

Hello. It looks like you're using an ad blocker that may prevent our website from working properly. To receive the best experience possible, please make sure any blockers are switched off and refresh the page.

If you have any questions or need help you can email us

included on the CRN 2014 Channel Chiefs list and has been named as one of this year's 50 Most Influential.

Isaac M. O'Bannon • Feb. 25, 2014

The vice president of online accounting systems developer [Intacct](#) has been included on the CRN 2014 Channel Chiefs list and has been named as one of this year's 50 Most Influential.

The Channel Chiefs list showcases executives directly responsible for driving channel sales and growth within their organization, while promoting the importance of the channel throughout the entire IT industry. The list represents a subset of these channel executives based on their rank, channel savvy, ability to drive channel strategy within their own organization, and external impact on the channel at large.

The full CRN Channel Chiefs list was compiled by the CRN editorial team based on channel experience, program innovations, channel-driven revenue, and public support for the importance of IT channel sales. The 2014 Channel Chiefs list is featured in the February/March issue of CRN, and online at www.CRN.com.

Macdonald has been a leader in the channel for nearly 25 years. At Intacct, Macdonald has revamped the company's channel program and built it into the envy of the industry. Prior to his arrival, channel partners delivered less than 5% of the company's new business – today, between 40-50% of Intacct's new business comes through the channel.

“We are pleased to highlight the many executives throughout the industry who work tirelessly to advance the standing of the channel community within their organizations,” said Robert Faletra, CEO, The Channel Company. “To be named to CRN's list of the 50 Most Influential Channel Chiefs is among the highest honors in

the industry, as we carefully consider all of the key players and select those

Hello. It looks like you're using an ad blocker that may prevent our website from working properly. To receive the best experience possible, please make sure any blockers are switched off and refresh the page.

If you have any questions or need help you can email us

growth for Intacct and new opportunities for success and recurring revenue for our partners. Interest in cloud financial applications has never been higher and our partners play a critical role in our ability to meet the growing demand for our award-winning applications.”

Firm Management • Technology

CPA Practice Advisor is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors.

© 2024 Firmworks, LLC. All rights reserved