

## **FOR IMMEDIATE RELEASE**

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## **North American and Latin American VARs, Top System Builders and Vendors Honored at System Builder Summit and VARVision Fall 2004**

Bedford, NH, October 8, 2004 — Value-added resellers (VARs) from both North America and Latin America, North America's leading system builders, and a wide range of technology vendors were recognized for their achievements at the recent System Builder Summit and VARVision Fall 2004. The co-located events were held September 26-29 at the Westin Kierland Resort and Spa in Scottsdale, Arizona.

Vendor companies were honored for their leading-edge technologies and channel strategies. The vendor award winners were voted on by the exclusive audience of North American system builders and North and Latin American VAR executives invited to attend System Builder Summit and VARVision Fall.

A select group of system builders and VARs were also presented with special "Vision" awards for outstanding leadership and industry service, as well as ongoing contributions to the continuing success of System Builder Summit and VARVision. The awards were voted on by the awards advisory committees.

"These awards are significant because they recognize the highest levels of channel innovation and leadership as voted on by peers and industry leaders," said Eric Lesonsky, event director for System Builder Summit and VARVision. "Now, with the participation of leading VARs from the major markets of Latin America, the Award winners have been selected as a reflection of the new wave of products and partnerships that are driving international business in the IT channel."

### **VARVision Vendor Awards Winners:**

#### **Best VARVision Presentation:**

*Nominees:* ATEN Technology, Global Hauri, Quantum  
*Winner:* Quantum

#### **Best VAR Channel Strategy:**

*Nominees:* Intelligent Computer Solutions, N-Able Technologies, Trend Micro  
*Winner:* Trend Micro

#### **VAR Best Product: Hardware:**

*Nominees:* AMD, Belkin, Intelligent Computer Solutions  
*Winner:* Intelligent Computer Solutions

**VAR Best Product: Software:**

*Nominees:* Executive Software, N-Able Technologies, Trend Micro

*Winner:* Trend Micro

**System Builder Summit Vendor Awards:**

**Best System Builder Presentation:**

*Nominees:* AMD, Hitachi Global Storage Technologies, Intelligent Computer Solutions

*Winner:* Hitachi Global Storage Solutions

**Best System Builder Program or Promotion:**

*Nominees:* AMD, Intel, NEC-Mitsubishi Electronics

*Winner:* Intel

**System Builder Summit Best Product: Hardware:**

*Nominees:* AMD, Intel, Panasonic Industrial

*Winner:* Intel

**System Builder Summit Best Product: Software:**

*Nominees:* Microsoft, Computer Associates, Roxio

*Winner:* Microsoft

**Best Vendor Overall Award:**

*Nominees:* AMD, Intel, Microsoft

*Winner:* Intel

**Vision Awards:**

Kelly Bizeau, Phaselock Systems International / Unix Laser Corporation

Winston Chan, Multimax Corporation

Sean McTaggart, Triline Solutions

Doug Phillips, Seneca Data

For further information on the awards programs as well as the VAR and system builder nomination process, please contact Terry Napior at 603-471-4208 or visit the Web sites at [www.systembuildersummit.com](http://www.systembuildersummit.com) or [www.varvision.com](http://www.varvision.com).

VARVision, an industry-leading event for more than 10 years, and System Builder Summit, the premier industry event focused exclusively on the white box market, are produced by Gartner Vision Events. The events enable the most qualified VARs and system builders to preview new technologies and explore partnership opportunities with vendors in private boardroom appointments, one-on-one meetings and world premieres.

**About Gartner Vision Events**

Gartner Vision Events, a Gartner, Inc. (NYSE: IT and ITB) company, is a leading producer of highly focused business Events that bring together the leading Vendors and Resellers in private boardroom appointments to form strategic partnerships and secure new business in the technology sector. Additional information about Vision Events can be found by visiting our web site at [www.visionevents.com](http://www.visionevents.com).

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