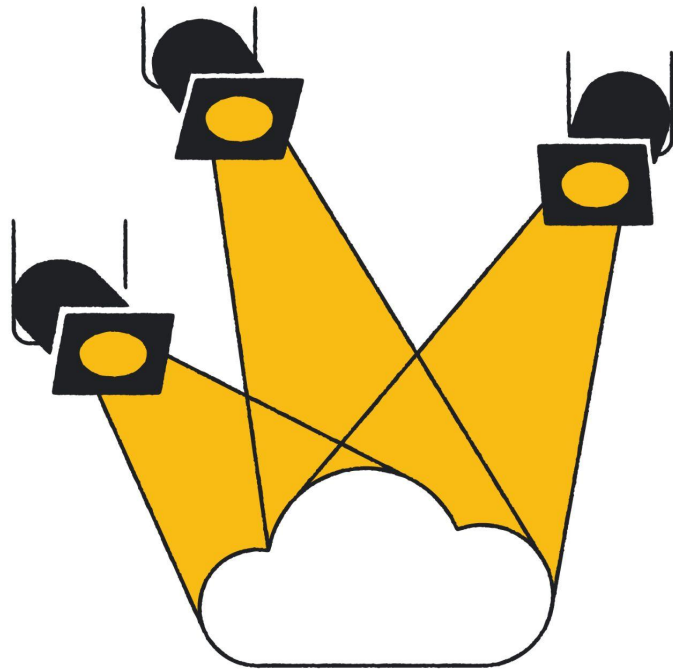


Partner of the Year Awards Guidebook

2025



Proprietary & Confidential

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01 Overview of the program



It's time to honor you

The 2025 Google Cloud Partner of the Year Awards recognize the essential work of our partners who lead with vision and determination. Your focus on delivering innovative, customer-driven solutions with Google Cloud is worth celebrating.

2025 Google Cloud Partner of the Year Awards at a glance



Summary

These awards are open to current [Google Cloud partners](#) who have showcased innovative thinking, unparalleled customer service, and exemplary application of our products and solutions.*

Prepare your responses using the [Application Preview](#).

Apply now [closed] »



Benefits

- Partner of the Year trophy
- Recognition badge for promotional materials
- Callout in the Partner Directory
- Press and social media features
- Access to a VIP reception at Next '25

**Awards are subject to change at Google Cloud's discretion.*

Key dates



Nov. 4
Applications open



Dec. 13
Applications closed



Feb. 26
Winner notifications



March 14
Press release drafts due



April 8
Announcement at Next '25

Choosing the winners

The 2025 Google Cloud Partner of the Year Awards will recognize outstanding achievements within the partner ecosystem. A diverse panel of judges representing multiple partner teams will carefully select the winners.

The judges will evaluate:



The overall completeness and thoroughness of your application.



Your organization's demonstrated 2024 success with Google Cloud products, based on the specific criteria in your category.



Key metrics the Google Cloud team will pull on your behalf.

02 Categories and criteria

2025 Partner of the Year Awards categories

- Sell Engagement Model
- Service Engagement Model
- Build Engagement Model



Artificial Intelligence

3 global • 5 regional • 8 segment winners

NEW



Social Impact

1 global • 8 segment winners

UPDATED



Security

1 global • 5 regional • 7 segment winners

NEW



Business Applications

1 global • 12 segment winners

UPDATED



Google Workspace

1 global • 5 regional • 3 segment winners

NEW



Talent Development

1 global • 5 regional winners



Country

36 sub-regional winners

NEW



Global Services & Industry Solutions

3 global • 14 segment winners

UPDATED



Technology

1 global • 6 segment • 20 additional winners



Data & Analytics

1 global • 5 regional • 6 segment winners

NEW



Infrastructure Modernization

1 global • 5 regional • 6 segment winners

NEW



Training

1 global • 5 regional winners



Databases

1 global • 5 regional • 1 segment winner

NEW



Public Sector

1 global • 4 regional • 5 US segment winners

01 Artificial Intelligence NEW

This award recognizes partners that **helped customers leverage generative AI in 2024 to achieve outstanding success through Google Cloud.**

Services & Sales awards

Global Sales & Services NEW
Global Innovation & Solutions NEW
Gemini for Google Workspace NEW
Public Sector NEW
APAC NEW
EMEA NEW
Japan NEW
LATAM NEW
NORTHAM NEW

Technology awards

Global Technology NEW
Data & AI NEW
Data Management & AI NEW
Foundation Models NEW
Gemini for Google Workspace NEW
Security NEW
Tooling NEW



3 global winners
5 regional winners
8 segment winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- AI adoption
- Total revenue and growth
- Total new business
- New public customer references
- New certifications, expertise, and specializations

02 Business Applications UPDATED

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.

Technology awards

Global

Education

Emerging Industry NEW

Financial Services & Insurance

Government

Healthcare & Life Sciences

Line of Business Applications

Manufacturing

Media & Entertainment

Retail

Supply Chain & Logistics

Sustainability

Telecommunications



1 global winner
12 segment winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Influenced revenue and growth
- Total new and incremental business
- Total pipeline
- New public customer references

03 Country NEW

This award recognizes partners that have **demonstrated exceptional expertise in leveraging their services and solution capabilities** to drive sales and deliver outstanding outcomes for Google Cloud customers.

Services & Sales awards

APAC

Australia & New Zealand
Greater China Region
India
Indonesia
Malaysia
SEA
Singapore
South Korea
Taiwan
Thailand

EMEA

Africa NEW
Alps
Benelux
CEE
Denmark
Finland
France
Germany
Iberia
Israel
Italy
Middle-East NEW
Norway
Poland
Saudi Arabia NEW
Sweden
Turkey NEW
UK/IE

LATAM

Argentina
Brazil
Chile
Colombia
LATAM Emerging Markets
Mexico

NORTHAM

Canada
United States



36 sub-regional winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total revenue
- Total new and incremental business
- Total pipeline
- Total workload contribution
- Total certifications, expertise, and specializations earned
- New public customer references

04 Data & Analytics NEW

This award recognizes partners that **expertly migrated or deployed new Google Cloud Data Analytics solutions** helping customers extract actionable insights from their data, fueling business transformation

Services & Sales awards

Global NEW
APAC NEW
EMEA NEW
Japan NEW
LATAM NEW
NORTHAM NEW

Technology awards

Business Intelligence
Data Provider
Marketplace
Smart Analytics
Governance
Ingestion



1 global winner
5 regional winners
6 segment winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total revenue and growth
- Total new and incremental business
- Total pipeline
- New public customer references

05 Databases NEW

This award recognizes partners that have **successfully implemented and optimized Google Cloud's database solutions**, enabling their customers to manage data efficiently, securely, and at scale.

Services & Sales awards

Global NEW
APAC NEW
EMEA NEW
Japan NEW
LATAM NEW
NORTHAM NEW

Technology awards

Data Management



1 global winner
5 regional winners
1 segment winner

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total revenue and growth
- Total new and incremental business
- Total pipeline
- New public customer references

06 Social Impact UPDATED

This award recognizes partners that have demonstrated **exceptional commitment to driving positive social impact** through innovative solutions and initiatives within their organizations.

Services, Sales, and Technology awards

Global

Accessibility Innovation NEW

Community Empowerment NEW

Corporate Social Responsibility Leadership NEW

Crisis Response & Resilience NEW

Employee Resource Group Excellence NEW

Ethical AI & Data Use NEW

Workplace Leadership NEW

Technology for Good NEW



1 global winner
8 segment winners

07 Google Workspace NEW

This award recognizes partners that **excel in driving sales and delivering outstanding services for Google Workspace**, empowering customers with innovative solutions that transform collaboration and productivity.

Services & Sales awards

Global NEW
APAC NEW
EMEA NEW
Japan NEW
LATAM NEW
NORTHAM NEW

Technology awards

Innovation
Impact
Platform



1 global winner
5 regional winners
3 segment winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total revenue and growth
- Total new and incremental business
- Total new business
- New logos

08 Global Services & Industry Solutions UPDATED

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.

Services awards

Global Services	Healthcare & Life Sciences
Global Breakthrough	Manufacturing
Global Industry Solutions	Media & Entertainment
Application Development NEW	Oil and Gas NEW
CPG NEW	Retail
Education	Supply Chain & Logistics
Financial Services & Insurance	Sustainability
Gaming	Telecommunications
Government	



3 global winner
14 segment winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Incremental ACV
- Total pipeline
- Influenced revenue
- New public customer references
- Total revenue

09 Infrastructure Modernization NEW

This award recognizes partners that have **helped their customers modernize their infrastructure by leveraging Google Cloud's innovative solutions**, resulting in increased agility, scalability, and cost-efficiency.

Services & Sales awards

Global NEW
APAC NEW
EMEA NEW
Japan NEW
LATAM NEW
NORTHAM NEW

Technology awards

Backup/DR
Compute
Marketplace
Networking
Storage
Virtualization



1 global winner
5 regional winners
6 segment winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total revenue and growth
- Total new and incremental business
- Total pipeline
- New public customer references

10 Public Sector

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.

Services & Sales awards

Global	US Education
APAC	US Federal - Civilian
EMEA	US Federal - Department of Defense (DoD)
LATAM	US Federal - National Security
Canada	US State & Local Government (SLG)



1 global winner
4 regional winners
5 US segment winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total resold revenue
- Total revenue
- Influenced revenue
- Partner-sourced pipeline
- New workloads

11 Security NEW

This award recognizes partners that have **effectively implemented Google Cloud's security solutions**, safeguarding their customers' data and infrastructure from evolving threats.

Services & Sales awards

Global NEW

APAC NEW

EMEA NEW

Japan NEW

LATAM NEW

NORTHAM NEW

Technology awards

Analytics & Operations

Application

Data Protection

Identity & Access Management

Infrastructure Protection

Marketplace

Workload Security



1 global winner
5 regional winners
7 segment winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total revenue and growth
- Total new and incremental business
- Total pipeline
- New public customer references

12 Talent Development

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.

Services & Sales awards

Global
APAC
EMEA
Japan
LATAM
NORTHAM



1 global winner
5 regional winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total number of certified individuals
- Certification growth rate
- Total certifications, expertise, and specializations earned

13 Technology

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.

Technology awards

Global

Application Development - CloudOps

Application Development - DevOps

Application Development - DevSecOps

Marketplace

Marketplace - Business Apps

Operating System (Linux) **NEW**

And 20 additional Technology awards across:

Data & Analytics (4 awards)

Databases (3 awards)

Infrastructure (6 awards)

Security (7 awards)



1 global winner
6 segment winners
20 additional winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total revenue and growth (product-specific)
- Total pipeline
- New public customer references

14 Training

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.

Services awards

Global
APAC
EMEA
Japan
LATAM
NORTHAM



1 global winner
5 regional winners

Google Cloud will pull relevant information on your behalf, including but not limited to:

- Total learners
- CSAT scores
- Total evaluations
- ILT days delivered
- Total certifications, expertise, and specializations earned
- Delivery Navigator utilization

03 How to apply

Tips for an outstanding submission

01

Demonstrate the impact

For all categories except DEI and Social Impact, the Google Cloud team will pull relevant metrics alongside your application. However, we encourage you to provide additional data that shows how your business leverages Google Cloud technology to drive unique, measurable results.

02

Tell a captivating story

The judges will review many submissions, so make yours stand out by telling a story that truly captures the essence of your company. Highlight your unique personality and describe your organization in a way that only you can.

03

Share various perspectives

Strengthen your submission by including diverse viewpoints from across your organization. Testimonials from customers or quotes from team members can provide a richer, more complete picture of your success.

04

Be concise

Keep your submission focused. A well-crafted submission is clear and to the point. Judges appreciate clear, concise applications that present the most important information without unnecessary elaboration.

How to apply

Step 1: Prepare your responses

All questions on the submission form are included in the [Application Preview](#). We recommend making a copy and preparing your responses ahead of time, before submitting them on the form.

Step 2: Complete the fields

Follow the instructions on the form to complete the application. You can apply in any category, as long as you meet the requirements.

Step 3: Celebrate on Apr. 8, 2025

A public announcement and celebration of winners will take place at Google Cloud Next '25.

Applications are now closed.

Need-to-knows

- Submissions open **Nov. 4** and close **Dec. 13**.
- You can apply for as many categories as you'd like. You may be selected for additional awards by Google Cloud.
- If you're applying for multiple categories, please differentiate your answers for each award.
- Please coordinate with your team to submit one application per company, or designate one submitter.

Please review the form details carefully for additional details around the nomination process.

FAQ

Are there any specific eligibility requirements?

Yes. In order to enter, you must be a Google Cloud partner and submit a complete application by 11:59 P.M. Pacific Time on **Dec. 13, 2024**. To qualify for certain awards, your organization must be approved for a specific Engagement Model (Build, Sell, or Service).

How many times can my organization apply?

You can submit to as many categories as you like within your submission form. Ideally, to avoid duplication, your organization will submit only one form.

Can my organization win more than one award?

Yes. A partner can receive up to five awards.

Will the info I submit be confidential?

Yes. The information you submit will be seen only by the 2025 Google Cloud Partner Awards 2025 team and the panel of judges, which is made up of members of the Google Awards Team and other Googlers.

Can I include information from prior to 2024?

No. Award entries will be judged based on your organization's 2024 performance only.

Can I save a draft of my application?

You can effectively save a draft of your application by submitting it. Then you'll have the ability to edit it until December 13, 2024, when we'll consider it for the award.

Can I edit my application once I've submitted it?

Yes. Once you've submitted your completed application, you can make edits until the **Dec. 13, 2024** deadline. To return to the form, use the unique URL you receive in your confirmation email. You can also share that URL with anyone in your organization and invite them to contribute and/or edit your responses.

What can I win?

Winners will receive an array of recognitions, including:

- Google Cloud Partner Award designation for your company website
- Materials to support a press release
- Google Cloud blog and social posts
- Callout in the Google Cloud Partner Directory
- And more

When are winners announced?

Winners will be notified of the results via email in **Feb. 2025**. Winners are under embargo until the official announcement at **Google Cloud Next '25**.

How are winners determined?

Winners will be selected by a curated panel of judges based on the information in the completed application, in addition to the quantitative information that Google Cloud pulls.

I won last year. Can I win again this year?

Yes. Awards are considered based only on 2024 performance, so every partner is eligible to win regardless of whether they've won in previous years.

Where can I find this year's submission questions?

We created an application preview to help you develop your responses. The questions and character limits reflect exactly what you'll see on the form.

Check out the template and other resources on the [Google Cloud Awards landing page](#).



Questions?

Email us:

cloudpartnerawards2025@google.com

Thank you

