

2020 TOP 100 Solution Providers Survey

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, [Click Here](#).

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

Application completed by:

Name

Title

Phone Number

Email

Section 1: Company Information

Which of the following best describes your business?

Company name (As it should appear on the published list).

Website:

Address:

Address

City

Province

Postal Code

Year Established:

Ownership:

Public Private

Corporate Headquarters (If different from above)

Address

City

Province

Postal Code

Total Number of Employees:

Section 2: Talent

Will your firm be hiring in the next 12 months?

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).

- | | |
|---|---|
| <input type="checkbox"/> Big Data/Analytics | <input type="checkbox"/> Sales/Marketing/Business Development |
| <input type="checkbox"/> Business Development/Sales | <input type="checkbox"/> Mobility |
| <input type="checkbox"/> Cloud | <input type="checkbox"/> Security |
| <input type="checkbox"/> Digital Transformation (i.e. software defined enterprise, hybrid IT, converged infrastructure) | <input type="checkbox"/> Social Business |
| <input type="checkbox"/> Internet of Things | |
| <input type="checkbox"/> Other (please specify) | |

Which areas of specialization or certification are most important to your business? (Select as many as apply).

- | | |
|---|--|
| <input type="checkbox"/> Certified Ethical Hacker | <input type="checkbox"/> Project Management |
| <input type="checkbox"/> Certified Systems Engineer | <input type="checkbox"/> Security |
| <input type="checkbox"/> Cloud | <input type="checkbox"/> Systems Administrator |
| <input type="checkbox"/> Data Centre | <input type="checkbox"/> Systems Management |
| <input type="checkbox"/> ITIL | <input type="checkbox"/> Risk/IS Control |
| <input type="checkbox"/> Networking | <input type="checkbox"/> Virtualization |
| <input type="checkbox"/> 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 (MM/DD/YYYY)

2019 Calendar Year Revenues - generated from Canada only. Example: \$4.25M or \$0.93M

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Please estimate the 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

Managed services

Other

Customer Success: Award: Describe a 2019 initiative that led to exceptional success for a customer. Where possible detail the outcome with metrics. (200 word max.)

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

	Improved significantly	Improved	No change	Decreased	
Building a sustainable base of new customers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Building a marketing strategy (Digital marketing)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lead conversion/leads obtained	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Growing your offering portfolio	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Internal sales practices	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Deal size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Revenue per employee	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Implementation time	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Recurring /annuity revenue	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

What is the top challenge facing the Channel?

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Section 6: Vertical Industry

Which industries do you sell to? Please identify your top two

	Primary	Secondary
Agriculture/Livestock/Fishery	<input type="radio"/>	<input type="radio"/>
Aerospace	<input type="radio"/>	<input type="radio"/>
Automotive	<input type="radio"/>	<input type="radio"/>
Communications Services (Telco/Cableco/IPS/Wireless)	<input type="radio"/>	<input type="radio"/>
Education (All levels)	<input type="radio"/>	<input type="radio"/>
Financial/Insurance/Real Estate	<input type="radio"/>	<input type="radio"/>
Food & Beverage	<input type="radio"/>	<input type="radio"/>
Government (Municipal/Provincial/Federal)	<input type="radio"/>	<input type="radio"/>
Healthcare/Pharmaceutical	<input type="radio"/>	<input type="radio"/>
Life Sciences	<input type="radio"/>	<input type="radio"/>
Manufacturing	<input type="radio"/>	<input type="radio"/>
Media & Entertainment	<input type="radio"/>	<input type="radio"/>
Mining/Forestry Resources	<input type="radio"/>	<input type="radio"/>
Non-Government Public Sector (Crown, Nonprofit, etc.)	<input type="radio"/>	<input type="radio"/>
Oil & Gas/Energy	<input type="radio"/>	<input type="radio"/>
Professional/Business Services	<input type="radio"/>	<input type="radio"/>
Retail/Wholesale/Distribution	<input type="radio"/>	<input type="radio"/>
Transportation (Rail/Air/Trucking/Shipping)	<input type="radio"/>	<input type="radio"/>
Utilities (Gas/Water/Electricity)	<input type="radio"/>	<input type="radio"/>

Is more than 50% of your revenue 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.

This communication is brought to you by ITWC.

ITWC is obtaining your consent to send you electronic messages. By completing and submitting this application survey tool, you agree to be contacted by ITWC.

We are committed to protecting your privacy. Your information will not be shared with external parties unless you provide your explicit consent. ITWC can be contacted at 900-305 Milner Ave. Scarborough, M1B 3V4 or at www.itwc.ca. You can unsubscribe from emails by clicking "unsubscribe" on any email.