



## Receives Recognition

During the Knowledge is Power Event on June 17th, organized by Ingram Micro's VentureTech Network (VTN) and hosted by KLM Solutions, Brent McCarty, Sr. Director of VAR Sales, Ingram Micro was on hand to highlight KLM's achievements in the past year as a member of the VTN and to present them with a VTN Partner award.

The VTN Recognition and Reward program, first launched in 2005, has a goal to encourage members to take full advantage of the benefits available



*President of KLM Solutions receives the VTN Recognition and Reward plaque from Brent McCarty, Sr. Director of VAR Sales, Ingram Micro.*

through VTN as well as encourage member to member partnering. Each year, members receive recognition for their participation within the VTN.

As a VTN partner, there is no doubt that, KLM is both a loyal member and avid supporter of the Network. One of the main benefits of being a VTN partner is the ability to take part in the Knowledge Is Power Events (KIP). These events are an excellent opportunity to participate in face-to-face events with manufacturers and end users. These half-day seminars help premier solution providers educate and equip their customers. With an emphasis on how these market segments affect their businesses and where technology can help, attendees learn about focus categories, technologies, vertical markets and related topics.

"We are happy to have a great and active partner like KLM Solutions in VTN", said Rita Baiana, Senior Manager, VTN. "Partners like KLM Solutions benefit the entire community by offering geographic coverage and technical expertise," she adds.

Since joining the VTN in 2006, KLM Solutions has been an active member. At the 2007 VTN North American Fall Invitational Spotlight Awards gala in Las Vegas, Mat George of KLM was on hand to accept the Top Sales growth award presented to a Canadian member who has both supported and grown their sales of the VTN sponsoring manufacturer partners at Ingram Micro within the year. ■