

At CA World in Las Vegas, Ziff Davis Enterprise and CA Technologies announced the winners of the Partner Agility Awards for solution providers who excelled at creating innovative solutions, impacting customers and transforming businesses with technology.

After several fitful starts and driven by the customer rush to cloud computing, CA Technologies is getting serious about boosting and expanding its channel business.

In a session for approximately 1,000 solution providers, system integrators, global service providers and managed services providers, CA Technologies CEO William McCracken stated he intends to drive the channel business from a small (an amount he declined to provide) piece of the \$4.4 billion company's revenue to 30 to 40 percent over the coming years.

"It will be big," said McCracken about the company's channel sales, adding that CA is committed to growing channel sales particularly in the midtier of the enterprise market.

As part of the channel thrust, David Bradley, CA Technologies' senior vice president of Global Channel Sales, outlined a new two-tier partner program scheduled to be fully implemented on April 1, 2012, although aspects will be implemented sooner.

The program will utilize an advanced tier and a premier tier, which will be global in deployment and include a structured program throughout the CA Technologies organization. A five-step "full lifecycle" expert capability—beginning at familiarity and culminating in a collaborative solution—will be developed between CA Technologies and its partners.

The program was unveiled at CA Technologies' annual CA World event in Las Vegas.

In conjunction with the program, CA Technologies and Ziff Davis Enterprise introduced the first Partner Agility Awards. From a field of entries, ZDE editors selected the following award recipients in an "up and comer" level, a runner-up level and a winner level.

Category: Innovative Solutions:

On the Move (honorable mentions):

Mahindra Satyam and Fujitsu Australia

Runner-Up: Logicalis

Logicalis, located in Slough Berkshire, U.K., and is a systems integrator, and managed services and cloud provider.

Logicalis developed an onsite private cloud and hosted public cloud solutions that saved Loughborough University \$3.5 million in data center refurbishment costs.

Winner: Skygone Inc.

Skygone is a cloud services provider for the geospatial, location-based services industry located in Redlands, Calif.

Skygone developed an instantly deployable solution used for disaster response recovery efforts, including the recent hurricanes on the East Coast and the flooding in North Dakota.

Category: Customer Impact:

On the Move (honorable mentions):

Acxiom and Deloitte

Runner-Up: Syrix Tecnologia

Syrix was able to avert a crisis environment at a major customer in less than an hour. It was also able to pinpoint the source of the trouble in less than 10 minutes.

Winner: Techmind

Headquartered in Israel, Techmind is a high-end consulting and project management and implementation service provider for telecommunications and defense industry markets.

Techmind integrated a suite of solutions around service management and service assurance offerings for the Tel Aviv Stock Exchange and also for various military organizations.

Category: Business Transformation Award:

On the Move (honorable mentions):

ScaleMatrix and Netsol International

Runner-Up: Harris Corporation Healthcare Solutions Division

Harris implemented a suite of solutions for the Veterans Affairs Department in order to manage their complex infrastructure of 150 hospitals and 788 clinics.

Winner: Mycroft

Mycroft developed a unique security as a service (SaaS) branded "MEAD: Mycroft Elastic Accelerated Deployment Platform." MEAD allows for a "build once and deploy often" offering, providing customers with rapid, repeatable and secure solutions.