



## DELIVERING INTEGRATED STORAGE SOLUTIONS

COMPUTACENTER AND EMC





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### COMPLETE BUSINESS SOLUTIONS

Computacenter and EMC® work closely together to deliver and support high-performing and reliable storage solutions that meet all your data management needs. Our unique mix of advanced technology, unrivalled expertise and unmatched service creates the perfect partnership to deliver a superior solution, whatever your organisation's requirements for information storage and management.

Computacenter offers organisations of all sizes the full range of EMC solutions, encompassing networked storage technologies, storage systems and infrastructure software to help manage your growing volumes of information. EMC has become the information storage standard for every major computing platform and is ideally positioned to help you gain maximum value from your information across its entire lifecycle – from creation through retention to disposal.

#### Truly integrated solutions

The real strength of the relationship derives from Computacenter's ability to architect and implement an EMC solution with an unrivalled level of infrastructure integration. While a highly proven EMC storage system will reside at the heart of your solution, Computacenter has the experience, expertise and multi-vendor relationships required to implement a comprehensive IT environment that also encompasses best-of-breed servers, security and networking.

Together we adopt a truly end-to-end approach to enable total integration: advising you on your data storage and wider IT strategy; supplying trusted and fully compatible EMC storage

products; implementing the solution in conjunction with the most appropriate combination of wider information technology and managing elements of the total IT environment on your behalf.

#### The perfect partnership

For almost ten years, Computacenter and EMC have been working together on projects across the spectrum of vertical markets, from small and medium-sized businesses through to large corporate enterprises. While over this time Computacenter has grown to become Europe's leading independent provider of IT infrastructure services, EMC solutions today serve as caretaker for more than two-thirds of the world's most essential information.

This long-term alliance has enabled Computacenter to become a strategic EMC partner. Computacenter is today one of only three organisations in the UK to enjoy EMC Tier 1 Signature Velocity<sup>2</sup> status, the highest level of EMC accreditation.

This mutually beneficial status enables Computacenter to plan clients' strategies with unique knowledge of the latest and upcoming EMC technologies, often before they are widely available.

#### Leading expertise

To realise the potential of any data storage solution, applying accurate business analysis: strategic planning; technology modelling and comprehensive, well-planned implementation

is key. Computacenter couples exceptional service capability in each of these critical areas with superior technology from EMC to deliver the ultimate solution.

EMC and Computacenter provide dedicated technical and commercial resources to facilitate the success of all projects we embark upon. In fact, Computacenter guarantee accredited EMC specialists – Proven Professional Solution Engineers and Technology Architects – are available to support our clients' storage initiatives at all times. These consultants are continuously trained by EMC experts and hold all the major EMC accreditations needed to ensure we meet your long-term strategic requirements.



“Computacenter has a unique end-to-end infrastructure capability with market leading managed services, industry knowledge and coverage. This, combined with their experienced track record of implementing multi-tiered EMC Information Infrastructure into all verticals, makes them a key business partner in the UK.”

Terry Beale, UK and Ireland Channel Manager, EMC

“EMC and Computacenter work together to ensure that the advanced performance and reliability of EMC solutions is matched by a service offering from Computacenter that reflects a superior level of practical expertise. The high level of accreditation held by our consultants, as well as the launch of the Signature Solutions Center, is testament to this commitment.”

Jon Lewis, EMC Partner Manager, Computacenter



### Exceptional facilities

Available from mid-2007 is our Signature Solution Center, the first partner facility in Europe to offer demonstrations of the full suite of EMC software and hardware. Here we will run topical seminars, manage application migrations and simulate your existing infrastructure to test your solution in a live environment. This allows you to understand viability, address any integration issues and make the most informed purchasing decision.

For organisations engaging in significant storage infrastructural change, Computacenter and EMC partner in offering access to the state-of-the-art EMC Executive Briefing Centre in Cork, Ireland. The Centre offers an unrivalled opportunity to engage with senior EMC technology and strategy experts in fully tailored sessions, designed to meet your unique IT challenges.

During your visit we can show you proof of concept trials, demonstrate solutions, and share specialist knowledge

of many areas, including: backup, recovery and archiving; business continuity; content management; consolidation and tiered storage platform strategies; information security; resource management; virtualisation; and application optimisation.

### Maximum value

The all-encompassing nature of Computacenter and EMC's total data management solutions ensures we offer unrivalled service every step of the way. We install a class-leading solution with your potential growth needs in mind and couple this with comprehensive ongoing support. This eliminates subsequent, unforeseen investments in your IT infrastructure, while making certain your solution continues to meet your expectations well into the future.

The result is maximum business value and a high return for your investment, both in terms of the purchase price of equipment and associated support services – exceeding your needs while minimising the total cost of ownership.

## POWERFUL EMC SOLUTIONS

Computacenter offers the complete range of EMC solutions, addressing a broad range of business requirements:

- **Backup, archive and recovery** – minimise risks and reduce total cost of ownership
- **Business continuity and availability** – ensure ongoing operation of enterprise applications, reducing outages and maintaining full data integrity
- **Collaboration** – bring your people, processes and content together, without boundaries
- **Compliance** – keep your content complete, accurate and safe

- **Content management** – manage content across multiple departments within a single repository
- **Intelligent information management** – intelligently manage digital information in all its forms
- **Mobility and migration** – reliably and easily put information where it's needed most
- **Resource management** – simplify resource management by delivering a consolidated view of your IT infrastructure
- **Virtualisation** – manage your infrastructure and respond to the changing needs of your business more efficiently

### Case study: North Yorkshire County Council

**Business challenge** – Meet government targets for efficiency and achieve regulatory compliance

**Solution** – Deploy new technologies and best practice processes to transform ICT infrastructure

#### Results

- Improved efficiency
- Enhanced regulatory compliance
- Freed up IT resources
- Reduced operational costs

#### Key services

- Datacentre support
- Desktop support
- Supply chain services
- Portfolio management

## WHY COMPUTACENTER?

With technology becoming an increasingly large part of total operating costs, it's more important than ever that your IT delivers long-term value. Consequently, Computacenter and EMC provide an extensive range of pre- and post-sales services to help you gain maximum return on your investment in technology.

### Consultancy services

Computacenter's consultancy capabilities cover server, storage, security and networking. We offer consultants and technical architects with the highest level of accreditations and practical experience in their field.

### Product services

Our IT consultants can help streamline your computing operations, delivering expert guidance and implementing process improvements to deliver a customised end-to-end service.

### Commercial Solutions

Our Commercial Solutions significantly reduce costs and increase efficiency by helping you find the best products, at the best price, through the most cost-effective procurement method. For example, our Benchmarking Service provides monthly pricing data on a selection of pre-defined products and categories by getting component pricing for similar quantities and specifications.

### Supply chain services

We also offer a complete service for applying and recording complete asset information, additional storage capacity and a comprehensive pilot scheme to ensure your configuration build will be successful in your own IT environment. Our 'bill and hold' service also means you can have the same equipment throughout a staged roll-out.

### Portfolio management

We take responsibility for selecting and managing the right products for your needs throughout their lifecycle. We deliver updates, patches and new software as soon as they become available, helping to keep your IT portfolio fully up-to-date.

## CONTACT US

To discover how your business can benefit from a total IT and data solution from Computacenter and EMC, please visit our website:

[www.computacenter.com/emc](http://www.computacenter.com/emc)

or contact us by e-mail:

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