

# COMPUTER BUSINESS

## Channel News

A monthly about channel business of ICT and CE in the Czech and Slovak Republics

March, 2007

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Monthly review of the hottest news, which were published in Computer Business channel magazine and deal with the retail channel in the Czech and Slovak Republics. **Editors:** Marek Šalanda (m.salanda@tt.cz) [maš], Tomáš Punar (t.punar@tt.cz) [top], Miroslav Buchta (m.buchta@tt.cz) [bum].

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## Kerio announced the Best Resellers of the year 2006

Kerio Technologies, the developer of security and mail software for small to medium sized companies, announced the best business partners in the Czech Republic. The winners come from ranks of



Kerio Certified Business Partners and the awards were granted in three categories. "The Best Kerio Reseller of 2006" title goes to companies AutoCont CZ, Computer Consulting Group and HCV group, which had achieved the highest turnover last year. "The Jumper of the Year" showed the highest percentage growth in sales in a period of twelve months and the award goes to ADC Systems. Comes had certified only early in February 2006 and based on

the sales achieved in that period of time it received the title "Newbie of the Year". [|top|](#)

## Crumpler Bags officially on Czech and Slovak market

The Australian brand Crumpler (www.crumpler.cz), whose offer

includes a large selection of cases, bags, daypacks, backpacks, mobile phone pouches, camera and iPod cases and laptop bags, has officially entered the Czech market.

The company provides a lifetime warranty on their products. Most of them are made from special Chicken Tex Supreme



fabric which makes them water and dirt resistant. The producers

are going to cater the distribution of their products primarily

themselves via wholesale. Crumpler's distribution partners in the Czech Republic are AT Computers, Fox Comput-

ers and Czech Data Systems. Partners in the Slovak Republic are AT Computers SK and Slovak Data Systems. [|top|](#)

## AT Computers is IT distributor of the year 2006

The gala announcement of the AT Computers has become the IT distributor of the year 2006, IT distributor of the year 2006.

held by the company Thomas Taylor publishing magazine Computer Business, took place in the hotel Dorint Novotel Praha Don Giovanni on February 15, 2007. The runner-ups in the competition were companies AT Computers, BGS LEVI Czech, eD' system



Czech, SWS and Tech Data Distribution. Based on the votes of the resellers, the company

Further details and results can be found in the current Computer Business issue. [|top|](#)

## Motorola has increased staff numbers in the Czech Republic

Motorola announced its acquisition of Symbol Technologies last September and completed it by the end of 2006. It has paid around four billion dollars



for the company with 5,200 workers. National executives of Motorola who had thus far

employed around 40 workers took over 440 of Symbol's employees, increasing the number of their workers more than ten times early this year. Symbol is to become the core of Motorola's enterprise group, whose task is to look after business and industrial clientele. It is a rather logical step since Symbol is one of the leading maker of industrial handheld computers, terminals, mobile data collection devices, bar-code scanners or RFID tag readers, payment systems and similar devices. [|top|](#)

# Czech IT has risen by 11 %

According to the preliminary data of IDC company, the all-in cost of IT in the Czech Republic increased by almost 11 % last year. The costs amounted to more than 3.45 billion USD. High levels of direct foreign investment, coupled with the eastward migration of manufacturing jobs, has continued to pump revenue into the already strong Czech economy. And while the Czech IT market is showing distinct signs of maturity, it is likely to continue expanding by an average 9% to 10% annually over the next five years, with storage and software being the fastest-growing segments and IT services the largest.

"Domestic investment keeps growing and foreign capital continues to flow into the coun-

try," says IDC analyst Pavel Roland. "Automotive industry, as well as the electronics sector, are at the moment on rise and will keep on attracting investors, forcing the companies across the whole supplier chain to invest in the IT field to keep up the same level as other entities."

According to IDC, the mobile services market is thoroughly saturated (penetration exceeds 100%) and the fixed-line incumbent is losing customers while IT services represents the fastest-growing segment among telecommunications. To sustain competitive strength, operators must invest in a combination of services ranging from basic customer relationship management to in-depth data mining that can identify hidden growth opportunities.

The banking and government sectors were also important to the Czech IT market. Although the banking sector is the fourth largest in terms of IT spending, it has slowed compared to the rest of the market, having invested heavily in IT over the last few years to both modernize and meet regulatory and transparency standards

By contrast, spending growth in the government sector will stay in double digits for the next few years. It should be stimulated mainly by the scheduled eGovernment changes seconded by implementing Czech Points, as well as the approved Conception of communication infrastructure development.



Roman Liebich