

## Canalys announces winners of LATAM Channel Partner Awards

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

Shanghai, Palo Alto, Singapore and Reading (UK) - Friday 27 November, 2015

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Canalys announced the winners of the Candefero Channel Partner of the Year Awards for LATAM. These awards recognize high achievement in particular areas by the region's channel partners. The winners were honored on stage in Cartagena, Colombia on Thursday 19 November at the LATAM Canalys Channels Forum, attracting more than 730 leading channel partners, distributors and vendors from 25 countries across the region.

Canalys senior analyst Alex Smith commented, 'The Candefero Channel Partner of the Year awards are always highly contested in the LATAM region and this year was no different. There were a record number of nominations and the range and quality of entries really impressed us. Channel partners in the LATAM region are evolving rapidly to take advantage of the speed of technology transformation.'

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, together with an overall Channel Partner of the Year award. Winners were selected by a panel of Canalys analysts from the many nominations received. The panel 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.

Grupo Compufácil of Colombia 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 Grupo Compufácil winning the award, Francisco Galvis, President said, "We are delighted to receive this prestigious award from Canalys. It's a huge recognition for hard work, excellent service and the best team. We have grown in revenue and profit significantly over the past few years and have invested heavily in our infrastructure services. We are proud to have developed educational virtualization solutions which benefit so many users, and take the education industry in Colombia to the next level of access, connectivity and real time in this millennial's era."

The winners in the other categories were announced as follows:

- Emtec Group (Peru) for Revenue Growth
- N&DC Systems Integrator (Brazil) for Innovation and Transformation
- Smartbytes (Panama) for Cloud: Software

- Exacto IT Solutions (Ecuador) for Cloud: Managed Services
- Intesis (Chile) for Infrastructure Growth

Oscar Martinez Valcarcel, Gerente General, Emtec Group, winner of the Revenue Growth award said, ‘We are honored to receive this award. Our revenues have grown around 400% in the last 12 months and our EBIT is up by 22%. We are delighted to be recognized by Canalys.’

Renê Rodrigues, Director, N&DC Systems Integrator, winner of the Innovation and Transformation award stated, ‘We are really pleased to win this award. We have grown consistently over the last three years and we are delighted to have developed a telemedicine solution which opens up healthcare to more remote areas of Brazil.’

Victor Evans, CEO, Smartbytes, winner of the Cloud: Software award commented, ‘‘We are delighted to receive the prestigious LATAM Channel Partner award from Canalys. We have developed and delivered an innovative cloud solution for the government of Panama which is helping to transform infrastructure delivery, as well as generating millions of dollars in cost savings for the government.’’

Javier Ron, CEO, Exacto IT Solutions, winner of the Cloud: Managed Services award noted, ‘‘We are very pleased to win a Canalys partner of the year award. We have transformed our business to deliver cloud services and now more than 50% of our revenues comes from cloud. We further support other clients to develop cloud services for their customers.’’

Winner of the Infrastructure Growth award, Farid Sheja, Gerente Comercial, Intesis, stated ‘‘Intesis is delighted to win this important award. We have grown well over the last few years and have invested heavily in our own data center, cloud and managed services capabilities.’’

Canalys also recognized the most active delegate and distributor team. Miguel Soto from Mexico and the Ingram Micro team from Mexico were winners, with their awards presented on stage by the Vice Minister of TIC from Colombia, María Isabel Mejía Jaramillo.

## 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.

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