

# A COMPILATION CELEBRATING THE WINNERS

The Integrator Awards Handbook

JULY 2013

## THE **INTEGRATOR** AN ESSENTIAL READ FOR THE VALUE ADD IT CHANNEL **AWARDS 2013**



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# A deserving applause

It is a most interesting phase for the IT industry that has continued to identify new niches for growth. The primacy of IT infrastructure as a Business enabler is now unquestioned and in the foreseeable future, IT will get more intertwined with Business processes, helping Businesses progress. Cloud computing, Virtu-



alisation, Unified Communication-setc have kept the pace with the buzz over the past few years and deployments of new technologies will continue to usher transformations for the better.

These changes are being driven by companies that have the vision, competence and commitment to deliver solutions that answer the needs of the market. Companies are competing hard to gain customers and thereafter to keep them. Several new breed companies have emerged over the recent years in the ecosystem – vendors, distributors and systems integrator included that now pose a challenge to the entrenched leaders across Technologies. Of course some of





the traditional leaders have not been sitting easy though and are consolidating quite well. In sum, companies are battling it out to make inroads in the market. There are battles to be won everyday, quarter on quarter and year on year to make sure that your company is growing towards desired objectives. There are therefore standout achievements in the



industry.

The inaugural Integrator Awards are an attempt to institutionalize annual recognition of exceptional performances of companies across the spectrum in the Value IT space. These Awards build on the successful legacy of the VAR COC Awards, the annual awards given away in the Volume IT Business space.

The Integrator Awards results are based on a combination of results received from an online poll that was run on [www.varonline.com](http://www.varonline.com) for nearly a 3 week period as well as

included consensus of the Editorial Board. The inaugural Awards Night ceremony was held at the J.W. Marriott Marquis on the 19th of June 2013. The event witnessed winning Brands walking away with accolades and was well attended by senior level executives from winning Brands. Further, the event also provided a forum for informal Business networking on the sidelines between attending integrators, Value Add Distributors and vendors.

Mr. Vivek Sharma, the CEO of VAR Magazine and Publisher of The Integrator in his keynote presentation, highlighted the ongoing extension of the company's commitment to the value add channel segment, complementing the company's established leadership as a Media company in the volume channel segment. Earlier in his opening note, R. Narayan, the Managing Editor of VAR Magazine, mentioned the Integrator Awards applaud the deserving Brands and companies that excelled in their domains and niches.

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## MANAGED SERVICES PROVIDER OF THE YEAR



According to a new report by Insight Research Corporation, the 2013 global managed services market at \$152 billion. eHOSTING DATAFORT, the winner in the category Managed Services Provider of the Year is a company that boasts of world-class data centres, resilient and scalable infrastructure and round-the-clock managed operations, establishing itself as a market leader in the field of hosting and managed IT services.