



**MANAGEMENT
STUDIO**

PRESS RELEASE

CRN 2026 Channel Leader Announcement

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Fraser Norman Honoured As A 2026 CRN EMEA Channel Leader

Second Year Running the ManagementStudio Channel Leader has Been Recognised

LONDON – 24 March, 2026 – [ManagementStudio](#) today announced that CRN UK - a brand of [The Channel Company](#) - has selected Fraser Norman, Channel and Alliances Manager, for inclusion on the prestigious 2026 CRN® Channel Leaders EMEA list. This annual recognition celebrates IT vendor and distribution executives who are shaping channel strategy and driving innovation and partnership across the industry.

Fraser has been with ManagementStudio for over ten years. He has steadily increased the company's revenue stream via the channel and has been responsible for onboarding key strategic partners during his tenure.

Commenting on this recognition, co-founder Justin Pickup stated, "Fraser has been an integral team member for increasing our channel partnerships. As the need for more in-depth digital transformation orchestration experience is required by customers, the way to scale our business is through our channel relationships."

The annual CRN Channel Leaders EMEA list spotlights the most influential leaders across the IT channel, celebrating those who champion collaboration, drive innovation, and empower their partners and customers to achieve shared success.

"As my team and I reviewed this year's Channel Leaders EMEA entries, one thing came through loud and clear: a deep, long-standing respect for the channel community. We want to thank these Channel Leaders for being so open about both their strategies and what drives them as people. Across EMEA's diverse markets and many years of change, we're proud to recognise their ongoing commitment and the role they continue to play in strengthening the channel," said Nima Sherpa Green, EMEA Editorial Director, CRN, The Channel Company.

CRN's 2026 Channel Leaders EMEA list is available [here](#).

About ManagementStudio

Founded in 2009, ManagementStudio is used by many of the FTSE 100 companies. The enterprise solution enables organisations to undergo major transformation projects, helps streamline their BAU processes and manage the user experience of digital workplaces. The use cases for ManagementStudio include, but are not limited to, operating systems upgrades, mergers and acquisitions, application lifecycle, and embracing the cloud. For more information, visit www.managementstudio.com or follow ManagementStudio on [LinkedIn](#).

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About The Channel Company

The Channel Company (TCC) is the global leader in channel growth for the world's top technology brands. We accelerate success across strategic channels for tech vendors, solution providers, and end users with premier media brands, integrated marketing and event services, strategic consulting, and exclusive market and audience insights. TCC is a portfolio company of investment funds managed by EagleTree Capital, a New York City-based private equity firm. For more information, visit thechannelco.com.

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