

Outstanding performance recognized at the Canalys Channels Forum LATAM

Palo Alto, Shanghai, Singapore and Reading (UK) – Tuesday, 28 November 2017

On stage in Buenos Aires, Argentina, 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 a range of areas. The winners were honored in the vibrant Argentinean city on Thursday, 16 November at the fourth Canalys Channels Forum LATAM, which attracted around 1,000 leading channel partners, distributors and vendors from nearly 22



Candefero Channel Partner of the Year awards 2017 LATAM: "Partners are growing very well in the region" - via @Canalys

countries in LATAM and the Caribbean. 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 available for vendors and channel partners to use at their own partner events.

Canalys Senior Director, Channels Alex Smith said, "This year's awards showed the depth of expertise in the LATAM channel. Partners are growing really well in the region and creating innovative solutions to meet increasingly complex customer requirements."

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.

Datastar 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.

Alejandra Traverso, Directora de Alianzas y Soporte a Ventas, Datastar said on winning the award, “We are delighted that Datastar won this coveted Canalys award. It validates our strategy of focusing on our data center and cloud business, as well as building our own SOC and NOC. We have grown profitably over the last few years and are proud to be named overall partner of the year.”

The winners in the other categories were announced as follows:

- Uniples for Revenue Growth.
- LiveConsult for Innovation and Transformation.
- W&S Central IT for Cloud: Software.
- Team IT for Cloud: Managed Services.
- Mision Tecnologica for Infrastructure Growth.

Jorge Ivan Gaviria Toro, Gerente, Uniples, winner of the Revenue Growth award, said, “Uniples has grown significantly in the last 12 months. We are focused on the cloud and data center market in Colombia and are delighted to receive this recognition.”

Marlon de Paula, CEO, LiveConsult, winner of the Innovation and Transformation award, said, “LiveConsult has used data analytics to provide retailers and car showrooms with key data to better support the customers’ buying journey. It has rolled out to eight shopping centers and 85 car dealers in Brazil.”

Alessandra Wolff, Directora, W&S Central IT, winner of the Cloud: Software award said, “W&S Central IT has built a solution working with Power BI and Ingram Micro cloud. It gained 22 new customers in the first year as a result of its cloud software solution.”

Julian Zuniga, General Manager, Team IT, winner of the Cloud: Managed Services award said, “TeamIT’s cloud business is growing rapidly with 150% growth year on year. We have built hybrid solutions to enable our customers to take the most advantage of cloud solutions. We ensure that our customers are offered the most appropriate solution for their needs and take advantage of what the cloud opportunity can bring.”

Jose Augusto Guerra Fernandez, Gerente General, Mision Tecnologica, winner of the Infrastructure Growth award said, “One of our strongest lines is outsourced printing. This business line involves the deployment of networks, servers and data centers. One of our strongest lines is outsourced printing. This business line involves the deployment of networks, servers and data

centers. In 2016, the outsourcing business closed with 700 printers installed, and in 2017 we will install over 2,000 printers, representing 250% growth.”

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About Canalys

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