



### **Local reseller event hits a high note**

*Article excerpt courtesy of [ITworldCanada.com](http://ITworldCanada.com)*

The other day I attended the KLM Solutions open house in Toronto and I am glad I did. I always enjoy being with channel partners. I know I sound like a broken record, but I believe these people provide amazing value to the computer industry and the Canadian economy.

KLM is celebrating its 20th anniversary and has moved into a bigger facility in the southern part of Toronto.

This company listed as the No. 96 solution provider in the CDN Top 100 list is doing everything right in my opinion.

This is the third time KLM has upgraded its facilities and the new office will have a green touch to it. It will also have virtualization, a testing lab, and a lock down room for customer computing care and monitoring. It is all part of an investment phase for the solution provider.

KLM has also been smart to realize they need to specialize. The company has focused its vendor partnerships on just a few: Microsoft, Cisco, HP, IBM and Panasonic.

It is this hyper-focus that has enabled the company to win awards such as the Microsoft Impact and the Ingram Micro VTN Top Sales award.

CDN wants to congratulate KLM on 20 great years in the channel.