

Canalys announces winners of APAC Channel Partner of the Year awards

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

Shanghai, Palo Alto, Singapore and Reading (UK) - Wednesday 18 November 2015

Canalys announced the winners of the Candefero Channel Partner of the Year awards for APAC. These awards recognize high achievement by the region's channel partners in particular areas. The winners were honored on stage in Bali on Thursday 5 November at the APAC Canalys Channels Forum, which attracted 900 leading channel partners, distributors and vendors from 20 countries across the region.

Canalys Analyst Jordan De Leon said, 'The Candefero Channel Partner of the Year awards are always hotly contested in the APAC region, and this year was no different. We are very impressed with the way the channel in the APAC is evolving, amid such varied economic and technological maturity. We are really proud to honor the winning partners.'

The Candefero Channel Partner of the Year awards recognize outstanding performance in specific areas: Revenue Growth, Innovation and Transformation, Cloud: Software, Cloud: Managed Services and Infrastructure Growth, along 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.

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

Commenting on Accel Frontline winning the award, Ravi Dayanandan, Senior Manager - SCM, said, 'We are overwhelmed to be recognized for this award. Accel Frontline has demonstrated strong, profitable growth over the past 12 months and we have focused our energies on developing expertise in several vertical sectors, which has enhanced our ability to grow.'

The winners in the other categories were announced as follows:

- BIT Group (Malaysia) for Revenue Growth.
- ACPL Systems (India) for Innovation and Transformation.
- Data#3 (Australia) for Cloud: Software.
- Microware Limited (Hong Kong) for Cloud: Managed Services.
- Pronet (Philippines) for Infrastructure Growth.

Abdul Aziz Ali, Group CEO, BIT Group, winner of the Revenue Growth award, said, 'We are truly delighted to receive this award. Our revenue growth in the last year was 64% and we have outperformed the market in a tough Malaysian economy. Our focus is to ensure that we provide superior support to our customers and our customer focus has really helped support the revenue growth.'

Vishal Bindra, CEO, ACPL Systems, winner of the Innovation and Transformation award, said, 'We are very pleased to win this important award. We have developed our own data security solutions, which are then integrated with market-leading DLP solutions. Our security focus has enabled us to drive innovation for our customers and transform the services we bring to market.'

Brad Colledge, Executive General Manager, Data#3, winner of the Cloud: Software award said, 'We are delighted to receive the prestigious APAC Channel Partner award at Canalys. This accolade is a testament to the development and successful implementation of Data#3's well-considered cloud strategy, which has positively affected our cloud business. Our solution-based and customer-focused approach has allowed Data#3 to successfully solve customers' business challenges through the use of cloud technology.'

Joseph Yang, Director, Microware Limited, winner of the Cloud: Managed Services award noted, 'We are very pleased to win a Canalys Channel Partner of the Year award. We are celebrating our thirtieth anniversary, and we are in the midst of transitioning our business to an annuity-based revenue model. Our cloud revenue has grown 50% year on year.'

Winner of the Infrastructure Growth award, Leonard Cincochan, President, Pronet Systems Integrated Network Solutions, commented 'Pronet is honored to receive this prestigious award. We are celebrating our twentieth anniversary and have recently won major contracts with four major provincial airports in the Philippines to deliver CCTV surveillance systems. This means that major airports in the Philippines will benefit from upgraded IT infrastructure solutions.'

About Canalys

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