



# Computacenter and EMC

Together, Computacenter and EMC provide our customers with 'second to none' knowledge and skills for a fully comprehensive data management infrastructure enabling greater productivity, increased ROI timeframes, reduced total cost of ownership and a more efficient operation.

## Business Challenges:

Business today cannot survive without a stable, scalable and resilient IT infrastructure underpinning the daily operations which keep 'the lights on'. When customers choose Computacenter and EMC as a partner, they do so to ensure that the entire infrastructure is built on solid foundations, agile and adaptable to move with today's evolving markets.

## Computacenter offer:

- Access to a community of highly trained and accredited technical EMC consultants, both pre and post sales.
- A complete storage assessment, to understand the existing environment and what elements of that environment are most costly. And as a result work with the customer to establish how it can be addressed.
- An EMC Signature Solution Center that allows for risk mitigation on mission critical projects. Computacenter will help the customer measure the performance of proposed solutions to ensure that the right results are delivered when implemented.
- A scalable and 'future proof' solution which will protect a customers investment as much as supporting business growth.

## Key Benefits

- Expert advice on EMC technologies and the most innovative and cost effective solution to meet the project requirements.
- Take a 'bird's eye' view of the current environment, how effective and costly is it to the daily operations
- Make an informed decision by identifying which areas are going to deliver an operational improvement as well as a greater ROI to the business.
- Reassurance that the implemented solution will deliver against expectation thanks to thorough analysis and a partnered approach to resolving your pains.
- A tailored approach to help your business remove cost and improve margins with 3 classifications for delivering a return:
- Fast track, for short-term ROI over a 6 month period.
- Maximised 'Lights on' IT, delivering reduced cost of ownership and operation.
- Sharpened business IT, ultimate IT infrastructure delivering against your businesses long term strategies whilst driving cost down and improving workforce productivity.

*"Computacenter provides us with an invaluable technical resource that we can leverage to meet the changing needs of our business. It has significant breadth and delivers real added value"*

**Duncan Mountjoy**  
Services Integration Manager  
Unipart

Read the full case study at:  
[www.computacenter.com/case-study](http://www.computacenter.com/case-study)





# Partners

## Deliverables

Computacenter are able to offer the full range of EMC's extensive products, from hardware to software, including; Symmetrix DMX and VMax; Clariion; Celerra; Centerra; RSA; Documentum and Captiva; SourceOne; to name but a few. Computacenter have 1 of 2 EMC Signature Solution Centres in our Hatfield headquarters. This coupled with server and networking infrastructure means customers can use our demonstration labs to run load testing, staging, proof of concepts and benchmarking environments before rolling out in a live production instance. Customers can also benefit from the consultancy service provided by our pre and post-sales team, and a customer helpdesk.

## Why Computacenter?

With costs of just 'keeping the lights on' averaging two thirds of overall 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. Focuses include;

- Storage Assessment services focussing on classification, tiering and protection.
- Consolidation of data and capacity, for example, grid architecture integration with the VMAX or file storage consolidation with Celerra.
- Virtualised Back-Up through disk-to-disk backups and data deduplication, such as, Avamar and Data Domain reducing back-up time frames and demand on infrastructure supporting the process.
- Complete Datacentre Optimisation services improving server and storage utilisation whether, physical and/or virtual, coupled systems management with IONIX.

## Consultancy Services

Computacenter's consultancy capabilities cover server, storage, security and networking offering sound technical advice gained from achieving highest level accreditations and practical experience in their field.

## Commercial Solutions

Our commercial solutions enable significant cost savings whilst increasing productivity. We do this by assessing the environment and looking where best practice can be implemented in order to drive operational costs down thus improving operating profit. It is not always about buying the cheapest at the time, but looking at the benefit of said solution over a 3-5 year period and comparing it to other options available to make an informed decision.

## Proven Expertise

Computacenter and EMC's joint success stories demonstrate stability, breadth and depth of skills, and cost-effective, reliable solutions. The team's flexible approach and experience proves we understand the customer's business requirements, not just the technology!

## What next?

To find out how Computacenter and EMC can help you, please visit us at

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

or contact us at:

[emc@computacenter.com](mailto:emc@computacenter.com)