



News Release

MTI's data centre cloud strategy behind more than 50% order book increase

Cisco, EMC, VMware focus hits sweet spot with customer demand for cloud

GODALMING, UK, 29 NOVEMBER 2010: [MTI](#), the specialist cloud infrastructure consultancy and qualified member of the Vblock™ partner ecosystem for Virtual Computing Environment (VCE), a coalition of Cisco, EMC, and VMware, today announces a 50% plus year-on-year increase in its UK order book at September 30th 2010.

MTI's French and German operations, which have more recently adopted MTI's cloud strategy, also registered strong customer pipeline growth, both reporting approximately 15% increase over the same period.

MTI attributes the company's solid pre-sales performance to strong customer demand for its expertise and certification in integrating Vblock™ cloud infrastructure from VCE, as well as solutions from VCE's constituent partners: Cisco, EMC and VMware.

In September alone, MTI also booked more than US\$1m of Cisco Nexus and Cisco Unified Computing System sales. This result follows MTI achieving Cisco Advanced Datacenter Specialisation certification and further demonstrates strong demand for integrated data centre infrastructure from MTI's customers.

Ian Parslow, Vice-President of Sales, UK & Ireland comments: "MTI's focus on Cisco, EMC and VMware as vendors and our strong expertise, experience and certification with these vendors is resonating with customers. We are seeing demand from enterprise customers and service providers, which is driving our business performance and enabling us to aggressively hire new staff in the UK as well as in France and Germany."

Damian Saura, Vice-President of Sales, MTI France comments: "Since we opened the MTI Solutions Centre in Paris in September, we have seen a high degree of customer interest and we expect even stronger order book growth in France in the coming months as customers test their cloud strategy using our Solutions Centres and those tests turn into sales orders."

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Dirk Münchow, Vice-President of Sales, MTI Germany adds: “Having sold Vblock™ to an end-user enterprise customer in Germany we have developed an excellent base on which to build in the coming months.”

To support its business performance, MTI is aggressively hiring Cisco and virtualisation expertise in pre-sales and sales roles across Europe. Interested parties should send their details to careers@mti.com

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About MTI

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 or you can follow us on [Twitter @MTI_Technology](https://twitter.com/MTI_Technology).

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