2021 VISIONARY SPOTLIGHT AWARDS
CHANNELVISION

After a long and challenging year dominated by the global pandemic, *ChannelVision* is honored to announce the *2021 Visionary Spotlight Award* winners. This year's winners demonstrated a unique ability to navigate change, adapt to shifting buying patterns and stay afloat despite widespread shutdowns and turmoil.

"On behalf of ChannelVision, I would like to congratulate all of this year's VSA winners," said Beka Business Media President and CEO Berge Kaprelian. "The companies on this year's list are highly resilient and resourceful, having made it through the pandemic while remaining on the cutting edge of innovation."

OVERALL EXCELLENCE

Channel Deployments of the Year

7 Figure MSP

In January, 7 Figure MSP released the 7 Figure MSP Marketplace to help IT professionals and MSPs build a suite of cybersecurity products. The company has been working with MSPs and IT professionals for more than 10 years.

AmCom Solutions

AmCom's channel program increased agent sales performance 100 percent during the past year. AmCom facilitates faster installations, enhanced services, upgrades, accurate processing, billing and connections to ensure customer satisfaction combined with future-proof technology.

AppViewX, Inc.

AppViewX launched AppViewXpert, its new global channel program geared toward enabling and expanding its partner ecosystem to build deeper relationships and maximize customer success. AppViewX also launched an interactive portal to ensure partners have access to relevant material and support to supplement their growth strategies.

Most Responsive Channel Team

PCCW Global

PCCW Global goes above and beyond to deliver complex connectivity and data solutions to customers, helping clients traverse global networks and penetrate emerging markets with ease. The company offers a robust partner program for VARs, master agents, consultants, sub-agents and IT service providers, along with a highly responsive team providing sales, pre-sales and project management.

Telia Carrier

In 2020, Telia Carrier launched its Conflict-Free channel program, enabling the master agent community to provide customers with a high-performing alternative to the traditional telecom provider's channel model. Its program helps partners navigate their end-users' lifecycle management to ensure the highest quality customer experience. The Conflict-Free program was created based on feedback from many discussions with master agents.

OTT Applications

Reinvent Telecom

Reinvent has built a private-label platform that empowers reseller partners to transform their businesses into next-generation cloud-based communications service providers. Reinvent enables partners to deliver reliable, high-quality UCaaS, conferencing and collaboration, contact center and SIP trunking services. With Reinvent's platform, partners can build a successful cloud voice business while keeping full ownership and control of their customers.

Rural and Underserved Connectivity

Bluebird Network

In January 2021, Bluebird acquired the ColoHub Data Center in Bettendorf, Ia., renaming it the Bluebird Quad Cities Data Center. Bluebird has doubled its data center footprint with anchors in the Northeast and Southwest corners of its 11-state fiber footprint. In March, the company announced fiber expansion plans to provide fiber access to more than 500 towers within the Midwest. This build will spread across five states, reaching 28 markets within the region to support 5G network deployments. Within the past year, Bluebird has increased its network reach by 30 percent, totaling 65,000 on-net and near-net buildings and towers.

Rapid Systems

Cel-Fi GO is a cellular coverage solution featuring an industry-leading system gain of up to 100 dB. Cel-GO maximizes cellular coverage for 3G/4G/5G and provides coverage for spaces up to 15,000 square feet. Cel-Fi GO can be placed indoors or outdoors and is ideal for any location that does not receive a cellular signal. Cel-Fi GO is integrated into the SBOW, which combines everything that's needed for cellular connectivity onsite – from batteries and charging to solar power, along with an adjustable mast and pneumatic masts that go up and down to attach antennas.

Software-Defined Networking (SDN)/Network Function Virtualization (NFV)

Fusion Connect

Fusion Connect is focused on enabling the connected enterprise and hybrid workforce. It provides a managed SD-WAN solution that leverages three of the top five SD-WAN infrastructure providers. Fusion Connect's flexible solution empowers its clients to prioritize mission-critical business applications for optimal employee productivity, while simultaneously protecting their business environment from security threats. Its enhanced SD-WAN capabilities are essential for today's decentralized workforce and diverse business locations, enabling and protecting every endpoint and end user.

Telecom/ Legal/Regulatory

Sterling Business Law

Sterling Business Law provides legal counsel to entrepreneurial and emerging growth businesses throughout the telecom industry.

Wholesale Broadband and Capacity

Wave Wholesale

Wave continues to expand its reach by adding new markets in underserved areas by funding organic builds as well as via acquisition. Wave has been focusing on providing access to on-net and near-net locations to offer more coverage for both broadband and Ethernet access to our partners across the nation. The goal is to continually offer partners a choice when it comes to access providers. With the addition of Entouch in Texas and Digital West in California in early 2021, Wave is continually proving its growth initiatives in both market and customer support.