

We are the **PREFERRED ROUTE**

for Partners into the
Enterprise market

With revenue
OVER £2.5BN
we are the
LARGEST

Solutions Provider in EMEA
and the largest customer
for most of our Partners

Following our
acquisition of
TeamUltra
we are a leading
ServiceNow
Strategic Partner
across EMEA

PRODUCT SUPPLY REVENUE

UP **19%**
year on year

We are the largest
DELL EMC

Partner in EMEA
and one of only 8

TITANIUM BLACK

Partners Worldwide

We are the largest

Partner in EMEA

We are the largest

Partner in Germany

We are the largest

Partner in UK

With in
excess of

3,500 and 1,000

technical accreditations
our expertise in our partners
solutions is unrivalled

partner sales
accreditations

PARTNER ADVISORY BOARDS

We are a valuable member of many Global Partner Advisory Boards giving us the ability to influence partners at the highest levels. Some of the PABs we attend include:

- > Cisco Global Partner Operations Advisory Board and Executive Exchange
- > HP Inc Global Partner Advisory Board
- > VMware Worldwide Partner Advisory Board
- > HP Enterprise Global Partner Advisory Board
- > Splunk EMEA Partner Advisory Board
- > Lenovo EMEA Channel Executive Forum
- > Checkpoint EMEA Partner Advisory Forum

★ SELECTED 2017 PARTNER AWARDS ★

WW Enterprise Partner of the year
EMEA Enterprise Partner of the Year
Partner of the year [DE]
Public Sector Partner of the Year [DE]
Security Partner of the Year [UK]

Enterprise Partner of the Year [UK]
Storage Partner of the Year [UK]

**Hewlett Packard
Enterprise**

EMEA Synergy Partner of Choice
Partner of the Year [FR]
Hybrid Partner of the Year [DE]
Intelligent Edge Partner of the Year [UK]

EMEA Partnership Award
EMEA FlexPod Partner of the Year

2 in 1 Award [DE]

TOP 10 PARTNERS

HITACHI
Inspire the Next