

Channel Champs Enter The Winner's Circle To Pick Up Their Awards

LEFT: Richard Hutton, Samsung; group shot of HP: (l to r) Mike Humke; Tom LaRocca; Tim Mackie; Meaghan Kelly; Randy Cochran, Symantec; Alex Thurber, Luanne Tierney and Dave O'Callaghan, Cisco.

BELOW: (Clockwise from top left): George Hlebak, SonicWall; Robin Lauber, Seagate; Bud Cary, Western Digital; and Cindy Bates, Microsoft.

BOTTOM: (l to r) Gordon Lord, APC; Oscar Grider, Check Point; Sheila O'Neil, Panasonic; Gary Gillam, Xerox.



[Service]

Top 10: Service Attach Rate

VARs earn top dollars in services with these vendors

RANK	VENDOR	CATEGORY	SCORE
1	TREND MICRO	Network Security Software	65.93
2	HEWLETT-PACKARD	Notebooks	65.16
3	WEBSense	Network Security Software	62.5
4	ORACLE	Systems & Network Management Software	62.22
5	ACER	Notebooks	61.98
6	NOVELL	Network Security Software	61.54
7	MCAFEE	Network Security Software	61.51
8	IBM/TIVOLI	Systems & Network Management Software	61.19
9	VMWARE	Server/Application Virtualization	60.81
10	ORACLE	SMB Business Software Suites	60.13

Cellar Dwellers: Service Attach Rate

These vendors' services aren't profitable (worst-ranked)

RANK	VENDOR	CATEGORY	SCORE
1	SOPHOS	Client Security Software	42.57
2	NEC	Flat Panels	43.50
3	PANASONIC	Notebooks	44.44
4	VIEWSONIC	Flat Panels	44.50
5	SEAGATE	High-Capacity Hard Drives	45.71
6	WESTERN DIGITAL	High-Capacity Hard Drives	45.86
7	EMC	Network Storage	45.99
8	LG ELECTRONICS	Flat Panels	46.58
9	LIEBERT	Power Protection	46.65
10	APC	Power Protection	46.70



Xerox's score in Workgroup Color Printers beat all 115 vendors in the survey.



PHOTOS: KIM KULISH