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## DSI Tech Wins Cisco's "Partner of the Year" for Blue Ridge Region

**11/16/23 Ashburn, VA:** Cisco recently unveiled winners for the Americas category during its annual Partner Summit conference held last week in Miami Beach, Florida. DSI Tech was recognized as "Partner of the Year" for the Blue Ridge region (USA East Area) for innovation, leadership, and best practices as a Cisco business partner, as well as its strength in supporting the SLED market.

"We continue to expand our relationship with Cisco by leaning in on the entire technology lifecycle for customers, so they can confidently achieve successful outcomes," said Alan Bechara, Executive Vice President at DSI Tech. "We are honored by this recognition and the opportunity to bring next-generation IT solutions to public sector customers, helping agencies fulfill their mission."



Recipients of Cisco Partner Summit Awards are top-performing partners that have introduced innovative processes, seized new opportunities, and adopted sales approaches that achieve substantial business outcomes for customers. The awards recognize partners for their achievements within specific technology categories and markets across the world. Award recipients are selected by a group of executives representing Cisco's Global and Regional Partner Sales Organizations. DSI Tech has previously won "Partner of the Year" in various categories including Customer Experience, Customer Satisfaction, Americas East, and SLED Territory East.

Cisco Partner Summit 2023 welcomed over 2,000 attendees to Miami from worldwide partner companies to learn about Cisco's latest innovations and to hear from the company's executive leadership team. This year's theme was "Greater Together", celebrating partners and their unique ways of supporting their customers and communities. Cisco also made important announcements about generative AI, security, hybrid work, and the impending Splunk acquisition.

**About Us:** DSI Tech is a Cisco Gold Partner providing complete IT solutions and services that are secure, innovative, energy efficient, and cost effective. Our customers include State & Local Government and Education (SLED), Federal agencies, and commercial companies. We hold nationwide term contracts that are supported by a team of industry professionals and certified engineers. We put the customer first and understand the importance of providing a valuable experience from start to finish. Our knowledge of current and emerging technologies is the foundation for providing solutions and services that increase productivity and create positive workflow for our customers. We are a Minority-Owned Small Business founded in 1991 and headquartered in Ashburn, Virginia with offices nationwide. Learn more at [dsitech.com](https://dsitech.com).

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