

# Press Release



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## MTI now present in top four European markets

### *System Integrator Opens Operations in the Netherlands to Target the Virtual Computing Environment Market*

**GODALMING, SURREY, UK, 9<sup>th</sup> November 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 its Dutch office, the company's fourth location in Europe. Behind this move is MTI's plan to support local organisations wishing to migrate to virtual computing environments. The opening of the new office comes at a time when key MTI suppliers such as EMC, Cisco and VMware have just announced their virtual computing environment coalition.

MTI Netherlands is based in Nieuwegein in the Utrecht province, and is ideally situated in the geographical heart of the country. This office is a key element of the company's growth strategy as this is one of the largest and most mature IT markets in Europe.

"MTI already has a number of customers in the Netherlands and I strongly believe that investing now in local resources is the most effective way to benefit from the upturn as soon as we exit the current economic climate. I am sure that with our experience and expertise we will soon turn this office into a significant contributor to our overall success," said Keith Clark President and CEO at MTI Europe.

"Opening an office in Nieuwegein allows us to provide dedicated datacentre solutions and services through a direct local presence. This will enable us to reach out to a larger number of end users and to provide them with unrivalled support," said Aad Dekkers, Chief Marketing Officer at MTI Europe.

MTI, an active member of Storage Networking Industry Association (SNIA) Europe, has been diagnosing, designing and delivering hardware, software and services as scalable end-to-end solutions for over twenty years, enabling hundreds of organisations to maximise their IT investments and allowing technology to successfully support businesses. In the Netherlands the company will replicate its Virtual Computing Environment (VCE) strategy with its partners Cisco, EMC and VMware. In addition, MTI Netherlands will mirror the company's existing strategy of fulfilling service agreements and offering solutions from complementary vendors who can bring to the table technologies that have the potential to add benefit its existing solutions portfolio.

MTI, recently voted European Solution Centre of the year by EMC, now counts offices near Amsterdam, Frankfurt, London and Paris.

### 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' expertise as a storage technology innovator, MTI is uniquely qualified to assess, design, implement and support all data centre initiatives. Today MTI enjoys strategic partnerships with industry leaders including VMware, Cisco and EMC and offers the best data centre and cloud computing solutions and services 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).