

Outstanding performance recognized at the Canalys Channels Forum APAC

Palo Alto, Shanghai, Singapore and Reading (UK) – Thursday, 14 December 2017

On stage in Perth, Australia last week, Canalys announced the winners of the Candefero Channel Partner of the Year Awards for APAC. These awards recognize high achievement by the region's



[Candefero Channel Partner of the Year awards 2017 APAC: "The awards highlight the diversity of partners in the region" - via @Canalys](https://twitter.com/Canalys) <https://tinyurl.com/y9sgllrd>

channel partners in a range of areas. The winners were honored in the western Australian city of Perth on Thursday, 7 December at the sixth APAC Canalys Channels Forum, which attracted around 1,000 leading channel partners, distributors and vendors from nearly 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 the [Canalys Event App](#). The app is now available for vendors and channel partners to use at their own partner events.

Canalys Senior Analyst Jordan de Leon said, "This year's APAC award winners really highlight the diversity of partners across the region and how they are innovating to provide unique solutions to meet the ever-growing expectations of their customers."

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.

FUJI SOFT Incorporated 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.

On winning the award, Yoshimasa Yamamoto, Executive Fellow, FUJI SOFT Incorporated said, "We are very pleased to be recognized by Canalys with this award. FUJI SOFT Incorporated is committed

to developing new robotics, AI, mobility and automotive solutions. We have grown strongly and profitably over the last 12 months.”

The winners in the other categories were announced as follows:

- Kawloon Networks System for Revenue Growth.
- ACPL Systems for Innovation and Transformation.
- Embee Software for Cloud: Software.
- ASI Solutions for Cloud: Managed Services.
- SMS Global Technologies for Infrastructure Growth.

Chuan Loon Foo, Director, Kawloon Networks System, winner of the Revenue Growth award, said, “In a challenging Malaysian market, Kawloon Networks System grew revenue and profit 38% and 88% respectively. We are focused on delivering data center and networking solutions to our enterprise customers.”

Vishal Bindra, CEO, ACPL Systems, winner of the Innovation and Transformation award, said, “ACPL has created a unique solution using AI and machine learning to support its security clients. This has enabled us to recognize attacks within seconds and give ‘breathing’ time to the analysts to implement change management. We are delighted to be recognized by Canalys with this award.”

Sudhir Kothari, CEO, Embee Software, winner of the Cloud: Software award said, “Embee is a leading cloud solution partner with more than 325 clients in India. Embee was among the first to drive cloud adoption and ranks today between first and fifth in cloud consumption. Embee’s consumption rates for Azure and Office 365 are as good as the world’s best today because it is focused on customer onboarding and creating IP solutions customized to clients’ specific needs.”

Nathan Lowe, Managing Director, ASI Solutions, winner of the Cloud: Managed Services award said, “ASI Solutions has grown significantly in the last three years. It has transformed from product resell to move to build new business models as-a-service, managed services and IT consulting. It has hired new employees and opened new offices in Melbourne and Brisbane.”

Anthony Christian Angeles, President, SMS Global Technologies, winner of the Infrastructure Growth award, said, “Infrastructure accounts for 50% of our business and is growing 20% year on year. This is a significant achievement in the Filipino market, which does not yet have much cloud. SMS Global Technologies has developed data center solutions that fit the floor space available, meaning that project management costs have reduced by 50%.”

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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. 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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