

Press Release



MTI opens brand new Solutions Centre in the UK

MTI unveils state-of-the-art facility for partners and end users in conjunction with EMC

GODALMING, SURREY, UK, 17th November 2008 — MTI, the leading international provider of consulting services and comprehensive information infrastructure solutions for mid- to large-size organisations, today announced the opening of its new Solutions Centre in Godalming, United Kingdom. This brand new facility will demonstrate the company's leadership in providing end-to-end solutions for its customers. The MTI Solutions Centre will encompass the EMC Velocity² "Signature Solution Center" and feature the following infrastructure:

- EMC (Clariion CX4, Celerra, Centera, Enterprise Disk Library, Recoverpoint)
- EMC Avamar deduplication software
- Dell (PowerEdge 1950 and PowerEdge 2950)
- Microsoft Operating Systems and Exchange
- VMware (Datacenter and desktop virtualisation software)
- Cisco (Nexus 5000 and MDS)
- Ingres (Enterprise Open Source Database Platform)
- Wyse thin clients (S10, V10L, X90)

"The MTI Solutions Centre will allow us to host seminars, roundtables and workshops to generate joint business with EMC and strengthen the relationship between the two organisations," said Aad Dekkers, Chief Marketing Officer at MTI Europe. "We will be working hand-in-hand with EMC and its EMC Select partners VMware, Quantum, Cisco, Microsoft and Dell. In addition MTI will partner with companies including Sepaton, Riverbed, Data Domain and Symantec to make this one of the leading facilities of its kind in Europe."

Keith Clark, CEO MTI said, "We are finding that pressure on our customers to maximise effectiveness and value from their information infrastructures has never been greater and so I believe this is a very appropriate moment to open this exciting new facility." He continued, "In a tough market, MTI continues to invest and expand because we believe people value our unique qualities and skills. With the help of our partners we have created a facility that will prove an ongoing asset to our customers."

We diagnose, design and deliver hardware, software and services as scalable end-to-end solutions in the following areas:

- Multi protocol storage
- Backup and recovery
- Archiving
- Consolidation and virtualisation
- Resource optimisation
- Business continuity and disaster recovery

- Data and application migration and application testing

This state of the art facility covers 250m² and can host up to 100 people; MTI built this to bring together its partners, prospects and customers in a complete, leading-edge learning and solutions centre.

The MTI Solutions Centre will host three different types of events for the company's partners, customers and prospects:

- MTI solutions seminars:
 - Up to 100 people
 - Covering: business and market trends, hot technologies and solutions
- MTI solutions roundtables:
 - Up to eight people
 - Focus on Business and Technical topics
- MTI solutions workshops:
 - Up to eight people
 - Focus on Technical Solution presentations and hands on experience.

"Historically EMC and MTI have enjoyed a very strong partnership and this new Solutions Centre is the latest building block in this relationship," said Willem Hendrickx, Head of Global Channels Office at EMC. "By giving IT professionals the opportunity to experience our solutions first-hand, we are showing them how it is possible to deploy sound, scalable and cost-effective storage and data management solutions in real datacentres, not just in testing labs."

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 of expertise as a storage technology innovator, MTI is uniquely qualified to assess, design, implement and support whole-office data storage and backup initiatives. MTI enjoys strategic partnerships with industry leaders. MTI offers the best data storage, protection and management solutions 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.

About EMC

EMC Corporation is the world's leading developer and provider of information infrastructure technology and solutions that enable organisations of all sizes to transform the way they compete and create value from their information. Information about EMC's products and services can be found at www.EMC.com.

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