

The Inaugural Integrator Gala Awards Ceremony successfully held

The inaugural Integrator Gala Awards Night ceremony hosted by VAR Magazine 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 brief opening note, R. Narayan, the Managing Editor of VAR Magazine, mentioned the Integrator Awards applaud the deserving Brands and companies that excelled over the year in their respective domains.

The Awards results were based on a combination of results received from an online poll that was run on www.varonline.com for nearly a

3 week period as well as included consensus of the Editorial think tank.

Microsoft was awarded the Virtualisation vendor of the year. Microsoft has played a key role in providing customers and partners in the region to reduce costs and enhance agility through Cloud and virtualization solutions.

In the category Enterprise Storage Vendor of the Year, Dell, a company that has been looking at Enterprise storage as a top priority for the company in the past several

years was declared the winner. The SMB Storage Vendor of the Year was Netgear, a company whose new storage systems exemplify the kind of affordable yet scalable platforms that SMB customers need in their virtualized environments. With a growing portfolio of SMB solutions, D-Link emerged the winner of the category SMB Networking vendor of the Year. Cisco has seen undiminished dominance within the enterprise networking market and was the winner of the Enterprise Networking Vendor of the Year category. Avaya, the winner of the category Unified Communications Vendor of the Year, is a company that offers a full suite of interoperable





suite of interoperable unified communications (UC) solutions. LifeSize Communications, a vendor which intends to make it easier for people to use their video conferencing technology at any time and on any device emerged the winner in the Video Conferencing vendor of the year category. EMC, the winner of the category Data Management & Analytics vendor of the Year is a company whose goal is to support a broad range of cloud and Big Data solutions. Symantec, the Winner of Disaster Recovery and Backup Software Vendor of the Year is a vendor that has effectively been able to offer a “no-hardware” disaster recovery and backup or an industry standard appliance based solution, designed for both virtual and physical environments

Kaspersky Lab that has made strong gains in the consumer security software market is also emulating that success and growth in the Business segment, emerging with the recognition of the Client Security Software Vendor of the Year. Dell SonicWALL, the winner of the category Network Security vendor of

the Year has proved able to deliver a two-fold security approach by offering universal protection against emerging threats across platforms and perimeters in real time while enabling higher efficiencies within the network.

Riverbed Technology, the winner of the category WAN Optimisation Vendor of the Year has come up with a unique WAN optimization solution able to span mobile workers, branch offices, and data centres, both physical and virtual, allowing the distributed workforce to collaborate in real time.

APC by Schneider Electric, the winner of the category Power Solutions Vendor of the Year is a company that offers one of the largest portfolios of products and solutions for small, medium and large data center environments and emerged on top in this category. On the other hand, the KVM Solutions Vendor of the Year is ATEN, a provider of a comprehensive suite of KVM connectivity solutions.

In Distribution categories, APTEC-an Ingram Micro Company was the winner in the category Enterprise VAD of the Year whereas Mindware Fz LLC was the

winner in the category SMB VAD of the Year. WestconGroup comprising of Westcon Middle East and Comstor, has successfully brought key vendors together ensuring a total 360 degree integrated solution for clients and is a deserving winner of the category Networking VAD of the Year. Offering Best of class solutions from top tier vendors that are able to withstand threats in an ever-changing IT security landscape, Computerlinks was the winner of the Security VAD of the Year. StorIT Distribution FZCO, a VAD focused on storage has built up a suite of solutions & services that enable enterprises large and small to store, protect & manage business critical data, and harness the value of information was the winner of the category Storage VAD of the Year.

By bringing together a broad array of communication products from Brands that are leaders in their niches, FVC has over the years built up a strong credibility as the leading VAD in the UC space and not surprisingly, FVC was the winner of the category UC Infrastructure VAD of the Year. Teatro was the winner of the AV Solutions Distributor of the Year.

The Emerging VAD of the Year was conferred on Metra, a company that is fast building a strong value add focus though alliances with leading Technology vendors.

In the SI categories, eHOSTING DATAFORT was the winner in the category Managed Services Provider of the Year, boasting of world-class data centres and state-of-the-art infrastructure and with customers across the globe. Alpha Data, the winner of the Networking Integrator of the Year, is one of the largest multi-disciplined systems integrators in the region.

CONDO PROTEGO, the winner of the category Storage Integrator of the Year is a company that brings a consultative approach to the fore and has alliances with the top tier Brands in storage.

Intelligent Business Technologies, a young company that has swiftly grown its portfolio of services over the past few years and has customers across the region was chosen Emerging Systems Integrator the Year. Spectrami was awarded the Visionary VAD of the Year for its focus on taking some of the niche Technology Brands to the market.