



Computacenter scores partnership double

Computacenter has started 2011 by landing two high-profile partnership awards from IT vendors Symantec and Lenovo. The IT services and solutions provider was named Symantec UK Partner of the Year 2011 and Lenovo 2010 International Reseller of the Year in the same week.

Mike Rodwell, Commercial Director at Computacenter, commented: "The awards are a testament to our customer-centric approach, proactive vendor partnerships and quality of service. Symantec and Lenovo technologies are key to the optimised workplace, networking and datacenter solutions that we provide to our customers helping them minimise costs and maximise efficiency."

Computacenter has long-term relationships with software company Symantec and hardware manufacturer Lenovo, and has already received a number of accreditations from both vendors. These latest accolades were presented at two separate events in January.

Jason Ellis, Vice President of EMEA Channel Sales at Symantec, commented: "Computacenter supports customers throughout the lifecycle of our solutions – from sourcing and deployment to ongoing management.

This end-to-end expertise not only helps organisations maximise their investment in Symantec technologies but also establish effective and affordable information management strategies." Lenovo, one of the largest vendors of personal computers in the world, awarded Computacenter the status of International Reseller of the Year after it achieved significant sales growth across a range of European countries, including France, Germany and Benelux.

Neil Berville, Executive Director for the Channel Partner Organisation Lenovo Benelux, UK and Ireland, commented: "Computacenter is a strategic partner of Lenovo's throughout Europe, and has grown the client business significantly by partnering with us for key customers & Windows 7 Enterprise refreshes.

Their solutions and customer integration capabilities complement Lenovo's value proposition superbly, with a proven record of delivering to a high standard consistently throughout Europe: they are therefore the partner of choice for many global clients."

As an independent provider, Computacenter has more than 1,100 direct relationships with IT vendors and holds in excess of 200 supplier accreditations. Rodwell commented: "We help our customers choose the right partners and technologies based on their business needs and budget. By combining these solutions with our industrialised processes, organisations can reduce cost, mitigate risk and accelerate change."

Computacenter's services and solutions extend from the datacenter to the desktop. Its customer base includes both public sector and corporate organisations, such as Harvey Nichols, FirstGroup, Visa Europe and NHS Oldham.