

# Press Release



For further information:

Federica Monsone  
A<sub>3</sub> Communications  
fred.monsone@a3communications.co.uk  
+44 (0) 1252 875 203

## MTI to Focus the New Data Centre Cornerstones: Storage, Networking and Virtualisation for the Cloud

### *System Integrator Adds to its Established Certification Pedigree*

**GODALMING, SURREY, UK, 6<sup>th</sup> October 2009** — MTI, the leading international provider of consulting services and comprehensive information infrastructure solutions for mid- to large-size organisations, today announced that it has streamlined its corporate strategy around the combination of data storage, networking and virtualisation in order to expand its position as one of the technology industry's most innovative system integrators. Following the development and adoption of new standards such as FCoE and of delivery models for example Infrastructure, Platform and Software as a Service (aaS), the design of today's enterprise data centres tends to be significantly different from that of just two or three years ago, and MTI is ideally positioned to help end users successfully manage this transition, thanks to its strong relationships with VMware, Cisco and EMC (VCE).

Today MTI also announced that it has extended its status as EMC Velocity<sup>2</sup> Signature Solution Center partner and VMware Enterprise Partner across Europe. In addition the company has achieved Cisco's Premier Partnership and Advanced Data Center Storage Networking (DCSN) with a view to attain Data Center Network Infrastructure (DCNI) Specialisations later this year.

"To become a top player in the European IT market it is simply not enough to just offer and support the latest technologies," said Aad Dekkers, Chief Marketing Officer at MTI Europe. "This is why at MTI we decided to reflect the changes in our customers' IT strategies in our corporate direction of partnerships, investments and recruitment. Today's data centres have three clear cornerstones, storage, networking and virtualisation, and now these are mirrored in our focus."

"The IT market is consolidating both at corporate and technology level and end users are looking to take advantage of this integration by turning IT into a utility; cloud computing is certainly witness to this change," said Keith Humphreys, managing consultant at euroLAN. "By focussing on storage, networking and virtualisation solutions for the cloud MTI is at the channel forefront of this evolution."

MTI 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 to allow technology to successfully support businesses.

### 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).