

The Avanade Journey 10 Year Anniversary

Fast Facts

Company

- Founded: **April 4, 2000** as a joint venture between Accenture and Microsoft ([press release](#)). In **2001**, ownership structure changed. Today, Avanade is majority owned by Accenture.
- Accenture and Microsoft created Avanade to serve an untapped market for Microsoft-focused consulting services.
- Avanade statistics:
 - More than **60** offices in **25** countries
 - **3,500**: Number of customers Avanade has served
 - Nearing **\$1B** in sales

People

- **10,000 people** work for Avanade; 6,000 of which are in the Global Delivery Network including offshore locations in India and Philippines.
- Certifications and Awards
 - **13,440** certifications held by Avanade consultants: MCAD.NET, MCDBA, MCP, MCSA (2K3), MCSA.NET, MCSE (2K3), etc.
 - **16**: Microsoft Certified Architects / Masters
 - **29**: Microsoft Most Valuable Professionals (MVPs)

Customers

- Customers that have worked with Avanade for five years or more:
 - [Monte dei Paschi](#) (Italy)
 - [MediaCorp](#) (Singapore)
 - [Cable & Wireless](#) (UK)
 - [Credit Suisse](#) (Switzerland)
 - [Hannover Re](#) (Germany/Switzerland)
 - [L'Oreal](#) (France)
 - [Pepsi](#) (Spain)
 - [Saint-Gobain](#) (France)
 - [Sara Lee](#) (Netherlands)

Recognition for Customer Work

- 2010: Managing Automation: Progressive Manufacturing 100 Award, InFocus
- 2008: Microsoft Convergence Customer Excellence Award, BTM Manufacturing
- 2007: Microsoft Pinnacle Award, Haldex
- 2006: Computerworld : Premier 100 IT Leaders, PCL Constructor
- 2005: Microsoft Pinnacle Award, BGE Home

Achievements

- IDG's InfoWorld 100 **Most Innovative Corporate IT Solutions**, 2006
- Consulting Magazine **Best Firm to Work For**, 2009, 2008, 2007
- Computerworld 100 **Best Places to Work in IT**, 2009
- **Microsoft Enterprise Alliance Partner of the Year** (Joint with Accenture), 2010, 2009, 2008, 2006, 2004, 2001
- **Microsoft Dynamics® Inner Circle and President's Club**, 2009, 2007, 2006, 2005

- 2000** Joint venture between Accenture and Microsoft announced.
 - Avanade establishes offices in North America, Europe, and Asia Pacific.
 - Avanade is hired by EMI Music, one of its first customers, to help it digitally distribute new music titles.
- 2001** Avanade is hired by Consorzio Operativo Gruppo MPS, for the first in a series of projects to help the bank be at the forefront of innovation.
- 2002** Avanade enters MBS market.
- 2003** Avanade acquires G.A. Sullivan to expand Americas business by 25%.
 - Avanade launches offshore presence in India.
- 2004** BGE Home engages Avanade to transform its operations with a Microsoft Great Plains and CRM solution.
- 2005** Avanade acquires en'tegrate and expands Microsoft Dynamics practice in the US.
 - Avanade grows to 5,000 professionals and US\$387m in revenue.
- 2006** M.D. Anderson Cancer Center hires Avanade to improve patient care through electronic medical records.
 - Avanade helps Sara Lee launch a new CRM solution that improves sales effectiveness.
- 2007** Avanade acquires HOB Business Solutions, expands AX capability in Denmark.
- 2008** Avanade grows to 8,600 professionals and US\$864m in revenue
 - Avanade expands Dynamics AX business with acquisition of Belgium-based Quadreon.
- 2009** Avanade opens offices in Slovakia, Morocco and China.
- 2010** Avanade launches Online Services, offering SaaS applications to customers.

Testimonials

From our customers:

“Avanade helped Grosvenor deliver more value and better service. For a company that is proud of its traditions, its know-how and its professionalism, it is vital to give customers the best possible service and the only way to do that is by really understanding everything about them. This is exactly what Avanade has helped us do.”

Heidi Leroy-Short
Head of Projects and Process, Grosvenor

“Our collaboration with Avanade goes back some time. I believe we have completed a series of projects which can be considered trailblazers as far as our competitors are concerned... I believe Avanade’s contribution to be extremely important, especially in the area of innovation, which has allowed us to be a company at the forefront of innovation.”

Massimo Castagnini
General Manager, Consorzio Operativo Gruppo MPS

I can certainly tell you today that at M.D. Anderson, we have developed a commercial grade software development factory that quite frankly I would stack up against any commercial software company in the country. And the reason we have that is because we selected a strategic partner who understood how to build that capability. And that strategic partner happened to be Avanade.”

Lynn Vogel
VP and Chief Information Officer, M.D. Anderson Cancer Center

From our people:

“In 2000, I was looking for a startup with enthusiasm, vision and passion. I read about Avanade – their vision and passion for Microsoft technology. When Avanade opened in Singapore, I jumped at the chance to be part of something that would change the industry.”

Nachi Nachiappan
Group Manager, A&I, SD, Singapore

“I joined Avanade on a lark. During my second interview, I knew that I **had** to work here. The people are the reason I have stayed. I have learned more, faster, than I believe I could anywhere else. I believe that our unique focus gave us power and credibility.”

Adam Wengert
Sr Director, Architect Lead, App Development, Chicago

“My time at Avanade has been a great journey, and fascinating to experience the subtle changes that have taken place as we passed each milestone in our growth. But Avanade is only 10 years old. As new advancements in technology accelerate, I can’t wait to see what the next 10 years will hold.”

David Green
Sr Director, Delivery Management, France

From the alliance:

“For ten years we have maintained a relentless focus in helping our customers solve some of their most pressing business challenges. Avanade will continue to be on the forefront of this innovation, helping customers reduce costs, improve performance and realize results. In reaching this milestone, I am grateful to our employees, customers and our alliance with Accenture and Microsoft.”

Adam Warby
CEO, Avanade

“Creating Avanade was a bold, but well-timed move as clients began to recognize the value Microsoft was delivering to the enterprise. The influence of Avanade and the alliance, and the impact of Microsoft solutions on the market, will only grow as companies realize the benefits that our collective efforts deliver every day.”

Donald Rippert
Chief Technology Officer and Global Managing Director, Innovation & Ecosystems, Accenture

“Working together, Accenture, Avanade, and Microsoft deliver business solutions that enable companies to improve performance, increase strategic advantage, and create real business value. The great strength of this alliance comes from our unique combination of innovative technologies, deep expertise, and a proven track record of success.”

Steve Ballmer
President and CEO, Microsoft



About Avanade

Avanade provides business technology services that connect insight, innovation and expertise in Microsoft technologies to help customers realize results.
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