

# Press Release



## MTI builds on existing resources with German Solutions Centre

*MTI replicates UK state-of-the-art facility for partners and end users in Germany*

**GODALMING, SURREY, UK, 19<sup>th</sup> February 2009** — MTI, the leading international provider of consulting services and comprehensive information infrastructure solutions for mid- to large-size organisations, today announced the opening of a second Solutions Centre in Europe. Following the opening of its brand new facility in Godalming, UK, MTI has just opened a second centre in Wiesbaden, Germany, to give access to its local partners and end users to a state-of-the-art facility featuring the EMC Velocity<sup>2</sup> "Signature Solutions Center."

The new MTI Solutions Centre, which spreads over 300 sq. m / 3,200 sq. Ft, has direct remote access to its sister facility in the UK and runs the same infrastructure:

- EMC (Clariion CX4, Celerra, Centera, Enterprise Disk Library, Recoverpoint)
- EMC Avamar deduplication software
- Dell (PowerEdge 1950 and PowerEdge 2950)
- Microsoft Operating Systems and Exchange
- VMware (Datacenter and desktop virtualisation software)
- Cisco (Nexus 5000 and MDS)
- Ingres (Enterprise Open Source Database Platform)
- Wyse thin clients (S10, V10L, X90)

"The opening of this MTI Solutions Centre in Wiesbaden, which encompasses the EMC Velocity<sup>2</sup> "Signature Solutions Center", is a strong signal to our joint customers that we can now offer them further value through a hands-on experience", said Michael Hammerstein, Managing Director for Germany at EMC . "This facility will allow us to demonstrate how different components can successfully work together to enable the design and deployment of an efficient data centre. It is exciting to be able to create a variety of IT scenarios and the connection with the UK Solution Center will enable us to also showcase cross-border data security."

"Since we unveiled the new Solutions Centre in the UK last November it has become a key resource for our team and for our partners, both relying on it to showcase existing and potential customers the benefits of running specific technologies," said Aad Dekkers, Chief Marketing Officer at MTI Europe. "By working with the most prestigious and proven technology providers in the industry we have built two resource centres of unparalleled specification in Europe."

With Germany representing the largest IT market in Europe, MTI will be making the most of the Wiesbaden Solutions Centre and by hosting roundtables and workshops and by ensuring it is always at the forefront of storage technologies and architectures.

Harald Heid, Vice President Sales at MTI Germany said "I am extremely excited to be able to offer the use of this new Solutions Centre to our local team and our partners because it really brings products to life in a way I have never witnessed before. By working closely with EMC we will design and deliver turnkey solutions."

MTI diagnoses, designs and delivers hardware, software and services as scalable end-to-end solutions in the following areas:

- Multi Protocol Storage
- Storage, Networking and Server Infrastructures
- Backup and recovery
- Archiving
- Consolidation and virtualisation
- Resource optimisation
- Business continuity and disaster recovery
- Data and application migration and application testing

The Wiesbaden Solutions Centre will accommodate up to 50 people and will be the venue for three different types of events for the company's partners, customers and prospects:

- MTI Solutions seminars:
  - Covering: business and market trends, hot technologies and Solutions
- MTI Solutions roundtables:
  - Focus on Business and Technical topics
- MTI Solutions workshops:
  - Focus on Technical Solution presentations and hands on experience.

## About MTI

MTI is a leading international provider of consulting services and comprehensive information infrastructure Solutions for mid to large-size organisations. With more than 20 years of expertise as a storage technology innovator, MTI is uniquely qualified to assess, design, implement and support whole-office data storage and backup initiatives. MTI enjoys strategic partnerships with industry leaders. MTI offers the best data storage, protection and management Solutions available today. By employing a strategic, consultative approach, MTI provides customers with a single point of contact that eliminates complexities while delivering operational efficiencies and competitive advantages. More information is available at [www.mti.com](http://www.mti.com).

## About EMC

EMC Corporation is the world's leading developer and provider of information infrastructure technology and Solutions that enable organisations of all sizes to transform the way they compete and create value from their information. Information about EMC's products and services can be found at [www.EMC.com](http://www.EMC.com).

Press Contacts:

Aad Dekkers, MTI

+44 (0) 1483 520 200

[adekkers@mti.com](mailto:adekkers@mti.com)