

# Value-Added Distributor (VAD)

GEO	Partner	Region	Product Focus	Contact Name	Email Address	Website
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Global	HCL - APJ	Global	Enterprise Segment, Mainframe	Nimesh Upadhaya	<a href="mailto:enterprisestudio@hcl.com">enterprisestudio@hcl.com</a>	<a href="http://www.hcltech.com/enterprise-studio">www.hcltech.com/enterprise-studio</a>
Global	HCL - EMEA	Global	Enterprise Segment, Mainframe	Nimesh Upadhaya	<a href="mailto:enterprisestudio@hcl.com">enterprisestudio@hcl.com</a>	<a href="http://www.hcltech.com/enterprise-studio">www.hcltech.com/enterprise-studio</a>
Global	HCL - LATAM	Global	Enterprise Segment, Mainframe	Nimesh Upadhaya	<a href="mailto:enterprisestudio@hcl.com">enterprisestudio@hcl.com</a>	<a href="http://www.hcltech.com/enterprise-studio">www.hcltech.com/enterprise-studio</a>
NA	A&I	US, Canada	AIOPs, Security	Client Services	<a href="mailto:clientservices@anisolutions.com">clientservices@anisolutions.com</a>	<a href="http://www.anisolutions.com/">http://www.anisolutions.com/</a>
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NA	Robert Mark	US, Canada	Automation	Contact Us	<a href="mailto:info@robertmarktech.com">info@robertmarktech.com</a>	<a href="http://www.robertmark.com/">http://www.robertmark.com/</a>
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GEO	Partner	Region	Product Focus	Contact Name	Email Address	Website
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LA	Nexsys	All LA except Brazil	Enterprise Segment	Daniela Jurado	<a href="mailto:daniela.jurado@nexsysla.com">daniela.jurado@nexsysla.com</a>	<a href="http://www.nexsysla.com">www.nexsysla.com</a>
LA	TDI and TDI Peru	All LA except Brazil	Enterprise Segment, Mainframe	Daniel Albizzati	<a href="mailto:daniel.albizzati@tdilatam.com">daniel.albizzati@tdilatam.com</a>	<a href="http://www.tdilatam.com">www.tdilatam.com</a>

EMEA	Tricise (Apta, Capture & Ignite)	Spain and Portugal	All Enterprise Software Segments (Focus on Clarity, PPM, Agile Management)	Andreu Llambrich	<a href="mailto:andreu@aptasolutions.com">andreu@aptasolutions.com</a>	<a href="https://aptasolutions.com/">https://aptasolutions.com/</a>
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GEO	Partner	Region	Product Focus	Contact Name	Email Address	Website
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EMEA	Tricise (Apta, Capture & Ignite)	Germany, Austria, Switzerland	Automation	Gunther Flamm Mike Kraume	<a href="mailto:Guenter.flamm@capture.eu">Guenter.flamm@capture.eu</a> <a href="mailto:Mike.kraume@capture.eu">Mike.kraume@capture.eu</a>	<a href="https://capture.eu">https://capture.eu</a>
EMEA	Tricise (Apta, Capture & Ignite)	UK and Ireland	All Enterprise Software Segments (Focus on Clarity, PPM, Agile Management)	Ben Raper	<a href="mailto:ben.raper@ignite-tec.com">ben.raper@ignite-tec.com</a>	<a href="https://ignite-technology.com">https://ignite-technology.com</a>
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EMEA	Computer Gross	The European Union (including Italy)	All Enterprise Software Segments, Mainframe	Chiara Masini	<a href="mailto:c.masini@computergross.it">c.masini@computergross.it</a>	<a href="https://www.computacenter.com/de">https://www.computacenter.com/de</a>
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EMEA	Enable-U	Nordics	APIM	Niels Beckers	<a href="mailto:Niels.Beckers@enable-u.com">Niels.Beckers@enable-u.com</a>	<a href="https://www.enable-u.com/">https://www.enable-u.com/</a>
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EMEA	Itdesign	European Union (including UK and Switzerland)	Agile Management, Business Management (Clarity PPM), Automation, Security, AIOps, Mainframe	Felix Zwiessele	<a href="mailto:Felix.Zwiessele@itdesign.de">Felix.Zwiessele@itdesign.de</a>	<a href="https://itdesign.de/">https://itdesign.de/</a>
EMEA	Apiida	Germany, Austria, Switzerland, UK, Benelux, Nordics, France, Spain, Portugal	Business Management, Automation, AIOps, Security and Integration	Eckhard Nerlich	<a href="mailto:eckhard.nerlich@apiida.com">eckhard.nerlich@apiida.com</a>	<a href="https://apiida.com/">https://apiida.com/</a>

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GEO	Partner	Region	Product Focus	Contact Name	Email Address	Website
APJ	Infomina	Thailand	Mainframe	SP Tan	<a href="mailto:sp.tan@infomina.com.my">sp.tan@infomina.com.my</a>	<a href="http://www.infomina.com.my">http://www.infomina.com.my</a>
APJ	Revolution IT	Australia	Enterprise Segment	Bob Fowler	<a href="mailto:Bob.Fowler@revolutionit.com.au">Bob.Fowler@revolutionit.com.au</a>	<a href="http://www.revolutionit.com.au">http://www.revolutionit.com.au</a>
APJ	Uclick	Korea	Enterprise Segment	DY Park	<a href="mailto:dypark@unours.co.kr">dypark@unours.co.kr</a>	<a href="http://www.uclick.co.kr">http://www.uclick.co.kr</a>
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APJ	Ingram Micro India	India	Enterprise Segment	Barun Bhattacharya	<a href="mailto:barun.bhattacharya@ingrammicro.com">barun.bhattacharya@ingrammicro.com</a>	<a href="https://www.imonline.co.in">https://www.imonline.co.in</a>
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APJ	Ingram Micro Thailand	Thailand	Enterprise Segment	Nopakoon Visitrattakul	<a href="mailto:Nopakoon.Visitrattakul@ingrammicro.com">Nopakoon.Visitrattakul@ingrammicro.com</a>	<a href="https://www.imonline.in.th">https://www.imonline.in.th</a>
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APJ	eSector	Japan	Mainframe, Enterprise Segment	Hiroshi Wakaki	<a href="mailto:wakaki@cec-ltd.co.jp">wakaki@cec-ltd.co.jp</a>	<a href="https://www.esector.co.jp/">https://www.esector.co.jp/</a>

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