



Press Release

System Integrator MTI Continues to Drive Vblock Acceptance

MTI Unveils Vblock Solutions Centre in Germany, second in Europe

London/Wiesbaden, 27th July 2010 – MTI, a leading international provider of consulting services and comprehensive information infrastructure solutions for mid- to enterprise-size organisations, today announced the availability of a Vblock 0 in their Solutions Centre in Wiesbaden (Germany), one of two the company has in Europe. Vblock Infrastructure Packages are integrated, tested and validated data center infrastructure offerings that combine best-of-breed virtualization software from VMware, unified networking, security and computing from Cisco, and storage, security and management technologies from EMC. These packages are offered by the Virtual Computing Environment (VCE) coalition formed by Cisco, EMC and VMware. Vblock 0 will enable MTI to help German end users to experience Vblock technology first hand and witness the cost, power and space savings it allows. The investment in a Vblock 0 Infrastructure and becoming a fully certified VCE Partner demonstrates the commitment from MTI to become a major partner of the VCE Coalition.

The [MTI Solutions Centre](#) boasts a complete Vblock 0 installation. Vblock 0 is the entry-level configuration that brings the benefits of enterprise clouds to medium-sized businesses. Vblock 0 includes the Cisco Unified Computing System (UCS) and Nexus 5010 & 1000v, EMC's Unified Storage, and the VMware vSphere™ platform.

“The MTI Vblock 0 will allow organisations based in and around Germany to see for themselves how the technology can reduce costs while delivering tangible results. Having this facility is very exciting for MTI because it makes us stand out from our competitors,” said Dirk Muenchow, VP Sales at MTI Germany. “MTI has a long-standing customer service track record providing full support for enterprise class equipment which has helped us build one of the strongest reputations in the industry, one that has brought us new business from both existing and new clients. Our European Solutions Centres are a key element of our growth strategy and the Vblock 0 will give us an additional differentiator.”

MTI is ideally positioned to offer Vblock solutions, having been an EMC Velocity□ Signature Solutions Center and a VMware Enterprise partner for many years. After their successful Cisco UCS ATP partnership in the UK with a first Vblock 1 sale to a large Service Provider, MTI decided to accelerate their pan European rollout in Germany and France. For organisations looking to learn more about the VCE coalition and Vblocks, MTI offers a number of workshops that enable IT administrators to better understand these packages to ultimately make informed decisions about doing much more with less.



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 or you can follow us on Twitter @MTI_Technology.

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