



Computacenter & Oracle Partnership

Computacenter is one of the biggest partners of both Oracle and Sun. Computacenter's long-term relationship means it is well positioned to help organisations maximise the potential offered by the integration.

Business Challenges

Delivering performance, enabling innovation and centralising management of your IT estate are critical elements in reducing cost and increasing the competitive advantage of your business.

Our customers rely on the Oracle and Computacenter partnership to ensure that as their IT becomes more predictable, more robust and more scalable, their integration, management and operating costs fall. The result is a technology platform that truly supports business growth.

Computacenter offer

- The experience and expertise of an Oracle Platinum Partner, helping you take advantage of the newly extended, integrated Oracle portfolio
- A peerless Sun heritage with its highest accreditation – Sun Executive Partner, a Sun Services Delivery Partner and the company's largest partner by value in Europe
- An in-depth understanding of the technical and business value of the Sun Oracle Database Machine/Exadata solution – having been the first partner in Europe to invest in a proof-of-concept system
- A multi-vendor facility allied with an independent consultancy, enabling comprehensive testing of new disruptive technologies (such as Exadata) in a real-world environment, against your specific workloads and data
- Access to highly trained and motivated Oracle Certified Professionals, including Oracle Certified RAC Administrators and Oracle 10g Masters

- The technical competency that comes from running Oracle's European Technology Centre from our Hatfield headquarters in the UK

Key Benefits

- An in-depth understanding of Oracle technology roadmaps and advice on how to interpret these to help you exploit the potential benefits
- Risk free migration onto new technology; test your new IT environment against your specific workloads; prove your new Oracle infrastructure prior to live deployment; work with Computacenter, the first Oracle partner to invest in a proof-of-concept Exadata solution.
- On-time and on-budget deployment through our project management expertise and best practices
- Guaranteed cost reduction by utilising all elements of the Computacenter service – design, configuration, supply chain services, integration, maintenance, support and management
- ISO 9001:2008 certified by the British Standards Institution, the framework that underpins Computacenter's 'Service Excellence' commitment and ethos across the entire organisation
- A commitment to making your business sharper by removing cost, complexity and barriers to change across your IT infrastructure.

Key facts

- The first partner with a proof of concept Sun Oracle Database Machine
- Oracle's pan-European Platinum Partner
- Access to highly trained and motivated Oracle Certified Professionals
- Computacenter has worked with Oracle and Sun for over two decades



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Deliverables

Computacenter delivers a vast range of Oracle Professional Services around Core Technology, Oracle eBusiness Suite and Oracle based applications. And from our extensive Sun heritage – level 4 competencies in x86, SPARC, storage and software – will continue to support legacy technology while providing roadmaps for further risk-free migration and integration.

We invest so you don't have to. Computacenter offers load testing, staging, proof of concepts and benchmarking in our Hatfield solution centre. Customers are also able to take advantage of our consultancy services, from our dedicated pre and post-sales team, to our customer helpdesk.

Why Computacenter?

An Established Heritage

For over two decades, Computacenter has worked with Oracle and Sun to design, deliver and optimise business critical IT infrastructures for many of the world's largest and most innovative enterprises – from selection and purchasing, through testing and deployment to management and upgrade.

Today, Computacenter is Oracle's pan-European Platinum Partner, offering you accurate insight, pragmatic consultancy and a clear roadmap to ensure your business maximises the potential of Oracle's new integrated proposition.

Strategic Partnership

Through a collaborative, partnering approach, we work closely with our customers, offering the best advice to help you achieve your long-term strategic goals. It's not our style to push a short-term spend agenda. We build the solution that is best for your business, even when that means waiting for new technologies that will deliver greater ROI.

Significant Investment

Computacenter is the first Oracle Partner to invest in a proof-of-concept Sun Oracle Database Machine.

We invest in our vendor relationships, so you don't have to. We are one of the most highly accredited Oracle partners in Europe and continue to invest in building our skills and capabilities to deliver the right solution, first time, every time.

Our highly skilled team has over 70 years of Oracle experience. It is because of this expertise that we now advise not only customers, but ISVs and other Oracle partners on how best to deliver Oracle solutions through our Oracle Partner Technology Centre.

Proven Delivery

With numerous Oracle and Sun deployments in large businesses across Europe, we have proved our ability to deliver real-world solutions that add realworld value, on time and in budget. We can only do this by understanding not just the technology, but your business and where you want to go.

And then we help you get there.

What next?

To find out how Computacenter and Oracle can make your business sharper, email:

technology@computacenter.com

or visit:

www.computacenter.com/oracle