

NextiraOne Recognised by Cisco as Data Centre Unified Computing Authorised Technology Provider

Lichfield, UK – 09 May 2011 – NextiraOne announced today that it has achieved Data Centre Unified Computing Authorised Technology Provider (ATP) status from Cisco. This designation recognises NextiraOne as having fulfilled the training and program prerequisites to sell, deploy and support the Cisco Unified Computing System in the United Kingdom.

The [Cisco Unified Computing System](#) unites network, computational, storage access, and [virtualisation](#) resources in a single energy-efficient system that can reduce the costs and complexity of information technology (IT) infrastructure, help extend capital assets, and improve business agility well into the future. A new computing model, the Cisco Unified Computing System uses integrated management and combines a “wire once” unified fabric with an industry-standard computing platform to optimise virtualisation, reduce the data centre’s total overall cost, and provide dynamic resource provisioning for businesses that are becoming increasingly collaborative, mobile and distributed.

Christopher Lewis, Head of Business Development for Data Centre at NextiraOne UK, said: “This accreditation is the final building block for us in creating a comprehensive, end-to-end Data Centre offering. The combination of this accreditation and partnerships with key ecosystem vendors such as NetApp and our own dedicated Unified Building Services division for the physical infrastructure, puts us in a powerful, market-leading position in delivering cost efficient, sustainable, Data Centre solutions for our customers.”

“Taking advantage of an architectural shift in the data centre, Cisco’s new computing model can help customers transform the data centre into a dynamic IT environment with the power to increase productivity, improve efficiency and drive virtualisation to an entirely new level,” said, Bernadette Wightman, managing director of channels at Cisco UK and Ireland. “As a Cisco Data Centre Unified Computing Authorised Technology Provider, NextiraOne is a member of an elite ecosystem of industry

leaders working with Cisco to stimulate technology innovation, augment service delivery, and accelerate the market adoption of unified computing.”

To qualify as a Cisco Data Centre Unified Computing Authorised Technology Provider, NextiraOne had to meet a number of requirements. These included achieving the Cisco Data Centre Networking Infrastructure Specialisation and the Cisco Data Centre Storage Networking Specialisation as well as demonstrating mature competencies in server, storage and virtualisation technologies.

Cisco's [Authorised Technology Provider Program](#) is part of a comprehensive go-to-market strategy for emerging and advanced technologies. The program helps Cisco to define the knowledge, skills and services that channel partners need to sell, deploy and support these technologies. As the market changes, an ATP status is often the precursor to a Cisco specialisation.

About NextiraOne

Headquartered in Paris, NextiraOne is Europe's leading expert in communications services. The company designs, installs, maintains and supports all of its customers' communications needs from voice to mobility, security and applications. NextiraOne provides seamless, end-to-end communications solutions working with the leading technology vendors in the industry to deliver maximum business benefit to customers.

Discover more at: <http://www.nextiraone.eu/uk> and <http://www.nextiraone.eu>

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