



Press Release

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System Integrator MTI Becomes a VMware Premier Partner

MTI Now Certified to the Highest Datacentre Level with Cisco, EMC and VMware

London, 13th April 2010 – MTI, a leading international provider of consulting services and comprehensive information infrastructure solutions for mid- to large-size organisations, is now a VMware Premier partner and therefore one of the IT industry integrators enjoying the highest levels of recognition by heavyweights Cisco, EMC and VMware. After achieving the Advanced Datacenter Partner Specialisation from Cisco UKI in February, and having been an EMC Velocity Signature Solutions Center Partner for many years, MTI today announced that it is now a VMware Premier partner, making it one of a small group of integrators offering customers the highest levels of knowledge and support around datacentre networking, storage and virtualisation.

In becoming a VMware Premier partner MTI is now recognised by VMware as a go-to partner to deliver the most comprehensive sales and services solutions to end users. This certification underpins the expertise and knowledge MTI has to advise its customers on how to follow the journey around the Virtual Computing Environment, from traditional siloed datacentres to combinations of both private and public clouds.

Matt Piercy, Vice President, Northern Region EMEA at VMware, said "At VMware we pride ourselves on the quality of our partner network and, as such, we have programmes in place to ensure that our partners provide the very best levels of technical expertise and professionalism to our customers. With virtualisation at the top of the agenda for CIOs, we are pleased to award MTI Premier Partner status in recognition of the level of knowledge and service that it has demonstrated. This will help VMware customers reap the full benefits of virtualisation, well beyond consolidation and cost reduction, and achieve greater agility for their businesses."

"At MTI we are extremely committed to providing expertise and support that are second to none and our range of first-class qualifications proves we are serious about this. We start by bringing on board the right people and follow through by ensuring they get the best training in the industry," said Colin Wright, Virtualisation Practice Director at MTI. "For our customers this latest certification means that they get top quality in the delivery of virtualisation projects and services."

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.