

CEOs from HP Inc and Lenovo to join 2018 Canalys Channels Forums

Palo Alto, Shanghai, Singapore and Reading (UK) – Monday, 23 April 2018

The Canalys Channels Forums in EMEA, LATAM and APAC will again be essential meeting places for the most senior executives from the IT channel community. Multiple C-level speakers from channel-focused vendors have already confirmed their attendance, with more to be announced. The conferences are the largest independent channels events in each region, taking place in Barcelona from 9 to 11 October 2018, Rio de Janeiro from 6 to 8 November 2018 and Hong Kong from 4 to 6 December 2018.

“We are delighted that Dion Weisler, President and CEO of HP Inc, will be speaking at the EMEA Forum for the fourth time,” said Rita Chaher, Canalys’ EVP Events and Services. “HP’s highly successful reinvention over the last two years is attributed not only to clear leadership and the company’s innovation, but also to its enduring commitment to partnering with the IT channel. Our channel community audience in Barcelona will be thrilled to hear what’s coming next for growth.”



CEOs from @HP and @Lenovo to join 2018
Canalys Channels Forums- via @Canalys
<https://bit.ly/2HIAMe7>

Lenovo is another long-standing sponsor of the Canalys Channels Forums across the regions. Chairman and CEO Yang Yuanqing will keynote at the APAC event in December. “Lenovo has had strong revenue success in key growth areas and made a firm commitment to grow through emerging technologies. The vendor has

consistently been a strong champion of the IT channel. Partners will be keen to learn more about Yang Yuanqing’s vision of the future for Lenovo, and the long-term revenue opportunities,” added Chaher.

Canalys will announce other C-level speakers soon. It is also very pleased to welcome Dell EMC again as a keynote sponsor of all three regional events. Dell EMC completed the technology industry’s largest ever merger in September 2016, and launched the Dell EMC Partner Program in February 2017. Since then, the company has had great channel momentum, growing by double-digit percentages over the past year. Gemma Edwards, Senior Director, Marketing and Events, said, “It’s fantastic to be working with our long-time collaborators, such as Dell EMC, to host

exceptional events for the channel. Through this type of loyalty, the relationships built up over the years are strengthened, new ones set up, and business plans adapted as partners adjust to changing trends. Vendors and partners plan far ahead to maximize the opportunities the events offer, thanks to the ability to easily meet key senior contacts over a few days in one place.”

Other committed sponsors so far include AMD, APC by Schneider Electric, Epson, Trend Micro, Fujitsu, Acer, Citrix, Eaton, VMware, Cambium Networks, channelcentral, ConnectWise, Fontech, Splunk and Scale Computing. 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.

The events are so prestigious because of Canalys’ collaboration with some of the most important distributors in each region. These partnerships ensure the events have the most influential resellers attending.

Richard Hume, CEO Designate, Tech Data, said, “As an industry leader, it is both an honor and a responsibility for Tech Data to support the Canalys Channels Forums. These highly professional, independent events showcase the value distributors bring to the tech industry and we are delighted to participate year after year.”

Gemma Edwards added, “Our alliances with major distributors are a significant part of making the Canalys Channels Forums the most influential events in our industry. The senior regional and global executives from these companies attend because of the opportunities to meet their most important customers and partners, and network with their peers. The participation of multiple distributors is one of the unique elements for delegates and forms the foundation of the community feeling at the events. We are honored that Canalys is consistently trusted to deliver an exceptionally high-quality event to the channel in terms of location, analysis and results.”

Committed distributors to the 2018 events are: Acmeo, Adistec, Air Computers, Also, Arrow, Axis, Bluechip Infotech, Canal Digital, Compuage Infocom, Comercializadora de Valor Agregado, Compusoluciones, DACAS, Distecna, Dicker Data, ECS, Exertis, HCL Infosystems, Impresistem, Ingram Micro, Innovix Distribution, Intcomex, Licencias OnLine, Logicom, Network, Microglobal, MPS, Prianto, SEC Datacom, Solution Box, Starcenter, Stylus, TechData, Westcoast, 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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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. 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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