

Microsoft LAR Partner of the Year award goes to DiData

Dimension Data South Africa has won the Microsoft Large Account Reseller (LAR) Partner of the Year 2012 award at the annual Microsoft Partner Awards event.

Dimension Data has once again been honoured for its outstanding achievement among the country's top Microsoft partners. Microsoft presenting Dimension Data with the LAR award once again solidifies its position as the top licensing partner in South Africa. The client-centric approach, which focuses on optimising clients' licensing spend, technology adoption and business alignment over the commercial life cycle of the agreement, has been recognised by Microsoft and its clients as a pivotal business benefit.

Being a finalist in five categories advocates the service alignment and enablement strategy which Dimension Data has adopted and introduced to the market relating to a Microsoft service-led approach. The result is that Dimension Data clients are capitalising on their Microsoft spend and reaping the benefits of technology alignment to their business goals.

Strong growth in demand

"We are seeing strong growth in demand for Microsoft solutions, especially as clients look to adopt cloud computing services on their terms, while striving for a partner to align them to the most cost effective licensing mechanism and optimised ROI. This award is not only testament to the significant investment we're making in our skills, but also to our ability to guide and assist our clients on their journey," says Andrew Crosley, newly-appointed general manager for Microsoft Solutions at Dimension Data South Africa.

Microsoft Partner Awards were presented in multiple categories, with winners chosen from a multitude of entrants across South Africa. Dimension Data was recognised for providing outstanding solutions and services in the LAR category.

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