



News Release

MTI expands into Scotland

MTI grows organically and taps into new markets

GODALMING, UK, 13 DECEMBER 2011: - [MTI](#), the specialist cloud infrastructure consultancy, today announces its expansion into Scotland. It opened its new facility in Edinburgh on the 28th November 2011, investing in the local economy by employing a new sales team with local expertise. MTI has revealed plans to expand the facility in the future to include a Solutions Centre.

This expansion augments MTI's consistent solid organic growth over the last four years despite the very difficult economic climate. Now that MTI has already successfully developed its southern UK market it plans to replicate this with an organic expansion to pan-European cities with market opportunities, starting with Edinburgh, where MTI has recognised its \$500m opportunity in the mid-market, specifically within the financial, oil and gas, commercial and public sectors.

MTI has additionally demonstrated its commitment to its customers and their requirements by acquiring GSS (now known as MTI Secure) earlier this year. MTI Secure perfectly complements MTI's current infrastructure, storage, networking and virtualisation practices with existing and new security solutions and services.

Ian Parslow, Vice President Sales for MTI Technology says: "It is our clear goal to grow the success of the company's cloud infrastructure consultancy. I am pleased we have commenced this process by opening our Edinburgh office, which benefits from local expertise, and we expect to continue this organic growth across Europe over the next few years."

Ron Hewitt, Chief Executive of Edinburgh Chamber of Commerce adds: "We are delighted that MTI has decided to expand into Edinburgh because as well as supporting the local economy, local enterprises will benefit from MTI's specialist cloud infrastructure and security expertise to enable greater operational efficiency."

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About MTI

MTI Europe is a specialist cloud infrastructure consultancy and integrator. MTI has a background of more than 22 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. MTI is also a qualified member of the Vblock partner ecosystem for VCE, the Virtual Computing Environment Company. 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 customer cloud solutions. More information is available at www.mti.com or you can follow us on Twitter @MTI_Technology.

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