



# Partner of the Year Awards 2024

## Application Preview

To prepare for submission, use the following pages to develop your responses. The content reflects what you'll see on the form. You can draft answers, share with stakeholders, and check character counts. When you're ready, insert your completed responses into the submission form. Applications are due at 11:59 P.M. Pacific Time on December 15, 2023.

Applications are now closed

## 2024 Award Categories

1	<a href="#">Breakthrough Partner of the Year</a>
2	<a href="#">Diversity, Equity &amp; Inclusion (DEI) Partner of the Year</a>
3	<a href="#">Expansion Partner of the Year</a>
4	<a href="#">Industry Solution Partner of the Year (Services)</a>
5	<a href="#">Industry Solution Partner of the Year (Technology)</a>
6	<a href="#">Public Sector Partner of the Year</a>
7	<a href="#">Sales Partner of the Year</a>
8	<a href="#">Services Partner of the Year</a>
9	<a href="#">Sales &amp; Services Partner of the Year</a> <b>NEW</b>
10	<a href="#">Social Impact Partner of the Year</a>
11	<a href="#">Specialization Partner of the Year</a>
12	<a href="#">Talent Development Partner of the Year</a>
13	<a href="#">Technology Partner of the Year</a>
14	<a href="#">Training Partner of the Year</a>
	<b>Additional Resources:</b> <ul style="list-style-type: none"><li>• <a href="#">Google Cloud Awards landing page</a></li><li>• <b>Begin Your Submission (<i>applications are now closed</i>)</b></li><li>• <a href="#">Partner Awards Guidebook</a></li><li>• <a href="#">Partner Awards Support</a></li></ul>

## 1 | Breakthrough Partner of the Year

*One global winner • Five regional winners (APAC, EMEA, LA, NA, Japan)*

This award recognizes partners that emerged and expanded their partnership with Google Cloud this past year, resulting in innovative breakthroughs and outstanding growth in their customer base and/or revenue.

Your organization must be approved for either the **Sell, Service, or Build Engagement Model** to qualify for this award.

### **Q: What makes your company the best choice for Breakthrough Partner of the Year?**

Think innovative customer solutions, new offerings, and how your organization effectively engaged with the Google Cloud team. (2,000 characters or less)

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## 2 | Diversity, Equity & Inclusion (DEI) Partner of the Year

*One global winner • Five regional winners (APAC, EMEA, LA, NA, Japan)*

At Google, we know that championing diversity, equity, and inclusion in our work is not only the right thing to do but critical to our success. Prioritizing these pillars leads to better discussions, decisions, and outcomes for everyone.

This award recognizes partners that achieved *either* of the following:

- Prioritized diversity and inclusion initiatives for their organization in 2023 in an effort to transform and strengthen their own business
- OR**
- Created a unique solution that advanced diversity, equity, and inclusion in the workplace—leading to greater satisfaction, more creativity, an increased capacity for solving complex problems, and more for their customer

Your organization must be approved for either the **Sell, Service, or Build Engagement Model** to qualify for this award.

### **Your innovation story**

We want to know:

**Q: What challenge(s) did your organization or your customer face, and how did you help overcome these challenges?** (3,500 characters or less)

**Q: What was the outcome?** It's up to you how you'd like to quantify your success. (3,500 characters or less)

**Q: What makes your company the best choice for DEI Partner of the Year?** (2,000 characters or less)

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### 3 | Expansion Partner of the Year

*One global winner • Five regional winners (APAC, EMEA, LA, NA, Japan)*

This award recognizes partners that saw outstanding success in 2023 by helping a large number of customers achieve better results through Google Cloud.

Your organization must be approved for the **Sell Engagement Model** to qualify for this award.

#### **Q: What makes your company the best choice for Expansion Partner of the Year?**

Think innovative growth strategies, accelerating customers' time to value, and ways your organization effectively engaged with the Google Cloud team. (2,000 characters or less)

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### 4 | Industry Solution Partner of the Year (Services)

*One global winner • 12 segment winners*

This award recognizes partners that leveraged Google Cloud solutions to create comprehensive and compelling solutions that made a significant impact in one industry across multiple regions.

Your organization must be approved for the **Service Engagement Model** to qualify for this award.

**Q: What makes your company the best choice for Industry Solution Partner of the Year (Services)?** Think customer or market impact, comprehensive solutions created, and ways your organization effectively engaged with the Google Cloud team. (5,000 characters or less)

Industry Solution (Services) segments include:

- [Education](#)
- [Financial Services & Insurance](#)
- [Gaming](#)
- [Gen AI - Services](#)
- [Government](#)
- [Healthcare & Life Sciences](#)
- [Manufacturing](#)
- [Media & Entertainment](#)
- [Retail](#)
- [Supply Chain & Logistics](#)
- [Sustainability](#)
- [Telecommunications](#)

#### **Industry Solution (Services): Education**

This award recognizes one partner that helped customers in the education field achieve outstanding success through Google Cloud.

#### **Industry Solution (Services): Financial Services & Insurance**

This award recognizes one partner that helped customers in the financial services and insurance industries achieve outstanding success through Google Cloud.

#### **Industry Solution (Services): Gaming**

This award recognizes one partner that helped customers in the gaming industry achieve outstanding success through Google Cloud.

### Industry Solution (Services): Gen AI - Services

This award recognizes one partner that helped customers leverage generative AI to achieve outstanding success through Google Cloud.

### Industry Solution (Services): Government

This award recognizes one partner that helped customers in the public sector achieve outstanding success through Google Cloud.

### Industry Solution (Services): Healthcare & Life Sciences

This award recognizes one partner that helped customers in the healthcare and life sciences industries achieve outstanding success through Google Cloud.

### Industry Solution (Services): Manufacturing

This award recognizes one partner that helped customers in the manufacturing industry achieve outstanding success through Google Cloud.

### Industry Solution (Services): Media & Entertainment

This award recognizes one partner that helped customers in the media and entertainment industries achieve outstanding success through Google Cloud.

### Industry Solution (Services): Retail

This award recognizes one partner that helped customers in the retail industry achieve outstanding success through Google Cloud.

### Industry Solution (Services): Supply Chain & Logistics

This award recognizes one partner that helped customers in supply chain management and logistics achieve outstanding success through Google Cloud.

### Industry Solution (Services): Sustainability

This award recognizes one partner that helped customers in the sustainability industry achieve outstanding success through Google Cloud.

### Industry Solution (Services): Telecommunications

This award recognizes one partner that helped customers in the telecommunications industry achieve outstanding success through Google Cloud.

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## 5 | Industry Solution Partner of the Year (Technology)

*One global winner • 12 segment winners*

This award recognizes partners that leveraged Google Cloud solutions to create comprehensive and compelling technology solutions that made a significant impact in one industry across multiple regions.

Your organization must be approved for the **Build Engagement Model** to qualify for this award.

**Q: What makes your company the best choice for Industry Solution Partner of the Year (Technology)?** Think customer or market impact, innovative technologies created, and ways your organization effectively engaged with the Google Cloud team. (5,000 characters or less)

Industry Solution (Technology) segments include:

- [Education](#)
- [Financial Services & Insurance](#)
- [Gaming](#)
- [Government](#)
- [Healthcare & Life Sciences](#)
- [Line of Business Applications](#)
- [Manufacturing](#)
- [Media & Entertainment](#)
- [Retail](#)
- [Supply Chain & Logistics](#)
- [Sustainability](#)
- [Telecommunications](#)

### **Industry Solution (Technology): Education**

This award recognizes one partner that helped customers in the education field achieve outstanding success through Google Cloud.

### **Industry Solution (Technology): Financial Services & Insurance**

This award recognizes one partner that helped customers in the financial services and insurance industries achieve outstanding success through Google Cloud.

### **Industry Solution (Technology): Gaming**

This award recognizes one partner that helped customers in the gaming industry achieve outstanding success through Google Cloud.

### **Industry Solution (Technology): Government**

This award recognizes one partner that helped customers in the public sector achieve outstanding success through Google Cloud.

### **Industry Solution (Technology): Healthcare & Life Sciences**

This award recognizes one partner that helped customers in the healthcare and life sciences industries achieve outstanding success through Google Cloud.

### **Industry Solution (Technology): Line of Business Applications**

This award recognizes one partner that leveraged Google Cloud solutions to create comprehensive and compelling technology solutions that made a significant impact in one line of business area across multiple regions.

### **Industry Solution (Technology): Manufacturing**

This award recognizes one partner that helped customers in the manufacturing industry achieve outstanding success through Google Cloud.

### **Industry Solution (Technology): Media & Entertainment**

This award recognizes one partner that helped customers in the media and entertainment industries achieve outstanding success through Google Cloud.

### **Industry Solution (Technology): Retail**

This award recognizes one partner that helped customers in the retail industry achieve outstanding success through Google Cloud.

### Industry Solution (Technology): Supply Chain & Logistics

This award recognizes one partner that helped customers in supply chain management and logistics achieve outstanding success through Google Cloud.

### Industry Solution (Technology): Sustainability

This award recognizes one partner that helped customers in the sustainability industry achieve outstanding success through Google Cloud.

### Industry Solution (Technology): Telecommunications

This award recognizes one partner that helped customers in the telecommunications industry achieve outstanding success through Google Cloud.

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## 6 | Public Sector Partner of the Year

*One global winner • Six NorthAm segment winners • Four EMEA segment winners • Two regional winners (APAC, LA)*

This award recognizes partners that have provided exceptional service and enabled the success of their public sector customers by innovating, building, and delivering the right combination of Google Cloud solutions.

Your organization must be approved for either the **Sell or Service Engagement Model** to qualify for this award.

#### **Q: What makes your company the best choice for Public Sector Partner of the Year?**

Think resold and non-resold revenue, key customer wins, and ways your organization effectively engaged with the Google Public Sector team. (5,000 characters or less)

Public Sector segments include:

- [EMEA - Defense](#) **NEW**
- [EMEA - Education](#) **NEW**
- [EMEA - Government](#) **NEW**
- [EMEA - Healthcare](#) **NEW**
- [NorthAm - Canada](#)
- [NorthAm - US Education](#)
- [NorthAm - US Fed - Civilian](#)
- [NorthAm - US Fed - DoD](#)
- [NorthAm - US Fed - National Security](#)
- [NorthAm - US State & Local Government](#)
- [Regional: APAC • LA](#)

#### **Public Sector: EMEA – Defense** **NEW**

This award recognizes one partner with a solutions-based focus that addresses the needs of the defense sector leveraging Google Cloud or Google Workspace offerings.

#### **Public Sector: EMEA – Education** **NEW**

This award recognizes one partner with a solutions-based focus that addresses the needs of the education sector leveraging Google Cloud or Google Workspace offerings.

#### **Public Sector: EMEA – Government** **NEW**

This award recognizes one partner with a solutions-based focus that addresses the needs of the government sector leveraging Google Cloud or Google Workspace offerings.

### Public Sector: EMEA – Healthcare **NEW**

This award recognizes one partner with a solutions-based focus that addresses the needs of the healthcare sector leveraging Google Cloud or Google Workspace offerings.

### Public Sector: NorthAm – US Education

This award recognizes one partner with a solutions-based focus that addresses the needs of educational institutions by leveraging Google Cloud or Google Workspace offerings.

### Public Sector: NorthAm – US Federal – Civilian

This award recognizes one partner with a solutions-based focus that addresses the needs of federal agencies with a civilian focus leveraging Google Cloud or Google Workspace offerings.

### Public Sector: NorthAm – US Federal – Department of Defense (DoD)

This award recognizes one partner with a solutions-based focus that addresses the needs of the Department of Defense by leveraging Google Cloud or Google Workspace offerings.

### Public Sector: NorthAm – US Federal – National Security

This award recognizes one partner with a solutions-based focus that addresses national security needs by leveraging Google Cloud or Google Workspace offerings.

### Public Sector: NorthAm – US State & Local Government

This award recognizes one partner with a solutions-based focus that addresses the needs of state and local governments by leveraging Google Cloud or Google Workspace offerings.

Additional Public Sector categories for Education and Government can be found in the Industry Solution Partner of the Year categories.

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## 7 | Sales Partner of the Year

*One global winner • Five regional winners (APAC, EMEA, LA, NA, Japan) • 28 sub-regional winners (Alps, Argentina, Australia & New Zealand, Benelux, Brazil, Canada, CEE, Chile, Colombia, Denmark, Finland, France, Germany, Greater China, Iberia, India, Israel, Italy, LatAm Emerging Markets, MENAT, Mexico, Norway, Poland, SEA, South Korea, Sweden, UKI, United States)*

This award recognizes partners that saw outstanding success by selling Google Cloud products and building relationships to help transform their customers' businesses.

Your organization must be approved for the **Sell Engagement Model** to qualify for this award.

**Q: What makes your company the best choice for Sales Partner of the Year?** Think new partnerships, deals landed, and ways your organization effectively engaged with the Google Cloud team. (2,000 characters or less)

## 8 | Services Partner of the Year

*One global winner • Five regional winners (APAC, EMEA, LA, NA, Japan) • 28 sub-regional winners (Alps, Argentina, Australia & New Zealand, Benelux, Brazil, Canada, CEE, Chile, Colombia, Denmark, Finland, France, Germany, Greater China, Iberia, India, Israel, Italy, LatAm Emerging Markets, MENAT, Mexico, Norway, Poland, SEA, South Korea, Sweden, UKI, United States)*

This award recognizes partners that have provided exceptional service and enabled their customers' success by innovating, building, and delivering the right combination of Google Cloud solutions.

Your organization must be approved for the **Service Engagement Model** to qualify for this award.

**Q: What makes your company the best choice for Services Partner of the Year?** Think new customers, innovative customer solutions, and ways your organization effectively engaged with the Google Cloud team. (2,000 characters or less)

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## 9 | Sales & Services Partner of the Year **NEW**

*Combined category for smaller sub-regions • Eight APAC segment winners (Hong Kong, Indonesia, Malaysia, Philippines, Singapore, Taiwan, Thailand, Vietnam)*

This award recognizes partners that saw outstanding success by selling Google Cloud products and providing exceptional service that enabled their customers' success through the right combination of Google Cloud solutions.

Your organization must be approved for the **Sell and Service Engagement Model** to qualify for this award.

**Q: What makes your company the best choice for Sales & Services Partner of the Year?** Think new partnerships or customers, deals landed, innovative customer solutions, and ways your organization effectively engaged with the Google Cloud team. (2,000 characters or less)

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## 10 | Social Impact Partner of the Year

*One global winner • Five regional winners (APAC, EMEA, LA, NA, Japan)*

This award recognizes partners that went above and beyond to create or promote initiatives that made a positive and lasting impact on our world.

Your organization must be approved for either the **Build, Sell, or Service Engagement Model** to qualify for this award.

**Your innovation story**



We want to know:

**Q: What challenge(s) did your organization or your customer face, and how did you overcome these challenges?** (3,500 characters or less)

**Q: What was the outcome?** It's up to you how you'd like to quantify your success. (3,500 characters or less)

**Q: What makes your company the best choice for Social Impact Partner of the Year?** (2,000 characters or less)

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## 11 | Specialization Partner of the Year

*15 global winners, one for each Specialization*

This award recognizes partners with a Specialization that excelled in their Specialization area throughout 2023, resulting in substantial success for their customers.

To qualify, your organization must have Specialization in the category you're applying for and must be approved for the **Sell or Service Engagement Model**.

**Q: What makes your company the best choice for Specialization Partner of the Year?**

Think customer success, innovative solutions, and ways your organization effectively engaged with the Google Cloud team. (5,000 characters or less)

Specialization segments include:

- [Application Development](#)
- [Cloud Migration](#)
- [Contact Center AI \(CCAI\)](#) **NEW**
- [Data Analytics](#)
- [Data Center Modernization](#) **NEW**
- [Data Management](#)
- [DevOps](#) **NEW**
- [Education](#)
- [Infrastructure](#)
- [Location-Based Services](#)
- [Machine Learning](#)
- [Marketing Analytics](#)
- [SAP on Google Cloud](#)
- [Security](#)
- [Work Transformation](#)

### Specialization: Application Development

This award recognizes one partner with the Application Development Specialization that helped their customers build and manage cloud-native business apps to bring their big ideas to life.

### Specialization: Cloud Migration

This award recognizes one partner with the Cloud Migration Specialization that made the journey to the cloud easier for their customers, enabling seamless transitions to Google Cloud.

### Specialization: Contact Center AI (CCAI) **NEW**

This award recognizes one partner with the Contact Center AI Specialization that has demonstrated success implementing and migrating projects to Dialogflow.

### **Specialization: Data Analytics**

This award recognizes one partner with the Data Analytics Specialization that helped their customers turn data into insights that drove their business forward.

### **Specialization: Data Center Modernization** **NEW**

This award recognizes one partner with the Data Center Modernization Specialization that has demonstrated success with data center transformation of workloads from on-premises, private cloud, or other public clouds.

### **Specialization: Data Management**

This award recognizes one partner with the Data Management Specialization that helped their customers jump-start their business transformation by migrating and managing enterprise data more reliably and securely with Google Cloud.

### **Specialization: DevOps** **NEW**

This award recognizes one partner with the DevOps Specialization that has demonstrated success with DevOps implementations on Google Cloud.

### **Specialization: Education**

This award recognizes one partner with the Education Specialization that expertly implemented Google for Education solutions in the classroom, finding creative solutions to help educators excel.

### **Specialization: Infrastructure**

This award recognizes one partner with the Infrastructure Specialization that helped their customers succeed by building strong infrastructure and workflows on Google Cloud.

### **Specialization: Location-Based Services**

This award recognizes one partner with the Location-Based Services Specialization that used Google Maps Platform and Google Cloud to build and manage successful applications for their customers.

### **Specialization: Machine Learning**

This award recognizes one partner with the Machine Learning Specialization that helped their customers effectively use Google Cloud AI and machine learning services to enhance their applications.

### **Specialization: Marketing Analytics**

This award recognizes one partner with the Marketing Analytics Specialization that helped their customers collect, transform, analyze, and visualize data and use the insights to optimize marketing strategies and activations.

### **Specialization: SAP on Google Cloud**

This award recognizes one partner with the SAP on Google Cloud Specialization that helped their customers jump-start their business transformation by migrating and managing enterprise data more reliably and securely with Google Cloud.

## Specialization: Security

This award recognizes one partner with the Security Specialization that kept their customers' information safe by successfully securing data and workflows through Google Cloud.

## Specialization: Work Transformation

This award recognizes one partner with the Work Transformation - Enterprise or Work Transformation - SMB Specialization that successfully deployed Google Workspace to small businesses, corporate organizations, and/or enterprise organizations and provided services across all project workstreams (e.g., Governance, Technical, People, Process, and Support).

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## 12 | Talent Development Partner of the Year

*One global winner • Five regional winners (APAC, EMEA, LA, NA, Japan)*

This award recognizes partners that are committed to growing and promoting their team's cloud skills through training, upskilling, and reskilling their workforce on leading-edge cloud technology with Google Cloud certifications.

Your organization must be approved for either the **Sell or Service Engagement Model** to qualify for this award.

**Q: What makes your company the best choice for Talent Development Partner of the Year?** Think employee development, recertification opportunities, and ways your organization effectively engaged with the Google Cloud team. (2,000 characters or less)

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## 13 | Technology Partner of the Year

*One global winner • 28 segment winners*

This award recognizes partners that used a winning combination of Google Cloud technology in a specific technology segment to deliver innovative solutions and customer satisfaction.

Your organization must be approved for the **Build Engagement Model** to qualify for this award.

**Q: What makes your company the best choice for Technology Partner of the Year?** Think innovative integrations, new offerings, and ways your organization effectively engaged with the Google Cloud team. (5,000 characters or less)

Technology segments include:

- [Application Development – CloudOps](#)
- [Application Development – DevOps](#)
- [Data - Artificial Intelligence \(AI\) & Machine Learning \(ML\)](#)
- [Data – Business Intelligence](#)
- [Data – Data Management](#)
- [Data – Governance](#)
- [Data – Ingestion](#)
- [Data – Provider](#) **NEW**
- [Data – Smart Analytics](#)

- [Generative AI](#) **NEW**
- [Generative AI – Technology](#) **NEW**
- [Infrastructure – Backup/DR](#)
- [Infrastructure – Compute](#)
- [Infrastructure – Networking](#)
- [Infrastructure – Storage](#)
- [Infrastructure – Virtualization](#)
- [Marketplace](#) **NEW**
- [Marketplace – Business Applications](#) **NEW**
- [Marketplace – Data & Analytics](#)
- [Marketplace – Infrastructure](#)
- [Marketplace – Security](#)
- [Productivity & Collaboration](#)
- [Security – Analytics](#)
- [Security – Application](#) **NEW**
- [Security – Config, Vulnerability Mgmt & GRC](#)
- [Security – Data Protection](#)
- [Security – Identity & Endpoint Protection](#)
- [Security – Infrastructure](#)

### Technology: Application Development - CloudOps

This award recognizes one partner that consistently and successfully managed delivery, tuning, optimization, and performance of workloads and IT services that run on Google Cloud for their customers.

### Technology: Application Development - DevOps

This award recognizes one partner that consistently and successfully deployed container-based applications, helping their customers test, innovate, and optimize.

### Technology: Data - AI & ML

This award recognizes one partner that applied deep AI expertise to help customers incorporate machine learning in a way that met their unique use cases and needs.

### Technology: Data - Business Intelligence

This award recognizes one partner that effectively helped enterprises manage their data and transform it into actionable insights, resulting in impactful business outcomes and increased success.

### Technology: Data - Data Management

This award recognizes one partner that effectively helped enterprises securely and cost-efficiently store and manage their customers' data.

### Technology: Data - Governance

This award recognizes one partner that effectively helped enterprises ensure that data is secure, private, accurate, available, and usable – and provided technology solutions to support the customer throughout the data life cycle.

### Technology: Data - Ingestion

This award recognizes one partner that effectively helped enterprises store, analyze, and find insights in their data.

### Technology: Data - Provider **NEW**

This award recognizes one partner that effectively helped customers enhance their analytics and AI initiatives with pre-built data solutions and valuable datasets.

### Technology: Data - Smart Analytics

This award recognizes one partner that helped their customers to seamlessly generate or unlock business insights and removed operational complexities from analyzing data.

### **Technology: Generative AI** **NEW**

This award recognizes one partner that drove significant impact for customers with generative AI.

### **Technology: Generative AI - Technology** **NEW**

This award recognizes one partner that expertly augmented Google Cloud generative AI solutions to provide significant impact for customers.

### **Technology: Infrastructure - Backup/DR**

This award recognizes one partner that enabled their customers to excel by helping them achieve extremely high service availability and build applications that perform predictably through inevitable events.

### **Technology: Infrastructure - Compute**

This award recognizes one partner that helped their customers excel by migrating, optimizing, or modernizing workloads on Google Cloud's global, secure, and reliable infrastructure.

### **Technology: Infrastructure - Networking**

This award recognizes one partner that helped their customers excel with simplified cloud migrations through network modernization with Google Cloud infrastructure.

### **Technology: Infrastructure - Storage**

This award recognizes one partner that helped their customers excel by providing solutions for scalable, performant, secure storage with Google Cloud infrastructure.

### **Technology: Infrastructure - Virtualization**

This award recognizes one partner that helped their customers excel by virtualizing their infrastructure, reducing expenses, and improving efficiency and agility with Google Cloud infrastructure.

### **Technology: Marketplace**

This award recognizes one partner with a product in Google Cloud Marketplace that helped our mutual customers achieve outstanding business outcomes with Google Cloud.

### **Technology: Marketplace - Business Applications** **NEW**

This award recognizes one partner with a product in Google Cloud Marketplace that drove significant impact for customers across one line of business area in multiple regions.

### **Technology: Marketplace - Data & Analytics**

This award recognizes one partner with a data & analytics product in Google Cloud Marketplace that helped our mutual customers achieve outstanding business outcomes with Google Cloud.

### **Technology: Marketplace - Infrastructure**

This award recognizes one partner with an infrastructure product in Google Cloud Marketplace that helped our mutual customers achieve outstanding business outcomes with Google Cloud.

### **Technology: Marketplace - Security**

This award recognizes one partner with a security product in Google Cloud Marketplace that helped our mutual customers achieve outstanding business outcomes with Google Cloud.

### **Technology: Productivity & Collaboration**

This award recognizes one partner that helped transform and improve how their customers collaborate by building and broadening their solutions to the Google Workspace platform across organizations.

### **Technology: Security - Analytics**

This award recognizes one partner that expertly augmented Google Cloud security solutions to enable visibility and auditability of user and system activities in their customers' infrastructure, while providing policy-driven alerting and reporting.

### **Technology: Security - Application NEW**

This award recognizes one partner that expertly augmented security for applications running on Google Cloud via software supply chain security or via layer 7 application protection.

### **Technology: Security - Configuration, Vulnerability Mgmt & GRC**

This award recognizes one partner that expertly augmented Google Cloud security solutions to visualize and inspect their customers' network and application deployments for vulnerabilities, security and compliance risks, and assisted with remediation, to protect and secure their customers' information.

### **Technology: Security - Data Protection**

This award recognizes one partner that expertly augmented Google Cloud security solutions to protect their customers' data from unauthorized access, as well as internal and external threats, through encryption, key management, and policy-driven data loss prevention controls.

### **Technology: Security - Identity & Endpoint Protection**

This award recognizes one partner that expertly augmented Google Cloud security solutions to manage and govern user identities throughout their life cycle, strengthen authentication, and simplify secure access to cloud resources.

### **Technology: Security - Infrastructure**

This award recognizes one partner that expertly augmented Google Cloud security solutions to protect their customers' hybrid cloud infrastructure and applications from cyber attacks.

## 14 | Training Partner of the Year

*One global winner • Five regional winners (APAC, EMEA, LA, NA, Japan)*

This award recognizes partners that have provided exceptional training services and enabled customer success by innovating, building, and delivering the right combination of Google Cloud solutions through learning.

Your organization must be approved for the **Service Engagement Model** and a **Google Cloud Training product** to qualify for this award.

**Q: What makes your company the best choice for Training Partner of the Year?** Think certification opportunities and ways your organization effectively engaged with the Google Cloud team. (2,000 characters or less)