

FOR IMMEDIATE RELEASE:



## BCM One's Andy Steinke Recognized as 2018 CRN® Channel Chief

**NEW YORK, NY, FEBRUARY 12, 2018** – [BCM One](#), a leading technology solutions provider, announced today that [CRN®](#), a brand of [The Channel Company](#), has named Andy Steinke, Director, Channel Partner Sales, to its prestigious list of 2018 Channel Chiefs. The executives on this annual list represent top leaders in the IT channel who excel at driving growth and revenue in their organization through channel partners.

Channel Chief honorees are selected by CRN's editorial staff on the basis of their professional achievements, standing in the industry, dedication to the channel partner community, and strategies for driving future growth and innovation. Each of the 2018 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

Steinke is responsible for the success of BCM One's Channel Partner Program from on-boarding, client engagement and overall management and success of the channel partner sales and support team. His mission is to enable BCM One's partners to sell across over 50 technology suppliers and products/solutions with ease, creating safe harbor for their revenue, with long term support and commitments for both our partners and their clients. Steinke's enthusiasm for managing and growing his channel sales team, coupled with educating his team to pivot from selling traditional carrier products to a sophisticated solution sell, makes this award well-deserving of Steinke.

"The executives on CRN's 2018 Channel Chiefs list stand out for their exceptional leadership, vision and commitment to the channel," said Robert Faletta, Executive Chairman of The Channel Company. "These individuals deserve special recognition for their development and support of robust partner programs, innovative business strategy and significant contribution to the overall health of a vigorously growing channel. We applaud each Channel Chief's impressive record of accomplishments and look forward to their future successes."

"Andy is that rare executive that combines integrity, work ethic and drive into his leadership style," stated John Cunningham, Founder & Co-CEO of BCM One. "He seamlessly moves between high level strategy discussions and the minutia necessary to get an individual deal over the finish line. We are fortunate to have him lead our channel."

The 2018 CRN Channel Chiefs list, including the 50 Most Influential Channel Chiefs, is featured online at <https://www.crn.com/channel-chiefs/cc2018.htm>. See Andy Steinke's full bio on CRN.

For more information about BCM One, visit [www.bcmone.com](http://www.bcmone.com) and follow us on [Twitter](#) and [LinkedIn](#).

**ABOUT BCM ONE**

BCM One provides a single source for truly integrated technology solutions that help advance a company's business objectives. Through strategic partnerships with over 50 leading technology suppliers fused with our own managed solutions, BCM One is a technology integrator and advocate for businesses. We develop the best customized solution per client.

BCM One offers Intelligent Network – connecting your business to the world, Intelligent Workplace – infusing collaboration across your business and Intelligent Cloud – optimizing cloud solutions for business transformation. Our Mission: To provide a World Class Experience with EVERY Human Interaction.

#### **ABOUT THE CHANNEL COMPANY**

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace.

[www.thechannelco.com](http://www.thechannelco.com)

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