

Canalys announces winners of APAC Channel Partner Awards 2016

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

Palo Alto, Shanghai, Singapore and Reading (UK) - Tuesday, 22 November 2016

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 specific areas. The winners were honored on stage in Macau on Thursday, 27 October at the Canalys Channels Forum APAC, which attracted 1,000 leading channel partners, distributors and vendors from 28 countries across the region. The event featured packed keynote sessions, more than 2,000 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 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.

Canalys Analyst Jordan de Leon said, 'This year's channel partner awards recognized the vast depth of capability within the APAC channel. Partners were rewarded for driving profitable innovation and transformation in their organizations.'

Data#3 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.

Laurence Baynham, Chief Executive Officer at Data#3, said, 'Winning this award highlights the success of Data#3's strategy in a rapidly changing IT environment. Through our service-centric, customer-focused approach, Data#3 helps companies to achieve their goals through innovative and transformational solutions and services. The Data#3 team work seamlessly to deliver business outcomes for customers, and this award is a testament to their hard work.'

The winners in the other categories were announced as follows:

- Trends and Technologies for Revenue Growth.
- Origin IT New Zealand for Innovation and Transformation.
- LDS Infotech for Cloud: Software.

- FutureNet Technologies for Cloud: Managed Services.
- Proseth Solutions for Infrastructure Growth.

Marc Tioseco, Head of the Commercial Business Group for Trends and Technologies in the Philippines, winner of the Revenue Growth award, said, 'Trends and Technologies is very pleased to be recognized in the APAC region with this award. We have achieved double-digit growth, increasing our revenue and profitability, and we are committed to developing our cloud and managed services business profitably.'

Michael Russell, CEO of Origin IT, winner of the Innovation and Transformation award, said, 'Since our acquisition of Optinet in 2015, we have transformed our security services business, winning more outsourced security contracts for mid-market customers, and we will be further developing managed security services to run alongside our MSP practice.'

Amarnath Shetty, Managing Director at India-based LDS Infotech, winner of the Cloud: Software award said, 'We are a leading provider of Microsoft Azure and Adobe SMB cloud services. Our cloud business is growing rapidly and we secured double-digit growth in revenue and profit in the last 12 months.'

Ashok Lakshnichandran, Founder and CEO of FutureNet Technologies, 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 AWS, Cisco and Citrix. We are growing at 20% year on year and our cloud services business now accounts for more than 50% of our revenue.'

Ratanak Soth, General Manager for Proseth Solutions in Cambodia, winner of the Infrastructure Growth award, said, 'Proseth Solutions is delighted to receive this award. We have grown our profit and revenue by more than 60% in the last 12 months. We have been recognized as one of Cisco's fastest-growing partners in Cambodia, Laos and Thailand, and 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.

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