

APAC Channel Partner of the Year award winners revealed

➤ Partners honored in front of an audience of industry peers

Shanghai, Palo Alto, Singapore and Reading - Monday, 26 November 2012

The Candefero Channel Partner of the Year awards recognize high achievement by channel partners in particular areas. The winners of this year's APAC awards were honored on stage earlier this month in Singapore at the Canalys Channels Forum - the largest independent channels conference in the region.

'Channel partners epitomize the spirit of business agility by adapting to shifting customer demands and preferences faster than any other part of the industry. We were thrilled to be able to recognize high performers from this special group and to announce the winners at the first APAC forum,' said Steve Brazier, Canalys President and CEO. 'The quality of nominations we received from the community underlines both the pace of development and the value delivered by partners in the region, to customers and to vendors.'

The awards recognized outstanding performance in four specific areas, as well as an overall 'all-round' partner of the year in the region. Winners were selected from the many nominations received by a panel of analysts, following interviews and research conducted to evaluate how each partner had made sustainable investments for the future, its performance, its demonstrated expertise and the resulting business value generated for its customers.

- The overall APAC Channel Partner of the Year award went to **Dimension Data**, for outstanding performance in several areas, including growth, services and innovation. The award was presented by Narong Intanate, Group CEO, ECS.
- The Revenue Growth Partner of the Year award went to **Jinming Scientific** for demonstrating outstanding growth and customer satisfaction. The award was presented by Nicky Lo, President and CEO, Synnex.
- The Online Sales Partner of the Year award went to **Acquire** for capitalizing on fast online sales growth while balancing the need for traditional channels. The award was presented by Michael Zilis, EVP, Asia Pacific Region, Ingram Micro.
- The Managed Services Partner of the Year award went to **QuantM** for building a sustainable services practice that continually invests in new areas. The award was presented by William Chu, Vice President, Avnet.
- The Innovation Partner of the Year award went to **Netsolutions Australia** for smart deployment of analytics-driven online trading tools. The award was presented by Wendy O'Keeffe, Executive Vice President, Westcon.

Peter Prowse, General Manager for Data Center Solutions at Dimension Data, said, 'Being selected as the APAC Partner of the Year is an honor and recognizes Dimension Data's reputation for committed client service and our focus on enabling clients to maximize their business strategies and IT investments.'

‘I was genuinely impressed by the entire event,’ said Pawan Khurana, CEO of QuantM. ‘My congratulations go to the entire Canalys team and its partners for pulling off this great feat. This is our first Asia Pacific award and from such a formidable and reputed independent organization as Canalys too. QuantM has always focused on staying a step ahead of the evolution of our industry. It gives us great satisfaction to see our endeavors recognized through this award.’

Simon Scott, Director Supply Chains at Acquire, said, ‘I sent an e-mail with a photo of the award to all of our 11 staff, congratulating them on their achievement. The subject of the e-mail was “Surprise” and I knew they would all see it first thing in the morning. We set out with zero capital and a unique transactional paradigm and have stuck to our principles. We think everyone is a customer, from vendor to distributor to consumer. To receive a regional award of recognition is just amazing and gives us great confidence to proceed at full steam ahead.’

About Candefero

Candefero is the exclusive global channel partner community run by Canalys. It provides the channel with an online forum to discuss the burning issues affecting their businesses and to get their opinions across to senior executives within vendor organizations. They also gain access to high-quality, independent market intelligence, trends analysis and advice from Canalys. Membership is free to qualifying employees of authorized channel partners only.

About the Canalys Channels Forums

The forums unite senior managers from leading technology vendors, distributors and channel partners to discuss industry trends, forge new business relationships and create sales opportunities. In addition to vendor keynotes and theater presentations, the events feature thousands of senior one-to-one meetings and prestigious gala dinners, among other networking activities. The events are open to senior business managers, both from IT vendors and channel partners. Journalists should contact press@canalys.com to ask about press passes. More information can be found at www.canalyschannelsforum.com.

About Canalys

Canalys is an independent analyst firm that strives to guide clients on the future of the technology industry and to think beyond the business models of the past. We deliver smart market insights to IT, channel and service provider professionals around the world. Our customer-driven analysis and consulting services empower businesses to make informed decisions and generate sales. We stake our reputation on the quality of our data, our innovative use of technology, and our high level of customer service.

Receiving updates

To receive press releases directly, or for more information about our events, services or custom research and consulting capabilities, please complete the contact form on the Canalys web site.

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