

Press Release

Kapsch BusinessCom Named Microsoft Country Partner of the Year 2020

The digitalization partner particularly impressed the jury with rapid solutions in connection with COVID-19.

Vienna, July 14, 2020 – Microsoft Corporation has announced the winners of its Partner of the Year 2020 awards. The annual prize recognizes success and innovation within the Microsoft partner community in building new customer solutions based on Microsoft technology. Kapsch BusinessCom is this year's Austrian winner of the prestigious award.

Two projects that Kapsch implemented in connection with COVID-19 were decisive in securing it the award. The digitalization provider developed two COVID-19 response solutions based on Azure, SharePoint, and M365. One solution supports the logistics process in face mask production, while the other facilitates a large research project for collecting information on patients with diabetes mellitus who contract COVID-19.

"We have been used to Kapsch BusinessCom implementing innovative projects precisely and rapidly for many years, but its agility and flexibility in the current situation and at the start of the COVID-19 pandemic particularly impressed us," said **Michael Rehberger, One Commercial Partner & Small, Medium Corporate Lead at Microsoft Austria**, describing the partnership and explaining the jury's decision.

Rapid recording of important patient data

Within a very short time, the software developers from Kapsch together with Microsoft and icomedias had developed a digital data recording system for the Austrian Diabetes Association for studying the connection and the effect of COVID-19 on patients who suffer from diabetes. People with diabetes mellitus face a higher chance of experiencing serious complications from COVID-19. The recording of relevant parameters in digital form such as lab results, comorbidities, and medication throughout Austria facilitates sound diagnostics.

An Austrian (cloud-based) solution in the fight against COVID-19

During the coronavirus pandemic, the Smart Textiles consortium in Vorarlberg started to produce FFP-2 mask components and masks that are manufactured entirely in Austria. For this they needed an IT solution that was not only able to be deployed quickly but was also scalable. By using the latest technologies and programming methods, Kapsch and Microsoft were able to deliver a cloud-based system within a short time that enabled the Smart Textiles consortium to track packages with precision.

COVID-19 aside, Kapsch and Microsoft are also jointly developing solutions for Azure, SharePoint, and Modern Workplace with M365 applications and working on collaborations including Service Hub and Security. These are key elements of the digitalization strategies of renowned clients from all industries. The award is a significant milestone for Kapsch, because the Kapsch Group is not only itself a major international Azure client, but also has a cloud solution provider partnership with Microsoft in which Microsoft creates ideal conditions for developing and implementing digitalization solutions.

"Microsoft Azure is not just a part of our portfolio, but an important part of our overall strategy," explained **Jochen Borenich, Member of the Management Board of Kapsch BusinessCom**. "Many of our sales team members and cloud architects specialize in it, which allows us to assist our clients in their cloud

transformation from start to finish. We have an excellent working relationship with Microsoft in all areas, from SMEs to the enterprise segment, across all industries. To be named Microsoft Partner of the Year in Austria is a new highlight of our partnership.”

The awards were presented in a total of 49 categories and selected from more than 2,900 submissions from over 100 countries. The winners and finalists were presented with their awards at the Worldwide Partner Conference and this year’s all-digital Microsoft Inspire held on July 21 and 22.

Kapsch BusinessCom, a Kapsch Group company, supports companies in taking their business performance to the next level and developing new business models. As a leading partner in digitalization, the company operates as a consultant, system supplier, and service provider. Kapsch BusinessCom is the ideal partner for keeping abreast of rapidly evolving digital technologies thanks to its widespread expertise in handling large quantities of data and matters of security, in addition to the valuable experience gained from successful implementation of a variety of use cases across numerous industries. The company's comprehensive portfolio in Austria, Romania and the DACH countries includes technology solutions for intelligent and – most importantly – secure ICT infrastructure along with smart building technology, media and security technology, and outsourcing services. Kapsch pursues a strategy of manufacturer independence, cooperates with leading global providers such as HPE, Cisco, and Microsoft, and participates in a wide network of research partners and industry-specific solution providers ranging from startups to major corporations.

Kapsch BusinessCom services more than 17,000 customers both locally and globally, including Allianz, Erste Bank, ÖBB, OMV, ORF, and Vodafone. In the fiscal year 2019/20, Kapsch BusinessCom generated revenue of approximately EUR 410 million with its 1,460 employees.

Further information: www.kapsch.net/kbc

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Microsoft (Nasdaq "MSFT" @microsoft) is the leading platform and productivity company for the "mobile first, cloud first" world. Their mission is to enable every person and every company in the world to achieve more. Microsoft Austria GmbH is a subsidiary of Microsoft Corporation/Redmond, U.S.A., the world's leading manufacturer of standard software, services and solutions. Since 1991, Microsoft has had its own branch office in Vienna and employs a total of around 300 people. Together with more than 5,000 domestic partner companies, the goal is to enable people and companies to realize their full potential through software. Further information: www.microsoft.com/austria

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