



Computacenter and IBM

Together, Computacenter and IBM recommend, plan, implement and support IBM technology to lower the customers' risk, reduce cost whilst adding value, and to provide customers with access to best of breed products.

Business Challenges:

Today's businesses require an infrastructure that is adaptable, available, reliable, secure and scalable.

Our customers depend on the IBM and Computacenter Partnership to ensure their infrastructure is 'on demand' with the flexibility to meet the evolving challenges of today's markets.

Computacenter can offer your company:

- The first UK-based Business Partner to have gained certification in IBM's Dynamic Infrastructure Speciality Programme in the solution areas of Business Resilience, Energy Efficiency and Virtualisation & Consolidation.
- Access to a community of highly trained and accredited technical IBM consultants, both at the pre and post sales levels.
- Size and scale to meet and exceed customer expectations, whilst delivering a quick and optimal Return on Investment (ROI).
- A Solution Centre that allows for risk mitigation on mission critical projects. IT projects are tested and meet criteria before they are implemented.
- Protection of investment by delivering technology that meets requirements today and can be easily upgraded tomorrow.
- Timely roll-outs to avoid costly impacts on projects.

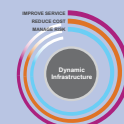
Key benefits:

- Expert advice on IBM technologies, product roadmaps, project design and integration.
- Safe transitioning onto new technology by imitating your IT environment at the Computacenter Solutions Centre and test and prove new IBM technology prior to deployment.
- Deployment that is distributed on time and to budget through our project management expertise and best practices.
- Significant cost reduction by utilising our end-to-end range of services.
- Stability and continuity on large-scale rollouts through our ability to hold ordered stock for you.
- The security of a reseller that holds IBM Premier Partner accreditations, as well as being the first UK-based IBM Business Premier Partner to have gained certification in IBM's Dynamic Infrastructure Speciality Programme.

"Computacenter helped us to optimise the potential of the new infrastructure and ensure that we gained maximum business value from our investment in virtualisation."

Mary Ann Watt
Project Director
The Robert Gordon University

Read the full case study at:
www.computacenter.com/case-study





Partners

Deliverables

Computacenter are able to offer the full range of IBM's extensive brands: BladeCenter, System x, System p & IBM Total Storage products, IBM Software and networking solutions.

Computacenter has invested in a Solutions Centre which can run load testing, staging, proof of concepts and benchmarking. Customers can also benefit from the consultancy service provided by our pre and post sales team, and a customer helpdesk.

Why Computacenter?

Long and successful history of lifecycle management

Since 1983 Computacenter and IBM have been helping large organisations manage their IBM technology from selection and purchasing, through to implementation, testing, managing, renewing and upgrading their solutions.

Long-term approach

Computacenter and IBM partner with customer, providing the best advice for them over the long-term, as opposed to pushing for a short-term spend decision. This can often mean not spending now but rather waiting for a solution that provides greater ROI.

Investors in knowledge and skills

Computacenter has invested in its IBM partnership and is now recognised as a highly accredited European partner in many IBM product areas; as well as being the first UK based partner gaining certification in IBM's Dynamic Infrastructure Speciality Programme.

Constant investment and improvements ensure Computacenter are IBM's leading European partner.

Proven expertise

Computacenter and IBM's joint success stories show proven stability, breadth and depth of skills, and reliable solutions at cost-effective prices. The team's flexible approach and experience proves we understand the customers' business requirements, not just the technology.

What next?

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

www.computacenter.com/ibm

or contact us at:

technology@computacenter.com

"For more than two decades IBM has enjoyed an excellent partnership with Computacenter which, consistently deliver successful end-to-end IBM hardware and software solutions, has fostered the confidence and trust on which we rely. In effect, our working relationship makes IBM and Computacenter a single team."

Larry Hirst
Chairman of IBM Europe,
Middle East & Africa