



Sandy Cals-Summers to join Canalys Corporation

Canalys' expansion continues as it brings in valuable distribution expertise

For immediate release:

Friday February 5th 1999 – Canalys Corporation announced today that Sandy Cals-Summers will be joining the organization as a Senior Analyst. Sandy, who is currently working for Cisco Systems, will join Canalys on March 1st.

Sandy Cals-Summers, on agreeing to accept the position, said, "My previous experience working within both the vendor and analyst communities has enabled me to recognize the attractive opportunity that Canalys has offered to me. The combination of being involved in leading edge channel analysis, while being a friendly partner of so many leading global IT companies, is an extremely attractive proposition. I look forward to taking part in this once-in-a-lifetime opportunity to put my MBA into practice and to shape Canalys' growth."

Steve Brazier, President & CEO of Canalys, added, "Sandy's knowledge of distribution, combined with her experience in market analysis, makes her an obvious choice for Canalys. We are delighted to have been able to recruit such talent so quickly. When I decided to form Canalys I had the twin goals of establishing our firm with an unrivalled reputation for high quality channel analysis and also for developing a rewarding team environment. With both Sandy and Chris on board I feel sure that we can achieve these aims."

Chris Jones, senior analyst, continued "The depth of experience that the three of us bring to Canalys means that we are already able to match, or better, the skill sets offered by other longer-established consultancies. We now have the resources to tackle the larger projects that, so far, we had been forced to turn away."

Sandy's role will be to manage and contribute to Canalys' recently launched "Channels Analysis" research program. In addition, her networking and telecoms experience will enable Canalys to service clients that are positioning themselves for the opportunity presented by telecoms and IT convergence. This merger of the two industries will lead to a set of extremely complex channel questions, which Canalys will help the industry to navigate.

Prior to joining Canalys, Sandy had spent her career working for Cisco, Dataquest/Gartner Group and Madge Networks. In her most recent position at Cisco, as the SMB market research manager, she was responsible for providing market and channel analysis to Cisco's European Small and Medium business line of business. At Dataquest she had managed their "Network Distribution" research program and provided insight into numerous strategic distribution projects. She holds an Honours degree in

European Business Studies from Brunel University, and her post graduate studies include a Diploma in Management and a Diploma in Marketing from the Chartered Institute of Marketing, as well as an MBA from Brunel University. She is fluent in English, French and Portuguese and has proficiency in both Italian and Spanish.

Canalys' mission is to become established as the leading provider of high quality analysis regarding trends with the European IT and telecoms industry. By combining the depths of knowledge held within the existing market research industry, with the strategic insights contained at the management consultancies, it aims to provide recommendations that are both unique and comprehensive.

For more information:

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