

# Andrew Cutting of Paessler Recognized as 2016 CRN® Channel Chief

WAKEFIELD, Mass., February 22, 2016 – [Paessler AG](#), the innovative network monitoring specialist, announced today that CRN®, a brand of The Channel Company, has named Andrew Cutting, director, channel sales, North America to its prestigious list of 2016 Channel Chiefs. 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 Chiefs 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 2016 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

Since joining Paessler in 2013, Andrew has increased North American channel sales and the number of partners, and has also spearheaded efforts to revamp the company's partner program and create a new license to better serve the MSP market.

"We are honored to present the 2016 lineup of CRN Channel Chiefs, comprised of outstanding executives who move our industry forward by cultivating exemplary partner programs and executing cutting-edge business strategy," said Robert Faltera, CEO, 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 incredible strides and look forward to following their accomplishments in the coming year."

"Our channel partners are an important driver for raising awareness of PRTG and presenting its benefits to end-user customers, so we are very committed to providing the best partner programs and tools that we possibly can," said Andrew Cutting, director, channel sales, North America at Paessler AG. "It is an honor to be recognized by a leading publication such as CRN, and this award reflects Paessler's ongoing commitment to providing better resources and opportunities for our partners."

For The 2016 CRN Channel Chiefs list is featured in the February 2016 issue of CRN and online at [www.crn.com/channelchiefs](http://www.crn.com/channelchiefs).

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@TheChannelCo names @Paessler 's Andrew Cutting to @CRN 2016 Channel Chiefs list #CRNChannelChiefs  
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## About Paessler AG

Paessler AG's award winning PRTG Network Monitor is a powerful, affordable and easy-to-use Unified Monitoring solution. It is a highly flexible and vendor-neutral software for monitoring IT infrastructure, already in use at enterprises and organizations of all sizes and industries. Over 150,000 IT administrators in more than 170 countries rely on PRTG and gain peace of mind, confidence and convenience. Founded in 1997 and based in Nuremberg, Germany, Paessler AG remains a privately held company that is recognized as both a member of the Cisco Solution Partner Program and a VMware Technology Alliance Partner. Learn more about Paessler and PRTG at [www.paessler.com](http://www.paessler.com).

## About The Channel Company

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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