



News Release

MTI signs key European end-user for Vblock™ Infrastructure Packages

Germany's FES drives data centre density with Vblock™

GODALMING, UK, OCTOBER 12, 2010: [MTI](#), the specialist cloud infrastructure consultancy and qualified member of the Vblock™ partner ecosystem for VCE, a coalition of Cisco, EMC, and VMware, today announces an agreement in Europe to supply Vblock Infrastructure Packages to FES. Today's announcement reinforces MTI's position as an experienced Vblock consultant and integrator and follows MTI's earlier sale of Vblock in April 2010, to UK service provider, Cobweb.

Vblock Infrastructure Packages are integrated, tested and validated data center offerings that combine virtualisation software from VMware; unified networking, security and computing from Cisco; and storage, security and management technologies from EMC – all with end-to-end vendor accountability.

FES (Frankfurter Entsorgungs und Service GmbH), the leading waste management company in Germany's Rhine-Main region, will install Vblock in its data centre to drive a 40% efficiency saving in power and cooling costs, negating the need for FES to install a major new air conditioning system. FES, an existing MTI customer, will benefit from the virtualisation and consolidation of its servers, which will lead to cost savings and simplified day to day management.

Achim Sossenheimer, Head of IT at FES comments: "Vblock makes perfect sense for our business needs. MTI has provided us with a high level of consultancy and service and helped us to understand how technology from VCE can improve our IT performance and business efficiency. We look forward to continuing our mutually beneficial and longstanding relationship with MTI."

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Dirk Münchow, MTI's Vice President Sales Germany, adds: "MTI is delighted to close another Vblock deal, our first such sale in Germany. With this order FES has demonstrated its commitment to technical efficiency and we look forward to extending and deepening our partnership with them. MTI is uniquely placed to share its rich expertise of Vblock with customers looking to plan and implement leading cloud infrastructure solutions."

Pete Koliopoulos, VCE Channel Development, said: "We congratulate MTI on its ability to help European customers efficiently transform their data centers through Vblock implementations. MTI's early momentum in the market brings further validation to the value our partners bring in making VCE's pre-integrated, pre-tested technology stacks the foundation for cloud computing infrastructure."

MTI is exhibiting at VMworld Europe, 12-14 October 2010, Bella Center, Copenhagen at stand number 30 (the VCE stand). MTI Europe and Cobweb will be present at the event. Technical and commercial experts from MTI, including Aad Dekkers, Chief Marketing Officer and Richard Flanders, Product Marketing Director, will be available to discuss Vblock Infrastructure Packages and MTI's success and expertise in cloud infrastructure consultancy and integration.

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About MTI

MTI Europe has a background of more than 20 years' expertise as a technology innovator and provides customers with strategic consultancy, technical expertise and a single point of contact that eliminates complexities while delivering operational efficiencies and competitive advantages. More information is available at www.mti.com or you can follow us on [Twitter @MTI Technology](https://twitter.com/MTI_Technology).

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