



Press Release

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MTI Achieves Advanced Datacenter Partner Specialisation from Cisco UKI

System Integrator Joins Selected Group of Pan European VCE Partners

London, 1st February 2010 – MTI, the leading international provider of consulting services and comprehensive information infrastructure solutions for mid- to large-size organisations, today announced that it has been awarded the Cisco's Advanced Data Center Networking Infrastructure (DCNI <http://bit.ly/4R5JLK>) specialisation. As a result MTI now boasts the complete Cisco Datacenter Specialisation Certification, which will allow the company to become one of few Cisco Advanced Datacentre Partners. In addition, MTI is now on the path to become one of the networking giant's ATPs (Advance Technology Partners).

"As a Cisco Advanced DCNI specialised partner, MTI's investment in the training required to provide integrated, collaborative and adaptive data center networking solutions ranks it among the industry's most qualified and extends its existing business model." Said Bernadette Wightman, Managing Director for UK and Ireland Channels, Cisco.

The news is significant because MTI already enjoys Cisco's Data Center Storage Networking (DCSN) specialisation and is selected to participate in the Cisco ATP (Authorized Technology Provider) - Data Center Unified Computing program. MTI will be able to offer the vendor's Unified Computing Systems or UCSs, the final building block MTI will require in order to provide its customers with fully-fledge Virtual Computing Environment (VCE) solutions, a cornerstone of today's virtual datacentres.

"This is a milestone for MTI because the DCSN/DCNI specialisation increases our appeal to existing and potential customers. Vendors' certifications and specialisations give the channel an advantage over non-qualified peers because they allow us to offer reliable, proven and interoperable solutions over and above competitive pricing. They really make us stand out from the crowd with strong value-add as one of the biggest independent VCE/Acadia partner in Europe," said Aad Dekkers, Chief Marketing Officer at MTI Europe. "With our focus on VCE we combine best-of-breed technologies and offer unified storage, computing and networking solutions ready to be deployed in private and public cloud environments."

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.