

# APAC Canalys Channel Partner of the Year Awards recognize changing expertise

Palo Alto, Shanghai, Singapore and Reading (UK) – Tuesday 18 December 2018

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On stage in Hong Kong, Canalys announced the winners of the Candefero Channel Partner of the Year Awards for APAC. A record number of distributors attended, honouring the winners alongside other partners, sponsor vendors and the press on Thursday, 6 December. The event



APAC Canalys Channel Partner of the Year Awards recognize changing expertise - via @Canalys

<https://tinyurl.com/y96hkl8g>

was the seventh [Canalys Channels Forum APAC](#), the largest independent channels event in the region. The awards recognize high achievement by the region's channel partners in a range of areas.

Canalys Senior Analyst Jordan de Leon

commented, "Our awards celebrate the success

and hard work of the partner community. We introduced new awards in 2018 which distinguish recent changes and innovations in the capabilities of partners. The channel must constantly evolve alongside the exciting new technology and business models coming to market, and the Channel Partner of the Year segments highlights those that have made significant contributions and achievements."

The Candefero Channel Partner of the Year Awards highlight outstanding performance in specific areas: Growth, Innovation and Transformation, Cloud, Impact and New Technology, together with an overall Channel Partner of the Year award. Winners were selected from the many nominations received by a panel of experienced [Canalys channels analysts](#). Their research considered how each partner had made sustainable investments for the future, its performance, its demonstrated expertise and the resulting business value generated for its customers.

**ASI Solutions** 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. Nathan Lowe, CEO said, "We are delighted to win the overall Partner of the Year award. We recorded strong double-digit growth in 2017. We are rapidly transitioning to delivering managed services across a variety of different technology categories."

**Growth Partner of the Year** was awarded to **Galaxy Office Automation**. CEO Sanjay Patodia said, “Galaxy Office Automation has grown strongly well, we achieved more than 100% revenue and profit growth.”

**Cloud Partner of the Year** went to New Zealand’s **Datacom**. Head of Product Solutions Group AU, Ross Salisbury said, “Datacom has achieved significant growth from the continued investment in our Digital Market Place solutions delivering 24/7 online sales, services and support for SaaS solutions, which are delivered direct to clients or through key partnerships across the APAC region.”

**Mitra Integrasi Informatika** of Indonesia was named **Innovation and Transformation Partner of the Year**. Sjafril Effendi President Director, said, “We have developed an solution with Microsoft for Open Source & AI which we are deploying across Indonesia.”

Winning in a new category, **MFEC** took the award for **New Technology Partner of the Year**. Damrongsak Reetanon, Chief Cyber Security Officer, said, “MFEC is delighted to win this award. We have developed a new defense solution to support our clients in Thailand.”

The new **Impact Partner of the Year** award went to **Comparex** from India for its work developing an IoT edge solution. Ganesh Prabhanjan Nandyal, Head of Alliances, said, “Comparex has created a solution to enable water quality incidents to be raised using sensors and delivered to the employee smartphone.”

The Canalys Channels Forum in Hong Kong featured packed keynote sessions, more than 1,000 one-to-one meetings and a spectacular CCF Celebration party. The entire event was managed and translated using the [Canalys Event App](#), which includes the new AI chatbot “Fero”. The app is available for vendors and channel partners to use at their own partner events.

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**About the Canalys Channels Forums**

The [Canalys Channels Forums](#) are major independent events for IT channel partners across EMEA, APAC and LATAM. The events bring together major technology vendors, distributors and resellers to discuss industry trends, forge new business relationships and create sales opportunities. Our emphasis on high-quality content, top-level speakers and innovative ideas and platforms has enabled them to grow and become the world's largest independent IT channel events.

**About the Canalys Event App**

As channels experts, we understand your business and your conference goals. The [Canalys Event App](#) is the only app designed specifically for partner events and provides all the features that will make your event a success. It's reliable, intuitive and intelligent!

**Receiving updates**

To receive media alerts directly, or for more information about our events, services or custom research and consulting capabilities, please complete the [contact form](#) on our web site.

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