

## **MEDIA CONTACTS:**

**Avanade:** Charlie Zaragoza

(206) 239-5893

[Charlie.Zaragoza@avanade.com](mailto:Charlie.Zaragoza@avanade.com)

**Edelman PR:** Jessica Kendall

(206) 268-2231

[Jessica.Kendall@edelman.com](mailto:Jessica.Kendall@edelman.com)

## **AVANADE AND ACCENTURE EARN MOST MICROSOFT® GOLD COMPETENCIES**

*Microsoft Gold Competencies Reinforce Accenture and Avanade Investment and Commitment to Helping Organizations Achieve Business Results on the Microsoft Platform*

**SEATTLE – January 21, 2011** – Avanade and Accenture (NYSE: ACN) today announced the combined achievement of 21 Microsoft Gold competencies, currently more than any other partner in the Microsoft Partner Network (MPN) program. The Gold level status is representative of Avanade and Accenture’s expertise in Microsoft technologies and services, working to enable customers worldwide to achieve the best results from their Microsoft investments. Additionally, Avanade and Accenture consultants hold more than 13,000 Microsoft certifications, and the largest number of certifications per employee of any service provider.

The ten-year alliance between Accenture, Avanade and Microsoft delivers business and technology insight to help organizations improve performance, backed by enterprise solutions and services with a proven track record of success. Avanade and Accenture’s continued focus on the Microsoft platform provides insight, innovation and expertise in delivering a breadth of business and IT solutions for large organizations globally.

The new Microsoft Partner Network, launched in 2009, awards competencies to distinguish network partner capabilities pertaining to Microsoft-specific technologies, ensuring partners are delivering the highest level of services and solutions for customers on the Microsoft platform. To date, Avanade and Accenture have received Gold competencies in a total of 21 out of the 28 competencies on a wide range of Microsoft technologies, including:

- Application Integration
- Application Lifecycle Management
- Business Intelligence
- Content Management
- Customer Relationship Management
- Data Platform
- Desktop
- Digital Marketing
- Enterprise Resource Planning
- Hosting
- Identity and Security
- Mobility
- OEM Hardware
- Portals and Collaboration
- Search
- Server
- Software Development
- Systems Management
- Unified Communications
- Virtualization
- Web Development

“By earning a total of 21 Gold competencies since the launch of the Microsoft Partner Network, Avanade and Accenture have distinguished themselves in the market for their ability to apply their deep expertise to the Microsoft platform across a large spectrum of Microsoft technologies to drive business performance,” said Jon Roskill, corporate vice president of Microsoft’s Worldwide Partner Group. “Each Gold competency has a unique set of requirements and benefits, formulated to accurately represent the specific skills and services that partners bring to a business solution area. The competencies help guide our customers to partners with the highest level of capabilities – and Avanade and Accenture have set a very high bar.”

Microsoft partners with Gold competencies are required to meet rigorous requirements for certification and expertise. Avanade and Accenture have reached the status of Gold recognition by demonstrating increased levels of real world experience and by providing completed customer reference projects that were independently verified by Microsoft. Partners also have in-depth access to a variety of exclusive resources and early product information to further expand their expertise and knowledge of the Microsoft platform.

Avanade and Accenture are also in the final stages to achieve Gold competencies in four other areas: Learning; Midmarket Solution Provider; Project and Portfolio Management; and Software Asset Management. Avanade and Accenture are currently at the Silver level in these areas.

“Avanade has made substantial investments to make sure we are always at the forefront of delivering tangible results for customers as a global business technology services provider completely dedicated to the Microsoft platform,” said Joe VanWinkle, corporate vice president, Avanade. “Being a leader in the Microsoft Partner Network and Certified Professionals program is a great example of how we are continuing to expand our expertise, helping to drive innovation on Microsoft and bringing our insights to the benefits of our customers.”

“Together with Avanade, we work to deliver world-class solutions that enable our customers to innovate and meet their business objectives,” said Scott Harrison, global lead, Microsoft Alliance, Accenture. “We are honored that our employees and company as a whole continue to strive for excellence and that Microsoft recognizes our work as a top partner.”

Over the past decade, Avanade and Accenture have collaborated on more than 5,100 Microsoft projects and developed more than 100 industry-specific and cross-industry solutions. Together, Avanade and Accenture have more than 50,000 Microsoft-skilled staff worldwide.

#### **About Avanade**

Avanade provides business technology services that connect insight, innovation and expertise in Microsoft technologies to help customers realize results. Avanade’s services and solutions help improve performance, productivity and sales for organizations in all industries. The company applies Microsoft expertise from its global network of consultants, drawing on the right mix of onshore, offshore and nearshore skills, which together are designed to help deliver results faster, at lower cost and with less risk. Avanade, which is majority owned by Accenture, was founded in 2000 by Accenture and Microsoft Corporation and has resources available in more than 20 countries worldwide with more than 12,000 professionals. Additional information can be found at [www.avanade.com](http://www.avanade.com).



## **About Accenture**

Accenture is a global management consulting, technology services and outsourcing company, with approximately 204,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US\$21.6 billion for the fiscal year ended Aug. 31, 2010. Its home page is [www.accenture.com](http://www.accenture.com).

Avanade and the Avanade logo are registered trademarks or trademarks of Avanade Inc. Other product, service, or company names mentioned herein are the trademarks or registered trademarks of their respective owners. ©2011 Avanade Inc. All Rights Reserved.

# # #