

FOR RELEASE ON Thursday, Feb. 27 2014

ATEL Communications, Inc. Honored with 2014 Channel Partners 360° Award

PHOENIX – Feb. 27, 2014 – [Channel Partners magazine](#), a resource for indirect sales channels offering IT and telecom solutions, is pleased to announce that **ATEL Communications, Inc.** has been selected as a winner of the 2014 Channel Partners 360° Business Value Awards.



Fifty winners were honored during an awards ceremony on Feb. 26 at the [Spring 2014 Channel Partners Conference & Expo](#) in Las Vegas. These winners will be featured in Channel Partners' March digital issue, May/June print issue as well as an Immersion Center at www.channelpartnersonline.com/360. The 2014 program was underwritten by AT&T.

"The response to last year's inaugural Channel Partners 360° awards has been overwhelmingly positive," said Khali Henderson, Editor-in-Chief of Channel Partners. "Unlike other programs that honor size and sales, this program recognizes the business value that partners are providing to their customers from holistic solutions." "We are pleased to be able to honor twice as many solutions providers that are delivering on this promise in 2014."

ATEL Communications Inc. was started in San Diego, California, in 1985. At that time, the owner of ATEL Communications Inc., Steven Handelman, had a simple philosophy: the installation of properly designed, reliable, and cost effective [telephone systems](#) combined with quality services results in [satisfied customers](#). ATEL Communications staff still practices that same philosophy, to this day. We believe our customer service team is one of the best you can find.

To determine the winner of Channel Partners 360°, companies completed an application that asked them to demonstrate how they are addressing the convergence of IT and telecom services and how they are creating business value for their customers.

Channel Partners editors and an expert panel evaluated and scored all applications to determine the Top 50 candidates that exemplify the Channel Partners 360° values.

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About Channel Partners Magazine

Channel Partners magazine is the leading publication for telecom and IT distribution channels. For more than 25 years, Channel Partners has been the undisputed leader in providing news, analysis and education to the indirect sales channels serving the business technology and communications industry. In addition, Channel Partners online (www.channelpartnersonline.com) delivers a constant content stream of unique and breaking industry news, feature articles and premium downloadable content. As official media of the Channel Partners Conference & Expo (www.channelpartnersconference.com) and Cloud Partners (cloud.channelpartnersconference.com), Channel Partners is the market leader that channel professionals turn to first.