

## Advania receives Canalys award

*Advania wins EMEA overall Channel Partner of the Year award at the eleventh Canalys Channels Forum EMEA.*



The Canalys Channels Forum EMEA took place in Barcelona, Spain on Thursday, October 11th and attracted around 1,000 leading channel partners, distributors and vendors.

Canalys is a technology market analyst company that delivers market insights to IT, channel and service provider professionals around the world.

Advania was selected from a list of nominees that were reviewed by a panel of Canalys analysts. The panel took into consideration how each partner had made sustainable investments for the future, their performance and the resulting business value generated for customers.

Advania was awarded for excellent strategy, financial performance and transformation.

“We are delighted to win the overall Partner of the Year award. We grew revenues by 60% in the last 12 months, and profit by a similar margin. We have transitioned to the cloud and 60% of our customers are now on monthly billing, with a customer retention rate of 93%,” said Thomas Wanselius CEO at Advania Sweden when he accepted the award.

“This year the Channel Partner of the Year awards recognized the breadth and depth of the expertise and skills in the EMEA channel. Of particular note is the way in which EMEA partners are developing new skills and creating new services for customers,” said Alastair Edwards, Canalys Chief Analyst.

