



News Release

MTI motors ahead with Toyota GB virtual desktop project

Project to design and deploy virtual desktop infrastructure for 450 users

GODALMING, UK, JANUARY 21, 2011: [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 its selection by Toyota GB to provide Desktop Virtualisation for their user estate in the UK.

The MTI Solution will see each existing PC replaced with a centralised virtual desktop environment. Samsung thin client hardware will be combined with VMware View software. This will provide users with a personalised and uncompromised view of their desktop over existing local area networks, which can be displayed through any capable device. MTI will also deploy two additional EMC SANs (storage area networks) to underpin the virtual solution.

Toyota GB commissioned the virtual desktop project to enable comprehensive remote access for all users, reduce the cost of PC support and its reliance on leased PC hardware. The project was awarded to MTI due to its Desktop Virtualisation expertise and 100% success record in non-disruptive roll-outs.

Mark Saunders, Enterprise IT Solutions Manager at Toyota GB comments: "Toyota GB was keen to take advantage of the overall reduction in PC Total Cost of Ownership and the contribution to the environmental strategy of reducing Co2 output that Desktop Virtualisation brings. The VDI solution that MTI designed more than meets our requirements, but importantly the quality of its project team means we will have the full documentation and knowledge transfer to enable our own IT personnel to manage and maintain the solution once the roll-out is complete."

As it remains an agnostic consultancy and is not tied to any particular vendor, MTI was able to meet the specific demands of Toyota GB. The recommendations made to each customer are based on what is regarded as best for that situation. In 70% of cases that MTI becomes involved with, the pre-existing proofs-of-concept have been flawed. Customers look to MTI to apply their skills and deliver an effective proof-of-concept. Desktop Virtualisation can be very intrusive to an existing infrastructure; despite this, MTI retains a 100% success rate for implementation. As a result of this track record, MTI is able to attract top-tier customers such as Toyota GB as it remains the UK leader for Desktop Virtualisation.

Richard Flanders, Product Marketing Director at MTI adds: "MTI adopts a lifecycle approach to customers, specifically around the Virtual Desktop transformation. This ensures the best consultancy that addresses business-need at the outset, the design and delivery of a successful Desktop Virtualisation solution that meets customer requirements without needing a lengthy ongoing management investment. Toyota GB also appreciated our ability to recommend the best technology solution for their environment which has been through our rigorous testing methodology ensuring a seamless and successful VDI project. This ensures that together MTI and Toyota GB have selected the most effective and efficient Desktop Virtualisation infrastructure for their users."

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About MTI

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MTI Europe is a specialist cloud infrastructure consultancy and integrator and a qualified member of the Vblock™ partner ecosystem for the Virtual Computing Environment (VCE) formed by Cisco, EMC, and VMware. MTI Europe has a background of more than 20 years' experience 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. Uniquely, MTI Europe utilises its three inter-connected Solution Centres in France, Germany and the UK to demonstrate complete proof-of-concept for its Vblock based customer cloud solutions. More information is available at www.mti.com or you can follow us on Twitter @MTI_Technology.

For further information, please contact:

Champion Communications

Tel: 0207 268 3076

mti@championcomms.com