

[Quality]

Top 10: Product Quality

These vendors' products are rated top-notch

RANK	VENDOR	CATEGORY	SCORE
1	APC	Power Protection	108.37
2	SEAGATE	High-Capacity Hard Drives	104.53
3	XEROX	Workgroup Color Printers	102.83
4	SAMSUNG	Flat Panels	102.64
5	CISCO	SMB Wireless LANs	102.63
6	CISCO	Enterprise Networking Hardware	101.98
7	CISCO	SMB Networking Hardware	101.59
8	VIEWSONIC	Flat Panels	100.24
9	HEWLETT-PACKARD	Workgroup Color Printers	99.68
10	EATON/POWERWARE	Power Protection	99.51

Cellar Dwellers: Product Quality

VARs are disappointed with these vendors' products (worst-ranked)

RANK	VENDOR	CATEGORY	SCORE
1	D-LINK	Unified Communication/VoIP	77.93
2	CHECK POINT	Client Security Software	80.31
3	SOPHOS	Client Security Software	80.64
4	MICROSOFT	Server/Application Virtualization	82.00
5	NOVELL	Systems & Network Management Software	82.01
6	TREND MICRO	Network Security Software	82.16
7	CITRIX	Server/Application Virtualization	82.73
8	McAFEE	Network Security Software	83.13
9	WEBSense	Client Security Software	83.78
10	NOVELL	Network Security Software	83.98



[Pricing]

Top 10: Competitive Pricing

Vendors with aggressive pricing strategies

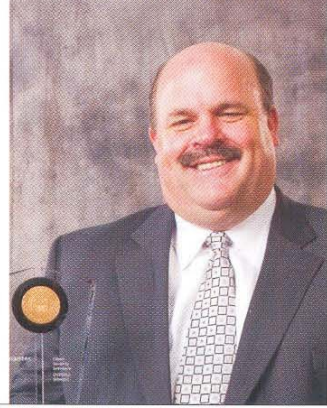
RANK	VENDOR	CATEGORY	SCORE
1	WESTERN DIGITAL	SMB External Storage	92.87
2	WESTERN DIGITAL	High-Capacity Hard Drives	92.35
3	SEAGATE	High-Capacity Hard Drives	90.10
4	ACER	Notebooks	87.68
5	LEXMARK	Multifunction Printers	86.40
6	SAMSUNG	Flat Panels	86.20
7	VIEWSONIC	Flat Panels	86.08
8	XEROX	Workgroup Color Printers	85.99
9	DELL	Notebooks	85.11
10	HEWLETT-PACKARD	Multifunction Printers	84.86

Cellar Dwellers: Competitive Pricing

Vendors offering least attractive pricing (worst-ranked)

RANK	VENDOR	CATEGORY	SCORE
1	ORACLE	Middleware	59.91
2	SAP	Middleware	62.66
3	NOVELL	Systems & Network Management Software	65.44
4	ORACLE	Data & Information Management	66.69
5	CISCO	Network Security Appliances	67.23
6	ORACLE	Systems & Network Management Software	67.59
7	ORACLE	SMB Business Software Suites	68.24
8	CHECK POINT	Network Security Appliances	68.42
9	CISCO	Enterprise Networking Hardware	68.76
10	SAGE	SMB Business Software Suites	68.85

*Stephen DiFranco (left) with Lenovo's Channel Champion award for Notebooks. **Lenovo had one of the top 10 overall ratings** among all 114 vendors in the survey—primarily due to its outstanding Technical scores.*



[Sales]

Top 10: Increase In Sales

VARs say these product sales will increase

RANK	VENDOR	CATEGORY	SCORE
1	XEROX	Workgroup Color Printers	74.39
2	BUFFALO TECH	SMB External Storage	69.34
3	IBM	SMB Volume Servers	68.13
4	MICROSOFT	Collaboration	67.29
5	SEAGATE	High-Capacity Hard Drives	65.71
6	CISCO	Unified Communications/VoIP	65.22
7	NETAPP	Network Storage	65.05
8	SEAGATE	SMB External Storage	64.75
9	LENOVO	SMB Volume Servers	64.17
10	SAMSUNG	Workgroup Color Printers	63.76

Cellar Dwellers: Increase In Sales

Vendors with least likelihood of increase in sales through a VAR (worst-ranked)

RANK	VENDOR	CATEGORY	SCORE
1	PANASONIC	Notebooks	45.34
2	SONY	Notebooks	45.42
3	LENOVO	Notebooks	45.68
4	HEWLETT-PACKARD	Notebooks	49.30
5	ACER	Notebooks	49.41
6	IBM	Network Security Software	49.51
7	TOSHIBA	Notebooks	49.83
8	WEBSense	Network Security Software	50.42
9	DELL	Notebooks	50.50
10	NOVELL	Collaboration	51.79



Comedian Gary Gulman joked about business travel—and grapefruit.



[Value]

Top 10: Price Performance

These vendors offer the biggest bang for the buck

RANK	VENDOR	CATEGORY	SCORE
1	SEAGATE	High-Capacity Hard Drives	97.20
2	WESTERN DIGITAL	High-Capacity Hard Drives	96.63
3	SAMSUNG	Flat Panels	94.36
4	VIEWSONIC	Flat Panels	92.12
5	HITACHI GST	High-Capacity Hard Drives	91.15
6	APC	Power Protection	90.07
7	LG ELECTRONICS	Flat Panels	88.00
8	WESTERN DIGITAL	SMB External Storage	87.80
9	TRIPPLITE	Power Protection	87.36
10	HP PROCURVE	SMB Networking Hardware	86.53

Cellar Dwellers: Price Performance

SAP, Novell rate dismally (worst-ranked)

RANK	VENDOR	CATEGORY	SCORE
1	SAP	Middleware	68.72
2	NOVELL	Systems & Network Management Software	69.82
3	ORACLE	Middleware	70.23
4	CHECK POINT	Client Security Software	72.10
5	McAFEE	Network Security Software	72.44
6	ORACLE	Systems & Network Management Software	72.68
7	CA	Systems & Network Management Software	72.78
8	ORACLE	SMB Business Software Suites	72.95
9	EMC	Network Storage	73.51
10	WEBSense	Client Security Software	73.54

