Reminder: Channel incentives webinar March 22

Channel marketing and partner management programs are undergoing a dizzying sea change with new programs and options keeping every channel chief on their toes.

To help Channel executives navigate the changes and identify best practices, the Canadian Channel Chiefs Council (C4) will host a webinar March 22 with noted international loyalty and partner advocacy expert Ian Hutchieson of the London, UK-based International Customer Loyalty Programmes group (ICLP).

This free event is open to all Channel players. Make sure your team knows about this education opportunity.

More details and registration

Deadline extended
Last chance to apply as Top 100 Solutions Provider

Each year, CDN, the voice of Canada's IT channel community, connects with IT solution providers across the country to collect data for an industry benchmark report. The information is used to create a report that presents an industry overview, as well as identifying market trends.

The data is also used to determine the annual ranking of the Top 100 solution providers as measured by revenue ranges. The Top 100, plus winners in several categories, will be celebrated at a gala in Toronto April 2017.

To make the list you have until MARCH 10, 2017 to apply and fill out a short questionnaire.

[Apply Now](#)

Open data opportunities in an IoT world

When it comes to the Open Source opportunity within the potential of [Internet of Things](#) Mark Marlier, the director of ISV programs and partners for Red Hat suggests "follow the data."

How does Open Source fit into the close to $20 trillion IoT business opportunity today? During Marlier's recent keynote presentation to the board of director of the [Canadian Channel Chiefs Council](#), he said there are literally millions upon millions of open source projects in the world and all of those need to run on a server somewhere or in the cloud.

By following the data, Red Hat has been able to help enterprises and channel partners collect, communicate, transform, store and act upon critical data generated by the IoT solutions. [Read more](#)

Matt Marlier, Red Hat

How to avoid becoming the next hacking headline

Whether it's facing scams that compromise bank accounts and lead to identity theft or tracking employees using new devices that will allow them to work anywhere at any time, business owners are constantly challenged to balance the sales and potential productivity gains of technology against the costs and manpower associated with securing their business and their business data.

There are practical steps every SMB can and should take to protect their business. Join Jim Love, ITWC CIO and security experts from Performance Advantage for a webinar to discuss a practical step-by-step approach to security that can be embraced by companies of any size.

Webinar is March 8, 1 p.m EST

[Register](#)