



Deadline: **March 25, 2019**

Submission Fee: **\$500**

Submit to: **awards@bekapublishing.com**

CHANNEL AWARDS

ENTERPRISE TECHNOLOGY AWARDS CATEGORIES INCLUDE:

Unified Communications and VoIP

- Best Channel Deployment
- Best Enabling Technology

Storage and Virtualization

- Best Channel Deployment
- Best Enabling Technology

SaaS and Cloud Services

- Best Channel Deployment
- Best Enabling Technology

Enterprise Mobility

- Best Channel Deployment
- Best Enabling Technology

Data, Ethernet and Converged Infrastructure

- Best Channel Deployment
- Best Enabling Technology

HD Voice and Video

- Best Channel Deployment
- Best Enabling Technology

Vertical Markets

- Best Channel Deployment
- Best Enabling Technology

Conferencing

- Best Channel Deployment
- Best Enabling Technology

Managed Services

- Best Channel Deployment
- Best Enabling Technology

Information security

- Best Channel Deployment
- Best Enabling Technology

Nominations will be judged based on a stringent set of evaluation criteria, highlighting overall innovation, as well as future industry impact of the nominated product or service; creativity and feature set differentiation; and ease of use and interoperability.

NOMINATION CATEGORY: _____

COMPANY: _____

CONTACT NAME: _____

ADDRESS: _____

EMAIL: _____

PHONE: _____

Overview of Nominated Deployment or Enabling Technology, including the dates of release/deployment
(300 words or less):

Please detail the deployment or technology's main differentiators, features and benefits
(500 words or less):

FOR ENABLING TECHNOLOGY AWARDS:

- Please describe how this product, service or deployment improves the end-user experience and has helped to contribute to the overall level of innovation in the enterprise marketplace.
- Please explain how this is important for the channel, what it points out about channel opportunities in a changing communications landscape, and anything else that judges should consider from a sales partner perspective.

(800 words or less for both bullets):

FOR DEPLOYMENT AWARDS:

- Please quantify the business benefits for the customer delivered by the product/solution based on real-life case studies. Please include references and measurable evidence where possible. Aggregate or hypothetical deployments will not be considered.
- Please explain how this is important for the channel, what it points out about channel opportunities in a changing communications landscape, and anything else that judges should consider from a sales partner perspective.

(800 words or less for both bullets):

Please provide any additional support materials and testimonials with your submission.