

Third CEO confirmed for Canalys Channels Forum 2018: “Independent Intelligence”

Palo Alto, Shanghai, Singapore and Reading (UK) – Tuesday, 5 June 2018

Jean-Pascal Tricoire, CEO and Chairman, Schneider Electric, will join the 2018 APAC Canalys Channels Forum in Hong Kong from 4-6 December 2018.



Third CEO confirmed for Canalys Channels Forum 2018 #SchneiderElec #DellEMC #HP #Lenovo – via @Canalys
<https://bit.ly/2HjHtIs>

“Independent Intelligence” is the theme for the 2018 Canalys Channels Forums, the largest independent IT channels events in EMEA, APAC and LATAM. The forums help partners make vital decisions about how they should invest their time, money and energy to get results. What solutions and services make channel partners stand out from the crowd? What’s happening in the IT

industry that will significantly affect partners’ business decisions? What’s on the horizon that means partners should reassess their strategies? The channel and vendor communities come together to present their verdicts. Canalys analysts will also be there to weigh in with an independent take on market conditions. Through keynotes and action-oriented sessions and meetings, the forums provide the fundamentals to help partners make tough decisions in 2018 and beyond.

Once again, the Canalys Channels Forums will bring top-level keynote speakers to our audience. The latest to be announced is Jean-Pascal Tricoire, CEO and Chairman of Schneider Electric. “We are thrilled to have Jean-Pascal Tricoire share his vision at the APAC forum,” said Rita Chaher, Canalys’ EVP Events and Services. “The company’s commitment to drive digital transformation and to facilitate interaction between its vast community of 20,000-plus systems integrators, developers and technology alliance partners will give forum participants a clear insight into tomorrow’s opportunities and market transformation.” Tricoire will take to the stage alongside other keynote sponsors representing Dell EMC, HP Inc and Lenovo. Committed speakers already include HP Inc President and CEO, Dion Weisler at CCF EMEA, and Lenovo Chairman and CEO, Yang Yuanqing also at CCF APAC.

The Canalys Channels Forum events bring together sponsor vendors and partners thanks to the essential participation of the top distributors in each region. This means delegates are attending independently of any industry alliances, which allows for realistic, independent and unbiased viewpoints to be aired. Naturally, technology discussions are central. In 2018 specifically, the focus will be on the ways “intelligence” is bringing further opportunities to the solutions partners sell. This includes intelligence in the network, at the edge, across devices, in the cloud, at home and in the enterprise. The AI revolution is here. It’s the future of platforms, IoT and automation, but we want to get to the crux of what’s relevant today, not just tomorrow. At the Canalys Channels Forums, the community will come together with ideas and opinions on the improvements and opportunities partners should invest in. Ultimately, the goal of the events is to help grow relationships and provide insights to help channel partners make the strategic decisions that will help build their businesses.

Other committed sponsors so far include AMD, Epson, Trend Micro, Fujitsu, Acer, Citrix, Cambium Networks, Datto, Eaton, Ruckus Wireless, VMware, channelcentral, ConnectWise, Cyren, Ergotron, Fontech, Information Builders, Mimecast, Scale Computing, Splunk and TeamViewer. Sponsorships are highly sought after and will sell out soon. Delegate registration is now open for the three events, and all are expected to sell out again well in advance.

Committed distributors at the 2018 events include Acmeo, Adistec, Air Computers, Also, Arrow, Axiz, Bluechip Infotech, Canal Digital, Compuage Infocom, Comercializadora de Valor Agregado, CompuSoluciones, Comstor, DACAS, Distecna, Dicker Data, ECS, Exertis, HCL Infosystems, Impresistem, Ingram Micro, Innovix Distribution, Intcomex, Licencias OnLine, Logicom, Microglobal, MPS, Network, Prianto, SEC Datacom, Solution Box, Starcenter, Stylus, Tarsus, Tech Data, Westcoast and Westcon-Comstor Americas.

EMEA: Barcelona, 9-11 October 2018. LATAM: Rio de Janeiro, 6-8 November 2018. APAC: Hong Kong, 4-6 December 2018.

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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.

About the Canalys Channels Forum

The Canalys Channels Forums (www.canalyschannelsforum.com) 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 us 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! For a free demo of the app, please visit: www.canalys.com/eventapp.

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