

**FOR IMMEDIATE RELEASE****11<sup>th</sup> ANNUAL IT CHANNEL ELITE AWARD WINNERS**

TORONTO, ON – September 17, 2013 – Computer Dealer News, IT World Canada’s industry-leading channel publication, held the 11th Annual Channel Elite Awards on Sept 11, 2013. These prestigious awards are a tribute to the Canadian IT Solution Provider channel community. This year’s program attracted the largest number of nominations and finalists in its history and also generated seven first-time winners.

Channel Elite Award categories highlight business transformation solutions and include: Best Enterprise Solution, Best Mid-Market Solution, Best Small Business Solution, Best Service Organization, Best Mobile Solution, Best Cloud Solution, Best Managed Services Solution, Best Channel Marketing Initiative and the overall category of Solution Provider of the Year, which is based on a body of work.

CEA’s annual awards committee comprises notable professionals in the solution provider channel, the CIO community and the non-profit sector. Solution submissions are judged on the basis of five important criteria: Innovation, Improved Sales or Revenue, Improved Efficiency, Customer Service, and “the X-Factor” - where the solution provider has gone above and beyond industry norms or created a special one of a kind solution that made an impact.

*“Channel Elite Awards are the hardest award to win in the high tech channel. Companies must show true innovation while also outperforming their competition. They have to show a lot heart, dedication and success in delivering creative solutions”* said Paolo Del Nibletto, the Editor of CDN - Computer Dealer News, Canada’s No. 1 IT channel publication and website. *“This year’s submissions were some of the most creative ever. Competition was fierce and the X-Factor played a big role in many of our winners standing head and shoulders above the rest.”*

CDN is pleased to announce our 2013 Channel Elite Award Winners:

**Solution Provider of the Year**

Clear Concepts

**Best Small Business Solution**

Gold Winner – Clear Concepts  
Silver Winner – WebSan Solutions  
Bronze Winner – Itergy

**Best Mid-Market Solution**

Gold Winner – Infinite IT Solutions Inc.  
Silver Winner – Compugen Inc.  
Bronze Winner – IT Weapons

**Best Enterprise Solution**

Gold Winner – Habanero Consulting Group  
Silver Winner – Orckestra  
Bronze Winner – FlexITy Solutions

**Best Managed Services Solution**

Gold Winner - OnX  
Silver Winner - Navantis  
Bronze Winner – LaserNetworks

**Best Service Organization**

Gold Winner – Compugen Inc.  
Silver Winner – Audcomp  
Bronze Winner – Compute

**Best Mobile Solution**

Gold Winner - Orckestra  
Silver Winner – Infinite IT Solutions Inc.  
Bronze Winner – ACCEO Solutions Inc.

**Best Cloud Computing Solution**

Gold Winner - Ideaca  
Silver Winner - OnX  
Bronze Winner – Insite Computer Group

**Best Channel Marketing Initiative**

Gold Winner - Navantis  
Silver Winner – Gibraltar Solutions  
Bronze Winner – Sela Canada

**About CDN**

Since 1985, CDN (Computer Dealer News) has been the leading information source for Canadian IT solution providers. CDN is Canada's national digital news-magazine and Web site designed to provide VARs, system integrators, system builders, ISVs and retailers with the most comprehensive coverage of news, events and issues in the IT channel. CDN also publishes special issues such as the Channel Elite Awards, the Top 100 Solution Providers, Women in the IT Channel and the Top 25 Newsmakers each year. CDN informs the channel with its newly designed web site and daily e-mail newsletter CDNow, that includes the latest channel news with industry commentary from top VARs and editors. CDN has the most well-read channel blog in the country called VARBose, with more than 85,000 readers in 2012 alone.

**About IT World Canada**

IT World Canada is a privately-owned company and the Canadian affiliate of International Data Group (IDG), the world's largest IT information provider. IDG publishes more than 300 publications worldwide. IDG also provides IT market analysis through 49 offices in 85 countries worldwide. One hundred million people read one or more IDG publications each month.

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