Welcome to CDN's 17th annual TOP 100 survey

Open to all Canadian solution providers registered and conducting business in Canada.

The results of this survey will be used to produce the annual TOP 100 Solution Providers ranking as determined by revenues, and the 2020 Benchmark Report which provides a snapshot of the overall channel. All solution provider companies are encouraged to participate regardless of revenue thresholds or number of employees.

This survey will take approximately 12 minutes to complete and requires knowledge of services and products sold and financial data. Please note that all responses are strictly confidential and will only be presented in an aggregate form. No individual responses will be disclosed or shared. Revenues are reported only within specific ranges.

As a thank you for participating all applicants will receive a complimentary copy of the Benchmark Report.

Questions?

To review the listing criteria or survey questions prior to completing the application process, <u>Click Here</u>.

For further inquiries please contact Steve Proctor at sproctor@itwc.ca

Application comple	eted by:
Name	
Title	
Phone Number	
Email	

Section 1: Company Information

Company nam	ne (As it should appear on the published list).
Website:	
Address:	
Address	
City	
Province	
Postal Code	
Year Establish	ned:
Year Establish	ned:
Year Establish Ownership:	ned:
Ownership:	ned:
Ownership:	Private
Ownership: Public P Corporate Hea	
Ownership:	Private
Ownership: Public P Corporate Hea	Private

	inancial data	VOLILIOGUIO	(o unan app	_			
Jame								
ïtle								
hone Number					<u>-</u>			
Please identify the solution	ons you provi	de (Select	all that appl	y)				
AI and Cognitive		ktop/Notebo allation/Depl		POS				
BI/Data Warehousing	Dig	ital Signage		Printi	ng and Imaging	J		
Big Data Analytics	ERI)		SaaS				
Cloud (Storage)	□ Iaas			Softw	are Asset Mana	agement		
Cloud (Infrastructure)	ToT			Secur	ity			
Cloud (Public)		Conculting So	raicos	Softw	Software Defined Networks Software Defined Storage			
Cloud (Private)		Consulting Se		Softw				
Cloud (Hybrid)		naged Print S			Software Image			
Collaboration		naged Servic	_	Building/Testing/Maintenance				
CRM		bile Device M		Storag				
Data Centres		oility, Task-Fo	ocused Solution	Virtua	lization			
—	NT-4							
Data/Disaster Recovery/Br			ructure Design	Unifie	d Communicat	ions		
Data/Disaster Recovery/Bo		Implementa		Unifie XaaS	d Communicat	ions		
Continuity Other (please specify)	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify)	ride, please de	Implementa aas	eir potential	XaaS	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you prov	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you prov AI and Cognitive	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you prov AI and Cognitive BI/Data Warehousing	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you prov AI and Cognitive BI/Data Warehousing Cloud (Storage) Cloud (Infrastructure)	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you prov AI and Cognitive BI/Data Warehousing Cloud (Storage)	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you prov AI and Cognitive BI/Data Warehousing Cloud (Storage) Cloud (Infrastructure) Cloud (Public)	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you prov AI and Cognitive BI/Data Warehousing Cloud (Storage) Cloud (Infrastructure) Cloud (Public) Cloud (Private)	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you prov AI and Cognitive BI/Data Warehousing Cloud (Storage) Cloud (Infrastructure) Cloud (Public) Cloud (Private) Cloud (Hybrid)	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease	12 months		
Continuity Other (please specify) Of the solutions you provent and Cognitive BI/Data Warehousing Cloud (Storage) Cloud (Infrastructure) Cloud (Public) Cloud (Private) Cloud (Hybrid) Collaboration	ride, please de	Implementa	eir potential Remain	XaaS demand ov	er the next Decrease			

Desktop/Notebook Installation/Deployment			\bigcirc	\bigcirc	\bigcirc
Digital Signage					
ERP					\bigcirc
IaaS					
IoT					
IT Consulting Services					
Managed Print Services					\bigcirc
Managed Services/Hosting					
Mobile Device Management					\bigcirc
PCaas					
Mobility - Task Focused Solution	\bigcirc				
Network/Infrastructure Design and Implementation					
POS					\bigcirc
Printing and Imaging					
SaaS					\bigcirc
Security					
Software Asset Management				\bigcirc	
Software Defined Networks					
Software Defined Storage					\bigcirc
Software Image Building/Testing/Maintenance	\bigcirc				
Storage					
Unified Communications					
Video					\bigcirc
Virtualization					
Voice Over IP		\bigcirc			\bigcirc
XaaS					

Section 2: Talent

Will your firm be hiring in the next 12 months	s?
If yes, you expect to Increase by	
If no, you expect to decrease by	
In which of the following areas are you likely	to hire? (Select all that apply).
Big Data/Analytics	Sales/Marketing/Business Development
Business Development/Sales	Mobility
Cloud	Security
Digital Transformation (i.e. software defined enterprise, hybrid IT, converged infrastructure)	Social Business
Internet of Things	
Other (please specify)	
many as apply).	are most important to your business? (Select as
Certified Ethical Hacker	Project Management
Certified Systems Engineer	Security
Cloud	Systems Administrator
Data Centre	Systems Management
☐ ITIL	Risk/IS Control
Networking	Virtualization
Other (please specify)	

Section 4: Revenue

Please use only Canadian dollar amounts, and convert all fiscal year revenues to a calendar year basis. The Top 100 Solution Providers list is based on total 2018 gross revenue of ITC goods and services sold and purchased by entities located within Canada. Where multi-year contracts have been sold, please only include 2018 revenue.

Fiscal year end (M	M/DD/YYYY)
2019 Calendar Yea	r Revenues - generated from Canada only. Example: \$4.25M or \$0.93M
2018 Calendar Yea	r Revenues - generated from Canada only. Example: \$4.25M or \$0.93M
Please estimate the	e percentage of your revenue derived from the following sources
Resale of hardware	
Public cloud resale	
Resale of software	
Software built by your	
firm (delivered on- prem or cloud)	
Resale of IT support	
services	
Professional and support services	
support services	
Managed services	
Other	
Customer Success:	Award: Describe a 2019 initiative that led to exceptional success for a
customer. Where p	ossible detail the outcome with metrics. (200 word max.)

Review the following	success factors	and indicate	the level	of improvement	in capabilities a	and
results you recorded	in 2019					

	Improved significantly	Improved	No change	Decreased	
Building a sustainable base of new customers	\bigcirc	\bigcirc			\bigcirc
Building a marketing strategy (Digital marketing)	\bigcirc	\bigcirc	\bigcirc		\bigcirc
Lead conversion/leads obtained	\circ	\bigcirc	\bigcirc		\bigcirc
Growing your offering portfolio	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Internal sales practices	\bigcirc	\bigcirc	\bigcirc	\bigcirc	
Deal size		\bigcirc			
Revenue per employee					
Implementation time					
Recurring /annuity revenue					
What is the top chal	lenge facing th	ne Channel?			

Section 6: Vertical Industry

	Primary	Secondary
Agriculture/Livestock/Fishery		
Aerospace		
Automotive		
Communications Services		
(Telco/Cableco/IPS/Wireless)	\bigcirc	
Education (All levels)	\bigcirc	
Financial/Insurance/Real Estate	\circ	0
Food & Beverage		
Government (Municipal/Provincial/Federal)	\bigcirc	
Healthcare/Pharmaceutical		
Life Sciences		
Manufacturing		
Media & Entertainment		
Mining/Forestry Resources		
Non-Government Public Sector (Crown, Nonprofit, etc.)		
Oil & Gas/Energy		
Professional/Business Services	\circ	
Retail/Wholesale/Distribution		
Transportation (Rail/Air/Trucking/Shipping)	\bigcirc	
Utilities (Gas/Water/Electricity)	\bigcirc	
s more than 50% of your revenu	e from one industry?	
Yes No		

NOTE: Once you submit your application, changes cannot be made online. For subsequent edits to your responses, please contact Desere Cowin at dcowin@itwc.ca or (416) 290-0258.
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