

Canalys announces winners of APAC Channel Partner Awards

Partners honored at the APAC Canalys Channels Forum, the region's largest independent channel conference

Shanghai, Palo Alto, Singapore and Reading (UK) - Monday, 08 December 2014

Canalys announced the winners of the Candefero Channel Partner of the Year Awards for LATAM. These awards recognize high achievement by the region's channel partners in particular areas. The winners were honored on stage in Shanghai on Thursday 6 November at the APAC Canalys Channels Forum, attracting 800 leading IT players from 20 countries across the region.

Canalys senior analyst Alex Smith said, 'It is always exciting to present the winners with their awards at our annual Channels Forum event in Asia. Every year the channel faces new challenges and opportunities, but with the continued pace of innovation and creative thinking, the industry continues to move forward. These awards prove that the APAC region is no exception.'

The Candefero Channel Partner of the Year Awards recognize outstanding performance in specific areas: Revenue Growth, Innovation and Transformation, Security, IT-as-a-Service, and Infrastructure Growth, together with an overall Channel Partner of the Year award. Winners were selected from the many nominations received by a panel of Canalys analysts, who took into consideration how each partner had made sustainable investments for the future, its performance, its demonstrated expertise and the resulting business value generated for its customers.

Ethan Group from Australia was announced as the overall Candefero Channel Partner of the Year, recognizing the company's excellence in terms of its strategy, financial performance, innovation and transformation, as judged by a panel of senior Canalys analysts.

Commenting on Ethan Group winning the award, Nick Stranks, Vendor Alliance Manager said, "We feel the award is recognition for the significant investment we have made as a business to transform our organization to becoming a leading Cloud Service Provider. It symbolizes our attention to financial performance for both ourselves and our clients, as well as our dedication towards partnering effectively with our valued vendors for the benefit of our clients. The development of our Ethoria™ Enterprise Portal which provides intelligent automation for cloud and business services is a world class achievement - enabling our customers to become a lot more agile and enabled.'

The winners in the other categories were announced as follows:

- ADCC Infocad (India) for Revenue Growth.
- Locuz Enterprise (India) for Innovation and Transformation.
- Dimension Data (APAC) for Security.

- Acclivis (Singapore) for IT-as-a-Service.
- Asia-Link (China) for Infrastructure Growth.

Abhay Kimmatkar, Director (Business Development), ADCC Infocad, winner of the Revenue Growth award, said, 'I am greatly honored to receive this coveted award. Our vision is to emerge as a premier solution provider in GIS, CAD and enterprise Engineering Solutions by providing services that optimize customer's investments. In India, we are enabling State Governments to carry out IT implementation for their Engineering & Planning at Town & Country Planning department; driving the various Smart Cities implementation in India. In 2014, we grew into a Public limited company and are now listed on the Bombay Stock exchange. We became premier resellers of Autodesk in Kenya, and was recognized by Bentley for our water project on 24x7 water distribution. Our business in Kenya, achieved its breakeven in the very 1st year of stepping into the territory.'

Vinjay Wadhi, MD & CEO of Locuz Enterprise, winner of the Innovation and Transformation award, said, 'This award is very special. The last 18 to 24 months has been about lot of engineering at our labs. Our efforts are beginning to pay and the fact that clouTor is now validated with key partners and their technologies is also evolving into being a full-fledged platform to achieve web scale on Hybrid and Private cloud. In 2014, we started our US operations specifically targeting at use cases around ClouTor. We also have won the largest security infrastructure contract and have taken our SOC offerings to the next level.'

About Canalys

Canalys is an independent analyst company 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.

To view the chart(s) from this press release, and others from Canalys, download the new Insight @Canalys app today from the Apple App Store, the Google Play store or as an [HTML 5 web app](#).

About the Canalys Channels Forums

The Canalys Channels Forums took place from September to November 2014. The EMEA event ran from 23-25 September in Cannes, France; LATAM conference from 21-23 October in Rio de Janeiro, Brazil; and finally, the APAC forum from 4-6 November in Shanghai, China.

The forums, in their seventh year in EMEA, third year in APAC and first year in LATAM, are the only independent events that 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 more than 3,000 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.

More information about the events can be found at www.canalyschannelsforum.com.

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.

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 our web site.

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