



**FOR IMMEDIATE RELEASE**

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## **Steve Terp, President of Concerto Cloud Services, Recognized as 2017 CRN® Channel Chief**

**TAMPA – (Feb. 22, 2017)** – [Concerto Cloud Services](#), a provider of fully managed private, public and hybrid cloud solutions, announced today that [CRN®](#), a brand of [The Channel Company](#), has named Concerto president Steve Terp to its prestigious list of Channel Chiefs for the second year in a row. The executives on this annual list represent top leaders in the IT channel who excel at driving growth and revenue in their organizations through channel partners.

Channel Chief honorees are selected by CRN’s editorial staff on the basis of their professional achievements, standing in the industry, dedication to the channel partner community and strategies for driving future growth and innovation. Each of the 2017 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

Steve Terp is a veteran business management and technology sales executive. He specializes in building innovative technology services, business development teams and company partnership programs. Steve is a recognized expert in technology systems, sales and cloud transition and enablement services. Under his leadership, the Concerto Partner Network has tripled in size, offering ISVs, VARs, MSPs and other technology providers a multi-faceted program designed to help grow their businesses in the cloud and better serve their customers.

“The executives on our 2017 Channel Chiefs list have distinguished themselves by building strong partner programs, developing and executing effective business strategy and helping to advance the channel as a whole,” said Bob Faletra, CEO of The Channel Company. “They represent an extraordinary group of individuals who lead by example and serve as both invaluable advocates and innovators of the IT channel. We applaud their achievements and look forward to their successes in the coming year.”

The 2017 CRN Channel Chiefs list is featured in the February 2017 issue of CRN and online at [www.crn.com/channelchiefs](http://www.crn.com/channelchiefs).

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### **About Concerto Cloud Services**

Founded in 2011, Concerto Cloud Services provides fully managed private, public and hybrid cloud solutions. Concerto is a trusted advisor to customers and partners seeking to make IT easier, manage risk and reduce operational challenges. Concerto Cloud Services was built on a rich legacy of application expertise, innovation and a relentless pursuit of service excellence. The company developed a state-of-the-art virtual private cloud for mission-critical applications that require high levels of security, performance and strict regulatory compliance. Concerto's Premium Comes Standard offering includes a 99.99% guaranteed uptime for applications and the seamless integration of multiple clouds into a single managed solution.

### **About The Channel Company**



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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](http://www.thechannelco.com)

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