

APAC Channel Partner of the Year award winners revealed

- **Partners honored at the Canalys Channels Forum - APAC's largest, independent channel conference**

Shanghai, Palo Alto, Singapore and Reading - Tuesday, 19 November 2013

Canalys revealed the winners of the Candefero Channel Partner of the Year Awards for APAC. These awards recognize high achievement by the region's channel partners in particular areas. The winners were honored on stage in Bangkok at the Canalys Channels Forum - the largest independent channels conference in the region.

'We were thrilled to be able to announce the winners at the forum, and to present each of them with their award on stage in front of their peers and the vendors with whom they work so closely,' said Steve Brazier, Canalys President and CEO. 'APAC's channel community plays a critical role in driving success, for their customers as well as for the vendors whose products and services they carry. They are crucial to helping businesses serve their customers, connect with partners and empower their employees by creating technology solutions that keep pace with the changing business environment.'

The Candefero Channel Partner of the Year Awards recognize outstanding performance in four specific areas - Revenue Growth, Data Center Builder, Managed Services and Innovation - as well as an overall 'all-round' Partner of the Year in the region. Winners were selected from the many nominations received by a panel of 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. The winners in each category were:

- **Datacom systems**, for outstanding performance in several areas, including growth, services and innovation (overall APAC Partner of the Year). The award was presented by John Soumbasakis, President, Latin America, Ingram Micro.
- **Galaxy Business Solutions**, for demonstrating outstanding growth and customer satisfaction (Revenue Growth Partner of the Year). The award was presented by William Ong, Group CEO, ECS.
- **Ethan Group**, for building a sustainable services practice that continually invests in new areas (Managed Services Partner of the Year). The award was presented by Wendy O'Keeffe, Executive Vice President, Westcon.
- **Lauren Information Technology Pvt Ltd**, for smart deployment of analytics-driven online trading tools (Innovation Partner of the Year). The award was presented by William Chu, Vice President, Avnet.
- **Dimension Data**, for developing its data center business (Data Center Builder Partner of the Year). The award was presented by Anand Chakravarthy, Head - SBU, Redington.

Mark Muru, Datacom's Director - winner of the APAC Partner of the Year award - said, 'We are delighted to win this award. It recognizes the success of our overall strategic direction coupled with the world-class quality of our data center offerings and leading software capability.'

Ratnaker Kanchan, Director of Lauren Information Technology Pvt Ltd - winner of the Innovation Partner of the Year award - said, 'We are honored to win this award. It recognizes our focus on delivering new services based on analytics to help support our customers.'

Managed Services Partner of the Year winner Nick Stranks, Division Manager at Ethan Group, said, 'Our focus has been to provide our customers with innovative managed services. This award recognizes our focus in delivering these services.'

Sanjay Patodia, CEO of Galaxy Business Solutions - winner of the Revenue Growth Partner of the Year - said, 'We are very proud to win this award. We are committed to delivering continued revenue growth and customer satisfaction.'

Data Center Builder of the Year winner Sutas Kongdumrongkiat, MD of Dimension Data said, 'We are delighted to win this award. We are focused on building out our data center capability across the APAC region; it is an important facet of our strategy.'

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.

About the Canalys Channels Forums

The Canalys Channels Forum APAC ran from 22 to 24 October 2013, in Bangkok. The EMEA event ran from 1 to 3 October 2013, in Barcelona, where the announcement of the awards for the EMEA region was made. The forums, in their sixth year in EMEA and second year in APAC, 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. Journalists should contact press@canalys.com to learn how to obtain a press pass. More information about the events can be found at www.canalyschannelsforum.com.

About Canalys

Canalys is an independent analyst firm 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.

Receiving updates

To receive press releases 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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