Millennials in the channel

The most highly-sought roles in IT and the growing skills crisis

Just how critical is the IT skills gap? It depends on who you ask.

Read more

Changes in the Channel
New Chiefs at SAP Canada, Cisco Canada

It was a summer of change for Canada's IT channel, with several channel chiefs moving on to new roles and new executives taking their places to run the channel businesses of some of Canada's most important technology companies.

Former Microsoft Canada channel chief Rob Stevens has landed at SAP Canada; Mark Collins has replaced David DeAbreu at Cisco; and NetApp Canada is looking for a new channel chief with the departure of Mike Brown.

The moves in detail

Managed Print Services
A growing line of business

Successful solution providers are finely attuned to clients' needs, always prepared to meet and exceed them, and always seeking to better understand business objectives and deliver solutions to achieve real, tangible results.

Read how Managed Print Services (MPS) are enabling organizations to streamline operations, control costs, improve employee productivity, secure data, and improve efficiency, all while protecting intellectual property.

Getting the Most from the Cloud

MUST ATTEND EVENTS!

The Canadian Channel Chiefs Council (C4) has partnered with channel management consulting expert Bruce Stuart to bring you two exclusive seminars in December: "Executing the Partner Pivot" and "Driving Cloud Channel Growth in 2016."

Details

[Executing the Partner Pivot](#)
December 8, 2015

[Driving Cloud Chanel Growth in 2016](#)
December 9, 2015