



CDN - Computer Dealer News' Channel Elite Awards were created in 2002 to recognize the achievements of IT channel professionals. These are the people who build the technology solutions for the leading multi-national corporation to the local retailer. These awards will be presented to the most creative solution providers in Canada during the past 12-month period.

Congratulations to this year's VTN Channel Elite Awards nominees...

■ **Solution Provider of the Year**

Nitro Microsystems Inc.
WBM Office Systems

■ **Best Enterprise Solution**

CanTech Solutions Ltd.
Insite Computer Group

■ **Best SMB Solution**

Insite Computer Group
Protek Systems

■ **Best Service Organization**

CanTech Solutions Ltd.
Insite Computer Group
Nitro Microsystems
WBM Office Systems

■ **Best Channel Marketing Initiative**

WBM Office Systems

Good luck to you all...

Awards Categories:

1 - Solution Provider of the Year

A solution provider will encompass reseller, IT VAR, retailer, e-tailer, system integrator, IT consultant, and independent software vendor. The winner of this category will show outstanding expertise in its field, display several customer references that reinforce the winner's knowledge, vision and solution solving skills. This company will also have an outstanding service record and will be able to site several margin making transactions.

2 - Best Enterprise Solution

This award honours a solution provider who has created the most innovative and business problem solving solution for an enterprise of 100 seats or more. The nominee must have played a leadership role in the development and/or rollout of the solution.

3 - Best SMB Solution

This award honours a solution provider who has created the most innovative and business problem solving solution for a company of 100 seats or less. The nominee must have played a leadership role in the development and/or rollout of the solution.

4 - Best Service Organization

This award honours a Solution Provider who has demonstrated the highest quality of customer service. This company will show how it has gone the extra mile for the customer's full satisfaction.

5 - Best Channel Marketing Initiative

This award honours the solution provider who has created and successfully executed a dynamic, successful advertising, marketing or promotion/contest program for the year.