

It's Viva Las VARs At Fujitsu's Partner Conference

(Las Vegas) — I was one of a select few media attendees at Fujitsu's Third Annual One Capture Alliance Partner Conference in Las Vegas. The event, held February 8 to 10 at Treasure Island Hotel and Casino, is designed to honor Fujitsu's top resellers. The conference also provides



a venue where VARs and Fujitsu executives can meet one-on-one to discuss channel issues and share new product and program information. A technol-

ogy showcase allowed VARs to gain hands-on knowledge of the latest software technologies available through Fujitsu's vendor partners.

The highlight of the event was an Awards Dinner Gala that was kicked off by a presentation from John Mancini, president of AIIM International. In his presentation, Mancini pointed to evidence that regulatory compliance, the rise of distributed scanning, and other market trends

will soon lead to an explosion in the adoption of document management technologies among midmarket companies. The evening was capped off by an awards presentation to Fujitsu's top VARs and distributors. The winners were:

■ **Service Distributor of the Year & Fastest Growing Service Distributor:** NewWave Technologies

■ **Distributor of the Year & Fastest Growing Distributor:** Tech Data Corporation

■ **Solution Provider of the Year, Eastern Region:** Scantastik

■ **Solution Provider of the Year, Western Region:** ImageSource

■ **Solution Provider of the Year, Government & Service Star Alliance Reseller of the Year:** EDAC

■ **Solution Provider of the Year, Healthcare:** Misys

■ **Fastest Growing Newcomer Service Star Alliance Reseller:** Amherst Technologies

■ **Fastest Growing Service Star Alliance Reseller of the Year:** Engraphix Imaging Systems. □

— Ken Congdon
Content Management Technologies Editor