

Wibu-Systems demonstrates best-in-class capability and market leadership through demonstrated technology success and customer commitment.

Wibu-Systems Achieves a Microsoft Gold OEM Competency

Karlsruhe, Germany, August 28, 2013 – Wibu-Systems today announced it has attained once more a Gold OEM competency, demonstrating a “best-in-class” ability and commitment to meet Microsoft Corp. customers’ evolving needs in today’s dynamic business environment and distinguishing itself within the top 1 percent of Microsoft’s partner ecosystem.

To earn a Microsoft gold competency, partners must successfully complete exams (resulting in Microsoft Certified Professionals) to prove their level of technology expertise, and then designate these certified professionals uniquely to one Microsoft competency, ensuring a certain level of staffing capacity. They also must submit customer references that demonstrate successful projects (along with implementing a yearly customer satisfaction study), meet a revenue commitment (for most gold competencies), and pass technology and/or sales assessments.

With a clear focus on intellectual property protection and software license management, over the years Wibu-Systems has refined and enriched its product portfolio. The additional recent grant of the WHQL certification from Microsoft for its hardware devices (CmStick and CmCard, respectively smart card based USB dongle, supporting USB mass storage or HID communication, and SD memory card, both serving as secure license containers) is a supplementary accomplishment that testifies the attentive quality process all our solutions are being subject to. The hardware, and not just the software, qualification fulfills industrial environment standards and as such is part of Wibu-Systems’ strategy to supply licensing and security solutions to all those vendors that rely on Microsoft operating systems, including computer platforms, embedded systems and cloud schemes.

“This Microsoft Gold OEM competency showcases our expertise in and engagement with today’s technology market and demonstrates our deep knowledge of Microsoft and its products,” said Oliver Winzenried, CEO and Founder of Wibu-Systems. “Our membership to Microsoft Partner Network and the Microsoft Pinpoint community aim at further accelerating our global customers’ success by serving as technology advisors for their software monetization demands.”

“By achieving a gold competency, partners have demonstrated the highest, most consistent capability and commitment to the latest Microsoft technology,” said Jon Roskill, corporate vice president, Worldwide Partner Group at Microsoft Corp. “These partners have a deep expertise that puts them in the top 1 percent of our partner ecosystem, and their proficiency will help customers drive innovative solutions on the latest Microsoft technology.”

Attaining the OEM competency demonstrates expertise in design and delivery of quality hardware solutions. Equipped with exclusive training, the latest software, and support on Windows 8 and Windows Server 2012 operating systems for the Microsoft platform, partners help customers optimize their assets and technology investments.

The Microsoft Partner Network helps partners strengthen their capabilities to showcase leadership in the marketplace on the latest technology, to better serve customers and, with 640,000 Microsoft partners in their ecosystem, to easily connect with one of the most active, diverse networks in the world.

Press Contact:
WIBU-SYSTEMS AG
Daniela Previtali, Global Marketing Manager
Tel. +49 721 9317235 / +39 035 0667070
daniela.previtali@wibu.com
www.wibu.com

More than 20 years of Perfection in Software, Document, Media and Access Protection



WIBU-SYSTEMS AG (WIBU®), founded in 1989 by Oliver Winzenried and Marcellus Buchheit, is an innovative security technology leader in the global market of lifecycle software licensing. The broad range of Wibu-Systems solutions is unique and offers digital asset, intellectual property and integrity protection to application fields ranging from computers to mobile, from embedded automation to cloud computing, from SaaS to virtualized models.



Press release

Media graphic resources available at: <http://www.wibu.com/photo-gallery.html>

© Copyright 2013, WIBU-SYSTEMS AG. All rights reserved. All trademarks, trade names, service marks, and logos referenced herein belong to their respective organizations and companies.