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COMPUTACENTER NAMED EMC'S ONLY UK PLATINUM SOLUTION PROVIDER PARTNER 2015

SOLE UK COMPANY RECOGNISED FOR 95% GROWTH IN SALES OF EMC SOLUTIONS

Computacenter, Europe's preferred IT provider to enable users and their businesses to transform their IT infrastructures, today announces that it has been named as the only Platinum tier Solution Provider Partner in the UK within EMC Corporation's Business Partner Program (BPP) for 2015.

The company made a strategic decision in 2012 to grow its storage business and focus on the key technologies that customers would adopt as they implemented hybrid cloud, analytics and data protection solutions. By executing against that plan, which included a very strong performance for software-defined and converged solutions, Computacenter has seen impressive year-on-year growth whilst also exceeding its EMC® target achieving growth of 95% in sales of EMC solutions over the last two years.

"We are delighted to be recognised for expanding our relationship with EMC" says Kevin James, UK Country Unit Director at Computacenter. "This

Platinum Partner status is testament to the strength of our relationships, both with our customers and with EMC. We look forward to maintaining this momentum enabling our customers' users and businesses to exploit the third platform of social, mobile, analytics and cloud. We will continue to help our customers adopt innovative technologies to define and implement Two Speed IT, whilst also getting the balance right between cost reduction and service improvement."

Computacenter was the sole UK partner to be awarded Platinum Partner status in EMC's Solution Provider track, and one of only two in EMEA. This was achieved not only as a result of exceeding sales targets, but also the company's efforts in achieving a number of relevant qualifications for its specialists, consultants, data scientists and cloud experts.

Russell Poole, Head of Partner Business UKI at EMC commented "Our Platinum Solution Provider Partners are

elite partners, providing exceptional solution centres and expert level certification. As both the commercial and the public sector look to redefine themselves and capitalise on our technologies such as flash storage and Hybrid Cloud computing, it's crucial our mutual customers have access to partners with leading edge expertise and resources."

The EMC BPP empowers and supports business partners in their current market space, while also providing the tools they need to succeed in the dynamic 'third Platform.' The 2015 BPP features a completely new tier structure – Platinum, Gold and Silver – and all tiers offer significant rewards and support. The programme rewards partners based on their investment in EMC and protects the investments they have already made. The programme is designed to ensure that there is an ease and simplicity in doing business with EMC, and for partners who invest in EMC technology, there is a clear path to profitability.