



Press Release

MTI crowned “Cloud Innovator” by EMC

MTI wins prestigious UK Velocity Partner Award from EMC

GODALMING, UK, 16 FEBRUARY 2011: [MTI](#), the specialist cloud infrastructure consultancy, announces that it has been named the Cloud Innovator of the year by EMC, underlining the ongoing growth and success of the company.

The award recognises MTI as one of EMC’s UK Velocity Partners and comes after a year of huge results within cloud computing and data centres for MTI in 2010. In November of last year, MTI announced a 50% plus year-on-year increase in its UK order book at September 30th 2010. This was largely due to strong customer demand for the company’s expertise and certification in integrating Vblock™ Infrastructure Platforms from VCE, as well as solutions specifically from EMC, Cisco and VMware.

With its VCE focus and the introduction of new managed services, MTI is constantly adding value to infrastructure packages. MTI Care provides customers with managed services capabilities for the remote monitoring of Vblock™ Infrastructure Platforms.

Ian Parslow, UK and Ireland vice president for sales at MTI says; “We are delighted to be named Cloud Innovator of the Year by EMC and feel that this directly reflects the successes we have experienced in selling cloud solutions. With our access and certifications around the best data centre technologies and solutions available, we are able to provide a trusted and adaptable solution for each and every cloud customer. We continually strive to listen to customer needs and offer solutions which provide the most benefits for their business instead of providing a standard package.”

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About MTI

MTI Europe is a specialist cloud infrastructure consultancy and integrator. MTI Europe has a background of more than 20 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](https://twitter.com/MTI_Technology).

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