

# Trustmarque Solutions Selected As Finalist For 3 CRN Channel

Submitted by: C8 Consulting

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Trustmarque nominated as Services Provider of the Year, Enterprise Reseller of the Year and Reseller of the Year for 2011

York, UK – 13th September, 2011: Value Added Reseller (VAR) Trustmarque Solutions today announced that it has been shortlisted in three award categories for the CRN Channel Awards 2011 – Reseller of the Year, Enterprise Reseller of the Year and Services Provider of the Year. Following a record number of entries, winners will be announced on Thursday 17th November at the Battersea Park Events Arena where over 1,700 key industry figures will gather for the biggest channel event of the year.

Mark Penny, Strategic Sales and Partner Director, Trustmarque Solutions comments: “We are delighted to have been shortlisted in three separate categories this year. Trustmarque is going from strength to strength, bucking market trends against a tough economic climate. Being recognised in 3 separate categories bears testimony to our commitment to a business model founded on providing a broad mix of genuine value-added services designed to deliver significant cost savings whilst at the same time helping customers fully optimise the value of their existing technology. We are extremely proud to be able to say that in the past year alone we have saved our customers more than £20 million.”

The CRN Reseller Awards recognise excellence in the delivery of solutions, service and support to end-user customers, taking into consideration the reseller’s ability to deliver real benefits to the user organisation, and to meet customer objectives in terms of improved efficiency, ROI and investment protection, and cost reduction. Entrants that demonstrate innovation in developing and bringing to market new concepts and solutions are also recognised. The Reseller of the Year award category in particular is one of the ‘big three’ top accolades in the industry.

Key factors in the decision to shortlist Trustmarque for the three awards include that Trustmarque has demonstrated particular strength and boldness over the past year, taking strategic decisions that have resulted in growth ahead of the market, the acquisition of new assets, significant inward investment and the up-skilling of staff. The acquisition of Nimbus Technology Systems Ltd, a Cloud Infrastructure and services company, has expanded its dynamic services capability as well as added new customers and additional profitability. Trustmarque invested a further £1.8 million in additional personnel and achieved a significant number of accreditations. With 350 new customers joining in the last year, Trustmarque has achieved remarkable growth in the context of wider market conditions where two thirds of IT budgets are flat or in decline.

Having also invested an additional £1.4m to reinforce its Solutions delivery capability with highly skilled, industry-renowned personnel, Trustmarque is setting the benchmark in the VAR market for growth, profitability and value delivered to its customers.

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About Trustmarque

Trustmarque has been providing value added services to customers since it was founded in 1987 and is now one of the UK's largest Value Added Resellers. Trustmarque brings together years of knowledge plus a strong track record of delivering successful IT enabled projects for customers that realise positive business outcomes. Trustmarque delivers solutions across six key areas: Business Performance Management, Information Security, Core Infrastructure Services, Microsoft Integrated Solutions, Managed Licence Services and Software Procurement Consultancy.

Trustmarque is also a Microsoft Large Account Reseller (LAR) with Microsoft Gold Certified Partner status, as well as partnering with many other major vendors in the IT market, such as: Adobe, Business Objects, CA, Citrix, McAfee, Novell, Nuance, Sophos, Symantec, Trend, VMware and Websense to name but a few.

Trustmarque Solutions has worked with The CarbonNeutral Company (formerly Future Forests) leaders in the field of carbon management and climate change solutions to become a CarbonNeutral® company.

For more information about Trustmarque visit [www.trustmarque.com](http://www.trustmarque.com), call 0845 2101 500 or email [info@trustmarque.com](mailto:info@trustmarque.com)

Media Information:

Paula Elliott  
C8 Consulting Ltd  
01189 001132  
[paula@c8consulting.co.uk](mailto:paula@c8consulting.co.uk)