



CHANNELe2e
from entrepreneur to exit

TOP 100

VERTICAL
MARKET

MSPS™

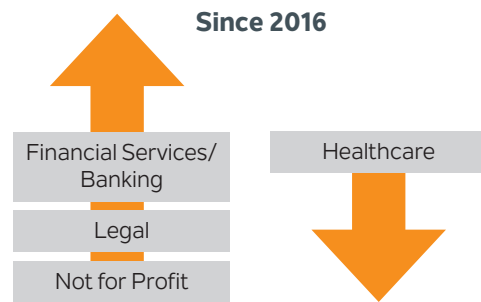
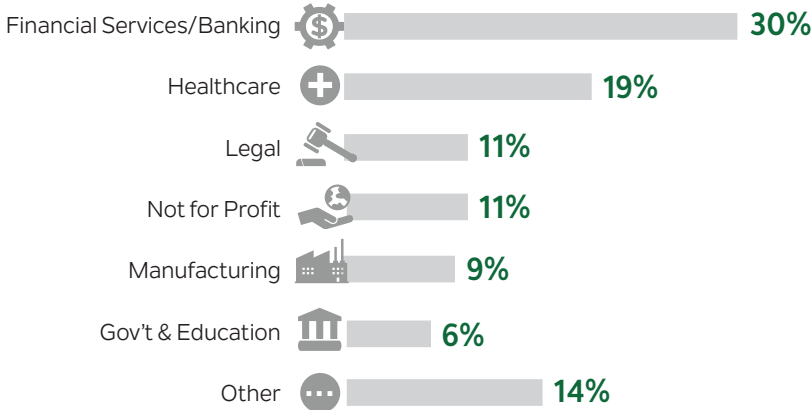
2017 Edition



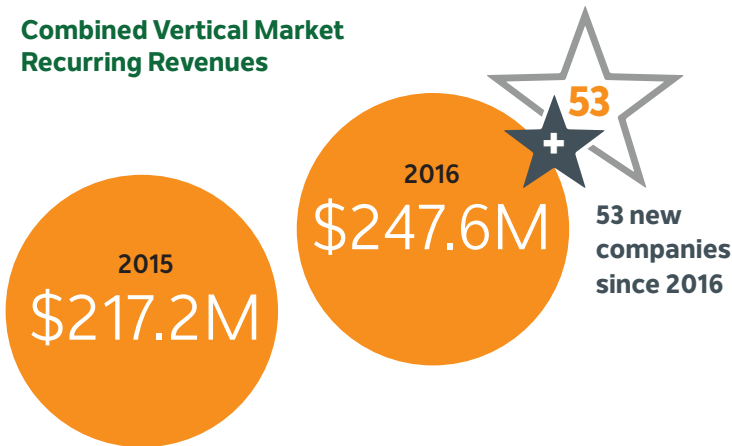
Welcome & Methodology

Welcome to the Top 100 Vertical Market MSPs™ 2017 Edition. The research and corresponding list are based on a ChannelE2E™ worldwide survey of MSPs, conducted in Q1 2017. Rankings are based on annual recurring revenues in specific vertical markets.

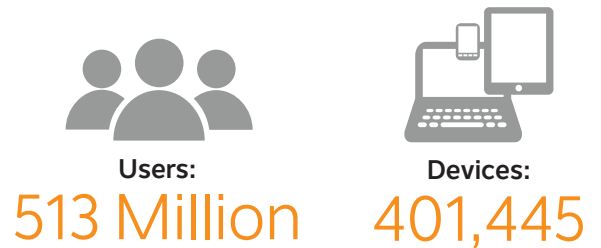
Participating MSPs: Focus Areas



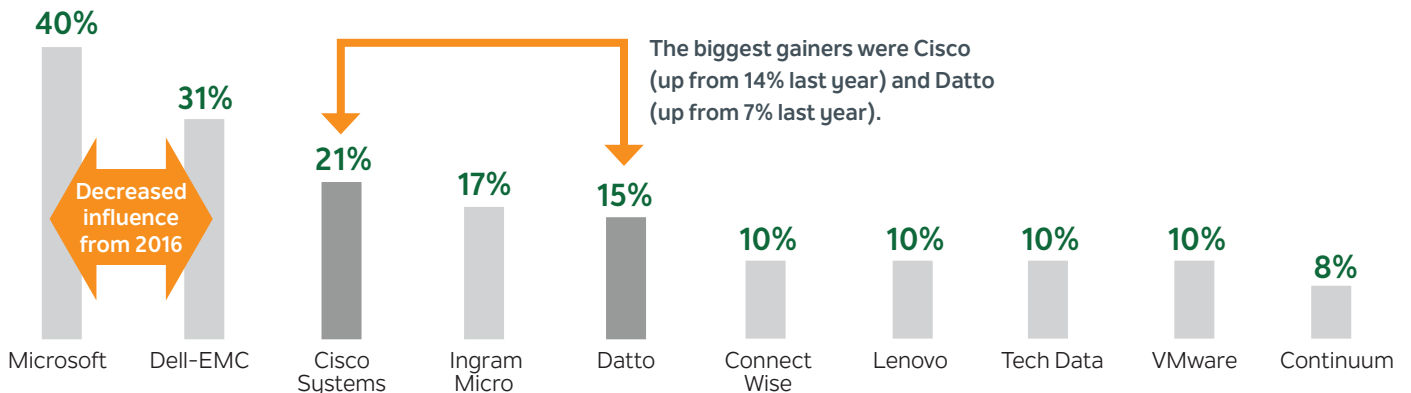
Combined Vertical Market Recurring Revenues



What the Top 100 Manages



Top Vendors Empowering Vertical Market MSPs



Source: ChannelE2E Top 100 Vertical Market MSPs, 2017 Edition



Top 5 Not for Profit MSPs

VERTICAL RANK	RANK 2017	COMPANY	WEB	LOCATION	TOP EXEC
1	52	Switchfast Technologies	www.switchfast.com	Chicago, IL	Jim Anderson, CEO
2	56	Sinu	www.sinu.com	New York, NY	Larry Velez, Founder & CTO
3	58	Clear Concepts	clearconcepts.ca	Winnipeg, Canada	Phil Proctor, Managing Partner
4	59	mindSHIFT, a Ricoh company	www.mindshift.com	Sterling, VA	Mona Abutaleb, CEO of mindSHIFT
5	63	NextStep Networking	www.nextstepnetworking.com	Cincinnati, OH	Erin Arnold, President



UPSIDE

The top three growing IT careers at nonprofit organizations involve cybersecurity pros, technology training experts and data analysis pros, according to Media Planet. By focusing on those core areas, MSPs can get a foot in the door with nonprofit organizations.

DOWNSIDE

Small, overworked management teams; underfunded projects and lack of IT direction are common within some nonprofit organizations. The top three jobs nonprofits will seek to fill in the years ahead of chief culture officer, data scientist and UX designer — three areas where MSPs often aren't particularly strong.

GET TO KNOW

NTEN: The Nonprofit Technology Network,
<https://www.nten.org>



Leading MSPs in Not for Profit

Average Annual Recurring in Vertical:

\$772,682





Top 5 Healthcare MSPs

VERT. RANK	RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC
1	2	2	TekLinks Inc.	www.teklinks.com	Birmingham, AL	Jim Akerhielm, CEO
2	3		Involta LLC	www.involta.com	Cedar Rapids, IO	Bruce Lehrman, CEO
3	7	10	Lumen21	www.lumen21.com	Orange, CA	Eduardo Don Jr., President & CEO
4	19	13	Medicus Solutions	www.msinc.com	Alpharetta, GA	Chris Jann, President & CEO
5	20	12	The Electronic Office	www.electronicoffice.net	Asheville, NC	Kemper Brown, President & CEO



UPSIDE

Healthcare will remain the fastest growing large IT vertical with a five-year CAGR of 5.7% despite concerns that spending growth may have peaked, IDC says. Also, the Trump administration may soften the federal government's regulatory stance, which could allow healthcare firms to invest more on IT innovation rather than compliance regulations.

52% of healthcare CIOs increased their IT budgets in 2017 and 35% of budgets are unchanged, according to a Harvey Nash/KPMG CIO Survey. Many CIOs say they're struggling to define a digital strategy, and experiencing talent shortages across big data/analytics (45%), project management (36%), change management (30%) and security (29%). The net result for MSPs: Healthcare organizations need IT help across the board.

DOWNSIDE

Many MSPs lack expertise in such areas as DevOps and big data analytics — key areas where CIOs need help. Also, HIPAA privacy discussions — particularly as they relate to ransomware — remain a key opportunity. However, MSPs sometimes underestimate how much time and knowledge are required to monetize such discussions.

GET TO KNOW
HIMSS (www.HIMSS.org)



STANDS FOR
Healthcare Information and
Management Systems Society

Leading MSPs in Healthcare

Average Annual Recurring in Vertical:

\$3.47 million



Top 5 Financial Services MSPs

VERT. RANK	RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC
1	1	1	Konica Minolta	www.kmbs.konica-minolta.com	Foster City, CA	Todd Croteau, President
2	4	93	Xcentric	www.xcentric.com	Alpharetta, GA	Trey James, CEO
3	9		Cal Net Technology Group	www.calnettech.com	Chatsworth, CA	James Hwang, CEO
4	10		Computer Resources of America	www.consultcra.com	New York, NY	Chico Ramnarayan, CEO & Founder
5	12		CalTech	www.caltech.com	San Angelo, TX	Will Welch, CEO



UPSIDE

Financial services is the No. 1 vertical for IT spending, and the banking sector will increase its spending at 4.9% CAGR from 2016 through 2020, IDC says. The Trump administration's rollback of Dodd-Frank regulations could speed the development of next-generation lending and financial systems. On the cybersecurity front, most folks are watching the New York State Department of Financial Services' (NYDFS) cybersecurity regulation, which went into effect March 1, 2017. The regulation includes multiple staggered deadlines. Each deadline could trigger a new set of IT security spending in the state. Additional states are considering similar mandates.

DOWNSIDE

FinTech startups are disrupting traditional Wall Street firms, investment houses, stock brokers and banks. And the risks are growing. Indeed, established financial institutions risk 24% revenue loss from FinTech rivals, according to a PricewaterhouseCoopers research report released in April 2017.

GET TO KNOW

Association for Financial Technology
(<http://aftweb.com>)

Wall Street Technology Associations
(www.wsta.org)



Leading MSPs in Financial Services

Average Annual Recurring in Vertical:

\$3.58 million



Top 5 Manufacturing MSPs

VERT. RANK	RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC
1	32		Fully Managed	www.fullymanaged.com	Vancouver, Canada	Joel Abramson, CEO
2	44	34	MotherG, LLC	www.mothersg.com	Itasca, IL	David Davenport, CEO
3	47	45	PICS ITech	www.pics-itech.com	Mount Holly, NJ	Terrence Rossi, Co-Founder & CIO
4	49	67	PACE Technical Services Inc.	www.pacetechnical.com	Richmond Hill, Canada	Shael Risman, CEO
5	50	76	Red Level	www.redlevelnetworks.com	Novi, MI	David King, CEO



UPSIDE

Of the major verticals, IDC sees “stronger momentum” in the manufacturing sector. By the end of 2017, 50% of manufacturers will coordinate cloud, mobility, and advanced analytics to create more efficiencies on their shop floors, IDC predicts. Already, MSPs are starting to work with IoT-centric platforms to address manufacturing opportunities. Key offerings to watch include Cisco Jasper, GE Predix and PTC’s ThingWorx, among others.

DOWNSIDE

No doubt, the Trump administration’s efforts to restore U.S. manufacturing jobs has created investor buzz. But it’s too soon to say if or how that will impact IT spending in the sector. Also, most MSPs have yet to master big data and sensor technologies found across the IoT ecosystem.

GET TO KNOW

Association for
Manufacturing Technology
(www.amtonline.org)



Leading MSPs in Manufacturing

Average Annual Recurring in Vertical:

\$1.09 million



Top 5 Government & Education MSPs

VERT. RANK	RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC
1	6		mindSHIFT, a Ricoh company	www.mindshift.com	Sterling, VA	Mona Abutaleb, CEO of mindSHIFT
2	26	53	Information Systems Integration	http://isicg.com	Washington, D.C.	Kenneth Holley, CEO
3	30	44	Island Tech Services	www.itsg.us.com	Ronkonkoma, NY	Robert Gronenthal, CEO
4	33	31	Colorado Computer Support	www.coloradosupport.com	Colorado Springs, CO	Blake Schwank, CEO
5	82	62	3nom	www.3nom.com	Teaneck, NJ	Abraham Sasson, CEO



GOVERNMENT UPSIDE

The federal government spends nearly four times as much on IT per employee than private sector organizations, according to IDC and associated FedScoop coverage: \$39,177 vs. under \$9,900 per employee. Also, cloud spending now represents about 8.5% of all IT spending by the federal government for fiscal year 2016, up from 5% in 2015. By 2018, 50% of federal government spending will involve cloud, IDC predicts. MSPs that can meet FIPS, FISMA, and other FedRAMP standards are ideally positioned.

GOVERNMENT DOWNSIDE

Although the federal government continues its cloud-first mantra, cybersecurity has recently emerged as the more pressing issue. And that's both an opportunity and a challenge. Many IT consulting firms await clearer direction on security from the federal government. For instance, it looks like the National Institute of Standards and Technology will be called on to audit agencies within two years. But that means NIST would take on cybersecurity audit responsibilities already reserved for the Department of Homeland Security.



EDUCATION UPSIDE

Nearly three in 10 colleges and universities suffered a cyberattack in the past year, according to University Business. That's bad news for the education sector, but good news for managed security services providers (MSSPs). Roughly 40% of university CIOs expect IT spending to increase this year, and 60% of survey participants say their colleges will expand online education programs, UB found.

EDUCATION DOWNSIDE

Universities, colleges and K-12 schools have experienced heightened layoffs in recent months. Those tight budgets aren't limited to classrooms, and many colleges are re-thinking their long-term technology plans. The shift could involve more work with so-called EdTech startups rather than traditional MSPs and technology vendors.

GET TO KNOW

Educause (www.educause.edu)

National Association of State Technology Directors (www.nastd.org)

Association for Federal Information Resources Management, AFFIRM (<http://affirm.org>)



Leading MSPs in Government and Education

Average Annual Recurring in Vertical:

\$2.46 million



Top 5 Legal MSPs

VERT. RANK	RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC
1	14		mindSHIFT, a Ricoh company	www.mindshift.com	Sterling, VA	Mona Abutaleb, CEO of mindSHIFT
2	15		SproutIT	https://sproutit.co.uk	London, United Kingdom	Matt Torrens, Managing Director
3	22	27	Western Digitech	www.westerndigitech.com	Miami, FL	Josh Kotler, CEO
4	27	40	LogicForce	www.logicforce.com	Nashville, TN	Phillip Hampton, CEO
5	39		Hilltop Consultants Inc.	www.hilltopconsultants.com	Washington, D.C.	James Turner, CEO



UPSIDE

Automation projects continue to accelerate in the legal vertical. And for good reason. The average law office makes 19 copies of each document. And that process can be costly — including \$20 on labor; \$250 recreating each lost document and \$120 in labor searching for every misfiled document. Document management systems can drive down overall costs by 40%, Gartner says.

DOWNSIDE

Much like other vertical markets, startups with new business models are disrupting the traditional legal sector. More than 300 alternative business structures now challenge traditional law firm business models, according to Law crossing.

GET TO KNOW

International Legal Technology Association (www.iltanet.org)



Leading MSPs in Legal

Average Annual Recurring in Vertical:

\$1.77 million





Top 100 Vertical Market MSPs

COMPANIES RANKED 1-20

RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
1	1	Konica Minolta	www.kmbs.konica-minolta.com	Foster City, California	Todd Croteau President	Financial Services/ Banking
2	2	TekLinks Inc.	www.teklinks.com	Birmingham Alabama	Jim Akerhielm, CEO	Healthcare
3		Involta LLC	www.involta.com	Cedar Rapids, Iowa	Bruce Lehrman, CEO	Healthcare
4	93	Xcentric	www.xcentric.com	Alpharetta, Georgia	Trey James, CEO	Financial Services/ Banking
5	25	Hestia	www.hestia-it.be	Antwerp, Belgium	Nicolas Geudens, CEO	Technology
6		mindSHIFT, a Ricoh company	www.mindshift.com	Sterling, Virginia	Mona Abutaleb, CEO of mindSHIFT	Education
7	10	Lumen21	www.lumen21.com	Orange, California	Eduardo Don Jr., President & CEO	Healthcare
8		Center for Computer Resources	www.ccr1.com	Sterling Heights, Michigan	Curtis Hicks II, President & CEO	Technology
9		Cal Net Technology Group	www.calnettech.com	Chatsworth, California	James Hwang, CEO	Financial Services/ Banking
10		Computer Resources of America	www.consultcra.com	New York, New York	Chico Ramnarayan, CEO & Founder	Financial Services/ Banking
11	15	eMazzanti Technologies	www.emazzanti.net	Hoboken, New Jersey	Carl Mazzanti, CEO	Retail
12		CalTech	www.caltech.com	San Angelo, Texas	Will Welch, CEO	Financial Services/ Banking
13	22	ChinaNetCloud	www.China NetCloud.com	Shanghai, China	Steve Mushero, CEO	Technology
14		mindSHIFT, a Ricoh company	www.mindshift.com	Sterling, Virginia	Mona Abutaleb, CEO of mindSHIFT	Legal
15		SproutIT	https://sproutit.co.uk	London, United Kingdom	Matt Torrens, Managing Director	Legal
16	14	netConsult Ltd	www.netconsult.co.uk	London, United Kingdom	Richard McDonald, CEO	Financial Services/ Banking
17		SIS	www.ThinkSIS.com	Lexington, Kentucky	Steve Sigg, President & CEO	Technology
18	19	West Monroe Partners	www.westmonroe-partners.com	Chicago, Illinois	Kevin McCarty, CEO	Financial Services/ Banking
19	13	Medicus Solutions	www.msinc.com	Alpharetta, Georgia	Chris Jann, President & CEO	Healthcare
20	12	The Electronic Office	www.electronic-office.net	Asheville, North Carolina	Kemper Brown, President & CEO	Healthcare



Top 100 Vertical Market MSPs

COMPANIES RANKED 21-40

RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
21	20	Proactive Technologies	www.proactivetech.net	New York, New York	Dave Cava, COO	Financial Services/ Banking
22	27	Western DigiTech	www.westerndigittech.com	Miami, Florida	Josh Kotler, CEO	Legal
23		Stratalux Inc.	www.stratalux.com	Inglewood, California	Jeremy Przygode, CEO	Media
24		Valiant Technology	www.thevaliantway.com	New York, New York	Thomas Clancy, President	Media
25		ACE IT Solutions	www.aceits.net	Saddle Brook, New Jersey	Warren Finkel, Managing Partner	Financial Services/ Banking
26	53	Information Systems Integration	http://isicg.com	Washington, D.C	Kenneth Holley, CEO	Government
27	40	LogicForce	www.logicforce.com	Nashville, Tennessee	Phillip Hampton, CEO	Legal
28	98	CareWorx	www.careworx.com	Ottawa, Canada	Mark Scott, CEO	Healthcare
29	32	Five Nines	www.gonines.com	Lincoln, Nebraska	Nick Bock, CEO & Co-founder	Healthcare
30	44	Island Tech Services	www.itsg.us.com	Ronkonkoma, New York	Robert Gronenthal, CEO	Government
31		Blue Apache Pty Ltd.	www.blueapache.com	Melbourne, Australia	Chris Marshall, Managing Director	Financial Services/ Banking
32		Fully Managed	www.fullymanaged.com	Vancouver, Canada	Joel Abramson, CEO	Manufacturing
33	31	Colorado Computer Support	www.coloradosupport.com	Colorado Springs, Colorado	Blake Schwank, CEO	Education
34	5	Erb's Technology Solutions	www.etsconnect.com	Cedar Rapids, Iowa	Jim Koch, President & CEO	Healthcare
35		Global Data Systems, Inc.	www.gdsconnect.com	Pembroke, Massachusetts	Joseph Young, CEO	Healthcare
36		Advanced Network Solutions	www.ansolutions.com	Nashville, Tennessee	Richard Pinson, CEO	Financial Services/ Banking
37		Tech-Keys	www.tech-keys.com	Lakewood, New Jersey	Michael Fried, President & CEO	Healthcare
38	18	Information Strategy Design	www.isdesign.com	Mesa, Arizona	Steven Losefsky, CEO	Healthcare
39		Hilltop Consultants Inc.	www.hilltopconsultants.com	Washington, D.C	James Turner, CEO	Legal
40		Pulse Technology Solutions	www.pulse.tech	Fort Myers, Florida	James Ritter, Founder & CEO	Hospitality



Top 100 Vertical Market MSPs

COMPANIES RANKED 41-60

RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
41		Progressive Computer Systems Inc.	www.pc-net.com	Chapel Hill, North Carolina	Lisa Mitchell, CEO	Healthcare
42	16	Vistem Solutions Inc.	www.vistem.com	Irvine, California	Keith Nelson, Ph.D., VP of Technology	Transportation
43	41	BlackInk IT	www.blackinkit.com	Indianapolis, Indiana	W. Douglas Allgood, President & CEO	Professional Services
44	34	MotherG LLC	www.motherg.com	Itasca, Illinois	David Davenport, CEO	Manufacturing
45		LAN Infotech LLC	www.laninfotech.com	Fort Lauderdale, Florida	Michael Goldstein, President	Legal
46	35	JMARK Business Solutions Inc.	https://www.jmark.com	Springfield, Missouri	Thomas Douglas, President & CEO	Financial Services/ Banking
47	45	PICS ITech	www.pics-itech.com	Mount Holly, New Jersey	Terrence Rossi, Co-Founder & CIO	Manufacturing
48		CorpInfo	https://www.corpinfo.com	Santa Monica, California	Stephen Garden, VP of Cloud Services	Pure Cloud
49	67	PACE Technical Services Inc.	www.pacetechnical.com	Richmond Hill, Canada	Shael Risman, CEO	Manufacturing
50	76	Red Level	www.redlevelnetworks.com	Novi, Michigan	David King, CEO	Manufacturing
51		3Nines Technologies Inc.	www.3ninestech.com	Oklahoma City, Oklahoma	Terry Suellentrop, CEO	Healthcare
52		Switchfast Technologies	www.switchfast.com	Chicago, Illinois	Jim Anderson, CEO	Not for profit
53	39	IT Solutions	www.ITsolutions-inc.com	Fort Washington, Pennsylvania	Ted Swanson, Founder	Legal
54		NetLogix	www.netlogix.com	Westfield, Massachusetts	Marco Liquori, President	Insurance
55		Network Data security Experts Inc.	www.ndse.net	North Chesterfield, Virginia	Frank Ernesto IV, CEO	Manufacturing
56		Sinu	www.sinu.com	New York, New York	Larry Velez, Founder & CTO	Not for profit
57	60	Vertical Solutions	www.verticalsol.com	Bridgeville, Pennsylvania	Bruce Nelson, President	Healthcare
58		Clear Concepts	clearconcepts.ca	Winnipeg, Canada	Phil Proctor, Managing Partner	Not for profit
59		mindSHIFT, a Ricoh company	www.mindshift.com	Sterling, Virginia	Mona Abutaleb, CEO of mindSHIFT	Not for profit
60		Accent Computer Solutions Inc.	www.accentonit.com	Rancho Cucamonga, California	Marty Kaufman, CEO	Financial Services/ Banking



Top 100 Vertical Market MSPs

COMPANIES RANKED 61-80

RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
61		Cloudticity	http://cloudticity.com	Seattle, Washington	Gerry Miller, Founder & CTO	Healthcare
62		Preemo	www.preemo.com	Miami, Florida	Ivan Mladenovic, President	Legal
63		NextStep Networking	www.nextstepnetworking.com	Cincinnati, Ohio	Erin Arnold, President	Not for profit
64		eNerss	www.enerds.com.au	North Sydney, Australia	Jamie Warner, CEO	Construction
65		Tier One Technology Partners	www.tieroneit.com	Hunt Valley, Maryland	David Shaffer, CEO	Not for profit
66		NorthPoint Technology Group	www.teamnorthpoint.com	Altamonte Springs, Florida	Brian Killian, CEO	Technology
67	58	IT Freedom	www.itfreedom.com	Austin, Texas	Carey Jung, President	Technology
68		Afineol IT Consulting	www.afineol.com	Roseville, California	Margaret Strong, President	Not for profit
69	52	Doberman Technologies LLC	www.dobermantechnologies.com	Mason, Massachusetts	Ian Richardson, CEO	Healthcare
70	55	Compex	www.compextech.com	Silverton, Oregon	Matthew Middlestetter, President	Healthcare
71	69	Blueclone Networks	www.blueclone.com	Princeton, New Jersey	Milan Baria, President & CEO	Healthcare
72	59	Brainlink International inc.	www.Brainlink.com	Queens, New York	Raj Goel, CTO	Financial Services/ Banking
73		Computer Transition Services Inc.	www.ctsinet.com	Lubbock, Texas	David Baucum, CEO	Financial Services/ Banking
74	65	Right Hand Technology Group Inc.	www.righthandtechnologygroup.com	Pittsburgh, Pennsylvania	Jason Vanzin, CEO	Manufacturing
75		Palisades Technology	www.palitech.com	Santa Monica, California	Steve Bush, Owner	Media
76		InfiNet Solutions, Inc.	www.omahait.com	Omaha, Nebraska	Steve Johnson, CEO	Healthcare
77		Jeter IT Solutions	www.jeterit.com	Nashville, Tennessee	Danny Jeter, Owner	Healthcare
78		Maryland Computer Service Inc.	https://www.MarylandComputerService.com	Welcome, Maryland	Steve Johnson, President	Construction
79		Network Computing Group Inc.	www.ncg-net.com	Roanoke, Virginia	Mark Bowles, CEO	Not for profit
80		ProServeIT Corp.	www.proserveit.com	Mississauga, Canada	Eric Sugar, President	Agriculture



Top 100 Vertical Market MSPs

COMPANIES RANKED 81-100

RANK 2017	RANK 2016	COMPANY	WEB	LOCATION	TOP EXEC	TOP VERTICAL
81	89	RESULTS Technology	www.resultstech nology.com	Lenexa, Kansas	John French, CEO	Financial Services/ Banking
82	62	3nom	www.3nom.com	Teaneck, New Jersey	Abraham Sasson, CEO	Education
83		Computing Technologies	www.computing tech.net	Sterling Heights, Michigan	Shane Ringle, Owner	Financial Services/ Banking
84	61	FPA Technology Services, Inc.	www.fpainc.com	Encino, California	Craig Pollack, Founder & CEO	Financial Services/ Banking
85	95	Blue Line Technologies Inc.	www.blueli.com	Charlotte, North Carolina	Jeff Sagraves, President	Education
86	88	Netforce Ltd	www.netforce.ie	Dublin, Ireland	Paul Casey, Director	Legal
87	99	Skyenet Innovations	www.skyenet innovations.com	Cincinnati, Ohio	Shaun Sexton, President	Not for profit
88		Mirus	www.mirus-it.com	Buckinghamshire, United Kingdom	Paul Tomlinson, Managing Director	Financial Services/ Banking
89	78	Digital Boardwalk	www.digitalboard walk.com	Pensacola, Florida	Tim Shoop, President & CEO	Legal
90		Afineol IT Consulting	www.afineol.com	Roseville, California	Margaret Strong, President	Legal
91		IT-Guru	www.veterinaryit support.com	Aurora, Colorado	Joseph Axne, Owner	Healthcare
92	92	Harbor Computer Services	www.harborcom puterservices.net	Royal Oak, Michigan	Amy Babinchak, President	Manufacturing
93	87	Clarity Technology Solutions LLC	www.clarityts.com	Plain City, Ohio	Jason Comstock, President	Manufacturing
94		FrameWork IT	www.framework-it .com	Portland, Oregon	Kevin Dunigan, CEO	Agriculture
95		Kobargo Technology Partners	www.kobargo.com	Surprise, Arizona	Yuval Goren, Founder & CEO	Not for profit
96	100	TechNet Computing LLC	www.technet computing.com	Haddam, Connecticut	Robert Lloyd, Partner	Legal
97		OptfinlTy	www.optfinty.com	Springfield, Virginia	Michael Drobnis, President	Not for profit
98		ACE IT Solutions	www.aceits.net	Saddle Brook, New Jersey	Warren Finkel, Managing Partner	Financial Services/ Banking
99	84	InfoStream Inc.	https://www.info stream.cc	West Palm Beach, Florida	Alan Crowetz, CEO	Financial Services/ Banking
100		CMIT Solutions of Monroe	www.cmitsolutions .com/monroe	Rochester, New York	Cheryl Nelan, President	Retail



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Engaging with ChannelE2E

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