



The Content Experts

## Canada's IT Channel Demonstrates Leadership and Innovation - Jolera wins overall Solution-Provider-of-the-Year Award -

**TORONTO, ON** – September 11, 2015 –Canada's IT Channel came together last night to celebrate leading, innovative technology solutions to business challenges at the annual Channel Elite Awards, held by Computer Dealer News. Taking the top award this year is Jolera (a leading technology service provider) for its total end-to-end solution provided to Ontario's Ministry of Transportation for its vehicle Drive Test Programs. This solution effectively ushered in a new era for this entity, leveraging technology to deliver vastly improved customer service from self-serve kiosks for customers and tablets for examiners through to enhanced transaction speeds, accuracy, 24/7 support and disaster recovery – all with savings of more than \$2 million.

“The information technology channel in Canada accounts for as much as 80 per cent of revenues for technology companies”, said Paolo Del Nibletto, editor, Computer Dealer News. “And, its success is incumbent on the ability of the companies within it to understand the business needs of customers — the ultimate end-users of that technology — and how best to achieve the desired outcomes. Jolera has done just that, going above and beyond and pushing the envelope in terms of delivery and creativity.”

Now in its 13<sup>th</sup> year, the Channel Elite Awards 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 Solution and the overall category of Solution Provider of the Year, which is based on a body of work completed over the previous twelve months. New this year is CDN's Best Security Solution.

CEA's annual awards committee comprises notable professionals in the solution provider channel, the CIO community and the non-profit sector. 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.

CDN is pleased to announce the 2015 Channel Elite Award Winners:

### **Solution Provider of the Year** – Jolera

#### **Best Security Solution**

Gold - Graycon Group  
Silver Winner - Infinite IT Solutions  
Bronze – HoneyTek Systems

#### **Best Cloud Computing Solution**

Gold - ESRI Canada  
Silver Winner - ITnorth.ca  
Bronze - Envision IT

#### **Best Mobile Solution**

Gold - Tenet Computer Group  
Silver Winner - Infinite IT Solutions  
Bronze – EPAM Systems

**Best Service Organization**

Gold - Infinite IT Solutions  
Silver Winner - CompuCom Canada  
Bronze – MNB I.T. Services

**Best Small Business Solution**

Gold - Navantis  
Silver Winner - Digitcom  
Bronze – XCEL Professional Services

**Best Mid-Market Solution**

Gold - Clear Concepts  
Silver Winner - Konverge Digital Solutions  
Bronze – Digitcom

**Best Enterprise Solution**

Gold - Sela Canada  
Silver Winner - WBM Office Systems  
Bronze – IT Weapons

**Best Managed Services Solution**

Gold - Navantis  
Silver Winner - Compugen  
Bronze – Itergy

For more information and to read about the unique solutions that resulted in awards, check out:

[www.computerdealernews.com/channel-elite-awards](http://www.computerdealernews.com/channel-elite-awards)

**About CDN and ITWC**

**Computer Dealer News (CDN)**, a digital media property of ITWC, is the premier news source for the Canadian technology channel. With a history dating back to 1987, it is the most widely read and trusted publication providing insights on products, services, and people. CDN also delivers a critical analysis of the competitive landscape; the challenges and opportunities facing solution providers.

ITWC is a privately-owned digital media and content services company. Building on more than three decades of solid relationships with Canada's technology decision-makers through award-winning excellence in journalism, ITWC delivers incisive, relevant information to executive and managerial audiences. It also provides leading, integrated marketing content strategies to clients, including more than 200 global Fortune 1000 companies.

ITWC, formerly IT World Canada, is the exclusive Canadian affiliate of International Data Group (IDG) which publishes more than 300 publications worldwide.

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