

SPECIAL REPORT
Best Channel Vendors
2017

EDITOR'S NOTES



Within the network security category, the winners were all repeats from last year. That says a lot, as the security industry saw a lot of innovation this past year. Clearly, the winners here are taking steps to remain relevant.




The POS hardware category, always one of our largest, remained pretty much the same, with APG Cash Drawer making the list again after a brief absence.

Within the software category, there were no changes from last year. In both POS categories, with the amount of change taking place in the industry, it's impressive to see these winners stay on top.

It's been a busy year in the payments space. In a field of 40 vendors in our survey, four earned highest marks to make the list.





POS Software

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	National Computer Corp. www.nccusa.com	✓				✓		
	RPOWER Restaurant POS www.rpowerpos.com				✓			✓
	Specialized Business Solutions www.keystrokepos.com		✓	✓				

Payment Processing

Each Winning Vendor's Top Two Categories

		Service & Support	Channel Friendly	Channel Program	Product Features	Product Reliability	Product Innovation	Adequate Margins
	Datacap Systems www.datacapsystems.com					✓	✓	
	Harbortouch www.harbortouch.com				✓	✓		
	Sterling Payment Technologies www.sterlingpayment.com	✓				✓		
	Vantiv Integrated Payments www.vantiv.com				✓	✓		