicles Enabled by TIBCO, providing analytics and decision-making support for transportation and logistics. A highly engaged TIBCO partner, HCL maintains a strong business based on TIBCO products and ranked among the highest total Annual Contract Value (ACV) year-over-year from 2020 through 2022, with 100 percent growth in partner-sourced ACV within the past year.

Through a worldwide network of R&D, innovation labs, and delivery centers, HCL helps clients reimagine business for the digital age.
Accenture applies its proven 360-degree-value approach to bringing innovation to customers using TIBCO technology.

This year's Global Partner of the Year award goes to Accenture, the global professional services company with leading capabilities in digital, cloud, and security platforms. Accenture brings innovation to customers using TIBCO technology with a 360° value approach, proven and supported by over 1,000 certifications to date and 4,700 consultants with TIBCO skills. Over 16 years of global strategic partnership, Accenture—holder of the TIBCO CEX Accreditation—and TIBCO have collaborated on customer solutions for a range of use cases. These include providing data access during migration, building a virtual data lake, streamlining hybrid application integration, and partnering to build The Market Communications Hub for the utility industry, as featured on the TIBCO Partner Solution Showcase. Accenture, a previous Partner Excellence award winner, maintains a strong total contribution to the TIBCO business, growing partner-sourced contribution by 318 percent and new logo contribution by 113 percent, and demonstrating strong solution delivery built on TIBCO products.
Cadeon is the winner of the SMB Sales Partner of the Year award. A provider of data and information management services, Cadeon helps businesses make smart, data-driven decisions, recover lost revenue, and predict business trends. A TIBCO Gold Partner, value added reseller (VAR) for 10-plus years, and previous Partner Excellence award winner, Cadeon achieved a 231 percent year-over-year increase in business. This winning record in SMB sales and renewals includes new logo acquisitions as well as upselling to its customer base. Holder of the TIBCO CEX Accreditation, Cadeon also collaborates with TIBCO Professional Services Group, helping ensure customer success and delivering training on TIBCO Spotfire® and TIBCO® Data Virtualization software to clients. A founding member of the TIBCO Partner Advisory Council, Cadeon is an active participant in the TIBCO Partner Program, promoting TIBCO through joint events, user group events, and its TIBCO Solution Showcase validated solution, Cadeon Print Module for TIBCO Spotfire.
Schlumberger

Schlumberger, the world's leading provider of technology to the global energy industry, combines powerful analytic, data, and software solutions in the cloud to improve operational performance.

OEM PARTNER OF THE YEAR

Schlumberger

With a presence in more than 120 countries, Schlumberger, winner of this year's OEM Partner of the Year award, is the world's leading provider of technology to the global energy industry. Over the past four years, TIBCO and Schlumberger have partnered to provide advanced analytics in Schlumberger's innovative DELFI environment. Combining TIBCO advanced analytics with its own deep scientific knowledge and expertise, Schlumberger enriches its petrotechnical platforms with powerful cloud solutions to enhance customers' ability to drive operational performance. The open, secure, scalable, and fully managed DELFI environment seamlessly connects people, data, and leading software applications for exploration, development, drilling, production, and midstream operations—all delivered through a flexible and personalized SaaS subscription model. Schlumberger's investment, innovation, and proven success with TIBCO Connected Intelligence technology stand behind this OEM partnership award.
Wipro

The 2022 Asia Pacific and Japan Partner of the Year award winner, Wipro is a leading technology services and consulting company building innovative solutions that address clients' most complex digital transformation needs. Using its holistic portfolio of capabilities in consulting, design, engineering, and operations, Wipro helps clients realize their boldest ambitions and build future-ready, sustainable businesses. Along with its industry-leading Wipro FullStride Cloud Services, Wipro is a Global Strategic Partner with more than 700 TIBCO specialists and over 500 certifications in the TIBCO Connected Intelligence portfolio. Learn about Wipro’s Managed File Transfer-as-a-Service (MFTaaS) and Automated Shelf Replenishment solutions featured on the TIBCO Solution Showcase. Over the past year, Wipro and Wipro FullStride Cloud Services have partnered with TIBCO on key opportunities in Australia and Singapore, winning strategic engagements in cloud and MDM.

Through a holistic portfolio of consulting, design, engineering, and operations capabilities, Wipro and Wipro FullStride Cloud Services help clients realize their boldest ambitions.
Apgar Consulting, winner of the Europe, Middle East, and Africa Partner of the Year award for the third year running, is a leading data advisory company supporting small and large global companies in their journey to build a foundation for trusted data. A TIBCO Gold Partner and holder of the TIBCO CEX Accreditation, Apgar is committed to co-marketing and market development. It collaborates with TIBCO sales and engineering teams internationally, participates in TIBCO communities, leads in certifications on the TIBCO Unify platform, and has extensive experience with large TIBCO Unify implementation projects. A partner since 2013, Apgar has two validated solutions featured in the Partner Solution Showcase. The Apgar MDM Finance platform enables financial services to govern, validate, and map between systems. Its Data Catalog is a highly competitive data management and governance solution. Year-over-year, Apgar’s total Annual Contract Value (ACV) grows exponentially.

In EMEA, Apgar Consulting serves both large enterprises and SMBs, tapping the TIBCO Unify portfolio of products to align solutions with market needs.
LATIN AMERICA PARTNER OF THE YEAR

AxxiS Consulting

The Latin America Partner of the Year award goes to AxxiS Consulting, a professional services company providing business solutions that reduce costs and optimize processes for leading customers in Financial Services, Utilities, Retail, and Government. AxxiS partnered with TIBCO to close one of the largest Total Contract Value (TCV) deals in Latin America by demonstrating that TIBCO Connect products offer better technology, support, and reliability than open source alternatives. The AxxiS and TIBCO solution for this major utility integrates multiple data systems in real time to support power distribution, billing, and consumer provisioning with better customer service delivery. AxxiS and TIBCO are partnering on new opportunities to help the utility company advance through its digital transformation.

AxxiS Consulting professional services helps customers in Financial Services, Utilities, Retail, and Government reduce costs and optimize business processes with TIBCO Connect products.
Sage IT frameworks and accelerators built on TIBCO Connected Intelligence help clients build composable enterprises, hyperautomate their businesses, and enable data-driven decision-making.

Sage IT

AWARDED 2022 NORTH AMERICA PARTNER OF THE YEAR

NORTH AMERICA PARTNER OF THE YEAR

Sage IT

Sage IT, a TIBCO Gold Partner and this year’s North America Partner of the Year winner, is a leader in digital business transformation and optimization. Sage IT’s innovative frameworks and accelerators built on TIBCO Connected Intelligence help organizations build composable enterprises, hyperautomate their businesses, and enable data-driven decision-making. The company helped grow the value of TIBCO accounts in North America by demonstrating that customers can seamlessly migrate to their cloud of choice with the TIBCO Cloud™ Integration platform and Sage IT TibTrak™, an accelerator featured on the Partner Solution Showcase along with SafFHIR™, a healthcare interoperability acceleration framework. Sage IT executes a well-defined marketing and lead-generation plan to engage new accounts and work closely with TIBCO Partner, Marketing, Sales, and Engineering teams to identify, close, and deliver on these engagements. Holder of the TIBCO CEX Accreditation, and previous winner of TIBCO Innovation Partner award, Sage IT grew its year-over-year Annual Contract Value (ACV) 366 percent and showed strong growth in partner-sourced business.
This year’s ISV Partner of the Year award winner, Brytlyt, developed an out-of-the-box solution that accelerates TIBCO Spotfire visual data exploration, extending TIBCO capabilities and improving the overall customer experience. The company’s innovative GPU-powered back-end database integrates with existing legacy and spatial databases, enabling real-time TIBCO Spotfire visualizations and rapid ad hoc analysis of very large datasets. TIBCO Spotfire users can visualize entire datasets in context and interactively explore complex datasets. Committed to driving joint success with TIBCO, Brytlyt sets the benchmark for how ISV partners can leverage the TIBCO partner ecosystem and TIBCO Partner Program marketing resources. Brytlyt has forged relationships with TIBCO sellers to drive leads through the pipeline and generate the most ISV partner-sourced and new logo opportunities over the past year.
Cognizant

Cognizant innovation includes more than 20 proprietary accelerators and industry solutions built on TIBCO technology to address leading industry challenges and streamline the customer journey to hybrid cloud.

INNOVATION PARTNER OF THE YEAR

Cognizant

The Innovation Partner of the Year award goes to Cognizant, a global professional services company and TIBCO Global Strategic Partner. Cognizant helps clients modernize technology, reimagine processes, and transform experiences to stay ahead in a fast-changing world. Through its extensive practice in hybrid cloud integration, business process automation, and API management, Cognizant and TIBCO collaborate to serve industry-leaders across the globe. The company has more than 20 proprietary accelerators and solutions to address major industry challenges. Its SmartMigrator Framework, featured on the TIBCO Partner Solution Showcase, automates TIBCO BusinessWorks™ migration to cloud-native technology. With 1,000 global skilled professionals, capabilities across the TIBCO Connected Intelligence portfolio, TIBCO CEX Accreditation, and over 1,700 TIBCO certifications, Cognizant has maintained a strong TIBCO partnership over more than 16 years. It has been recognized with three Partner Excellence awards over the last five years and delivered 100 percent growth year-over-year in both total Actual Contract Value (ACV) and partner-sourced TIBCO business.
Key Partner operates in all industry sectors, offering consulting services, turnkey applications, and integrated ICT solutions and providing the keys for success to organizations aiming to improve business performance.

TIBCO ENGAGEMENT EXPERT

Key Partner

Engagement Expert award winner Key Partner is an innovation-driven digital integrator and application management company focused on TIBCO technology, web, and mobile solutions. Key Partner operates in all industry sectors, offering consulting services, turnkey applications, and integrated ICT solutions and providing the keys for success to customers aiming to improve their business performance. The company’s deep knowledge in TIBCO technology, investment in co-marketing and demand-generation campaigns, and experience in serving large international enterprises earned its win as the Engagement Expert for the second straight year. Key Partner has TIBCO CEX Accreditation as well as nearly 1,000 other TIBCO certifications. Its ApiShare solution featured in the TIBCO Partner Solution Showcase, is a business-oriented service that offers each client a high-level view of their API ecosystem and tools for governing infrastructure.
Behaim IT Solutions helps customers in Energy, Healthcare, and Telecommunications navigate a path to cloud or hybrid architectures using TIBCO Connect products.
Carahsoft serves as a master government aggregator working with partners like TIBCO Federal to deliver solutions to federal, state, and local governments.

FEDERAL PARTNER OF THE YEAR

Carahsoft Technology

The Federal Partner of the Year award goes to Carahsoft Technology Corp. Carahsoft serves as a master government aggregator working with partners like TIBCO Federal to deliver solutions to federal, state, and local governments. A key part of TIBCO’s public sector go-to-market strategy, Carahsoft provides key industry expertise, strategy, best practices, access to end-user demand marketing campaigns, and a network of resellers throughout the US. Carahsoft is instrumental in building demand-gen activities that expand TIBCO public sector pipeline via an integrated marketing that includes webinars, thought leadership content, and local events. In addition, Carahsoft helps TIBCO increase partner solution knowledge via training sessions. The results include a 60 percent increase in TIBCO Federal revenue over the past year.
Solution Showcase

TIBCO is committed to supporting partners to develop, market, sell, and deliver industry-leading solutions. The TIBCO Partner Solution Showcase demonstrates partner success at building solutions on TIBCO technology. It shows our customers the innovation, expert knowledge, and capabilities partners bring to digital transformation that solves their real-world challenges. Explore the more than 50 solutions on the TIBCO Partner Solution Showcase today.

Explore the TIBCO Partner Solution Showcase >>
TIBCO 2022
Partner Excellence Awards
LOOK BOOK

EXPLORE THE TIBCO PARTNER SOLUTION SHOWCASE

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