



ATEL Communications honored with 2015 Channel Partners 360° Award

PHOENIX – March 17, 2015 – [Channel Partners magazine](#), a resource for indirect sales channels offering IT and telecom systems and services, is pleased to announce that ATEL Communications has been selected as a winner of the 2015 Channel Partners 360° Business Value Awards.

Fifty winners were honored during an awards ceremony on March 16 at the [Spring 2015 Channel Partners Conference & Expo](#) in Las Vegas. These winners will be featured on a Channel Partners Immersion Center at www.channelpartnersonline.com/360.



"The response to the third year of the Channel Partners 360° awards was overwhelmingly positive," said Art Wittmann, content director 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 systems and services."

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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Our **Academic Publishing** division publishes books and journals with over 93,000 titles available worldwide. Our expertise spans a broad range of sectors, from architecture, civil engineering, physics and law, to energy, nursing, education and health. We provide essential and world-class reference materials for academics and professionals, in addition to a host of handbooks and textbooks for students. Using the latest publishing technology, we deliver titles to customers in whatever format they choose.

Through our **Business Intelligence** division we offer a range of information services including breaking news and views, proprietary data and the latest research and analysis. By providing

business critical information **Business Intelligence** delivers lasting advantage to companies, organisations and governments, enabling them to make valuable and profitable decisions in highly competitive international markets.

Our **Global Events** division complements the information services of **Business Intelligence** and **Academic Publishing** by providing vital face-to-face networking opportunities enabling companies and individuals to develop, improve and compete. In this global knowledge based economy, the emphasis is on being connected. This is where our standing as one of the world's largest organisers of exhibitions, trade conferences and seminars comes into play. Informa produces over 3,000 events across the world every year, allowing communities to meet, share and develop ideas, profile new products and services, build relationships and, ultimately, do business.

About Channel Partners

For more than two decades, Channel Partners has been the leader in providing news and analysis to indirect sales channels serving the business technology industry. It is the unrivaled resource for resellers, aggregators, agents, brokers, VARs, systems integrators, interconnects and dealers that provide network-based communications and computing services, associated CPE and applications as well as managed and professional services. Channel Partners is the official media of the Channel Partners Conference & Expo and Cloud Partners.