

Melbourne, Aust. , June 16, 2016

Axis Communications announces winners at South Asia Pacific Partner Summit 2016

Australian and New Zealand partners win big at the recent Axis Communications South Asia Pacific Partner Summit 2016

Oceania Region award:

Distributor – Channel Ten (NZ)

Partners – Focus Digital

Project of the year – Honeywell (NZ Correction)



South Asia Pacific region awards:

Distributor – Hills

Partner – United Technologies System (UTS)

Project of the year – Crown casino Perth
(Geutebruck)

Melbourne, Australia May 18, 2016: Axis

Communications, the world leader in network video, announced the winners of its annual Axis Channel Partner Summit awards, held in Singapore. Eighteen channel partners were acknowledged at the award ceremony across six categories. From a South Asia Pacific (SAP) region perspective, Hills Ltd took the top award of ‘Distributor of the Year’ for the whole region. United Technologies System was awarded for ‘Partner of the Year’ and Geutebruck was awarded ‘Project of Year’ for its work on the Crown Casino project. On a more local front for the Oceania region, Channel Ten (NZ) was awarded the ‘Distributor of the Year’, Focus Digital - ‘Partner of the Year’ and the ‘Project of the Year’ went to Honeywell for the NZ Correction project.

Axis Communications has around 80,000 channel partners globally, and channel partnerships have played a key role for the company’s success. Through various programs and training courses the company supports its partners to ensure that end customers’ security installations are at the cutting edge of what’s available in the market. Axis channel partners are like an extended

team and working closely with them provides valuable insights into the needs and opportunities across individual markets as well as in target end customer segments.

The partner summit is organised every year in order to celebrate and acknowledge the contribution and work done by the channel partners. This year the event was held in Hotel Shangri La, Singapore and the summit addressed partners across the South Asia Pacific region.

“Channel partners are vital to our success and it is a privilege to recognise our top partners and their performance at the Axis Partner Summit 2016,” said Wai King Wong, Country Manager, Axis Communications Oceania. “Axis will continue to innovate and provide the best in class solution offerings for the small, mid size to the large enterprises and work very closely with its partners so that they can deliver the solutions to the end customers more efficiently,” he added.

This year Axis Communications has launched AXIS Site Designer and Perimeter Defender. The Site Designer provides system integrators and installers with an intuitive new web application that reduces the time and effort needed to design complete security solutions. Meanwhile, the Perimeter Defender is a flexible, scalable video analytics application for perimeter surveillance and protection. It’s designed for demanding large-scale installations.

Distributor of the Year, South Asia Pacific - Hills Limited
Distributor of the Year, Oceania - Channel Ten Security Imports Ltd.
Distributor of the Year, India SAARC - Anixter India Pvt Ltd
Distributor of the Year, ASEAN - Iontech, Inc.
Distributor of the Year, Indochina - Digitalcom Co

Partner of the Year, South Asia Pacific - United Technology Solutions
Partner of the Year, Oceania - Focus Digital Security Solutions Limited
Partner of the Year, India SAARC - Tyco Fire & Security India Pvt. Ltd.
Partner of the Year, ASEAN - i3 Technologies Group
Partner of the Year, Indochina - AES Group

Project of the Year, South Asia Pacific - Geutebruck Pty Ltd
Project of the Year, Oceania - Honeywell Pacific
Project of the Year, India SAARC - Vantage Integrated Security Solutions
Project of the Year, ASEAN - Digital Barriers Singapore
Project of the Year, Indochina - Innovative Technology Development Corp

Best Co-Op Marketing Distributor, South Asia Pacific - Quang Dung Technology Distribution
Best Co-Op Marketing Partner, South Asia Pacific - Nexgen Integrated Systems

Axis Academy Award, South Asia Pacific - Point IT Consulting Co

About Axis Communications

Axis is an IT company offering network video solutions for professional installations. The company is the global market leader in network video, driving the ongoing shift from analog to digital video surveillance. Axis products and solutions focus on security surveillance and remote monitoring, and are based on innovative, open technology

platforms.

Axis is a Swedish-based company, operating worldwide with offices in 18 countries and cooperating with partners in more than 70 countries. Founded in 1984, Axis is listed on the OMX Nordic Exchange, Large Cap and Information Technology. For more information about Axis, please visit our website at www.axis.com.

*Axis Communications Pty Ltd
Level 11, 90 Collins Street
Melbourne, Victoria 3000
Australia
Tel: 61 3 9982 1111*