



Press Release

Intel Announces 2020 Americas Partner of the Year Awards for Excellence in Accelerating Innovation

Intel recognized the outstanding achievements of 10 partners from the Americas Region with the distinction of Partner of the Year at its Intel Partner Connect 2020 virtual conference. The Partner of the Year awards honor Intel partners demonstrating excellence in technology innovation, go-to-market strategizing, sales growth and marketing.

The title of Partner of the Year is awarded to companies achieving the highest standards of design, development, integration and technology deployment to accelerate innovation, growth and go-to-market strategies. They represent great examples of what's possible when we, as an ecosystem, work together.

- **2019 Partner of the Year – PC Client Solution**

Compugen (Canada) deployed Unite platform as a global workplace solution together with our NUC product. Compugen also acted as a beta-tester for our solutions providing consistent feedback to help Intel to improve and enable new future to United platform.

- **2019 Partner of the Year – PC Client Platform**

Softchoice (Canada) who had a solid focus on Intel core mix with an outstanding growth in 2019. In addition, they have positioned the approach “Consult, Implement and Manage” demonstrating a continuous growth leading IT market share with the highest growth in Canada.

- **2019 Partner of the Year – Hybrid Cloud Solution**

CDW (Canada) y su división Scalar desarrollaron un enfoque vertical dirigido para la industria de medios y entretenimiento ofreciendo plataformas de administración y servicios en la nube para empresas de medios, todo basado en servidores Intel DSG.

- **2019 Partner of the Year - NUC Solution**

Symtron (Argentina) integrated Intel NUCs as part of their ATM design for the Financial Market being a Design Win of \$4.5M in 2019. Symtron has built a solid foundation for the growth and leadership in the region with the aim of expanding into new markets.

- **2019 Partner of the Year – Enthusiast Platform**

Memory Express (Canada) have established a new PC platform and performance standard, enabling - gamers and gaming developers- new & compelling gaming experiences. Memory Express platform has exceeded all previously established gaming and game development benchmark performance metrics for their customers.

- **2019 Partner of the Year – HPC Solution**

Ciara (Canada) had a strong ongoing runrate growing at double digit y/y launching, also, a Cloud based offering in their own Datacenter in 2019. They developed, market and sells a leading High-Performance line of servers, optimized for High bandwidth and low latency applications such as HFT (High Frequency trading).

- **2019 Partner of the Year – Data Center Solution**

Adistec (Chile) has been leveraging Intel Select Solutions to permeate a closed market in Latin America with a great success. They has been demonstrating a deep commitment with Intel by developing a streamlined portfolio and an HCI as a service offering.

- **2019 Partner of the Year – Innovation in Optane™**

Wetcom (Argentina) offers to customers a first class technology and services by starting ambitious digital transformation projects based on Optane disks, server and chasis technology with 2 Gen Processors. Wetcom has focused their strategy on accelerating the time to market for the customer business projects using the latest Intel and VMware technology, with the Adistec added value.

- **2019 Partner of the Year – IOT Disrupted Technology**

Genetec (Canada) is one of the first partners in our region to launch a camera with OpenVINO for DL using a Movidius vPU and are among the few who will get Early Access to next generation Keem Bay vPU. Genetec is a leader in access control and camera for Automatic License Plate Recognition providing various security solutions for some of the largest cities, airports and Governments around the world.

- **2019 Partner of the Year – Marketing Excellence**

PC Factory (Chile) developed a comprehensive marketing campaign to introduce special edition processor I9 9900KS into the gaming Market growing their revenue consistently. This effort, together with many others, allowed them to grow their revenue demonstrating a solid commitment with Intel.