

SPECIAL REPORT
**Best Channel Vendors
 2017**

EDITOR'S NOTES





Within the labeling category, both Best Channel Vendors were repeat winners from last year. Both companies earned the highest marks in product features and reliability.

Within the ECM (enterprise content management) category, we had a couple companies fall off and a couple new ones enter the ranks of winners. After shortening our lists this year, Canon and Kodak Alaris were the hardware winners out of a field of 16 vendors. In the software category, Hyland and Kofax earned high enough marks out of the field of 18 vendors to be considered Best Channel Vendors.



Labeling

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	IIMAK www.iimak.com				✓	✓		
	Seagull Scientific www.bartenderbarcodesoftware.com				✓	✓		



ECM (Enterprise Content Management) Hardware

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	Canon www.usa.canon.com		✓			✓		
	Kodak Alaris www.kodakalaris.com				✓	✓		

ECM (Enterprise Content Management) Software

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	Hyland Software www.onbase.com				✓	✓		
	Kofax From Lexmark www.kofax.com				✓	✓		