



IT channel round-up

Tape storage vendor **Exabyte** has delved into the channel to recruit a manager for its own partner network in the UK and Ireland. Sarah Morgan - previously a strategic growth alliance manager at 7,000-strong resell giant **SCC** - will now handle Exabyte's distribution and reseller partnerships. That will involve keeping her former employers happy, as well as driving existing partnerships with distributors CMS and Northamber.

Dutch electronics giant **Philips** is staying true to its word of focusing on higher-margin business after selling off parts of its monitor and CRT business to TPV. The Amsterdam-based behemoth has just agreed to shell out \$280m (€235m) for US healthcare IT company **Stentor** - a leading provider of picture archiving and communication systems. Stentor is expected to make \$50m (€42m) in sales this year.

In a bid to expand its audiovisual (AV) business, UK-based **C2000** has head-hunted Tracy Barrow from AV distribution rival **Maverick**. As C2000's new business development manager, she will promote its AV portfolio to resellers.

Application traffic management solutions provider **Expand Networks** has expanded its UK channel with the appointment of specialist IP telephony disti **VCOMM**. As part of their continuing growth strategy, the company has also appointed Patrick O'Shea as enterprise sales manager EMEA and Nicola Harvey as regional channel manager for the UK and Ireland.

With less than a month to go before new EU waste management laws will force all vendors to take responsibility for recycling their own product lines, most vendors are sizing up the potential problems. But **Fujitsu Siemens Computers** is counting down the days in earnest. 'Companies slow in gearing up for this directive are under enormous time pressure and are forced to pay dearly for expertise,' states Peter Esser, executive VP, volume and supply products, at FSC. He adds: 'We profit from the fact we developed an environmental protection concept in the early 1990s.'