

ANNOUNCING the 2019 VISIONARY SPOTLIGHT AWARDS



Entries will be accepted through **March 25, 2019**
Winners will be unveiled in the May/June 2019 issue
of *ChannelVision Magazine*

The Visionary Spotlight Awards competition was created to honor outstanding products, services and deployments across 24 communications technology categories. Editors from Beka Business Media as well as a panel of judges from research firms and other independent industry resources will judge nominations 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.

AWARDS CATEGORIES INCLUDE FIVE OVERALL EXCELLENCE AWARDS:

- Channel Deployment of the Year
- Channel Program of the Year
- CSP Network Infrastructure Innovation of the Year
- CSP Communications Deployment of the Year
- Global Communications Services Distributor of the Year 2019

IN ADDITION, THERE ARE SEPARATE SETS OF CATEGORIES FOR ENTERPRISE TECHNOLOGY AND SERVICE PROVIDER TECHNOLOGY AWARDS:

ENTERPRISE TECHNOLOGY:

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

SERVICE PROVIDER TECHNOLOGY:

Data Center Innovation

- Green Communications Deployment

Emerging Markets Deployment

- Rural and Underserved Connectivity

Back Office and OSS Innovation

Service Provider Video

- Best Deployment
- Best Enabling Technology

Broadband and Capacity

- Best Deployment
- Best Enabling Technology

Service Provider Mobile

- Best Deployment
- Best Enabling Technology

Small Cells and Wi-Fi

- Best Deployment
- Best Enabling Technology

OTT and Online/Cloud Content and Services

- Best Deployment
- Best Enabling Technology

Telecom Law and Regulatory Services

The 2019 Innovation Awards program is open to all companies.

Products and services entered must be commercially available as of December 31, 2018.

Should you have questions regarding the **2019 Visionary Spotlight Awards**, please contact **Gerald Baldino** at awards@bekapublishing.com.



Deadline: **March 25, 2019**

Submission Fee: **\$500**

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

OVERALL EXCELLENCE AWARDS

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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, product or program's main differentiators
(450 words or less):

Please describe why this nomination deserves to win
(in 800 words or less):

1. For Channel submissions, please explain specifically why this matters from a channel partner perspective and how it helps the channel space overall
2. For CSP submissions, please explain the level of innovation behind the project and its deployment, and the potential benefits of the project for the operator and end user.

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