

TIBCO 2021

Partner Excellence Awards

LOOK BOOK

A large, semi-transparent blue circular seal with a white diagonal line. Inside the seal, the TIBCO logo is positioned above the text "Partner Award" and "2021".

TIBCO
Partner Award
2021

Foreword



TONY BELLER

Senior Vice President,
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The annual TIBCO Partner Excellence Awards recognize partners that leverage TIBCO technology to develop, market, sell, and deliver industry-leading solutions, and achieve the highest degree of customer success and satisfaction. Partner Award winners are selected based on annual revenue while also exemplifying a high degree of dedication of time and resources to participating in the programs and using the tools designed to support TIBCO partner success, including certifications and accreditations, deal registrations, MDFs, co-marketing programs, and sales enablement.

Congratulations to all the 2021 Partner Excellence Award winners and thank you for your dedication to working with TIBCO to create limitless opportunities for market growth and customer success. Your award represents how great results can be achieved when we work together to solve our customers' most critical business challenges.



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Cognizant®



Cognizant's unique, industry-based, consultative approach transforms clients' business, operating, and technology models for the digital era.

ENTERPRISE PARTNER OF THE YEAR:

Cognizant

The Enterprise Partner of the Year Award is awarded to Cognizant, one of the world's leading professional services companies. Cognizant's unique, industry-based, consultative approach transforms clients' business, operating, and technology models for the digital era. A TIBCO partner for over 15 years, and with a team of over 5,000 integration consultants, Cognizant has delivered digital transformation successes to more than 400 customers to meet industry demands. Cognizant's Integration and Process Management practice brings together the best of TIBCO's product portfolio, such as TIBCO Cloud Mashery, TIBCO Cloud Integration, TIBCO Data Virtualization, and TIBCO Spotfire software, and more. The offerings all come together to deliver a cloud-first and API-first model for sustained value creation across industries.

GENWARE COMPUTER SYSTEMS Inc



Ever adaptive to customer needs, Genware prides itself on working closely with clients to implement solutions that deliver the right information to the right people at the right time.

SMALL AND MID-MARKET BUSINESS (SMB)
SALES PARTNER OF THE YEAR:

Genware Computer Systems Inc.

Genware Computer Systems Inc. is the winner of the SMB Sales Partner of the Year Award. Genware prides itself on working with clients to implement solutions that deliver the right information to the right people at the right time. Adaptive to customers' needs, Genware provides companies with the tools and services they require and develops and implements solutions with leading-edge technologies powered by TIBCO to enable better decision-making. With more than 20 years of expertise in the field, Genware develops solutions that source and integrate data, leveraging data virtualization to create federated data sources and drive information through visual and streaming analytics. The Genware' Data Science practice applies advanced TIBCO solutions to better understand and predict outcomes and impact results. Genware has three solutions featured in the TIBCO Partner Solution Showcase, including [Presentation Studio](#), [The Connected Production Platform](#), and [Gi-Dental](#). All three have received formal validation through the [TIBCO Partner Validation Program](#).



The Cerner Healthcare Extensibility Platform (HEP) provides tools that enable writing cross-application workflows with Cerner and non-Cerner applications, to orchestrate care and financial processes throughout the hospital enterprise.

OEM PARTNER OF THE YEAR:

Cerner

Cerner, winner of the OEM Partner of the Year Award, is a global healthcare technology company. The Cerner Healthcare Extensibility Platform (HEP) provides tools that enable writing cross-application workflows with Cerner and non-Cerner applications, orchestrating care and financial processes throughout the hospital enterprise. HEP employs TIBCO BusinessEvents™ to write complex event processing rules and TIBCO BusinessWorks™ for service orchestration, which empower customers to easily automate, streamline, and connect applications.



As clean data experts with in-depth knowledge and extensive experience in data governance, data management, and shared data assets, Ascention continues to lead in pursuing quality data-driven solutions for APJ customers.

ASIA PACIFIC AND JAPAN PARTNER
OF THE YEAR:

Ascention PTY Ltd.

The Asia Pacific and Japan Partner of the Year Award goes to [Ascention PTY Ltd.](#) Ascention won last year's *Global New Partner of the Year Award*, but the company is not resting on its laurels. As clean data experts with in-depth knowledge and extensive experience in data governance, data management, and shared data assets, Ascention continues to lead in pursuing quality data-driven solutions for APJ customers. By combining TIBCO products such as TIBCO Data Virtualization, TIBCO EBX, TIBCO Spotfire, and TIBCO Messaging software, Ascention continues to advance its Citizen360™ since the Phase 1 launch in July 2020. Citizen 360™ takes a 360-degree view of the citizen, allowing users to create the best citizen experience across all channels through a unified view of all citizen touchpoints. As a TIBCO Gold Partner in 2021, Ascention expanded its footprint in APJ with the acquisition of Information Builders' (ibi) client base in APAC. The acquisition marked a continued exclusive partnership with TIBCO, adding more than 30 new clients across Australia, Guam, Indonesia, Malaysia, New Zealand, Philippines, and Singapore, further strengthening our joint presence in the region.



In EMEA, Apgar Consulting serves both large enterprises and SMBs, tapping TIBCO's Unify portfolio of products to align solutions with market needs.

EUROPE, MIDDLE EAST, AND AFRICA PARTNER OF THE YEAR:

Apgar Consulting

The Europe, Middle East, and Africa Partner of the Year Award goes to [Apgar Consulting](#), a leading data advisory company recognized by analysts for supporting its customers in their journey to build a foundation for trusted data. A TIBCO partner since 2013, Apgar Consulting ensures customers achieve long-term success by maximizing their TIBCO technology investments. In EMEA, Apgar Consulting serves both large enterprises and SMBs, tapping TIBCO's Unify portfolio of products and implementing several preconfigured solutions to address market needs. One such solution is Data Catalog, which was built with TIBCO master data management and data virtualization capabilities and enhanced with significant data governance policies and best practices. Both Apgar's [Data Catalog](#) and [MDM Finance](#) solutions are featured in the TIBCO Partner Solution Showcase with its MDM Finance solution recently receiving formal validation through the [TIBCO Validation Program](#). Committed to growing their business with TIBCO, the Apgar Consulting team grew by 25 percent in the last year, while also achieving the highest number of TIBCO Certified Associates and TIBCO Certified Professionals on the Unify Track.



ARIA PSW specializes in helping companies acquire technological solutions that efficiently develop their objects and optimize their business processes.

LATIN AMERICA PARTNER OF THE YEAR:

Aria PSW

This year, TIBCO's leading partner in Columbia, [Aria PSW](#), is the winner of the Latin America Partner of the Year Award. Offering technologies, integration, and process automation management, ARIA PSW SAS specializes in helping companies to acquire technological solutions that efficiently develop their objects and optimize their business processes. Aria's expertise is rooted in strong integration consulting practices, and the company is committed to positioning TIBCO EBX data management as the solution to help Colombian companies embark on their digital transformation journeys.



Linking Expertise. Leading Success.



iSteer delivers future-proof and sustainable solutions to customers, leveraging TIBCO's Connect, Unify, and Predict product portfolios.

NORTH AMERICA PARTNER OF THE YEAR:

iSteer

For the third consecutive year, the North America Partner of the Year Award is awarded to iSteer. iSteer delivers future-proof and sustainable solutions to customers, leveraging TIBCO's Connect, Unify, and Predict product portfolios. iSteer's TIBCO Center of Excellence brings together expertise from over 150 TIBCO professionals globally and enables successful rollouts of full stack API, integration, master data management, data governance, and data science green field transformation initiatives. As a TIBCO North American partner, iSteer provides full-stack capabilities to customers across manufacturing, fast-moving consumer goods (FMCG), healthcare, and financial technology (FinTech) industries. Using TIBCO technology, iSteer delivers customer success with its solutions like IoT-based predictive asset maintenance, the Credit Risk Scoring System, B2B supply chain modernization, farm to fork connections for food & beverage, and healthcare interoperability for payers & providers. The iSteer Credit Risk Scoring System is validated through the TIBCO Validation Program and featured in the TIBCO Partner Solution Showcase.



u-blox empowers customers to solve challenges more efficiently in fields such as manufacturing and logistics, telematics, and healthcare.

ISV PARTNER OF THE YEAR:

u-blox

The Global ISV Partner of the Year Award goes to u-blox. u-blox is a global technology leader in positioning and wireless communication in automotive, industrial, and consumer markets. Its smart and reliable solutions, services, and products allow precise positioning and wireless communication over cellular and short-range networks for people, vehicles, and machines. The company's Thingstream platform enables mass volume IoT devices to communicate with the cloud cost-effectively from anywhere across the globe. The IoT data derived from any u-blox device can be transformed by TIBCO's Connected Intelligence platform into powerful business insights. As featured in the [TIBCO Partner Solution Showcase](#), the u-blox solution empowers customers to solve challenges more efficiently in fields such as manufacturing and logistics, telematics, and healthcare.



BCT's core TIBCO team includes veteran digital-transformation and technology experts driving innovation through outcome-based business models and proven and powerful IP solutions.

INNOVATION PARTNER OF THE YEAR:

Bahwan Cybertek (BCT)

The Global Innovation Partner of the Year is awarded to Bahwan Cybertek (BCT), a global provider of digital transformation solutions in predictive analytics, digital experience, and digital supply chain management. BCT's core TIBCO team includes veteran digital-transformation and technology experts driving innovation through outcome-based business models and proven and powerful IP solutions. The team has delivered noteworthy projects across geographies, including large-scale digital transformation, customer enterprise, and operational intelligence solutions using the TIBCO Connected Platform. Learn more about four of BCT's solutions powered by TIBCO as featured in the TIBCO Partner Solution Showcase, including [DropThought](#), [PRIMA](#), [rt360](#), and the [Fuel Station Automation Project](#). The Fuel Station Automation Project has also received formal validation through the [TIBCO Validation Program](#).

KEYPARTNER

knowledge power



Key Partner operates in all industry sectors offering consulting services, turnkey applications, and integrated ICT solutions, providing the keys for success to organizations aiming to improve business performance.

TIBCO ENGAGEMENT EXPERT:

Key Partner

This year's Engagement Expert award goes to Key Partner. Key Partner is an innovation-oriented digital integrator. Its services combine know-how with advanced technologies to create real value for customers. It operates in all industry sectors, offering consulting services, turnkey applications, and integrated ICT solutions, providing the keys for success to organizations aiming to improve their business performance. Its *ApiShare* solution, as featured in the TIBCO Partner Solution Showcase, is a business service that offers each API client a high-level view of their API ecosystem and provides the tools to establish a comprehensive, governing infrastructure. During TIBCO 2021 Partner Certification Days, Key Partner achieved a total of 381 certifications.



Accenture is a global professional services company with leading capabilities in digital, cloud, and security platforms.

NEW LOGO LEADER:

Accenture

The New Logo Leader of the Year is awarded to Accenture. Accenture is a global professional services company with leading capabilities in digital, cloud, and security platforms. The company brings innovation to customers using TIBCO technology with a 360-degree approach, proven and supported by over 600 certifications to date and innovative solutions powered by TIBCO. Its solutions include The Market Communications Hub, featured on the TIBCO Partner Solution Showcase. In 2020, Accenture onboarded multiple new logos leveraging a combination of TIBCO assets and deep knowledge in innovative technologies such as blockchain and distributed ledger.

Solution Showcase

TIBCO is committed to providing partners with support to develop, market, sell, and deliver industry-leading solutions while achieving the highest degree of customer success and satisfaction. The TIBCO Partner Solution Showcase demonstrates how our partners go to market and deliver customer success with their solutions powered by TIBCO technology. [Explore the TIBCO Partner Solution Showcase today.](#)

**Explore the TIBCO Partner
Solution Showcase >>**

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EXPLORE THE TIBCO PARTNER
SOLUTION SHOWCASE



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