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The logo for EXAGRID, featuring the word "EXAGRID" in a bold, italicized, sans-serif font. The "X" is highlighted in green, and a green line extends from the top left of the "X" across the bottom of the letters. A registered trademark symbol (®) is located at the top right of the "D".

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SPONSORS & WINNERS



The SDC Awards gives you 34 reasons to be cheerful!

AMID soaring energy prices, economic challenges, and pandemic repercussions, the SDC Awards radiate positivity.

IT professionals gather, fostering anticipation for an evening of camaraderie, fine dining, humour, and prestigious accolades. With the skilled guidance of MC Paul Trowbridge, the event highlights exceptional achievements in projects, innovation, individuals, companies, and the Channel.

This gala reverberates with celebration—honouring customer successes, technological strides, and individual brilliance spanning diverse sectors like storage, cybersecurity, AI, automation, and cloud services.

It's a collective triumph, showcasing the IT industry's remarkable strides.

This publication salutes our winners whose accomplishments promise invaluable contributions to your organisation's digital transformation journey.

Explore their achievements and draw inspiration from their expertise. Heartfelt thanks to our finalists, congratulations to our winners, and happy reading.

Sukhi Bhadal

CEO, Angel Business Communications



SDC AWARDS 2023

BUSINESS CONTINUITY / DISASTER RECOVERY (BC/DR) PROJECT OF THE YEAR



Schneider
Electric



LOUGHBOROUGH UNIVERSITY is today ranked world number one for sports-related subjects, and is home to the UK's largest concentration of world-class sporting facilities. With an attending body of 19,500 students across its 523-acre campus. IT is fundamental to its operations, from its high-performance computing (HPC) servers, which support analytical research projects, to a highly virtualised data centre environment that provisions critical applications including finance, administration, and security.

By working diligently and with care and precision, on365 and Schneider Electric were able to undertake and complete, without any disruption to IT services, a major data centre redesign, modernisation and business continuity project, all while students continued to access their educational applications.

The project included modernising legacy systems for improved efficiencies, the deployment of software to deliver greater visibility of its distributed IT assets, and a complete retrofit of both its data centres – all without any interruption to continuity and achieving an SLA-goal of 100% uptime.

“Having a well-structured preventative maintenance program was vital to ensure that the data centre and IT systems are optimised and operationally efficient,” said Carl Richardson, Technology Support Manager, on365 Ltd.



“At on365, we’ve continued to collaborate closely with the university, not only to provide them with significant value, but to ensure they can meet their strict procurement governance whilst having access to our extensive support and services capabilities.” Following the success of the project, the university also signed a new three-year Schneider Electric services agreement with on365, to give it access to 24x7 expert maintenance and support, reflecting its ongoing commitment to protecting the investments in its new infrastructure, and ensuring the equipment is fully operational, reliable, and quality maintained.

By modernising its infrastructure with the latest in resilient and energy efficient technologies and harnessing the power of both data analytics and predictive maintenance, the university has futureproofed its campus to support new breakthroughs in sporting research.

STORAGE TRANSFORMATION PROJECT OF THE YEAR*open-e***To Save the Memories for Future Generations –
Data Storage for Post Bellum NGO**

THE DRIVING FORCE behind the project was the need to consolidate the data storage infrastructure and prepare it for further data volume increase.

Post Bellum had several NAS servers from various manufacturers offering varied capacities and features, and they collected 550TB of raw data, mainly video files with the witness interview recordings. Moreover, the amount of data was rapidly growing, with an average annual increase of more than 300 TB. The solution addressed the challenges by providing a scale-up architecture that allows easy capacity expansion based on financial resources, using commodity, non-proprietary x86 hardware that avoids vendor lock-in, and supporting snapshot and cloud services. The solution also offered the possibility of using a cluster data storage solution for high availability and reliability. The solution was powered by Open-E JovianDSS, a ZFS and Linux-based data storage system that supports storage capacities that can exceed dozens of PBs of data.

The solution was provided by Abacus Electric, a long-term Open-E Platinum Partner and one of the top Czech data storage providers. The major challenges faced during the project were the limited budget of Post Bellum as a non-profit organization, and the need to ensure excellent performance

and almost unlimited scalability for their data storage. These challenges were overcome by the cooperation of Open-E and Abacus Electric, who decided to give up part of their profit to support the project, and by choosing a solution that leverages the Software Defined Storage approach and the ZFS file system.

The tangible benefits that Post Bellum has seen as a result of the project's implementation are:
A consolidated and simplified data storage infrastructure that reduces operational costs and complexity
A scalable and flexible solution that can accommodate future data growth and expansion
A reliable and secure solution that protects their valuable data with snapshots and cloud backup
A high-performance solution that enables fast access and processing of their data
Post Bellum is a non-governmental organization (NGO) that documents the witnesses' memories of significant events and phenomena of the 20th century.

The mission of this organization is to pass these testimonies, collected in the 'Memory of the Nation' ("Paměť národa") archive, to a broader audience and the next generations. Post Bellum was founded in 2001 in Czechia.

Since then, they have expanded their operations to other regions as well - the documentary teams work in Myanmar (Burma), Cuba, Belarus, and other places across the globe.

DATA SECURITY / COMPLIANCE PROJECT OF THE YEAR



3 million Files Scanned for PII identification with a Unified Unstructured Data Management Platform for a Fortune 50 Financial Institution with offices in 50 countries

THE PRIMARY BUSINESS requirement involved the consolidation of data from various global locations. This entailed the identification of sensitive information from a vast number of files distributed worldwide. The goal was to ensure robust data protection for the identified sensitive data while also devising strategies for enhanced data compliance and governance. Challenges Faced The challenges encountered revolved around managing massive amounts of unstructured data dispersed across numerous geographical regions. The need for data consolidation extended to diverse areas such as the US, UK, Europe, and Asia Pacific.

Additionally, the cost of storage had been on the rise due to the extensive global data estate. The complexities inherent in unstructured data management posed further hurdles, compounded by concerns about the risks associated with migrating data to a new S3 platform. Solution Offered Data Dynamics' unstructured data management platform offered a comprehensive solution: Single Installation for Consolidation: A single platform installation facilitated data consolidation across multiple regions. Content

Analytics with Data Science Engine: The platform employed a Data Science Engine to provide a unified view of Personal Identifiable Information (PII) data, achieved through Content Analytics. Risk Classification: The solution incorporated industry-standard compliance and governance templates for risk classification, both predefined and customizable.

Free Text Search: Users were empowered to conduct free text searches within the processed analysis set, enhancing efficiency. Remediation Strategies: Identified sensitive data underwent various remediation processes such as quarantine, secure storage, and an audit trail, supported by Blockchain technology.

Business Impact The implementation of this solution yielded significant business impacts: Centralized Sensitive Data Management: The platform centralized the management of sensitive data across key geographical regions. Effective Risk Management: A total of 21,000 files containing PII/sensitive data were detected out of the 3 million files scanned, leading to improved risk management and targeted remediation efforts. Immutable Audit Trail: The establishment of an immutable audit log enhanced security measures and ensured a reliable record of actions taken.

DIGITAL TRANSFORMATION PROJECT OF THE YEAR



Driving Success: Daisy Corporate Services Helps Logistics Company Culina Group Save £2m Through Digital Transformation

IN THE EVER-EVOLVING LANDSCAPE of digital transformation, a standout project requires a comprehensive approach, tangible results, and a broader societal impact. Daisy Corporate Services' collaboration with Culina Group exemplifies these criteria, earning it a nomination for Digital Transformation Project of the Year. Culina Group's role as a critical link in the UK supply chain underscores the significance of efficient, sustainable, and flexible logistics companies. Culina recognised the need to reduce costs, enhance operational stability, and improve the well-being of their 22,000 staff through digital transformation. Daisy addressed these challenges through a multifaceted project that delivered: Improved Internet Performance: To set the stage for cloud and Software as a Service (SaaS) adoption, Daisy

transitioned Culina to Software Defined Wide Area Network (SD-WAN). This innovative move provided robust network infrastructure with direct internet access, traffic prioritisation, performance monitoring, active/active redundancy, and security enhancements. Capacity planning ensured ongoing network performance as usage scaled. Enabling Remote Work: The new SD-WAN allowed Culina staff to work from anywhere, reducing the need for on-site visits. The project aimed to improve operational efficiency, work-life balance, and cost reduction. SD-WAN technology provided reliable internet access, secure connectivity, performance monitoring, and reduced network outages. Scalability and Simplification: Culina sought a simplified network to facilitate seamless onboarding of new sites and acquisitions. The new network offered centralised control, template-based configurations, and zero-touch provisioning. This streamlined network expansion, ensures consistency and reduces configuration efforts.

Supplier Spend Reduction: Daisy helped Culina consolidate suppliers, saving nearly £2 million by switching from the previous provider. Dealing with a single point of contact streamlined procurement and vendor management. Workload Alleviation: By simplifying Culina's environment, Daisy freed up the network team's time, and improved staff retention rates. What makes this project truly innovative are its holistic approach and recognition that digital transformation extends beyond technology. It addresses employee wellbeing, cost savings, sustainability, and resilience. Daisy's solution leverages state-of-the-art networking technologies, emphasising comprehensive transformation and sustainability while enabling cloud-based procurement strategies. The core of this transformation is the adoption of SD-WAN, which replaced the traditional Multi-Protocol Label Switching (MPLS) setup. This move significantly enhanced flexibility, cost-efficiency, and network management capabilities. It also bolstered network resilience, which is crucial in the logistics industry.



INTELLIGENT AUTOMATION PROJECT OF THE YEAR



RPA Marathon | A full year RPA Scale Out Program with Employee Empowerment

TURKCELL'S RPA Marathon is the one of the most comprehensive RPA scale – out program. It is not just a digitalization and automation program it fosters culture driven transformation.

As of August,23 - More than 2000 employees participated RPA Marathon events. - More than 1000 employees ran to digital for their ideas and implemented them. - 600 employees have completed internal RPA Training program and 310 of them have become RPA Citizen Developer. - As a result currently 1.487 automation scenarios are running on our processes. 10.000.000 hours of work and 100.000.000 of financial benefit is forecasted as a result of these automations.

These outstanding results are output of a well-designed program. The best thing is that, it is not a requirement for participation to have technical knowledge. The program is designed to turn anyone without technical knowledge into a citizen developer or at least into an RPA literate. Our RPA Marathon program has 3 building blocks: - Competitions: o Ideathons: Idea generation workshops in which we help employees to discover potential RPA scenarios and elaborate them whether it will be feasible and applicable for RPA automation. o Hackathons: It is the bootcamp in which employees build their teams and write RPA scripts to implement the automation idea. This is the time when our employees turn their theoretical information on RPA into a practical experience.

Empowerment: Citizen Developer Training Program:

It is a two-step employee upskilling program. First step is a 4-module self-paced online training, basically teaches the fundamentals of RPA in general and also specific knowledge about Turkcell RPA. Second step is in class training which includes intense practice on RPA scenario development. **Mentorship:** Our employees who have already experience on RPA have been awarded as RPA Mentor. They assigned to teams during the Hackathons and help teams for scenario development. Most of the time mentors are from different departments than the team they assigned. It cultivates also cross functional collaborations. -

Acknowledgement: Any contribution is appreciated within the RPA Marathon program.

As a result of competitions, teams with outstanding ideas and performance awarded and announced publicly to whole company. It is a really motivation booster factor for people to receive award and share it with whole company.

Besides dedication is also awarded. RPA badges are created on the company system. In accordance with the level of RPA expertise, these badges are given to the employees, they can showcase these badges on their profile page in the company app. In Turkcell, bots and people continue running to digital, and Continuous Improvement & ICT teams are not the makers of these automations, they serve as enablers. This is where the mindset change start.

With the mechanisms of RPA Marathon, it flourishes the culture of collaboration, cocreation, upskilling and transformation via automation.

CLOUD TRANSFORMATION / MSP PROJECT OF THE YEAR



NODE4

Node4 Provides Private Cloud Platform For EMiR Software — Delivering A Specialist Business Management Solution for Critical Workers and Vital Infrastructure

EMiR SOFTWARE (Solutions in IT) is a market leader in specialist business management software. It's designed for electrical and mechanical engineering businesses that install and service large-scale industrial and commercial equipment. Node4 was chosen to replace the incumbent IT solutions provider, and today, all our cloud-based customers have been relocated to virtual servers in one of Node4's data centres. Working closely with our IT team, Node4 developed a meticulous and thoroughly researched project plan with a set server migration sequence. Once the migration plan was agreed, Node4 created a project and process document for each customer that set out their personalised migration plan — including any required training to operate their new environment.

Customers still have a managed private cloud environment containing EMiR, Microsoft Office and any other software they'd like to run on their networks. But with Node4 on board, they now benefit from improved performance and resiliency that come from superior backup, recovery, antivirus protection and security functionality. Benefits include: - Enhanced network monitoring - Daily performance reports - Round-the-clock support - Gains in speed, performance, flexibility and agility "Node4 have the right mix of technical and commercial experience. They listened to us and learned about the intricacies of our operations.

Unlike many MSPs, they didn't try to push us into an ill-fitting box. Instead, they devised a bespoke solution and pricing structure that matched how we serviced and billed our customers. Having Node4 as our trusted IT provider and MSP partner means we have more confidence when promoting the benefits of our cloud-based solution.

We've also been able to take on more of a leadership and educational role, which helps our sales and marketing efforts and elevates our standing within our sector." - Gary Downes, Managing Director at EMiR Software.



NETWORKING / COMMUNICATIONS PROJECT OF THE YEAR



WAN Acceleration: Accelerating cloud metro cluster deployment

BEFORE implementing Bridgeworks PORTrockIT OSNexus was facing performance challenges in deploying metro clusters and disaster recovery (DR) sites over WANs – suffering with particularly high latency over large distances. There was a 200-700% boost in performance by implementing PORTrockIT which is a game changer. The highest performance improvement was 7 times higher than without any WAN acceleration.”

The three biggest benefits were the reliability of the link, the visibility of the performance, and increased performance with PORTrockIT. Performance improvements The QuantaStor VM endpoints use the PORTrockIT virtual appliances as gateways for replicating data from a ZFS file system. For the data payload, OSNEXUS used a randomly generated 5,124 MB test file. The ZFS data was sent and received via SSH on TCP port 22. By using WANulator, the OSNEXUS team was able to test transfer speeds both with and without PORTrockIT data acceleration and make direct comparisons between the two data transfer strategies.

The test was conducted five times for each different latency, and the average transfer time in seconds can be seen below. Packet loss equated to 0.1%, and latency ranged from 0 milliseconds to 160 milliseconds. At 0ms the unaccelerated the unaccelerated transfer time equated to 107.0 seconds. When accelerated this amounted to 105.6 seconds, with an improvement factor of -0.01. At 20ms the unaccelerated transfer time was 333.6



seconds, while the accelerated time was 117.6 seconds – leading to an improvement factor of 2.83. At 40ms the unaccelerated transfer rate was 1,724.6 seconds, and the accelerated transfer time was 245.0 – an improvement factor of 7.03. At 80ms the unaccelerated transfer time sat at 2,945.4 seconds, while accelerated it stood at 454.6 seconds – an improvement factor of 6.47.

Lastly, at 160ms the unaccelerated transfer time was 3,789.0 seconds. Yet when accelerated it stood at 871.6 – an improvement factor of 4.34. Joshua Blake (JB), Regional Support Lead – EMEA at OSNexus Corporation comments: “Aside from the performance benefits, being able to identify as a complementary product – architecting it with storage – adds another string to our bow effectively.

We have mentioned PORTrockIT as a goal. We go in to speak about it, and then they see the benefits themselves – it’s like planting a seed.”

STORAGE HARDWARE INNOVATION OF THE YEAR



Pure Storage eliminates HDD in 2023 with Pure//E Family of products

PURE STORAGE continues to innovate in 2023 with Pure //E Family of products. Disk-based storage comprises the vast majority of stored data, and nearly all unstructured data.

Additionally, unstructured data capacity is expected to grow by 10x before 2030 for global organisations. For large-capacity, price-sensitive workloads that use current disk-based storage solutions, this growth is unsustainable. Disk has become too expensive to maintain, taking up large amounts of data centre space, and requiring massive amounts of power.

Today, there are well known advantages of using flash over legacy disk-based storage. However, the main barriers to implementing flash have historically been purchase and operational costs.

This all changed in 2023 when Pure Storage took an innovative leap forward with the introduction of the 100% all-flash Pure//E Family of products, consisting of FlashBlade//E and FlashArray//E. Delivered at a comparable price to disk-based solutions with a significant long-term total cost of ownership advantage, the Pure//E Family of products makes it possible to better manage everyday file, block and object workloads effectively, reliably and

sustainably. //E stands for Efficiency. Without a solution like Pure//E, the challenges customers face today will only get bigger, and the ESG goals we set today will be harder to attain. Data is complex and disk is inefficient and power- and space-hungry.

Combined you have mounting issues for data centers, bottom lines, and the environment. That has all changed with the release of the Pure//E family, delivering against HDD: - One-fifth the space and power - 60% lower operational cost of legacy - 85% less e-waste - 10x-20x the reliability. FlashBlade//E is an all-flash capacity-optimised unified file and object storage platform, designed to tackle unstructured data repository workloads that remain on disk-based storage systems. It is the ideal unified solution for unstructured data repository workloads in data protection, technical computing, AI and multiple other use cases across a multitude of industry verticals. FlashArray//E is designed to relieve customers from the constraints of disk and in doing so, solve today's greatest data storage challenges. It expands customers' options to tackle data growth down to 1PB without the need for frustrating offline archives or expanding expensive disk systems. It extends the Pure//E family to support unified block and file while providing seamless capacity scaled up to 4PB. FlashArray//E enables customers to benefit from an 80% reduction in power and space, 60% lower operational costs, and 85% less e-waste compared to disk.

STORAGE MANAGEMENT INNOVATION OF THE YEAR



All-in-one Architecture Delivers High Availability to Help Customers Affordably Implement Applications at the Edge

COMBINING edge-ready and edge-optimized StorMagic SvSAN with the HPE ProLiant MicroServer Gen10 Plus makes virtualized storage simple. Thanks to its low hardware requirements, centralized management and deployment, and its incredibly lightweight witness, it gives edge sites the ability to tolerate high-latency links and low bandwidth – both common features of remote locations.

Achieving 100 percent uptime using only a 2-node HPE MicroServer cluster, SvSAN's lightweight architecture, gives enterprise applications the ability

to stay up and running anytime, anywhere: be that on an oil rig in the middle of the ocean, during maintenance, or even through a natural disaster.

Designed to be robust, HPE and StorMagic customers can also rest easy knowing that their data can be protected with SvSAN encryption-at-rest and enjoy up to 3 years of HPE Pointnext Tech Care Basic MicroServer Gen10 Plus service. Together, SvSAN and the HPE ProLiant MicroServer Gen10 Plus are easy to install and manage when deployed as part of an HCI solution or storage-only target.

For a more in-depth run-down of this joint solution including its features and capabilities, check out our solution brief.



SDC AWARDS 2023

BACKUP / ARCHIVE INNOVATION OF THE YEAR



EXAGRID®

ExaGrid Tiered Backup Storage

EXAGRID has architected the industry's only Tiered Backup Storage system with a unique disk-cache Landing Zone, long-term retention repository, and scale-out architecture.

No other product in the industry is built specifically for backup with all of the appropriate backup features and integrations. ExaGrid's Landing Zone provides for the fastest backups, restores, and instant VM recoveries.

The Repository Tier offers the lowest cost for long-term retention. ExaGrid's scale-out architecture includes full appliances and ensures a fixed-length backup window as data grows, eliminating expensive forklift upgrades and product obsolescence.

ExaGrid offers the only two-tiered backup storage approach with a non-network-facing tier, delayed deletes, and immutable objects to recover from ransomware attacks.



DATA SECURITY / COMPLIANCE INNOVATION OF THE YEAR



Mobile Data Destruction System (Data Destruction Security Innovation)

@RACK Mobile Data Destruction System (MDDS) is an innovative, mobile, powerful, and fast data destroyer that erases and crushes both HDD and SSD storage devices.

The system is compact, durable, secured, and safe to operate giving you a guaranteed media destruction process. The innovative applications range from the secured process of erasing hard drives and backup tapes, erasure of broadcast audio and video tapes for recycling purposes, and the physical destruction of hard disk and solid-state drives - all securely done within your own environment with no 3rd-party involved.

@RACK MDDS has been built with unique features to fit into all data centres, defence and security sectors, financial institutions, government and public agencies, and private sector requirements in compliance with all management standards. @RACK MDDS truly makes our clients the master of their own data destruction needs in controlling, erasing, and destroying their data all in one place. No more Data breaches No more data compromises No more litigations No more 3rd-party for your data destruction!

Our product won the DATA CENTRE SECURITY INNOVATION OF THE YEAR award!

@RACK MDDS offers the the following features to all users:

- Auditable chain of custody
- Generate data audit certificates
- Supports HDDs and SSDs
- Revenue generation for Data Centres without hassles



- Seamless Internal control of your own data
- Tested and approved industry technology standard
- In-house total data destruction with no third-party data processing
- Compact and reliable technology
- Self-management and training for engineers

The benefits of using @RACK MDDS by our customers includes the following:

- Compact, powerful and rugged
- Simple and easy to operate
- Designed in compliance with industry standards for media destruction
- Cost-effective and durable system •Seamless Internal control of your data within the same environment
- Compliance with stringent regulatory standards for all users
- Safe waste containment and disposal system
- Free product life cycle maintenance and customer services

SDC AWARDS 2023

BUSINESS CONTINUITY / DISASTER RECOVERY (BC/DR) INNOVATION OF THE YEAR



CloudCover Services: the holistic approach to data protection.

WITH A FOCUS on channel-first solutions, virtualDCS has developed 'CloudCover,' an innovative suite of as-a-Service solutions tailored to modern business needs.

By utilising our services partners can differentiate themselves from other backup vendors and MSPs with our unique holistic approach to data protection. Our holistic solution: We believe that being prepared for a crisis relies on having a holistic view of your data landscape and how it is being protected. If you look at the problem as a whole, a single treatment for data protection and recovery should be an intuitive approach to risk mitigation and incident resolution.

Unlike traditional backup and disaster recovery services, CloudCover allows users and service

providers to have a holistic approach to backup and recovery. Uniting all services, and backed by Veeam software, we have now developed the CloudCover Service portal - a single pane of glass solution, fronting our innovative services portfolio and allowing our customers and partners to have full protection, management, and visibility of all aspects of their data environments. The portal and CloudCover suite include:

- CloudCover Service portal - A single view and admin portal for all Veeam services, that allows you to manage multiple environments from a single entry point.
- CloudCover 365 - A completely web-driven portal for all aspects of Microsoft 365 backup and management.
- CloudCover K8s - A Cloud adjacent service, allowing for the backup and failover of Kubernetes workloads powered by Kasten by Veeam, running on our platform.
- CloudCover Local - On-premise licence deployment, support and managed service.
- CloudCover Backup - Cloud Connect to our infrastructure.
- CloudCover Replication - Protecting VMware, Hyper-V and Apple workloads.
- CloudCover CDP - Continual Data Protection both from on-premise and the Cloud.
- CloudCover Shuttle - Allows fast and secure data transfer on a ruggedised physical platform that's encrypted and data cleansed on completion.
- CloudCover Cyber Protect - Suite of security products that enhance data protection from a complex and ever-growing threat landscape.



AI / MACHINE LEARNING INNOVATION OF THE YEAR



PandaChat - Chat out of the box

PANDACHAT offers a meticulously designed suite of products to enhance users' operational efficiency. Whether your aim is to facilitate seamless communication with articles and websites or integrate cutting-edge AI-powered chatbots into your website, thus optimizing business processes, PandaChat provides the all-encompassing solution you need. We invite you to view the video presentation and gain a deeper understanding of our project's journey: <https://vimeo.com/873725224>

Our PandaChat products are all transformative AI solutions, each designed to address distinct user needs and challenges. Their unique features, adaptability, and breakthrough potential set them apart from existing solutions, redefining user experiences and offering unparalleled benefits in their respective domains. Whether it's providing personalized support, streamlining news consumption, or safeguarding digital security, these AI solutions are all at the forefront of innovation, shaping a more efficient, engaging, and secure digital future. Learn more about PandaChat here: <https://pandachat.ai/>

PandaChat revolutionizes businesses across different industries, utilising all 5 PandaChat products:

- PandaChat Assistant - Understand any data instantly using AI
- PandaChat Brief - Summarize & chat with any website inside your browser using AI
- PandaChat Live - Integrate chatbots on your website in seconds

- PandaChat Code - Use Code as an AI assistant for development
- PandaChat Guard - Upgrade protection with cyber-security AI assistant

Many similar AI tools can be found on the market, but what really sets PandaChat apart is that it brings together several solutions that competitors offer as separate features. Its user-friendly interface and adaptability make it an indispensable tool across industries, effectively transforming complex tasks into manageable and efficient processes. In essence, PandaChat serves as the ultimate ally for users seeking to conquer the challenges of the digital age.

With PandaChat, our commitment to innovation extends to the development of groundbreaking products like Hai News - an advanced AI-powered news interaction tool that transforms the way users access and engage with news content.

Let's now explore the advantages of PandaChat, underscoring the manifold benefits it offers to businesses. Across various industries, PandaChat's solution proves highly appealing, thanks to its unwavering commitment to data privacy and the utilization of locally stored Large Language Model (LLM) instances.

Unlike certain other AI solutions that depend on cloud-based processing and storage, PandaChat's approach ensures that all data processing takes place locally, within the business's infrastructure.

AI / MACHINE LEARNING DATA PROTECTION INNOVATION OF THE YEAR



INFINIDAT

InfiniSafe® Cyber Detection

AS CYBERSECURITY continues to be one of the top concerns of CEOs and senior leadership teams, Infinidat made it a priority to enhance its InfiniSafe cyber storage resilience solution portfolio with cyber detection.

Infinidat is now one of the very few storage vendors to offer cyber detection on primary storage. Infinidat equips enterprises with stronger cyber storage resilience capabilities to counter cyberattacks against their data infrastructure in the face of increasing cyber threats.

InfiniSafe Cyber Detection is designed to help enterprises resist and quickly recover from cyberattacks. It provides highly intelligent deep scanning and indexing needed to identify potential

issues. InfiniSafe Cyber Detection inspects the full breadth of files, applications, core storage infrastructure (such as volumes), and databases for signs of cyber threats for primary storage environments, helping ensure all data that needs to be recovered has integrity. InfiniSafe Cyber Detection uses advanced machine-learning models that provide 99.5% confidence in detecting cyber threats.

This helps dealing with false positive/negatives and greatly reduces the effort in any additional forensics. Over 200 points of determination are included, using content-based analytics that inspect inside files for even subtle signs of attack.

The post-attack dashboard (with forensic report) details the last known good copy of the data for rapid, intelligent recovery.





SDC AWARDS 2023

ORCHESTRATION / AUTOMATION INNOVATION OF THE YEAR



IP FABRIC is a vendor-neutral, API-first automated network assurance platform making it possible for enterprises to continuously validate the network's operational state. The platform offers automated network discovery, visualization, modeling, documentation, and state validation of large-scale networks.

Just like a network engineer does, IP Fabric discovers network device inventory, configuration, and state information via CLI. Using this, topology diagrams are generated to show layers of network connectivity queries can be leveraged against this data to understand end-to-end behavior.

Unlike similar platforms, the network data collected and modeled in IP Fabric is stored forever (or as long as you want it) this enables teams to track changes and keep a history of what the network looks like over time.

Available, up-to-date network data (both granular and high-level) massively reduces risk and resource strain ever-present in digital transformation strategy. This impact is felt across an organization, from

on-the-ground, tactical network operators to future-conscious decision-makers, who, with IP Fabric, can ground their strategy in real data.

Enterprises leverage insights from IP Fabric to complete their observability ecosystems, pursue their ideal of intent-based networking, and realize network automation ambitions previously out of grasp.



DATA MANAGEMENT / ANALYTICS INNOVATION OF THE YEAR



@RACK Mobile Data Destruction System (MDDS)

Our @RACK Mobile Data Destruction System (MDDS) is a powerful, mobile, and fast data destruction system that processes HDDs, SSDs, and other storage devices. This product gives all our clients and potential users the complete in-house/on-site data destruction control without the use of 3rd parties.

Our product greatly simplifies the in-house procedures and completely removes chain of custody breaches. The product has been specifically built to facilitate the following sectors/organisations in their duty to protect private information and data: Data centres, Defence and security sectors, Financial institutions, Healthcare, Government and public agencies, Private organisations. @RACK MDDS offers the the following features to all users:

- Auditable chain of custody
- Generate data audit certificates
- Supports HDDs and SSDs
- Revenue generation for Data Centres without hassles
- Seamless Internal control of your own data
- Tested and approved industry technology standard
- In-house total data destruction with no third-party data processing
- Compact and reliable technology

Self-management and training for engineers, the benefits of using @RACK MDDS by our customers includes the following:

- Compact, powerful and rugged
- Simple and easy to operate
- Designed in compliance with industry standards for media destruction
- Cost-effective and durable system
- Seamless Internal control of your data within the same environment
- Compliance with stringent regulatory standards for all users
- Safe waste containment and disposal system
- Free product life cycle maintenance and customer services

The @RACK MDDS also complies with all management standards including the DoD, NSA, NIST, NCSC / CESC, among other EMEA regulations that guarantees the safety and security of all our clients and stakeholders.

Our team of sales, customer agents, and engineers are always ready and exceptional in providing our customers with unmatched presales and post-sales customer service experience for total satisfaction throughout the system life-cycle.



IT OPERATIONS AND MANAGEMENT INNOVATION OF THE YEAR

HCLTech

HCLTech Best Digital Experience Management Solution

HCLTech WorkBlaze is a real-time analytics solution for employee experience management that measures, manages and improves the digital employee experience in real time.

It continuously monitors business activity metrics, key performance metrics, configurations, and run-time attributes across a broad spectrum of devices in the workplace landscape from the end user perspective.

These metrics are collected in real time, are centrally stored and retained, and powerful analytics solutions are used to mine actionable insights.

By correlating technical performance and employee sentiment, organizations can see the true experience of their estate. It becomes the central experience hub with real-time, actionable insights into every employee – across devices, applications,

operating systems, locations, and organizational units that help organizations.

HCL WorkBlaze binds the technical capability with tightly knitted processes and sets up a dedicated “User Experience Office”(UEO) for every customer to transform their workplace from Reactive to Proactive.



CLOUD PLATFORM INNOVATION OF THE YEAR



IN TODAY'S evolving digital landscape, uninterrupted global connectivity is vital for both businesses and individuals. iQuila Cloud is now proudly hosted on Microsoft's global Azure network. Our solution harnesses the low-latency capabilities of the Azure network to deliver unparalleled connectivity and collaboration opportunities.

Global Reach, Local Impact

iQuila Cloud represents a game-changing advancement in global connectivity. With strategically positioned data centers across the world, iQuila Cloud ensures minimal latency for users, whether they are in New York, Tokyo, or anywhere in between.

Low Latency Layer

A standout feature of iQuila Cloud is its low-latency layer. This technology significantly reduces data travel time between users and data centres. Whether you are engaged in video conferencing, accessing extensive datasets, or

sharing files, iQuila Cloud's low latency guarantees a seamless experience, rendering lag and buffering a thing of the past.

Powered by Azure Network

iQuila Cloud's robust infrastructure is built upon the secure and reliable Azure network. Leveraging the global Azure backbone means you can confidently rely on iQuila Cloud for mission-critical applications, data storage, and more, with the peace of mind that comes from Azure's world-class security and reliability.

Collaboration Without Boundaries

With iQuila Cloud, teams from around the world can collaborate as if they are in the same room, thanks to seamless connectivity and low latency. This opens up a world of opportunities for businesses to access global talent, expand their markets, and innovate without limitations.

Business Benefits

For businesses, iQuila Cloud translates into increased productivity, reduced operational costs, and enhanced customer experiences. Whether you are managing a multinational corporation or a startup with global aspirations, iQuila Cloud's connectivity solutions can provide you with competitive edge.

Unlimited Possibilities

iQuila Cloud's potential extends beyond the business realm. Whether it's online gaming with friends on the other side of the world or streaming your favourite 4K content without interruption, iQuila Cloud empowers a new era of connectivity possibilities.

The Future of Connectivity

iQuila Cloud stands at the forefront of the connectivity revolution. With its low-latency layer and reliance on the Azure network, it is poised to redefine how we connect, collaborate, and communicate on a global scale.



CLOUD STORAGE INNOVATION OF THE YEAR**CTERA 7.5 – Enterprise File Services Platform**

THE CTERA Enterprise File Services provides multi-cloud file services with edge caching and multi-site synchronization. CTERA's Enterprise File Services unifies local file sharing with cloud hyperscale storage, empowering enterprises to modernize every aspect of their distributed file services delivery: remote offices, work-from-home, VDI, and mobile – without compromising performance or security.

CTERA Enterprise File Services Platform 7.5 includes several key benefits: **Powerful Cache Deduplication:** Edge Filer-level deduplication of cached data, increasing storage efficiency by up to 80%. This significantly reduces cost and hardware footprint at the edge, while increasing the amount of data that can be cached and improving performance.

Enterprise Key Management: Delegated storage of cryptographic keys using the Key Management Interoperability Protocol (KMIP), including certified support for Thales CipherTrust. **Permanent Delete:** Unrecoverable file erasure option, offering the right to forget, and meeting strict compliance regulations

regarding the removal of classified information, while allowing adherence to GDPR right to erasure.

New Storage Providers: CTERA already has the broadest industry support for private and public cloud solutions and this release adds support for Cohesity SmartFiles, Quantum ActiveScale, and Hitachi Content Platform version 9.4. **Usability:** A new Edge Filer user interface providing a modern and easy-to-use user experience. **Local Quota:** Centralized administration of quota policies from the CTERA Portal that can be enforced on all Edge Filers at once. It also provides granularity down to the sub-folder level. **Mac OS Experience:** A new version of the CTERA MacAssist, providing a consistent user experience to Mac users, with support for the JAMF platform for zero-touch deployment.

With this major new release, CTERA has further cemented its place as the market leader in distributed cloud file storage. With its powerful Intelligent Cloud Storage Routing and many other improvements, CTERA 7.5 is fundamentally changing the way businesses approach cloud file storage.

CLOUD SECURITY INNOVATION OF THE YEAR



OUR LASER-SHARP FOCUS on Microsoft 365, the fastest growing email sending service in use by businesses worldwide, coupled with our constant attention to pre-empt and respond to Channel Partner feedback makes Hornetsecurity's 365 Total Protection truly worthy of this award.

We recognised that security awareness training would add value to our portfolio, as part of our goal to be a one-stop vendor for next-gen security, backup and compliance for our partners for Microsoft 365. This is why we decided to launch a product in October 2022 to meet this goal, Security Awareness Service, as part of the 365 Total Protection suite.

There are two types of security awareness training products. With the first generation of products, the CISO or IT Administrator must send phishing simulations and monitor statistics. It's a more time-consuming, manual approach. The second generation of products automate the

process, freeing the administrator from any manual work as everything is done primarily from the vendor side. We opted for the latter approach and, in May 2022, acquired IT-Seal, a German company that focuses on establishing a sustainable security culture. It's important that everyone gets as much training as necessary, not too little, but certainly not too much. Overplay can have detrimental effects too, because if users receive all kinds of phishing emails, they get bored and the training then has little effect.

That's why our Security Awareness Service does this in a convenient, ongoing, automated way that is also tailored to the different roles within an organisation, with a patented Spear Phishing Engine at its core. It is also easy to set up and use, unlike other solutions that are too complex and too maintenance-intensive for customers.

Security Awareness Service can measure and compare the human security level across industries the innovative Employee Security Index (ESI®). This measure indicates how secure your company is. Customers can choose the level of employee security they want to achieve, and then manage the provision of training and phishing simulations based on that. The higher you want to score, and the more you are exposed to certain threats or fall for phishing simulations, the more training you receive.

Our MSPs are endorsing the addition of security awareness training to our portfolio. Ease of use is of essence to them, not only as it means they can serve their customers faster and better, but also because transacting with one vendor saves them time and money. This service is integrated within our control panel, as is the case with our other solutions, so that everything can be managed and monitored centrally. This gives our MSPs further opportunities, coupled with ease, convenience and efficiency. Customers include Deutsche Bundesbank, Schwan Stabilo, kohlpharma and many others.





SDC AWARDS 2023

SOFTWARE-AS-A-SERVICE INNOVATION OF THE YEAR



iQuila recently announced a Technical Alliance Partnership with Cradlepoint (Ericsson), the world's leading manufacturer of cellular routers. iQuila is now available to all Cradlepoint clients through their Net Cloud portal, featuring a simple 1-click installation process. Cradlepoint routers can connect to iQuila Cloud (public and private).

Significance of the Partnership

Mobile workers, including emergency services personnel, often encounter connectivity challenges in the field. Latency issues, VPN limitations, and encryption overhead can hinder crucial applications and protocols, impacting load, resilience, and VLAN distribution. These challenges pose serious risks, especially during crisis situations.

iQuila's VEN and Cradlepoint routers address these issues by seamlessly connecting mobile workers, IoT devices, and branch locations to the network. iQuila empowers Cradlepoint edge devices to distribute Layer 2 connectivity effortlessly, offering comprehensive VLANs, group policies, Active Directory integration, and top-notch security.

Value of the Joint Solution

iQuila VEN and Cradlepoint enable organizations to access core services and enjoy enhanced performance, regardless of their location. Branch offices, mobile workers, and fast-moving devices can access data, VLANs, applications, and protocols, transforming edge experiences. Installed on a container within the Cradlepoint router, iQuila VEN bridging software seamlessly extends a Layer 2 network to the edge. It efficiently integrates remote networks, maintaining multiple VLANs and local subnets. Advanced AI is at the core of the VEN protocol, managing connections by constructing



multiple data threads for greater resilience, higher bandwidth, and consistent performance.

Emergency Services Use Case

iQuila revolutionizes connectivity delivery by introducing a seamless and comprehensive Layer 2 service that extends Q.802.1 VLANs from your infrastructure to the edge. This innovation ensures uninterrupted connections for SSID users, even as they move between vehicles, guaranteeing secure data access. The iQuila VEN protocol securely transmits required VLANs over multiple concurrent threads through an encrypted tunnel, enabling the simultaneous use of multiple SSIDs with varying access levels across your entire fleet. The inclusion of Quantum encryption maintains security, providing peace of mind. iQuila's VEN protocol also seamlessly integrates other blue light, public safety, and third-party services into the network, allowing for the presentation of respective SSIDs throughout your fleet while best-in-class security measures.

INFRASTRUCTURE-AS-A-SERVICE INNOVATION OF THE YEAR



Revolutionising IaaS with Liquid Immersion Cooling

PEASOUP'S innovative integration of liquid immersion cooling with hyperconverged infrastructure has propelled it to the forefront of the cloud computing industry. With its focus on sustainability, performance, scalability, and cost-effectiveness, PeaSoup is reshaping the way businesses approach cloud infrastructure.



SDC AWARDS 2023

VENDOR CHANNEL PROGRAM OF THE YEAR



Schneider
Electric

SCHNEIDER ELECTRIC is the leader in the digital transformation of energy management and automation, and since inception it has worked with its channel partners to solve infrastructure challenges across data centres, electrical, and IT environments.

As a channel-first organisation, its longstanding commitment to partners has helped create opportunities to capture market share, providing the tools, support, and training to capitalise on new trends. Today its IT channel spans 100,000 IT Solution Providers across 160 countries, in the UK, it has 9330 partners. Its Partners have been integral to its success and will play a vital role in building a greener, more sustainable future.

In line with these changing dynamics, Schneider Electric announced the launch of its new mySchneider IT Partner Program. A best in class example of this success is seen the partnership with on365, Schneider Electric's key UK service partners to date, and the country's only 'dual partner', where on365 achieved 'Elite Partner' and 'EcoXpert Power Services Partner' status, the company has access to the people, the resources and relationships to meet the needs of large facilities customers, including major hospitals, life sciences hubs and universities. Colin Richardson from on365 said on this partnership: "Our clients are increasingly looking for well-informed advice that considers their entire infrastructure, to boost efficiency, and from people who truly understand their business. The wealth of experience within on365, coupled with our recognition as a trusted Schneider Electric partner really gives us a unique edge.



With our dual-partnership, customers can trust that we have the resources and relationships to offer them the best possible solutions, whilst remaining local enough to understand their individual service needs and concerns." Other key examples of Schneider Electric's work with partners includes Datacentre UK, who specialises in designing data centres for the public and private sectors including healthcare, and education.

Partnering with Schneider Electric for almost 20 years, it first participated in the APC Gold Partner programme, then certified through its Elite Partner Program, and was named 'Best Performing Partner' at Schneider's Elite Partner Awards in 2022.

With a diverse partner program that spans 40 years, and an ethos of helping partners upskill and drive growth, Schneider Electric's commitments to its channel partners are clear to see.

SPECIAL RECOGNITION FOR CHANNEL SECURITY SERVICES AWARD



opentext™ Cybersecurity

WITH SECURITY RISKS escalating worldwide and a persistent state of evolving threats, compromises are inevitable.

To ensure cyber resilience, channel organizations must deploy strong multi-layered security and data protection policies to prevent, respond and quickly recover from threats.

OpenText Cybersecurity provides smart, simplified security that enables trusted, cyber resilient environments for our channel partners, distributors, resellers and Managed Service Providers (MSPs). We help partners reduce risk, preserve trust and minimize disruption.

From prevention, detection and response to recovery and compliance, we help partners build cyber resilience via a holistic security portfolio of smarter and simple solutions delivered through our unified end-to-end platform. This modern portfolio of complementary security solutions offers channel partners 360-degree visibility across endpoints and network traffic to proactively identify, triage and investigate anomalous and malicious behaviour.

The business has many different offerings that help partners to find information, no matter where it is buried, to effectively conduct investigations, manage risk and respond to incidents. Organizations rely on these products to proactively prevent and detect threats across ever-expanding attack surfaces.



IT MSP / IT SYSTEMS VAR OF THE YEAR



HCLTech

HCLTech Digital Transformation Innovation for Frontline Workers

FRONTLINE WORKERS are extremely crucial for any organization, and the pandemic only brought to focus what critical role these employees play in keeping the businesses and serving the communities.

They are the backbone of various industries such as manufacturing, healthcare, retail, hospitality, and logistics. Despite the crucial role they play, frontline workers face many challenges in their day-to-day work, such as lack of proper training, communication barriers, outdated technology, lack of access to important information to inadequate training and support. Hence, equally valid is the fact that despite the criticality, front-line workers' experience has often been overlooked as companies accelerate the digitalization of products, services, and customer interaction.

The primary reasons are that the traditional workplace transformation approaches have been non-inclusive, siloed and not accommodative of the unique needs of frontline workers who follow different work patterns, and they work in very different kinds of workplaces, stores, factories, rigs, hospitals and so on. Also, it was largely believed only operation tech (OT) and not IT initiatives mattered for these employees.

To alleviate the challenges faced by frontline workers, HCLTech has come up with a unique innovation that has to address end to the end value chain of a frontline worker experience for many of our customers across the globe.

The solution empowers and equips frontline workers with the latest technology contextualized to their unique needs and industry requirements, and efficient communication/collaboration tools, purpose-built devices, frontline support services, and AI, Automation, and NLP-centric platforms to perform their duties efficiently without compromising on safety & security.



SDC AWARDS 2023

MSP / VAR DATA PROTECTION INNOVATION OF THE YEAR



Multi-tenant Control Panel for MSPs to deliver innovative cybersecurity services

A channel-centric company, Hornetsecurity as MSPs to manage its solutions via a convenient multitenant Control Panel. Addressing channel needs, it launched Security Awareness Service in Oct to train employees using spear phishing simulations & AI-powered e-training. Launched in May, 365 Permission Manager is a user-friendly solution to manage permissions, enforce compliance policies & monitor violations within M365.



SDC AWARDS 2023

EXCELLENCE IN SERVICE AWARD



Becoming an extension of our customers' businesses, with 24/7/365 extra-mile support

At Hyve Managed Hosting, we host and deliver core IT services, becoming an extension of our customers' businesses, so that they can focus on the tasks that matter. Headquartered in Brighton, UK, Hyve offers managed enterprise, private and hybrid cloud solutions, dedicated servers and colocation services in multiple data centres across EMEA and worldwide. Our customer service has always been our key differentiator. If we were to have any chance of being seen in the vast crowd of competitors, we had to go beyond standard product offerings and service quality to differentiate ourselves somehow. Consequently, we focused on going the extra mile to support our customers. Bespoke by nature, all our projects and deployments are delivered with service front of mind as we build specific solutions based on customer requirements. While our performance, pricing, and infrastructure features attract customers, it's the exceptional customer support that makes them want to stay. To support our claim to quality service, we have a 4.9 rating on Trustpilot and many excellent reviews that highlight our extra-mile support. We also have a 96 Net Promoter Score (NPS), which measures the loyalty of customers to a company.



SDC CHANNEL CHAMPION AWARD - GREG JONES – DATTO



datto
A Kaseya COMPANY

GREG JONES is a multi award-winning MSP growth-hacking professional and leadership expert who delivers high-energy keynote presentations that challenge audiences to focus on what matters most when it comes to technology and business.

His presentations motivate audiences to think outside the box and challenge the status quo on what can be achieved with the right technology and business processes. Audiences love these pragmatic and practical strategies that can be easily implemented and lead to big business results. Greg is part of Kaseya's EMEA go-to market senior Leadership Team as Vice President of Business Development. Greg is responsible for expanding and driving the success of Datto's partner program and unique MSP ecosystem across the EMEA region, including community, events, and marketing development funds.

Greg's passions extend to the greater MSP community where he serves as Executive Council



Leader for CompTIA, as well as acting as an advisor for their Advancing Women in Technology board and their Chair of the UK & Ireland Cyber Security committee. He is also a leader of Datto's Diversity, Equity & Inclusion Council and is a Business Ambassador for Alder Hey Children's Charity, whose mission is to support the young patients, families, and the staff at Alder Hey Children's NHS Foundation Trust in the UK.

Greg has a strong background in the IT sector and works with MSPs (Managed Service Providers) of all sizes to bring about transformational change, as well as providing assistance in helping them achieve their goals. Prior to joining Datto in October 2019, Greg was Chief Technology Officer for a large MSP in the Northwest of England. Greg started his management career in IT within the public sector after securing a senior IT management position within the local authority, and later went on to private consultancy for central government.

He was recognised by Channel Futures as one of just 14 top Channel Influencers in EMEA in 2023 and one of the 20 top Channel Leaders for his dedication to the MSP community and was named Cyber Security Leader of the Year at the 2023 IT Europa Channel Awards. He also won the 2023 CompTIA UK&I Community Leadership Spotlight Award for demonstrating outstanding leadership and impact to the community and the SDC Channel Champion Award 2023 – as well as being Highly Commended for Partner of the Year at the Network Group Awards 2023.

Greg has become the go-to source on the development of technology and business processes. He is dedicated to driving business results with technology, he believes we are living in exceptional times with regards to the possibility of what technology and businesses achieve.

COMPANY CULTURE INITIATIVE



GIACOM.

We make life better, together

AT GIACOM we provide over 2,000 channel partners with an innovative, comprehensive and value creating product portfolio that's future proofed. This includes Connectivity, Mobile, Voice, IP Communications, Cloud and Product Supply. We recognise that creating a positive and productive corporate culture is not just about giving our people the tools and technology to do their jobs effectively and deliver great service to our customers.

It's also about ensuring they're fully supported within a constructive working environment. Our people are at the heart of what we do and play a vital role in the success of our business. We value everyone highly, from frontline sales staff to technical support teams and back-office admin. We want to empower them to achieve excellence, but we also want them to feel that working at Giacom is an enjoyable and rewarding experience. That means encouraging initiative and developing talent, as well as recognising and rewarding exceptional performance. Promoting inclusivity is an important part of our corporate culture.

We've created a bespoke Equality, Diversity and Inclusion (ED&I) strategy which reflects our brand philosophy, 'We make life better, together'. We value diverse perspectives and recognise the unique talents of individuals. We take pride in celebrating all cultures and cultural events. We're also officially a Disability Confident accredited business.

To ensure our assets are accessible to everyone, we've made sure our communication methods are

inclusive by using subtitles for videos, holding more face-to-face meetings, font size or sound level adjustments, etc. Our corporate culture is also centred around collaboration and innovation, inspiring our team members to thrive and consistently deliver their best work.

We encourage open communication, so we've created various channels to give team members a voice and keep them up to date, including our regular virtual 'Team Talks', feedback surveys, online forums and weekly bulletins on our specially designed internal comms platform 'My Hub'. To ensure we're maintaining and constantly improving our workplace culture, every six months we run our 'Your Say Survey' to gain further valuable feedback.

Our long list of award wins over the years is solid evidence that our company culture is way ahead of our competitors. Last year, we were thrilled to win Comms Business' 'The Workplace' award, IT Europa's 'Diversity Initiative of the Year', Channel Champion's 'Service Provider People & Culture Team', and to be nominated for eight other workplace awards.

Our commitment to employee wellbeing, continuous learning and inclusivity makes us a workplace where employees feel valued, inspired and motivated to achieve greatness. We are immensely proud of our company culture. Its positive impact is a key driver in the success of our business.

SOCIAL IMPACT INITIATIVE



HCLTech

Social Impact initiative - Enabling Sustainable digital workplaces

THE SHIFT from remote work to a hybrid work environment has opened up opportunities for organizational leaders to re-evaluate business practices. Sustainability has become a top priority among executive leaders and Boards of Directors, with climate goals being very important for 75% of respondents. This shift is driven by increased pressure from investors, regulators, and other stakeholders to reduce greenhouse gas emissions.

Value-creating companies are more likely to make sustainability an element of their corporate culture and train employees on how to integrate sustainability into their work. The hybrid working model offers an opportunity to reduce carbon consumption by providing employees with the tools

and resources they need to be more productive. IT leaders must define objectives and set benchmarks to create a sustainable and flexible workplace that benefits employers, employees, and the environment. Embracing advanced technologies such as virtualization, remote collaboration and support, hyper-automation, and UX monitoring enables organizations to unlock new opportunities to dramatically reduce carbon footprints across the value chain.

To aim for net-zero offices, enterprises should take positive strides toward low carbon footprint and low energy requirement workplaces that facilitate greener results. These workplaces should be precision-designed to foster productivity, creativity, and collaboration without compromising on user experience.

HCLTech's ACE framework for sustainable workplace is a 3-step program to help customer organizations build environmentally sustainable workplaces. It assesses key contributors towards a shift to a more sustainable workplace, consults on building a roadmap for aligning with organizational sustainability goals, and evolves initiatives to include employees.

The outcome is a sustainable digital workplace that is inclusive of employees/users, workspaces, and devices, including carbon-neutral remanufactured devices with enterprise-grade performance, real-time monitoring of energy consumption and e-waste management, and persona-aligned device profiling and provisioning.





SDC AWARDS 2023

STORAGE COMPANY OF THE YEAR



EXAGRID®

EXAGRID'S unique Tiered Backup Storage is the only storage solution built just for backup to improve backup performance, restore performance, scalability as data grows, security, ransomware recovery, disaster recovery, and the economics of backup, with low costs up front and over time.

All other solutions are generic storage solutions or inline scale-up deduplication appliances. Over the past year, ExaGrid's growth has accelerated and ExaGrid has expanded its sales and customer support teams worldwide while remaining Cash, EBITDA, and P&L positive. ExaGrid supports over 4,000 organizations worldwide, in over 80 countries.

ExaGrid's customer support model is unique as all of its support engineers are ExaGrid employees, located in each region (United States, Latin America, Europe, Middle East, Africa, and Asia Pacific) that speak the local languages. ExaGrid's industry-leading level 2 senior support engineers are assigned to individual customers, ensuring they always work with the same engineer.

Customers never have to repeat themselves to various support staff, and issues get resolved quickly. As a result of providing a product that is differentiated and just works, as well as

providing industry-leading support, ExaGrid has a 95% customer retention rating, an extremely high NPS score of 81, and 99.2% of its customers are on yearly maintenance and support – statistics that are unheard of in the industry. ExaGrid has 300 published customer success stories, each an in-depth 2-page story that includes the company and customer name, and gives insight into their experience using ExaGrid Tiered Backup Storage in their unique environment and working with the ExaGrid team. ExaGrid also has 150 Gartner Peer Insight reviews.



CLOUD COMPANY OF THE YEAR



IN 2023, iQuila witnessed substantial growth and enhanced its cloud offerings through strategic partnerships with global tech companies, ultimately benefiting our valued customers.

Enhanced Security through Quantum Encryption in Partnership with Quantum Dice

iQuila has partnered with Quantum Dice to incorporate the most robust encryption method available today. This partnership allows iQuila to offer best-in-class encryption solutions. This innovative technology offers global connectivity while ensuring robustness and low latency. Our partnership with Quantum Dice introduced Quantum Encryption, fortifying data against evolving cyber threats. We are actively addressing the challenges posed by quantum computing, positioning ourselves as pioneers in cloud security. Currently QRNG encryption is available for private Cloud, however it will be made available to public Cloud users as well in 2024.

Lower Latency, Faster Global Connectivity through Microsoft's Azure Network

iQuila Cloud is now proudly hosted on Microsoft's global Azure network. Our solution harnesses the low-latency capabilities of the Azure network to deliver unparalleled connectivity and collaboration opportunities. A standout feature of iQuila Cloud is its low-latency layer. This technology significantly reduces data travel time between users and data centres. Whether you are engaged in video conferencing, accessing extensive datasets, or sharing files, iQuila Cloud's low latency guarantees a seamless experience, rendering lag and buffering a thing of the past.

Extended Layer 2 Connectivity via Cellular Routers in Partnership with Cradlepoint

iQuila forged a partnership with Cradlepoint (Ericsson), the world's leading cellular router manufacturer. Our collaboration empowers mobile workers, IoT devices, and branch locations with seamless connectivity, addressing challenges such as latency, VPN limitations, and encryption overhead. This joint solution ensures organizations can access core services and enhance performance, regardless of their location. iQuila's VEN protocol and Cradlepoint routers revolutionize connectivity, particularly in critical scenarios like emergency services.

Summary

Collectively, these three innovations underscore our commitment to shaping the future of cloud technology. They highlight our dedication to security, global connectivity, and seamless cloud services that transcend geographical boundaries. iQuila represents more than just a cloud company; we are at the forefront of a connectivity revolution, poised to redefine how the world connects, collaborates, and communicates on a global scale.



SDC AWARDS 2023

DIGITAL TRANSFORMATION COMPANY OF THE YEAR



FOR OVER 25 YEARS, CSL has been the leading European provider of critical connectivity. Today, they have over 2.5 million connections supporting business and mission-critical IoT applications across Europe. Having pioneered the transition from wired to wireless connectivity in the Security and Health sectors, CSL has a unique heritage and track record in the delivery of Critical Connectivity. They now play a crucial role in the Critical National Infrastructure Ecosystem and are currently taking their capabilities into the broader IoT market.

Having partnered with all European Mobile Network Operators (MNOs), their solutions have been deployed at scale in markets including critical national infrastructure, automotive and retail.

They know that business and mission-critical end users depend on solutions that provide the highest levels of security and reliability. That is why their expert team are constantly innovating to provide the most resilient and cyber-secure connectivity solutions on the market.

CSL has recently won several new contracts with major utility and retail companies. They are running a digital transformation programme with the UK's largest water and wastewater company, transforming over 2,000 remote sites into fully

connected, digital operations. All of which can capture and processing data for the 2.6 billion litres of drinking water, and 4.4 billion litres of wastewater they process on a daily basis.

In addition, CSL was chosen to deliver a UK-wide retail transformation by a leading multinational lottery operator that will enable small to medium-sized retailers to benefit from the digitalisation of their stores, as well as providing critical connectivity to power lottery terminals in major retail outlets.





SDC AWARDS 2023

SECURITY VENDOR OF THE YEAR



BASED in Silicon Valley, Splashtop Inc. delivers next-generation remote access and remote support software and services globally, across the Americas, Europe, Asia, Middle East, and Africa. Splashtop's cloud-based, secure, and easily managed solutions serve customers that include everyone from multinational enterprises and academic institutions to small businesses, MSPs, and individuals.





SDCAWARDS 2024

SAVE THE DATE 28.11 2024

Leonardo Royal City London

NOMINATIONS OPEN: **26.02**

NOMINATIONS CLOSE: **30.08**

SHORTLIST ANNOUNCEMENT: **27.09**

VOTING OPEN: **30.09**

VOTING CLOSE: **01.11**

CEREMONY: **28.11**

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- Comprehensive security with ransomware recovery
- Low cost up front and over time



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2023

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of the Year
- **Backup/Archive Innovation**
of the Year

*Thank you so much
to all who voted, and
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SDC Awards 2023 winners!*

*Visit our website to learn more
about ExaGrid's award-winning
Tiered Backup Storage.*

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