

## Canalys announces winners of LATAM Channel Partner Awards 2016

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

Palo Alto, Shanghai, Singapore and Reading (UK) - Tuesday, 13 December 2016

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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 specific areas. The winners were honored on stage in Mexico on Thursday, 17 November at the Canalys Channels Forum LATAM, which attracted 845 leading channel partners, distributors and vendors from 36 countries across the region. The event featured packed keynote sessions, more than 1,000 one-to-one meetings and a spectacular gala dinner. The entire event was managed using Canalys' custom-developed events app. The app is now available for vendors and channel partners to use for their own partner events.

The Candefero Channel Partner of the Year Awards recognize outstanding performance in specific areas: Revenue Growth, Innovation and Transformation, Cloud: Software, Cloud: Managed Services, 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; and also based on each partner's performance, demonstrated expertise and the resulting business value generated for its customers.

Canalys Director, Channels, Alex Smith said, 'The LATAM awards highlighted the great depth of innovation and skills within the channel community. Partners were recognized for showing consistent, profitable growth.'

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

Sylvia Bellio, CEO, IT Line, stated 'We are delighted to be honored by Canalys. Our business is growing at more than 20% year on year and we have focused on developing our infrastructure capabilities. We are also Dell partner of the year for Brazil.'

The winners in the other categories were announced as follows:

- DISC IT Business Solutions for Revenue Growth.
- Misión Tecnológica for Innovation and Transformation.
- N1 IT for Cloud: Software.
- InfraTI for Cloud: Managed Services.
- Febicom for Infrastructure Growth.

Carlos Fajer, CEO, DISC in Mexico, winner of the Revenue Growth award, said, 'DISC is very pleased with this award, we planned and executed our organizational growth, geographic expansion and enriched our products and services offering by strengthening our partnership with DELL and EMC. All this has helped to increase our revenue by 61% in the last year and we are the fastest growing DELL EMC partner in Mexico.'

Jose Guerra, CEO of Peru-based Misión Tecnológica, winner of the Innovation and Transformation award, said, 'We have evolved our business from a printer reseller to be a leading provider of managed print services partner.'

Shirley Fernandes, Commercial Director at Brazil-based N1 IT, winner of the Cloud: Software award said, 'We are a Microsoft partner and have grown significantly. We now offer cloud solutions to SMB and enterprise customers across Brazil. We are also Microsoft's partner of the year in LATAM for 2016.'

Augusto Bueno, Sales Director of InfraTI in Brazil, winner of the Cloud: Managed Services award, said, 'We are very pleased to be recognized with this award. We have developed our cloud and managed services business with Cisco. Our business is growing 30% year on year.'

Daniel Felicitato, President, Febicom in Argentina, winner of the Infrastructure Growth award, said, 'Febicom is delighted to receive this award. We have grown our revenue by more than 30% in the last 12 months and infrastructure accounts for more than 45% of our revenue. We are heavily focused on developing our infrastructure business.'

## 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.

## Receiving updates

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