



CONNECTING EMEA'S TECHNOLOGY CHANNELS

6-8 March 2025,
Fairmont Hotel, Monte Carlo

Powered by **ChannelHub**



A man in a white tuxedo is playing a saxophone on a rooftop terrace at night. In the background, there is a swimming pool and a cityscape with lights. A large blue wave-shaped graphic is overlaid on the right side of the image, containing the text.

***“The ONLY meeting place for the
EMEA Tech Channel Community”***

ABOUT



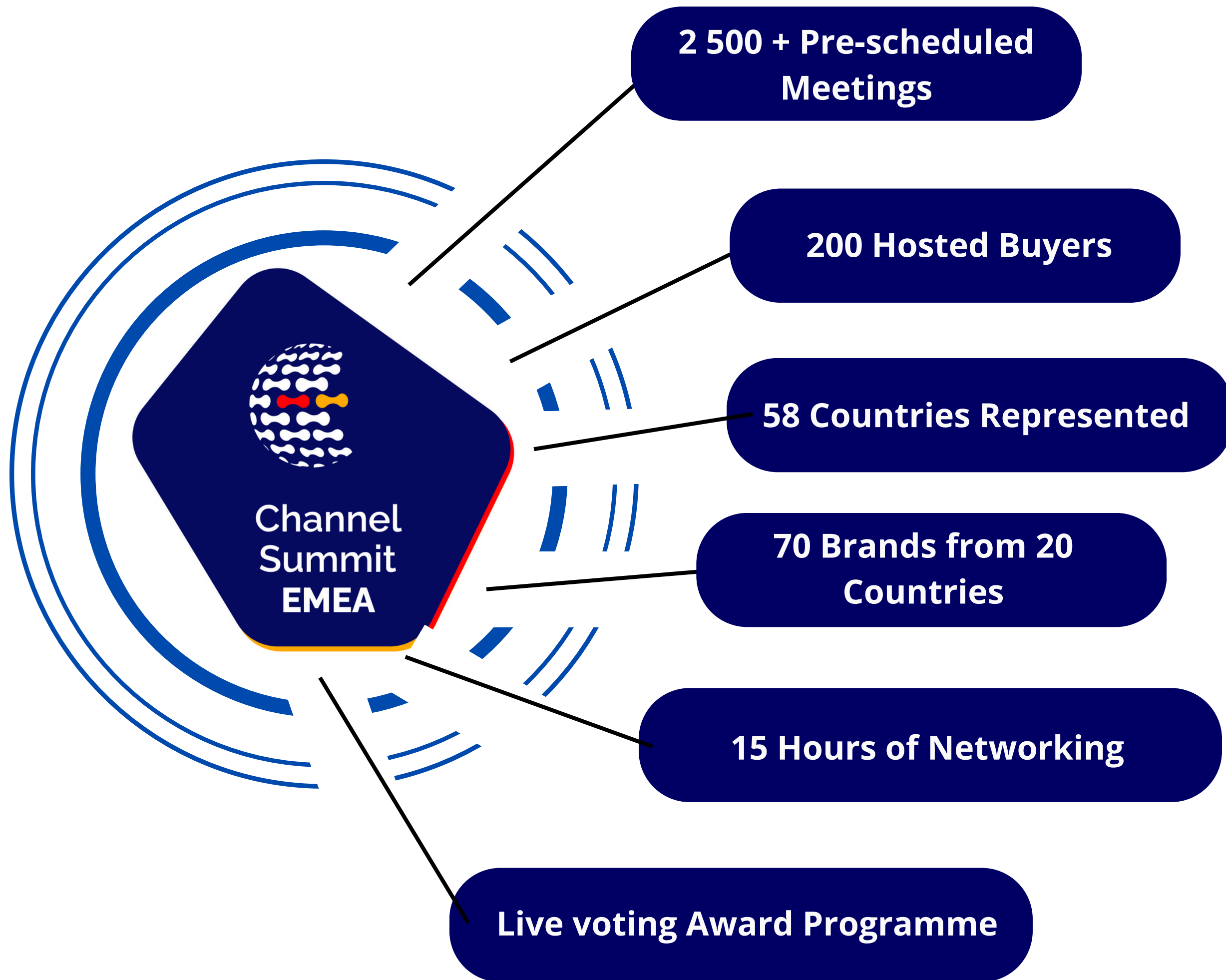
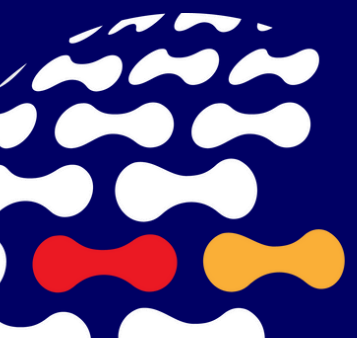
Channel Summit EMEA is the ultimate event solution for technology brands and tech buyers to get together and talk business in a safe, relaxed environment.

Channel Summit invites and hosts senior-level executives from the region's top **distributors, retailers, corporate resellers** to meet and do business with consumer technology and IT brands.

Channel Summit brings the right people together to forge new channel partnerships and develop existing business relationships. Powered by the online business platform **ChannelHub**, exhibitors can engage with a relevant and focused audience of motivated buyers.

The event format is simple and focused on **meetings, networking and learning** - the essential elements for business events, and in line with our aim of delivering maximum ROI for our attendees.

FACTS & FIGURES



1-to-1 MEETINGS



PRE-ARRANGED 1-TO-1 MEETINGS

Exhibitors can access our online meeting system to send and receive meeting requests with the delegates for a face-to-face discussion.

Meetings last 20 minutes with 10 min gap between each meeting.

The meeting system goes live ahead of the show and enables participants to **build up their personal itinerary**. Exhibitors have access to a detailed buyer profile resource, to support their preparation.

The screenshot displays a user profile for 'aqipa gear guru' (AQIPA ÖSTERREICH GMBH) within the ChannelHub system. The profile includes the following details:

- Distributor:** Austria (indicated by the Austrian flag)
- Name:** AQIPA ÖSTERREICH GMBH
- Contact:** Christian TRAPL, CEO
- Matching score:** 95%
- Product categories:** AV accessories, AV hardware
- Customer Profiles:** Apple Premium Resellers, automotive specialists
- Links:** '+ details', '+10 more', '+28 more'
- Section:** TWEET PITCH
- Description:** Aqipa is an international distributor specialised in distributing lifestyle gear you have to have in the world of consumer electronics.

MEETING SYSTEM

The online meeting system utilises the latest **matchmaking algorithm**, powered by ChannelHub, so exhibitors and delegates can access a refined list of prospective business partners based on their online profile and buying needs. The higher the **Matching score**, the more chances to create a longterm partnership.

Discover what sets Channel Summit apart from traditional trade shows



NETWORKING

02



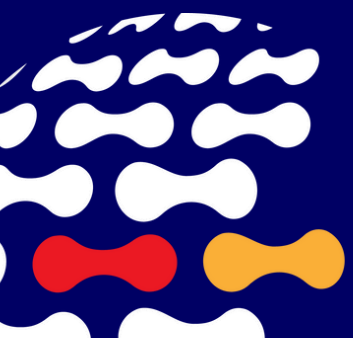
DAY 1: Welcome Evening

Channel Summit EMEA makes plenty of provision for exhibitors and delegates to get together and enjoy quality networking time. A great way to follow up on meetings and find out what's happening in the EMEA channel.



DAY 2: Gala Dinner

Following day is for the Gala Dinner. This is your opportunity to catch up with all buyers and your channel peers, here attendees can unwind, connect, and foster meaningful relationships in a relaxed and luxurious environment. At the Channel Summit, we believe that networking is not just about exchanging business cards—it's about forging genuine connections in a memorable setting.



BEST PRODUCT AWARD



The 60's to Convince!

This program revolves around exhibitors showcasing their products on stage to the audience, but there's a twist: they only have a brief **60-second** window.

Essentially, it's a challenge where you must confidently pitch your product to potential buyers, aiming to convince them of its distinction.

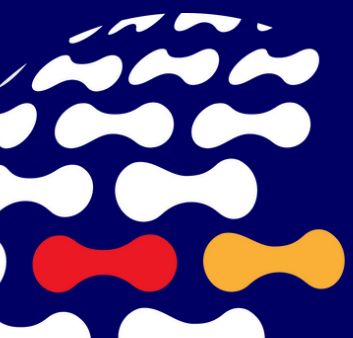


Product preview

Prior to the Event each exhibitor can submit a 2-minute video presenting their latest innovation.

A jury made of distributors and retailers will vote to select the finalists who will then go on stage during the event for a live 60 sec pitch in front of the audience. A live voting will decide the winner for each of the product groups.

WORKSHOPS



Take some time out from the show floor and arm yourself with the latest channel trends, market insights and business thinking.

The Channel Summit workshop series delivers a number of deep dive sessions exploring a range of essential topics in the IT and consumer tech markets.

Topics covered in 2024 include:

- Harnessing Innovation for convenience
- *Top IT Industry trends - what to look out for in 2024*
- *How can you empower frontline salespeople and grow mindshare every day?*
- *How to win across EMEA e-tail using Digital Shelf Analytics*
- *How Can Companies Leverage Data to Drive Sales and Customer Engagement?*
- *Maximize Growth Opportunities by Focusing on Consumer Aspirations*
- *M&A EMEA Channels: Drivers, Valuations & Trends*
- *How True Moral Ambition Can Drive Sustainable Growth*



An NIQ
Company





The Best Product Award is a yearly contest honoring the Business Potential of new products presented at Channel Summit EMEA.

Who can participate? Any vendor attending the Event

How is it decided? Winners will be determined by LIVE voting.

Who votes? Votes will be only collected from the buyers

Voting Criteria: Business Potential

[details](#) >



The Best Vendor Award recognises the creativity, product attractiveness, company & team performance of the Vendors present at the event.

Who can participate? any vendor attending the Event.

How is it decided? Winners will be determined by LIVE voting.

Who votes? Votes will be only collected from the buyers.

Voting Criteria: Combination of products presented, business potential & team interaction during the event

[details](#) >



The Circular Initiative Award to celebrate the work by distributors and their partners to tackle growing issue of e-waste.

Who can participate? any participant attending the Event.

How is it decided? Winners will be determined by Judging Panel

Voting Criteria: How was the project delivered and in what time frame
What were the biggest hurdles and how did the applicant overcome them, What were the environmental benefits and how were they measured

[details](#) >

REGIONS

58
COUNTRIES

50%

**WESTERN
EUROPE**

37%

**EASTERN
EUROPE**

7%

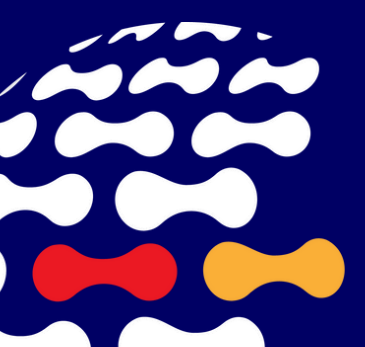
**MIDDLE
EAST**

6%

AFRICA

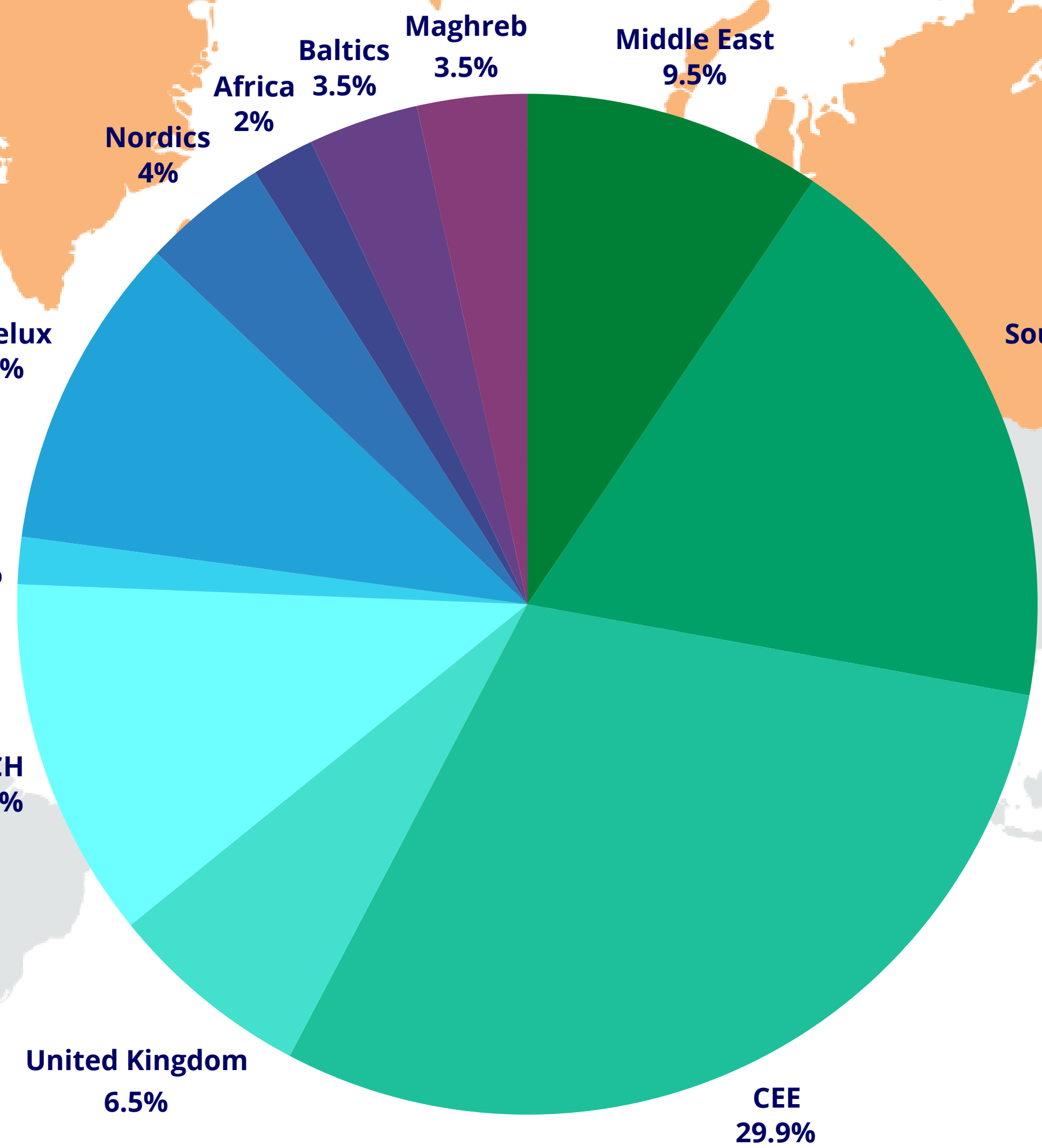
Scale Up your EMEA Channel Reach

Engage 300 participants from across Europe, Middle East & Africa at Channel Summit EMEA. Accelerate your time to market and fast track your channel reach across the major markets in the EMEA region.



SUB-REGIONS

11
SUB-REGIONS



ATTENDEES



300 SENIOR BUYERS



80% DIRECTOR LEVEL & ABOVE



71%

DISTRIBUTORS



29%

RETAILERS / RESELLERS

Channel Summit EMEA invites and hosts senior buying executives and Director level attendees who are responsible for or a key part of the buying department. Our delegates are motivated and on the lookout for new products to supply the region's biggest markets.



Company categories include:

Broadline distributors
Specialist distributors
Apple Premium Retailers
Hypermarkets
Marketplaces
Telecom stores
Office supplies
Corporate resellers
Travel Retail
Gaming Specialists



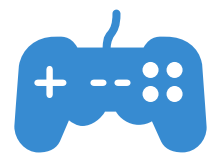
From the leading regional technology distributors, power retailers, corporate resellers to essential e-tailers in Europe, ME & Africa, Channel Summit EMEA monitors the consumer and B2B channels to identify and invite the essential & up and coming players across EMEA.

Get in touch to request the invited list

GAMING & COMPUTING



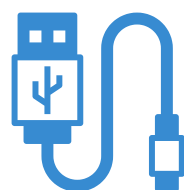
COMPUTING



GAMING



PERIPHERALS



PC ACCESSORIES

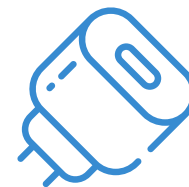


NETWORKING &
CONNECTIVITY

MOBILE & IOT



SMARTPHONES
& TABLETS



MOBILE
ACCESSORIES



WEARABLES



SMART HOME &
ROBOTICS

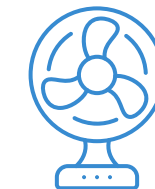


PERSONAL
AUDIO

ELECTRONICS & SDA



KITCHEN
APPLIANCE



HOUSEHOLD
APPLIANCE



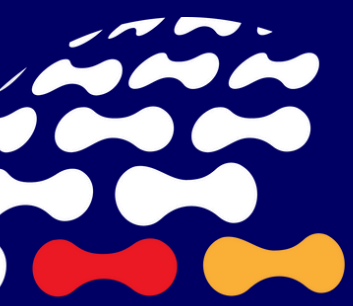
HEALTH &
PERSONAL CARE



URBAN
MOBILITY



ENTERTAINMENT



EVENT AGENDA

SATURDAY
8 MARCH

09:00 - 10:30 Breakfast
10:30 - 12:00 Dismantling
12:00 Event closes

FRIDAY
7 MARCH

07:30 - 08:30 Breakfast
08:30 - 12:30 Pre-Scheduled 1 to 1 Meetings (8 slots)
12:30 - 14:00 Lunch
14:00 - 19:00 Pre-Scheduled 1 to 1 Meetings (10 slots)
15:00 - 17:00 Workshops
20:00 - 01:00 Award Evening - Closing Dinner

THURSDAY
6 MARCH

09:00 - 12:30 Exhibition Setup
12:30 - 13:45 Opening Lunch
14:00 - 14:45 Welcome Address & Keynote Presentation
14:45 - 15:45 The 60s to Convince & Vendors preview
16:00 - 19:00 Pre-Scheduled 1 to 1 Meetings (6 slots)
16:00 - 18:00 Workshops
20:00 - 23:00 Welcome Reception



"After more than 10 times with this concept it once again this year proved how effective this idea is compared to traditional expo fairs"

Martin Frank Hollerup, CEO, Sandberg



"Channel Summit EMEA is a wonderful place where we can meet and talk to potential business partners and have some fun together to build the personal relationship as well. Will definitely come back again."

David Wu, Vice-president, Aukey



"Channel Summit proves that Business is done between people not companies. It's great to have so many decision makers at the meeting and dinner tables and connectivity is just at arm's length for all of us"

Norbert Ebinger, Managing Director, Keenetic,



"Channel Summit was a great experience, allowing us to meet the right prospects at the right place and time. The 20 minutes 1:1 meeting format and the matching platform made this experience both efficient and enjoyable. "

Hadrien Lacharmoise, International Business Development Manager, Rhinoshield



No other show is more efficient. The short time is already enough to get an overview of your business partner. Afterwards, the conversations can be deepened during networking-events.

Patrik Schöpfer, Alltron, Switzerland



The Channel Summit is one of the best organised events for the industry and I am very happy to participate and be in contact with new brands, products and solutions for the French market

Catharina Rabelo, Big Ben, France



It was my first event and I didnt know what to expect but it was a really positive couple of days with some invaluable contacts made and some new brand contacts that I dont think I would have found otherwise.

Cris Hemmerle, HBH Woolacotts, United Kingdom



After visiting many fairs over the years, it was my first time joining the summit. It was a fast paced & intense experience, but most of all an efficient way to do business mixed with inspiring keynotes.

Aaron Mc Manus, Telenet, Belgium



ChannelHub is dedicated to bridging the gap between IT and Consumer Electronics (CE) vendors and their global network of distributors, retailers, and resellers.

By offering a premium environment for high-level business discussions, ChannelHub ensures that its participants can engage in meaningful and productive interactions.

Central to the success of ChannelHub is its meticulously curated audience of buyers, coupled with a professional yet welcoming atmosphere.

The platform is designed to facilitate pre-scheduled meetings, insightful conferences, and unparalleled networking opportunities.

With the founding team boasting over 25 years of industry expertise, including the creation of DISTREE Event and IT Distri, ChannelHub stands as a beacon for innovation and connectivity in the IT and CE sectors.

Fairmont

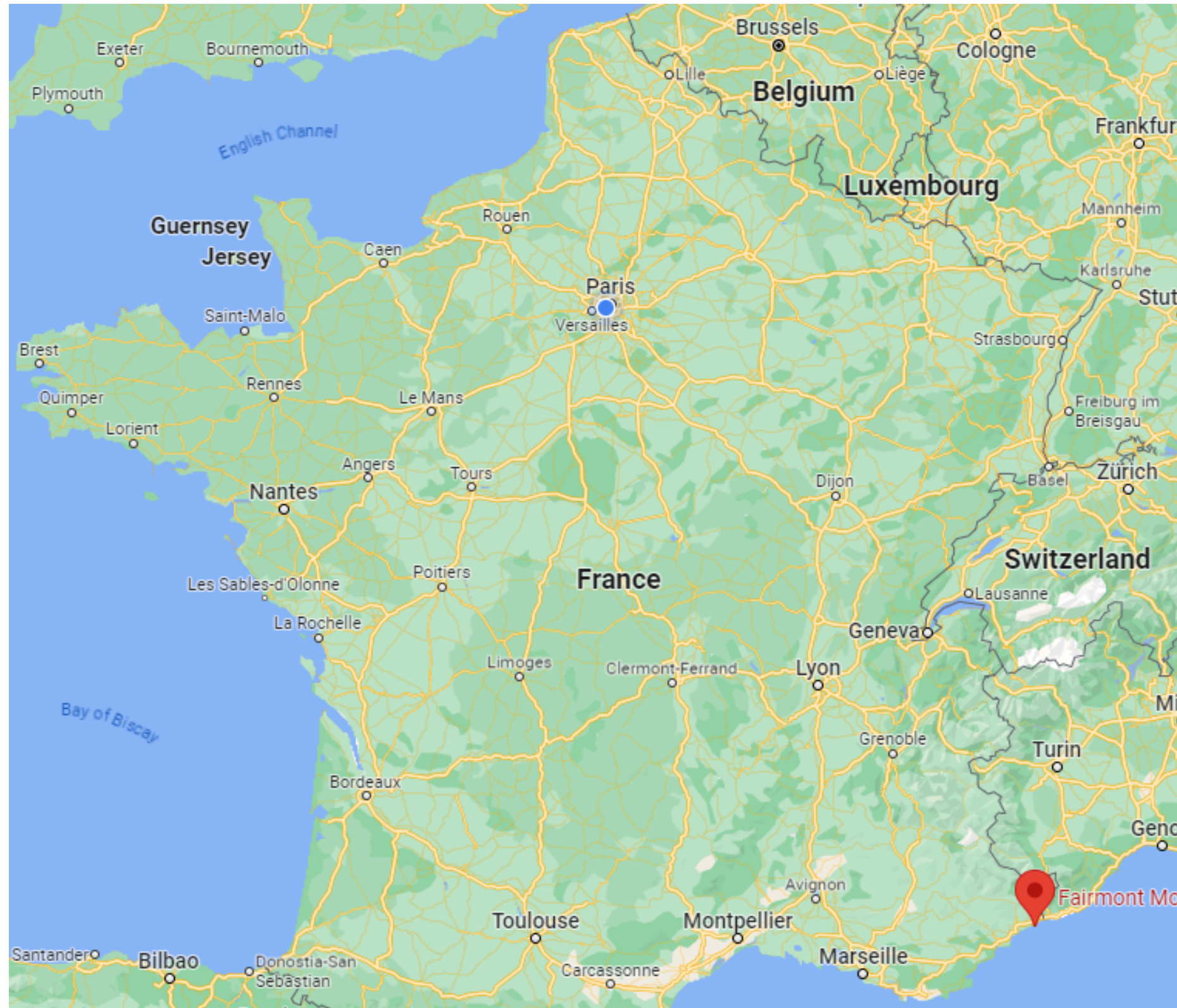
MONTE CARLO



Fairmont Monte Carlo

12, avenue des Spélugues, 98000 Monaco

The Fairmont Monte Carlo is a four-star luxury hotel located in the centre of the Principality of Monaco between the Mediterranean and the legendary Casino of Monte Carlo.



Flight

The closest airport to Monaco is **Nice Côte d'Azur**. **Channel Summit** offers a **shuttle service** from Nice airport to Monaco at set times before and after the event.

Train

Monaco train station is about 15 minutes walking distance from Fairmont Hotel

Join us in Monaco



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#ChannelSummit