



President's Message



Transforming Channel Professionals into Channel Chiefs.

As I take over the role of President I see great possibilities for this organization. We have built a strong foundation over the past few years, and I see it as my... [Read More](#)

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Highlights from Previous Board Meeting

The Board worked its way through a packed agenda at its June 1 meeting at Xerox Canada Ltd. Highlights from the meeting included ... [Read More](#)



Words of Wisdom from Channel Veteran Luc Villeneuve

Like many channel chiefs before him Luc Villeneuve's goal was not to build a channel program, or even work within the channel eco-system; but as an executive leader that's exactly where his path took him. [Read More...](#)

CDN 2017 Women of the IT Channel hits lucky No. 7

CDN and Ingram Micro Canada partnered for the seventh annual CDN Women of the IT Channel Recognition Luncheon; this year at the Credit Valley Golf and Country Club in Toronto.

[Read More...](#)



Artificial intelligence (AI) has quickly become a critical driver for predictive analytics and decision making among Channel Chiefs.

Join Cindy Gordon, CEO of SalesChoice, for an hour-long webinar on how the channel ecosystem can successfully incorporate new AI opportunities. She'll break down the basics and gives a synopsis of how to understand the new language of AI.

Gordon will illustrate how AI can be used as a tactical tool to build and manage channel success and the potential it unleashes for channel partners and high-tech vendors in areas of deal registration, service and support, sales pipeline, and deal sizes.



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