

# Masterson Named as 2019 Pivotal APJ Systems Integrator of the Year



At the annual Pivotal Partner Summit in Austin, TX USA on October 7, 2019, Masterson Technology Limited was recognised as the 2019 Asia-Pacific and Japan (APJ) Systems Integrator Partner of the Year for Customer Impact. This award from Pivotal Software recognises Masterson's impact to customers in helping companies on their digital transformation journeys.

"I'm delighted to announce that Masterson has received the APJ Systems Integrator Partner of the Year for Customer Impact Award," said Nick Cayou, Vice President of Global Ecosystem, Pivotal Software. "This award recognises partners who have delivered services contributing to notable customer success using Pivotal's offerings."



In addition to earning one of the globally recognised awards, Masterson also won two APJ regional awards as a Pivotal Ready Partner Program (PRPP) Partner:



The APJ PRPP Partner of the Year Award, which recognises Masterson for making significant breakthroughs in new customer accounts, helping them embark on their business and technology transformation journey with Pivotal's solutions.

The APJ Sales Marvel of the Year Award, which recognises their sales, for being a true trusted advisor in helping customers transform their business through Pivotal's solutions.

Lionel Lim, President and Managing Director, Pivotal APJ, added, "Masterson is one of the Pivotal's earliest partners in Asia-Pacific, embracing Pivotal's vision for customers from the start—transforming software development based on cloud-native platforms, development tools, and unique methodologies. We look forward to working with Masterson to help more customers in their transformation journeys."



"Through the adoption of Pivotal's unique application transformation framework, operating under a hybrid, multi-cloud model, Masterson is able to help enterprises to redefine their core value, differentiating themselves in this highly disruptive market environment," said James Tso, Chief Strategy Officer of Masterson. "Masterson is honoured to be recognised by Pivotal for our great partnership."

Winning these Pivotal Partner Awards reflects Masterson's significant efforts to support cooperation between clients and Pivotal in the past 12 months.

# Masterson 被評為2019年度 Pivotal APJ 系統整合合作夥伴



在2019年10月7日於美國 Austin, Texas 舉行的年度 Pivotal 合作夥伴峰會上，Masterson Technology Limited (Masterson) 被認可為 2019 年亞太和日本 (APJ) 地區，年度最佳客戶影響力系統整合合作夥伴。此 Pivotal Software 獎項，認可了 Masterson 在幫助企業進行數位化轉型過程中，對客戶的影響力。

Pivotal Software 全球業務生態系統副總裁 Nick Cayou 表示：很高興宣佈 Masterson 榮獲年度 APJ 最佳客戶影響力系統整合合作夥伴大獎，該獎項旨在表揚那些使用 Pivotal 產品為客戶作出傑出貢獻的服務合作夥伴。



除了獲得此項全球公認的獎項外，身為 Pivotal Ready 合作夥伴 (PRPP)，Masterson 還獲得了兩個 APJ 區域性獎項：



亞太區年度合作夥伴大獎，認同 Masterson 在開拓新客戶方面取得重大突破，並藉 Pivotal 解決方案幫助客戶踏上了業務和技術轉型之路。

亞太區年度銷售成就大獎，認同 Masterson 作為一家值得信賴的銷售顧問，通過幫助客戶，以 Pivotal 解決方案實現業務轉型。

Pivotal APJ 總裁兼董事總經理 Lionel Lim 補充說：Masterson 是 Pivotal 在亞太地區最早期的合作夥伴之一，從一開始便實踐了 Pivotal 對客戶的使命 – 以原生雲平台、開發工具和獨特方式，改進軟件的開發進程。Pivotal 期待與 Masterson 的合作，以幫助更多的客戶進行轉型。

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Masterson 公司首席策略總監 Mr. James Tso 表示：配合混合雲、多種雲的運作模式，Pivotal 採用獨特的應用程序轉換框架，使 Masterson 能幫助企業重新定義其核心價值，從而在這個高速發展的市場環境中脫穎而出。Masterson 很榮幸獲得 Pivotal 認可的重要合作夥伴。

此次獲得 Pivotal 年度合作夥伴多項大獎，充分證明了 Masterson 在過去一年中為支援客戶與 Pivotal 合作所作出的重大努力和貢獻。