

Gary Coben, Senior Vice President of Channel Services at Evolve IP, Recognized as a 2019 CRN® Channel Chief

Recognition Marks 4th Consecutive Appearance on Prestigious List

WAYNE, Pa. — March 12, 2019 — Evolve IP®, The Cloud Strategy Company™, today announced that CRN®, a brand of The Channel Company, has recognized Gary Coben, Senior Vice President of Channel Services, as a CRN Channel Chief in 2019. The recognition marks Gary's 4th consecutive appearance on the prestigious list of top executives who continually drive growth and revenue in their organization through channel partners.

Under Gary's leadership, Evolve IP has continued to develop its channel programs with the world's largest channel partners; enabling them to build and deploy complex, highly-customized strategies for integrated cloud communications and cloud computing. Today, partners turn to Evolve IP for integrated UCaaS, CCaaS, DaaS, DRaaS, and IAM among other cloud solutions. Gary's persistence in educating the channel about the changing IT market, and the advancement of cloud services, has kept partners ahead of industry trends and enabled them to realize record sales.

Each of the 2019 Channel Chiefs has demonstrated exceptional leadership, vision, and commitment to their channel partner programs. Channel Chief honorees are selected by CRN's editorial staff as a result of their professional achievements, standing in the industry, dedication to the channel partner community, and strategies for driving future growth and innovation. The 2019 CRN Channel Chiefs list is featured online at www.crn.com/channelchiefs.

"Gary, in educating our partners about Evolve IP's unique capabilities, offers them an unprecedented opportunity to significantly increase the share of wallet of their customers' IT budget," said Evolve IP's Chief Sales and Marketing Officer and Founding Partner, Tim Allen. "This not only generates higher sales for the partner, it embeds them deeper in client relationships helping to protect revenue. We know for a fact that this integrated, land and expand model works incredibly well. In fact, in 2018 two of our major partners crossed the \$1 million monthly recurring revenue mark."

"The individuals on CRN's 2019 Channel Chiefs list deserve special recognition for their contribution and support in the development of robust partner programs, innovative business strategies, and significant influence to the overall health of the IT channel," said Bob Skelley, CEO of The Channel Company. "We applaud each Channel Chief's remarkable record of accomplishments and look forward to following their continued success."

One of the world's fastest growing cloud strategy companies, today Evolve IP provides best-of-breed cloud solutions to more than 1,900 enterprises and over 420,000 users. Many of the world's most recognizable brands rely on the company's Evolve IP OneCloud™ strategy to migrate multiple integrated cloud computing and cloud communications services onto a single, unified platform including: [contact centers](#), [IP phone systems](#) / [unified communications and collaboration](#), [virtual desktops](#), [identity management](#), [disaster recovery](#), [IaaS](#), and more.

WHY CLIENTS CHOOSE EVOLVE IP

The cloud is no longer about buying individual services. It's now about having a strategy for multiple services and making them work together to provide greater IT efficiency. For over a decade Evolve IP has delivered customized strategies and integrated services for both cloud computing and communications; solutions that are designed to work together and with the applications you already use in your business. The Evolve IP OneCloud™ lets enterprises move a service at a time, to a secure, virtual private environment, and our analyst-acclaimed solutions are built on a world-class, compliant architecture that leverages the blue-chip technologies organizations already know and trust. Our long-term success is built on a business deploying more services with Evolve IP so we are invested in our clients' future. As a result, we are obsessed with providing superior service in every aspect of our client relationships and this has resulted in the industry's highest verified client satisfaction.

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