



## Big things await short-listed firms



The judges have selected the CRN Channel Awards short lists for 2006, so it is time for both resellers and customers to go online and vote for their favourite channel performers of the year, writes **Simon Meredith**

» The short lists for this year's CRN Channel Awards on 23 November include some of the biggest names in the industry, but they also feature some smaller companies that are doing an excellent job in the channel. There were more entries than ever before, and the judges agreed that the standard of most was exceptional.

Bob Tarzey, services director at analyst Quocirca, said it is also great to see that some of the industry's major names have put themselves forward.

"The standard was very high and judging between them was as tricky as ever, especially because this year the vendor category attracted entries from some of the largest vendors in the industry, including Oracle, Microsoft and Cisco," he said.

Keith Humphreys, managing consultant of analyst EuroLAN, said that most channel companies are now starting to understand how valuable being nominated for an award can be.

"The standard was exceptional this year," he said. "In most categories it was very hard to short-list just five or six companies. Vendors are now realising that the Awards are a cost effective way to market their successes in the channel."

The judges are urging VARs, end-users (who can vote in the reseller categories) and all channel companies to make sure that they cast their vote. Keith Warburton, executive director



**Making an entrance:** Last year's Channel Awards were held at London's Battersea Park. Which of the channel players short-listed will collect an award at the venue in November?

of the Professional Computer Association (PCA), said the channel should voice its opinion.

"Many of the entries were very close," he said. "That's why it is important for CRN readers to vote. We've taken the process as far as we can."

While having their own ideas about who has performed well, the judges' final decision by certainly be

swayed by voting patterns. Companies that receive good support from voters will have a much greater chance of winning, so it is vitally important for them to keep up the good work over the next two months.

"Companies can make or break the final results with their channel activities during this critical voting period," Warburton added.

"Just because a vendor or distributor with a massive client base manages to get a high number of votes, that does not mean that they are more deserving of an award than a smaller, up-and-coming competitor that is doing wonderful things for a smaller number of potential voters."

The voting will show the judges who is really performing well, according to Tarzey.

"Readers should vote if they have received exceptional value from a vendor or channel organisation in the past 12 months," he said. "If they vote on that basis, the stars will certainly rise to the top."

The web site - [www.channelawards.co.uk](http://www.channelawards.co.uk) - is now open for voting and will remain so until 13 October.

Resellers can vote for vendors and distributors. End-user customers are encouraged to vote for the reseller awards, but votes from channel companies will also be acceptable.

Votes for your own company and block voting by members of one company for another will be disqualified, as will votes from Gmail and other free mail addresses. **CRN**

» **Vote now at:**

[www.channelawards.co.uk](http://www.channelawards.co.uk)

**CRN Green pages**

CRN's online, searchable directory  
[www.channelweb.co.uk/onlineservices](http://www.channelweb.co.uk/onlineservices)

### THE SHORT LISTS FOR THE CRN CHANNEL AWARDS 2006

#### VENDORS

##### Systems/Components

Belkin  
Hewlett-Packard  
Fujitsu Siemens Computers  
Kingston Technology  
Samsung Electronics  
UK IT Division

##### Specialist

Entanet International  
Griffin Internet  
IT Dealer.com  
Networks First  
Symbol Technologies

##### Networking

Cisco Systems

##### D-Link

Mitel  
Netgear  
Nortel  
Riverbed Technology

##### Storage

EMC  
Emulex  
Hitachi Data Systems  
Hewlett-Packard  
Network Appliance  
Quantum

##### Software

CA  
Citrix  
HoundDog Technology  
Microsoft

##### Oracle

VMWare

##### Security

Check Point Software  
Fortinet  
McAfee  
RSA Security  
SonicWall  
Sophos

##### DISTRIBUTORS

##### Systems/Components

Azlan/Computer 2000  
Bell Microproducts  
Enta Technologies  
Micro Peripherals  
VIP Computers  
Westcoast

##### Specialist

DMSL  
Interactive Ideas  
Midwich  
Steljes Trade  
Promethean  
Widgit UK

##### Networking

Azlan/Computer 2000  
Crane  
Telecommunications  
Enta Technologies  
Micro Peripherals  
Westcon Group

##### Storage

Actebis  
Bell Microproducts

##### CMS

Hammer  
Zycko

##### Software

Azlan/Computer 2000  
Avnet Partner Solutions  
Bell Microproducts  
Blue Solutions  
Enta Technologies  
Ingram Micro

##### Security

Azlan/Computer 2000  
Computerlinks  
e92plus  
equip Technology  
Sphinx

#### RESELLERS

##### Corporate

Equanet  
Esteem Systems  
Freedom  
G3 Telecommunications  
Kelway UK  
Logicalis

##### Integrator

Eurodata Systems  
Linux IT  
Logicalis  
Scalable Networks  
VirtualizeIT

##### SME

Blue Chip  
Chess

##### Luxtech

PC World Business  
Ramsac  
WStore

##### Services Provider

Eurodata Systems  
Luxtech  
PC World Business  
Servo  
Vistorm

##### Specialist

CRMorks  
G3 Telecommunications  
Secon  
Stream Communications  
VirtualizeIT