



Computacenter and Emulex

Computacenter and Emulex enable organisations to get better value from their server, storage and networking resources through convergence and virtualisation. By drawing on their 10-year relationship and extensive IT infrastructure expertise, the two companies are at the forefront of today's datacentre transformation initiatives.

Business Challenges:

To deliver greater efficiency and financial savings, businesses need to achieve more with less. In the datacentre, this requirement is fuelling a range of optimisation initiatives, many of which are founded on virtualisation and convergence strategies.

To make these strategies a reality, organisations need superior connectivity and rapid provisioning for core datacentre components, such as servers, storage and networks. Emulex's networking solutions, which include fibre channel host bus adapters, converged network adapters, Ethernet adapters and performance management software, help organisations achieve these goals by providing superior performance, simplified manageability and unsurpassed availability.

With extensive experience of Emulex's product portfolio, Computacenter will help you optimise your datacentre through:

- Network convergence and virtualisation, which will increase asset utilisation
- Improved systems availability and performance
- Increased network scalability to enhance business agility
- Simplified management of storage and network infrastructures
- The adoption of cost-effective computing models, such as private clouds

Key Benefits:

Computacenter and Emulex help organisations optimise their datacentre systems and services to deliver greater business value.

As a result, you will be able to:

Reduce cost:

An optimised IT infrastructure minimises capital and operational expenditure. For example, by converging networks with Emulex technologies organisations can reduce cabling requirements by up to 80 per cent and save up to 30 per cent on adapters and switches. Converged environments are also easier to manage, resulting in decreased support costs.

Enhance agility:

With a more flexible and reliable network infrastructure, organisations are better placed to adopt new technologies, such as 10 Gigabit Ethernet, that enhance efficiency and support business growth.

Minimise carbon footprint:

Emulex technologies help reduce power and cooling consumption by reducing the number of hardware assets. This not only reduces an organisation's carbon footprint but can also cut energy costs by up to 40 per cent.

"With the broadest support for Emulex OEM partners, exceptionally strong technical capabilities and services offerings, it is no surprise that Computacenter is Emulex's biggest EMEA VAR by some significant margin."

Brian Peterson
VP International Operations
Emulex



Partners

Deliverables

Like Computacenter's services, Emulex's products are vendor-independent, integrating with best-of-breed server and storage platforms, including HP, IBM, Sun and EMC devices. Emulex technology is also integrated with Microsoft Virtual Server Manager and VMware ESX server, and its network convergence solutions form part of HP's Converged Infrastructure strategy.

Emulex and Computacenter are partners of the Virtual Computing Environment (VCE) coalition, with Emulex's technology playing a key role in the VCE vBlock 2. Computacenter was the first organisation to deploy a VCE vBlock 2 in EMEA, and the solution is now available for proof of concept evaluations at our Solutions Centre.

The multi-vendor testing facility can also be used to validate other uses of Emulex technology, as well as integration with core datacentre components.

Why Computacenter?

Drawing on its end-to-end experience of datacentre solutions and strategies, such as virtualisation, Computacenter can help organisations make the most of Emulex solutions.

Computacenter has worked with Emulex for more than 10 years, with an increasingly strategic relationship since 2007. This relationship is underpinned by our excellent credentials:

- Computacenter is the largest Emulex value added reseller in EMEA
- We are one of only two the only platinum members of the Emulex Edge partner programme in the UK
- We sold 9,000 Emulex networking products in 2009
- All the consultants and engineers in our server and storage teams are fully trained in Emulex technologies

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

We have vast experience in helping customers to optimise their storage, server and networking infrastructures, with the majority of these projects involving Emulex technologies.

To find out more about our services and read customer case studies, go to:

www.computacenter.com/case-study

What next?

To find out how Computacenter and Emulex can help you, please visit:

www.computacenter.com/emulex

or contact us at:

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