



# Computacenter and Cisco

As one of the UK's leading Cisco Gold partners, Computacenter enables organisations to empower their businesses through effective networking and communications.

## Business Challenges

Connectivity is essential to every organisation's day-to-day operations. The availability and performance of an organisation's network is therefore critical to safeguarding productivity, maintaining business continuity and controlling operational costs.

As well as helping to optimise your network infrastructure, we can assist your organisation when selecting and implementing new technologies, such as unified communication and collaboration solutions, that will offer greater competitive advantage.

With extensive networking experience, Computacenter and Cisco can help your organisation:

- Improve bandwidth utilisation and application delivery through network traffic optimisation
- Enable wireless connectivity to provide staff with greater flexibility
- Evaluate and implement cloud computing network requirements
- Strengthen network security to support flexible and remote working
- Implement IP telephony to reduce telephony costs and enhance communications
- Improve productivity through the adoption of audio-visual and collaborative working technologies, such as Cisco's Business video and TelePresence solutions
- Create an optimised datacentre network that reduces cost, complexity and power consumption
- Simplify day-to-day network support and management

## Key Benefits

The partnership between Computacenter and Cisco provides customers with access to the skills and technologies they need to maximise the return on investment from their networking infrastructure. Our Cisco services and solutions will help your organisation:

**Reduce cost:** Our market leading logistics and fulfilment approach ensures Cisco network products are procured as competitively as possible. By utilising network implementation services based on content accumulated within our shared services factory, solution delivery excesses are eliminated. Our support services are based on repeatable best-practice processes leveraging shared resources to minimise costs.

**Mitigate risk:** Our expertise combined with Cisco's proven technologies minimise the risks associated with IT projects and safeguards business continuity.

**Drive continuous improvement and innovation:** From IP telephony to collaborative working technologies or converged networking, our end-to-end solutions can help sharpen your business through improved IT performance and staff productivity.

**Support business growth and change:** Our solutions are scalable and flexible, and will ensure that your network can meet the changing needs of your organisation whether it involves expansion, consolidation, mergers or acquisitions.

*"Maximising the time staff spend on the shop floor is key to providing good customer service and increasing sales. The new unified communications infrastructure empowers them to safeguard the quality of the customer experience."*

**Martin Schofield**  
Retail Operations Manager  
Harvey Nichols

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

## Key Facts

- First accredited UK partner for the Virtual Computing Environment Coalition
- 16 years of experience of working with Cisco solutions
- Gold Partner status since 1998
- Extensive Cisco CCIE consultant pool
- The only certified Tier IV datacentre in Europe, which is based on Cisco networking technologies
- Cisco Enterprise Partner of the Year 2010





# Partners

## Be more environmentally conscious:

Our Cisco-based unified communications and collaboration solutions can reduce the need for travel, thereby minimising carbon emissions and costs. As the winner of Microscope's ACE Award for environmental company of the year in 2009, Computacenter operates an optimised and fully WEEE compliant disposal service for networking equipment.

**Access skills and resources:** As a Gold Certified Cisco Partner, we hold Cisco Advanced Technology Provider specialisations in the following disciplines:

- Advanced Datacentre Networking Infrastructure
- Advanced Datacentre Storage Networking
- Advanced Routing & Switching
- Advanced Security
- Advanced Unified Communications
- Advanced Wireless LAN
- ATP - Datacentre Unified Computing
- ATP - Cisco TelePresence (Satellite)

## Deliverables

Computacenter can help at every stage of your Cisco implementation, from audit, consultancy and design to testing, configuration and integration. Our Solutions Centre offers organisations the opportunity to test individual Cisco network components or complete end-to-end infrastructures without impacting the production environment.

We also provide a variety of network maintenance, support and managed services for Cisco solutions, and can help you optimise your existing environment to facilitate the adoption of virtualisation and cloud computing.

Computacenter is the first accredited UK partner for the Virtual Computing Environment Coalition – also known as Acadia. This joint venture between VMware, Cisco and EMC (VCE) is designed to simplify organisations' journeys towards virtualisation and cloud computing. The UK's first VCE vBlock 2 solution underpinned by Cisco UCS and Nexus switching is based within the customer demonstration suite located at the Computacenter Solutions Centre.

## Why Computacenter?

Computacenter is uniquely positioned to help organisations achieve the greatest business value and performance from their network infrastructure and Cisco technologies. We have:

- 16 years of experience of working with Cisco solutions and have held Gold Partner status since 1998
- Expertise in the design, support and implementation of end-to-end infrastructure solutions
- The only certified Tier IV datacentre in Europe, which is based on Cisco networking technologies
- Best practices that have been developed within our Shared Services Factory to enable customers to benefit from our previous experiences
- Recognition for Customer Satisfaction Excellence, with customers awarding Computacenter an average of 4.65 out of a possible five for pre- and post-sales support services around Cisco solutions
- A unique logistics and configuration approach for Cisco enterprise network infrastructure that de-risks and accelerated datacentre network implementation.

## Consultancy Services

Computacenter's consultancy capabilities embrace 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 to determine where optimised practices can be implemented to drive down operational costs thus improving operating profit. It is not always about buying the cheapest at the time, but evaluating the benefits of chosen solution over a 3-5 year period in comparison to other options available to make an informed decision.

## Proven Expertise

We have worked with numerous organisations across all market sectors to help them to successfully implement Cisco technologies. These projects include rolling out a new converged network for the Charity Commission, implementing IP telephony at Harvey Nichols and the deployment of a wireless broadband network for South Wales Fire & Rescue Service.

## What next?

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

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

or contact us at:

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

*"The wireless broadband network will give firefighters better and faster access to the information they need to provide a proactive service."*

**Chris Williams**

Head of ICT, South Wales Fire and Rescue Service

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