



## Changing the Channel: Who's in and who's out

The year is barely into its third month, but there's already been enough changes in the channel to wear out a revolving door.

One of the more significant moves came at HP Inc. Canada when Mary Ann Yule of CDW Canada was named to replace leader Lloyd Bryant, who retired after 30-plus year with the IT giant.

Yule did an outstanding job running CDW Canada, moving ...[Read more](#)

## A new pathway to Channel leadership

The Canadian Channel Chiefs Council (C4) has embarked on a first-of-its-kind initiative to introduce new standards and increased professionalism to the channel community.

C4 has launched the Pathways Program, an extensive accreditation process for channel professionals in the IT industry.

Designed in consultation with some of Canada's senior channel leaders, the Pathways Program will hone the talents and capabilities of channel professionals inside IT vendor organizations. It also seeks to elevate the important role channel executives play inside technology firms.

"We want to bring credibility to the role of the Channel Chief. The Council is seeking ... [Read more](#)

## Get Certified: It's good for business



By Ron Cohen

As a lifelong learner, I've long espoused the importance of education. I am always reading something and try to learn something new everyday. In my career as a sales leader, I've always made sure that our programs had a strong emphasis on goal setting and regular training. Legendary college football coach, Bear Bryant once said, "The key is not the will to win, the key is the will to prepare to win".

That's where training and certifications comes in. ...[Read more](#)



## Spotlight on Mergers and Acquisitions

There was unprecedented upheaval in the solution provider channel in 2015, with countless deals impacting hundreds of people. The M&A activity was so significant, CDN chose to set aside the tradition of naming a top newsmaker of the year and made it M&A activity the top story.

For an insider view on what is prompting the shake-up, we asked [Harry] Zarek of Compugen – the force behind the the biggest acquisition of the year, Metafore – what was driving the changes...[Read more](#)

## **Interested in learning more about the Canadian Channel Chiefs Council?**

You are invited to attend our AGM March 31 at the Old Mill, 21 Old Mill Road, Toronto, 12 - 3 p.m. Fabria Anderson, CEO of AcuteNet will offer a keynote presentation. [Information and registration](#)

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