



HP and Computacenter

Meeting customers' needs through partnership

HP has been a strategic partner for Computacenter for more than 25 years. During this time, the two companies have helped thousands of organisations deploy IT solutions that help to improve cost control, efficiency and quality of service.

With more than 200,000 HP devices sold in 2009, hundreds of accredited consultants and engineers and 11 areas of specialisation, Computacenter is one of HP's largest European Business Partners.

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UK&I Channel Manager,
HP Enterprise Storage

Kevin Matthews, UK&I Channel Manager, HP Enterprise Storage, Servers & Networking comments: “Computacenter's scale and expertise means it is able to help customers procure, configure, deploy, support and even retire HP solutions in a cost-effective and efficient way. Through the partnership with Computacenter, we know that our customers are receiving high quality and reliable infrastructure and support services.”

Computacenter can provide organisations with access to the full range of HP's extensive product portfolio - from servers and storage systems to client devices, software and peripherals. This enables organisations to create an integrated IT infrastructure founded on trusted technology.

Eamonn Chandiram, HP business manager at Computacenter, comments: “HP has been a strategic partner for Computacenter for more than 25 years. During this time, the two companies have helped thousands of organisations deploy IT solutions that help to improve cost control, efficiency and quality of service.”

Fast facts

- More than 3,000 people at Computacenter have some form of HP accreditation
- Computacenter is one of HP's largest European Business Partners
- More than one quarter of HP's corporate business in the UK is executed through Computacenter
- Computacenter has been recognised as an Authorised Service Partner (ASP) and a Gold Preferred Partner

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Partners

Helping organisations procure, implement and manage trusted technology

HP's extensive product portfolio enables us to match the right solution to our customer's needs - both from a technical and business perspective.

Using HP's hardware and software, we can help our customers consolidate, virtualise and standardise their IT infrastructures to realise greater economic, environmental and efficiency gains.

Datacentre: With HP's servers, storage solutions and systems management software, we can help organisations create datacentre environments that are less costly and time-consuming to manage. Whether it is deploying ProLiant DL585s to create a virtual server environment or implementing c-Class ProLiant blade servers to reduce rack space, Computacenter has extensive experience across HP's entire server and storage suite.

Client: From laptops and workstations to tablet PCs and desktops, HP's client technologies help us create flexible and futureproofed environments for our customers that support remote working and simplified management.

Our expertise also means we can help enhance security protection for HP devices and provide asset disposal services to support client refresh programmes.

Print and peripherals: We offer a range of HP solutions that help to streamline information workflows - from scanners and Laserjet printers to multi-function devices. By matching these solutions to our customer's needs, we can help organisations reduce their total cost of ownership and develop a more economic and environmental approach to printing.

Many of HP's products feature in our special Computacenter Recommends selection and can be ordered online using one of our three Web shops. Each of the Computacenter Recommends products has been through a rigorous selection process based on technical specification, lifecycle, performance and innovation.

As well as helping our customers to procure HP solutions - in small or large volumes - Computacenter also offers a range of value-add services, from configuration and implementation through to maintenance and ongoing management.

Fast facts

- Computacenter sold 43,700 HP servers and 161,900 HP workstations, desktops, laptops and tablets in 2009
- On average, Computacenter configured more than 1,400 HP servers every month during 2009
- Computacenter configured nearly 50,000 workstations, desktops, laptops and tablets throughout 2009

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