



## News Release

### **MTI Europe launches three-country cloud solution centre**

#### **‘Three is a cloud’ as MTI opens test facility in France**

**GODALMING, UK, SEPTEMBER 15, 2010:** [MTI](#), the specialist cloud infrastructure consultancy and integrator for Virtual Computing Environment (VCE) coalition, a collaboration of Cisco, EMC, and VMware, today announces the opening of its third MTI Solution Centre showcasing Vblock™ Infrastructure Packages in Croissy, Paris, France.

This third MTI Solution Centre now enables customers to prove and test VCE cloud-infrastructure including both Vblock 1 and Vblock 0 across multiple countries. The Paris Solution Centre is connected to existing MTI Solution Centres in Godalming, UK and Weisbaden, Germany allowing customers to enable proof of concept for adopting cloud infrastructure, data centre utilisation benefits and application performance across multiple sites, all through a single management interface.

Vblock Infrastructure Packages from VCE are built on best-of-breed storage, networking, server, security, virtualization and management technologies from Cisco, EMC, and VMware. MTI Europe has previously sold and installed Vblock solutions in Europe.

Damian Saura, Vice President Sales at MTI France comments: “Our local customers are interested to learn about the pre-integrated, pretested technology packages from VCE, but until now they haven’t been able to physically see and test what the Vblock Infrastructure Packages can do and how they work. MTI in France has a long history of working with high profile customers and we are very pleased to reinforce our data centre and cloud integration leadership again by being first to enable our customers to test Vblock through our Solutions Centre. We look forward to welcoming our customers and prospects to our facility.”

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Pete Koliopoulos, VCE Channel Development, said: "VCE's pre-integrated, pre-tested technology provides the foundation upon which customers can more efficiently transform their IT operations and take advantage of the benefits of cloud computing."

Aad Dekkers, Chief Marketing Officer at MTI Europe adds: "We have already seen in the UK and Germany that enabling our clients to simulate data centre and cloud service infrastructure scenarios is a powerful way to showcase the VCE technology platform. MTI now has three Vblock Infrastructure Packages connected in three countries which we're excited to bring to our customers and allow them to test their imaginations."

The Paris MTI Solution Centre will be open to customers on 15 September 2010 and a series of seminars, roundtables and workshops are in place throughout coming months.

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#### **About MTI**

MTI Europe is the specialist cloud infrastructure consultancy and integrator for VCE, the Virtual Computing Environment (VCE) coalition. MTI works exclusively with leading industry vendors Cisco, EMC, and VMware to consult, prove, install and support Vblock™ Infrastructure Packages for public and private cloud infrastructure. With the highest certifications, and with MTI Solution Centres located in Germany and the UK, MTI Europe is one of the elite qualified systems integrators that has consulted and installed Vblock Infrastructure Packages within Europe. 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](http://www.mti.com) or you can follow us on [Twitter @MTI\\_Technology](https://twitter.com/MTI_Technology).

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