



Canalys announces winners of EMEA Channel Partner Awards

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

Palo Alto, Shanghai, Singapore and Reading (UK)— Tuesday, 07 October 2014

Canalys has revealed the winners of the Candefero Channel Partner of the Year Awards for EMEA. These awards recognize high achievement by the region's channel partners in particular areas. The winners were honored on stage in Cannes on Wednesday 24 September at the [EMEA Canalys Channels Forum](#), the region's largest independent channels conference.

Canalys principal analyst Alastair Edwards said, 'It is always exciting to present the winners with their awards at our annual Channels Forum event. Every year the channel faces up to new challenges and opportunities, but with the continued pace of innovation and creative thinking, the industry continues to move forward. These awards prove that the EMEA region is no exception.'

The Candefero Channel Partner of the Year Awards recognize outstanding performance in specific areas: Revenue Growth, Innovation and Transformation, Security, IT-as-a-Service, 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.

[CANCOM](#) from Germany was announced as the overall Candefero Channel Partner of the Year, recognizing the company's excellence in terms of its strategy, financial performance, innovation and transformation, as judged by a panel of senior Canalys analysts. Previous winners of this prestigious award include [Elmec](#) from Italy (2013) and [Softcat](#) from the UK (2012).

Commenting on CANCOM winning the award, CEO Klaus Weinmann said, 'We are delighted to have been selected as the Overall EMEA Channel Partner of the Year. As we believe in our vision to be the leading cloud transformation partner in the rapidly changing market and technology environment, we rely on close partnerships with all the leading vendors in several areas. And, of course, we rely on our employees; that is why this award is dedicated to them.'

The winners in the other categories were announced as follows:

NetSolutions for Revenue Growth.

NCI Technologies for Innovation and Transformation.

Lutech for Security.

Cheops for IT-as-a-Service.

Datacentrix for Infrastructure Growth.

Oktay Ilgöy, sales director and partner at [NetSolutions](#), winner of the Revenue Growth award, said, 'NetSolutions has achieved double-digit growth in the last 26 months, both in turnover *and* revenue. We are very proud of this achievement, particularly in the current tough market we have in Denmark. We can only continue this success by doing our utmost to meet the needs and expectations of our customers and employees. Our vision is to have 100% satisfied customers and 100% satisfied employees. By taking responsibility for both customers and employees, we are very confident that we can maintain this growth into 2015.'

Andy Trish, owner and director of [NCI Technologies](#), winner of the Innovation and Transformation award, said, 'Innovation always starts with ideas, seeds of knowledge and snippets of information that can grow into great projects. The Canalys Channels Forum 2013, and in particular Steve Brazier, sowed a seed in our minds that allowed us to create a fantastic project that benefits so many young children in education, and we are so grateful. This award recognizes the hard work of all the team at NCI throughout the year and makes us very proud to receive the recognition in 2014.'

Raul Arisi, marketing and alliance manager at [Lutech](#), winner of the Security award, said, 'Receiving the prestigious Candefero award from Canalys confirms Lutech's strategy is pointing in the right direction. We're experiencing a significant shift toward solutions in a service-oriented flexible approach, so we've engineered our own proprietary Security Platform to stand out in this competitive arena. We strongly

believe that innovation is about differentiating while adding value, and Lutech is willing to be there to support our customers.'

Nicolas Leroy-Fleuriot, chairman & CEO at [CHEOPS TECHNOLOGY](#) - winner of the ITaaS award - comments "Winning the European IT-as-a-Service award means that the market has perfectly understood the big transformation that CHEOPS TECHNOLOGY has executed over the last five years. We have invested significant amounts of time and money to build our industrial cloud offering, iCod (infrastructure CHEOPS on demand) and iCod Healthcare for the healthcare market. With more than 100 customers having already transferred their IT production to our cloud in our datacenters, CHEOPS is well positioned for continued growth in the future."

Ahmed Mohamed, CEO at [Datacentrix](#), winner of the Infrastructure Growth award, said, 'We are delighted to be named as winner of the Canalys Infrastructure Growth award. This award recognizes our continued commitment to and investment in complex solutions and services for the African market. The capability was built with the end goal in mind of assisting clients in navigating the ever-changing IT landscape.'

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.

To view the chart(s) from this press release, and others from Canalys, download the new Insight @Canalys app today from the Apple App Store, the Google Play store or as an [HTML 5 web app](#).

About the Canalys Channels Forums

The Canalys Channels Forums take place from September to November 2014. The EMEA event ran from 23-25 September in Cannes, France. The LATAM conference takes place from 21-23 October in Rio de Janeiro, Brazil. Finally, the APAC forum runs from 4-6 November in Shanghai, China.

The forums, in their seventh year in EMEA, third year in APAC and first year in LATAM, are the only independent events that unite senior managers from leading technology vendors, distributors and channel partners to discuss industry trends, forge new business relationships and create sales opportunities. In addition to vendor keynotes and theater presentations, the events feature more than 3,000 senior one-to-one meetings and prestigious gala dinners, among other networking activities. The events are open to senior business managers, both from IT vendors and channel partners.

More information about the events can be found at www.canalyschannelsforum.com.

About Candefero

Candefero is the exclusive global channel partner community run by Canalys. It provides the channel with an online forum to discuss the burning issues affecting their businesses and to get their opinions across to senior executives within vendor organizations. They also gain access to high-quality, independent market intelligence, trends analysis and advice from Canalys. Membership is free to qualifying employees of authorized channel partners only.

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