



News Release

EMC crowns MTI 'Partner of the Year' for the UK

MTI's managed services and cloud offering shine

GODALMING, UK, 6th February 2012: - [MTI](#), the specialist cloud infrastructure consultancy, was crowned 'EMC UK Partner of the Year 2011' at a recent London event. The award recognises MTI's expertise in providing managed services and cloud technologies to UK companies, from global enterprises to local specialist businesses.

Chris Gould, Director of Channels and Mid-market at EMC Computer Systems (UK) Limited, comments: "We are thrilled to recognise MTI as EMC's UK Partner of the Year. This year's entrants were all worthy and impressive candidates in their own right, but MTI really stood out for us. We commend them for their work in this area and look forward to a prosperous ongoing relationship.

"Our Channel strategy in 2012 is focused on bringing new and expanded opportunity to our partners. Based on the feedback we've had from our partners, we've designed a programme that delivers the level of predictability that they're looking for, as well as enabling a new services-led approach and offering greater revenue opportunities. We look forward to even more success with our partners in this field as we roll-out this plan together," concludes Mr. Gould.

Richard Flanders, Marketing Director at MTI, adds: "Corporate IT requirements are changing at a rapid pace with companies looking to reduce costs, decrease the IT operational management staff and optimize IT infrastructure. MTI is investing in innovative approaches to address these needs, including the implementation of both cloud and managed services. MTI's experience and expertise in the deployment and support of EMC-based solutions means that customers can entrust data and applications to MTI. This award is recognition of

the trust that EMC places in MTI and confirms the mutual commitment to our partnership in the future.”

As an EMC Velocity2 Signature Solution Centre Partner, MTI has the top level of EMC training and accreditation for its sales representatives, solution engineers and Consulting Services team. Utilising EMC technologies, MTI's range of managed services help 1200 customers across EMEA, successfully supporting 2000+ installations. From global enterprise companies through to local specialist businesses, MTI delivers solutions and services across all continents from its European base.

MTI's managed services offering includes recently launched [MTI Cloud](#) and [MTI Care](#), as well as [MTI Consult](#) and [MTI Create](#). MTI Cloud provides businesses with a comprehensive and bespoke combination of consultancy, technology and services to enable them to take full advantage of cloud technologies, whilst MTI Care provides for the remote monitoring, alerting and analysis of client infrastructure, enabling early notification of potential problems and the ability to address those problems without impacting client business.

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About MTI

MTI is a leading provider of data centre storage and virtualisation solutions – servicing both public and private cloud environments. With offices in the UK, Germany and France it services over 3000 customers across the world. For over 20 years, MTI has employed a strategic, consultative and customer focused approach, designed to deliver competitive advantages and operational efficiencies for its customers.

MTI acquired GSS in July 2011, integrating the company's top-level data security services into its portfolio of data management and storage solutions. MTI advises its customers on their data storage, and provides best-of-breed solutions that are always available whether in a public or private cloud. More information can be found at www.mti.com or you can follow it on Twitter @MTI_Technology.

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