



Talend Achieves Microsoft Gold Cloud Competency & Co-Sell Partner Status

January 9, 2018

Certification Underscores Expertise with Microsoft Azure and Proven Ability to Meet Customers' Needs

REDWOOD CITY, Calif.--(BUSINESS WIRE)--Jan. 9, 2018-- [Talend \(NASDAQ: TLND\)](#), a leader in [cloud](#) and [big data](#) integration solutions, today announced it has achieved Microsoft Gold Competency status for Microsoft Azure. Talend is among the first one hundred global independent software vendors to obtain Gold Competency for the Cloud, assuring customers that Talend solutions thrive on Azure. Talend's Co-Sell Ready verified expertise demonstrates Talend's capability and commitment to customer success, accelerated with dedicated support from Microsoft Channel Managers for Talend field representatives.

According to Gartner, "By 2021, more than half of the global enterprises currently using the cloud will have adopted a purely cloud-based strategy." ¹ Gold Competency is Microsoft's highest level of partner certification and is only awarded to companies that have demonstrated expertise and proven skills with a particular Microsoft technology or service. Businesses that achieve this level of competency are among the top one percent of Microsoft elite partners worldwide.

"Cloud services are increasingly at the heart of every organization's digital business strategy, which is why we made it our goal to obtain this certification," said Michael Pickett, SVP, Business Development and Partner Ecosystems, Talend. "We have extensive experience in successfully deploying Talend solutions on the Microsoft Azure platform. Our proficiency and integration with the Azure platform, as well as close partnership with Microsoft, allows us to help customers take their digital transformations to the next level by delivering cloud connectivity that is simple, fast, and secure."

Vendors that have achieved Gold competency become eligible for Microsoft's signature cloud support, Azure deployment planning services, Azure sponsored credit, direct partner support, eligibility to deploy certain on-premises, internal use software on Microsoft Azure, and access to the cloud platform roadmap. This adds tremendous value to Talend's existing cloud expertise and offerings. Talend also works with an ecosystem of service providers that are Microsoft Gold certified, giving Talend customers an end-to-end value chain around the use of Microsoft Azure.

"By achieving a gold competency, organizations like Talend have proven their commitment and expertise in specific technology areas, which places them among a small percentage of Microsoft partners worldwide," said Gavriella Schuster, corporate vice president, Worldwide Partner Group at Microsoft Corp. "For customers looking for a partner to help meet their unique business needs, choosing a company that has attained Microsoft competencies like Talend is a smart move. They have highly qualified experts with access to Microsoft technical support and product teams."

To achieve Gold Competency, businesses must submit customer references that demonstrate successful projects, meet a performance commitment, and pass technology and sales assessments. Some of the customers using Talend solutions in the Microsoft cloud include: CA Technologies, [Calor Gas](#), HP Inc., [Johnson Controls](#), and [Newgistics](#).

Microsoft recently increased its investment in the Co-Sell partner program to include the creation of a channel-manager role, dedicated to supporting the partners' go-to-market efforts and success. This channel-manager will help guide each of Talend's customer engagements for Microsoft Azure environments.

Customers wanting to learn more about how Talend solutions work within Microsoft Azure environments can visit our [Azure cloud integration page](#) or the [Talend blog](#).

Like this story? Tweet this: @Talend receives Microsoft Gold Competency and Co-Sell Partner status for Microsoft Azure [@msPartner #Cloud](#) <http://bit.ly/2kerC3S>

¹ Gartner, Inc. "Think Strategically to Reap the Rewards of Moving Content Services to the Cloud," Monica Basso, Karen A. Hobert, Michael Woodbridge, 14 November 2017.

About Talend

Talend ([NASDAQ: TLND](#)) is a next-generation leader in cloud and big data integration software that helps companies turn data into a strategic asset that delivers real-time, organization-wide insight into customers, partners, and operations. Through its open, native, and unified integration platform, Talend delivers the data agility required for companies to meet the constantly evolving demands of modern business. With Talend, companies can easily scale their data infrastructure and rapidly adopt the latest technology innovations in cloud and big data. Talend's solutions support over 1500 global enterprise customers including Air France, GE, and Lenovo, across a range of industries. Talend has also been recognized as a leader in its field multiple times by leading analyst firms, as well as several industry and data trade publications including InfoWorld and SD Times. For more information, please visit www.talend.com and follow us on Twitter: [@Talend](#).

View source version on businesswire.com: <http://www.businesswire.com/news/home/20180109005545/en/>

Source: Talend

Talend
Chris Taylor, 408-674-1238
VP, Corp. Communications
ctaylor@talend.com

or
Siobhan Lyons, 202-431-9411
Director, Corp. Communications
slyons@talend.com