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Press release

ABC Data awarded the title of the “Central & Eastern Europe Consumer Tech Distributor of the Year”!

We now now the winners of the “EMEA Channel Academy: 2018 Awards” organised as part of the “Distree EMEA” conference. The competition was intense, involving major distribution companies operating in various parts of Europe. Resellers and vendors decided that the prestigious title of the “Central & Eastern Europe Consumer Tech Distributor of the Year” should yet again go to ABC Data. It clearly shows that they see the company's huge potential and consider ABC Data to be the best business partner in the CEE region.

The EMEA Channel Academy award is among the most valuable and the most consequential in the IT industry. It is an expression of recognition and trust of Business Partners for the company they work with. The announcement of winners and distribution of accolades to the winners in each category traditionally took place on the penultimate day of the Distree EMEA conference in Monaco.

In this edition of the plebiscite, the voting procedure has been modified. In previous years, shortlists of candidates for the title in each category were prepared in cooperation with market experts from a given region. This year, respondents were given a free hand and could choose any distributor that they value most in terms of cooperation. This means that the nominees were indeed only the companies that offer top cooperation standards to resellers and vendors.

After counting all the votes it was crystal-clear that in the CEE region ABC Data was without equal, so that it received – yet again! – the title of the “Central & Eastern Europe Consumer



Tech Distributor of the Year”. Other companies such as ALSO, Ingram Micro and Tech Data were recognised for their activity in other parts of Europe.

– One of the essential things in business is to be appreciated by Clients and Partners. And ABC Data clearly enjoys immense trust of companies with whom it cooperates. After all, their votes gave us again the title of the “Central & Eastern Europe Consumer Tech Distributor of the Year” – Ilona Weiss, President of the Management Board of ABC Data, said – “Our victory in the EMEA Channel Academy plebiscite is a clear signal for the market that we are unrivalled in the CEE region as an IT business partner. Nevertheless, we do not intend to slacken in our efforts and simply bask in the glory”. As before, in the next years we are planning to make every effort in order to remain the best business partner and the first choice distributor for our Clients and Suppliers – the President of the Management Board added.

The beginning of 2018 is full of good news for ABC Data. The company is steadily increasing sales both at home and abroad. In January, the ABC Data Group generated PLN 374 million of estimated consolidated sales revenues compared to PLN 365 million in the corresponding period of the previous year. At the end of last month, on January 29, during the conference “Cisco live! – 2018” in Barcelona, ABC Data was recognised AS the “Collaboration Distributor of the Year 2017” in the EMEAR region, winning with such players as Ingram Micro France or Comstor Germany. Just three days later, the company was awarded the title of the “Distributor of the Year 2017” in the prestigious “Mobility Trends” industry plebiscite. The newly awarded title of the “Central & Eastern Europe Consumer Tech Distributor of the Year” is a cherry on top of the previous achievements of ABC Data and paves the way for the company to even greater successes in its ventures.



About ABC Data S.A.

ABC Data S.A. is a leading IT hardware and service distributor in Central and Eastern Europe. It is the only company in the industry, which operates directly in eight CEE countries. The company successfully sets market trends and systematically expands its portfolio with products relying on new, innovative technologies. Thanks to many years of investing in online customer service platforms, today ABC Data S.A. enjoys the leading position in the field of online B2B sales. In the years 2009 – 2018, ABC Data S.A. was named the Best IT Distributor in the CEE region by EMEA Channel Academy, one of the most important industry distinctions. It is the first Polish company that became a member of GTDC, a prestigious association of the largest IT distributors in the world. From 2010, ABC Data has been listed on the Warsaw Stock Exchange.

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