



ChannelVision Magazine is proud to announce its 2022 Visionary Spotlight Award winners. This year's honorees recognize innovative solutions and the industries commitment to adapt to a changing workplace.

"The competition this year will be remembered for the applicants' unique approaches to solving issues and creating solutions that answer the call of partners and end users," said Beka Business Media president and CEO Berge Kaprelian. "We had a record number of total entries, which made this year's competition tougher than ever. But at the end of the day, the companies named have proven they meet the challenges of today's changing workplace. On behalf of *ChannelVision*, I would like to congratulate all our 2022 VSA winners, and I would like to thank all those who submitted entries."

OVERALL EXCELLENCE

Channel Deployments of the Year

Versa Networks



Southeast Christian Church (SECC) is a leading church in North America. The church had layer-2, point-to-point legacy multi-location network expansion plans, but it realized it needed a solution that leveraged multiple connectivity. It chose Versa's VergX SD-WAN. The system was tested in December following the bomb explosion in Nashville. The church had planned to stream its Christmas services live. With networks down across the Southern United States, homes and businesses were left without internet. With the VergX SD-WAN solution, SECC never lost connection. When the primary fiber connection went down following the explosion, the SD-WAN automatic failover switched to the broadband connection.

Best Emerging Technology Breakthroughs

Granite



In 2021, Granite introduced Granite EPIK, a next-generation managed POTS replacement service that helps companies evolve their networks to IP while supporting business-critical specialty lines that rely on legacy TDM landlines. Granite EPIK is qualified as a managed facilities-based voice network device and provides a POTS alternative that is compatible with fire, safety and virtually all other analog devices.

Impartner



An Impartner and Google partnership has developed Google Ads for the Channel. Google Ads for the Channel allows brands to create and implement local Google Ads campaigns for all their channel partners, requiring no effort at the local level. The brand has complete control and visibility. Google Ads for the Channel is a manageable and efficient solution for channel managers to optimize their indirect sales and overall marketing strategy through digital marketing.

Nynja



Nynja developed a comprehensive Integrated Workstream Collaboration platform that addresses the needs of remote workgroups, gig workers, freelancers, contractors and others. The platform empowers users to conduct a range of business functions as easily on their mobile devices, all from a single app.

Telesystem



Telesystem's Wi-Fi Engagement and Analytics can transform a business's managed Wi-Fi into a revenue generating and analytics gathering machine that offers visibility into its customers. The captive portal gathers information about who is occupying the space and how they move about via built-in Bluetooth beaconing. Once connected, key contact and demographic information are captured, allowing businesses to get to know their visitors, analyze data and follow up with personalized marketing campaigns. Telesystem's Advanced Wayfinding technology offers health care campuses real-time location tracking indoors, and the ability to create personalized and end-to-end navigation experiences for patients, guests and employees.

Wildix



With the release of x-hoppers, Wildix has developed a solution designed to facilitate better communications between retail employees across all departments and their customers to increase customer conversions and retention. x-hoppers is a retail headset system that combines wireless push-to-talk headsets with a cloud-based communications system.

Channel Programs of the Year

AireSpring



Airespring relies on channel partners and created its program to ensure partners have the resources, tools and support they need. AireSpring's Channel Managers (CMs) are located nationwide because it recognizes the value of regional support. It recruits top talent in targeted locations, and this year expanded its roster of veteran CMs. The sales team has one role: helping channel partners close deals. Airespring offers partners lucrative evergreen commissions, SPIFFs on renewals and tiered commissions that allow partners flexibility in pricing services.

Aryaka



The Aryaka Accelerate Partner Program unifies the company's partner-led go-to-market strategy under a comprehensive plan. The program empowers partners to tap into expanded revenue opportunities through Aryaka's SD-WAN and secure access service edge (SASE) solutions. Accelerate offers a revenue partnership for SD-WAN and SASE services.

Catapult by Altaworx



Catapult by Altaworx is a Streamlined White Label Reseller Solution. Resources include compliance as a service, revenue assurance with AMOP, BOaaS, Tier 1 support, on-site installation and training of phones to customers, AXIOM sales training, ConnectWise integration, support/demo engineering services, hardware procurement/financing and more.