



SPECIAL REPORT
**Best Channel Vendors
 2016**





Managed Services Tools

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	QuoteWerks www.quotewerks.com	✓				✓		
	RapidFire Tools www.rapidfiretools.com				✓	✓		



Video Surveillance/Access Control

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	Axis Communications www.axis.com	✓	✓					
	HID Global www.hidglobal.com	✓	✓					
	Hikvision www.hikvision.com			✓		✓		
	Honeywell www.honeywell.com		✓		✓			

VoIP

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	ADTRAN www.adtran.com	✓				✓		
	Allworx www.allworx.com		✓			✓		

**VIDEO SURVEILLANCE/
 ACCESS CONTROL, VOIP**