# STARSKY & HUTCH

Some partnerships rely on each other. Let's cut to the chase. Computacenter and Oracle deliver the best private Cloud offering and experience for businesses everywhere. Together we enable users by helping them understand their business challenges and focus on achieving them in an agile, cost effective and above all secure way.

Our joint customers expect nothing less than the best – the best practice, the best technology, the best consultants, the best service – and know they can rely on us to make their cloud deployments reliable, scalable and affordable. **Look out** for our upcoming Oracle & CC joint workshop in London, March 2015.

## GET THE BEST FROM THE BEST

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# FUSING INNOVATION
## WITH INDUSTRIALISATION

**Higher performance. Bigger capacity. Greater resilience. And all for a lower cost.**

To meet the growing demands on the data centre, organisations need to optimise every layer of their IT infrastructure. They need to virtualise servers. They need to consolidate storage. They need to integrate connectivity. And they need to automate management.

Computacenter and Oracle have a proven track record in helping organisations achieve these goals. We have been at the forefront of the dynamic data centre revolution for more than 20 years. And we are still innovating and industrialising, so organisations can realise even greater value from their IT investments.

Our customers rely on the Computacenter and Oracle partnership to make their IT more predictable, more scalable and more affordable. And by combining our repeatable processes with Oracle's best-of-breed technologies, we meet these expectations – time and time again.

From enterprise servers and engineered systems to databases and operating systems, we help organisations make IT optimisation a reality. We don't just make IT fit for purpose, we make it fit for the future.

## OUR ORACLE CREDENTIALS

- Computacenter is the largest Oracle reseller in the UK and a pan-European Platinum Partner

- We are able to sell multiple elements of the Oracle stack, including databases, servers and storage as well as engineered systems such as Exadata, Exalogic and SuperCluster

- We have more than 70 certified pre-sales and technical specialists

- We hold Specialised Partner status for Oracle Exadata solutions

- Computacenter runs Oracle's European Technology Centre for ISVs and other partners

- We received Oracle partnership awards for hardware and technology in 2011 and an Oracle PartnerNetwork (OPN) Specialised UK Award for Engineered Solutions in 2012

TO MEET THE GROWING DEMANDS ON THE DATA CENTRE, ORGANISATIONS NEED TO **OPTIMISE EVERY LAYER OF THEIR IT INFRASTRUCTURE**

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# LENNON & McCARTNEY

Some partnerships bring everything together in harmony. Computacenter and Oracle are working harder than ever to continue to provide unparalleled Cloud technology, expertly delivered and implemented, enabling our users to be leaders – in whatever field they operate.

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# A PIONEERING
# AND PROVEN PARTNERSHIP

As an Oracle Platinum Partner, Computacenter has always led from the front. We were the first partner in the UK to establish an engineered system proof of concept environment. And the first partner to sell an engineered system too.

With an in-depth understanding of current Oracle solutions and future roadmaps, we are in a unique position to help customers make the right technology choices.

We can help create complete solutions that integrate multiple Oracle products. Designed and built to work together, Oracle applications, middleware, databases, servers and storage systems are tested for interoperability, enabling organisations to establish a complete, consolidated and optimised IT environment.
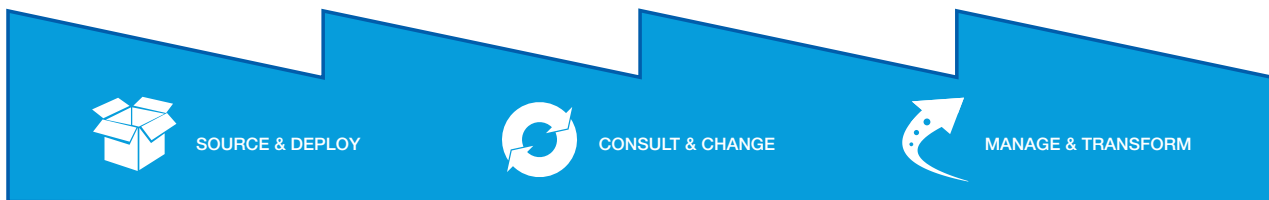
Computacenter's Solutions Centre provides organisations with a risk-free environment to benchmark Oracle technologies, prove systems integration and accurately test new disruptive technologies in a real-world environment against specific workloads.

The scale of our supply chain operation also ensures customers can take early advantage of their investments in Oracle technologies. Every day, Computacenter ships more than 17,000 multi-vendor components from its European logistics centres.

The supply chain is just the beginning of our expertise. Computacenter provides pragmatic advice and cost-effective services at every stage of the IT lifecycle: we design, we configure, we deploy and we manage.

## Shared Services Factory

The Shared Services Factory is Computacenter's investment in people, process, tools and facilities which we have designed and implemented in order to 'industrialise' our product, professional service and managed service capabilities. The outcome for our customers is high quality, consistent delivery at a lower unit cost.

**Computacenter** Services & Solutions

SOURCE & DEPLOY          CONSULT & CHANGE          MANAGE & TRANSFORM

### Our Facilities

Coverage

UK
Belgium
Germany
France
Switzerland
Spain
South Africa
Kuala Lumpur

■ Datacenter    ⌇ Group Service Desk    (((·))) Operational Command Centre    ⚓ Supply Chain    ◎ Solutions Centre

### Our Tools

**Professional Services**
Tempo Workbook
IP Store
Inventox
SharePoint

**Contractual Services**
Group Service Desk Tools
Synergy
Service Management Tool Suite
System Integrations
Customer Tools

**Computacenter Toolsuites**

**Product**
Connect, ConnectPlus
OneTouch
A-Tool
EDI

### Our People

- 12,000 employees across the Computacenter Group
- 400+ Project Managers accredited to industry standards
- 500+ Technical Architects & Consultants
- 3,500+ Engineers
- 53 vendor partnerships including Microsoft, Citrix, IBM, Dell and Cisco
- 1,800+ agents within Group Service Desk
- 10 Native European languages plus 16 others including Mandarin + APAC languages

### Our Processes

**mytransfer**
Our communication and consultation plan for the transfer of staff

**face**
Our corporate DNA and people behaviours

**Tempo** Projects & Change
Our consistent approach to deliver predictable outcomes

**MOS** Management Operating System
Drives effectiveness and efficiency through standard delivery

**Pass12T** Service & Systems Management
Our 'shift left' approach to cost reduction through effective problem management

**CVS** Customer Value Scorecard
Defines value to the client, through joint plans and governance

Relationship management approach through lifetime customer value

Governance

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# MORECAMBE & WISE

Some partnerships bring you sunshine. Computacenter's trusted adviser status has been earned from driving customer satisfaction through consistent first-class service. Coupled with Oracle's leading technologies, we create a best of breed solution that helps enable our users plan, implement and grow one winning offering for Private Cloud.

Our joint customers expect nothing less than the best – the best practice, the best technology, the best consultants, the best service – and know they can rely on us to make their cloud deployments reliable, scalable, affordable and above all secure. **Look out** for our upcoming Oracle & CC joint workshop in London, March 2015.

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# GET IN TOUCH

We'll be setting up a workshop where we'll be covering the following topics:

- Oracle & Computacenter joint proposition
- Service opportunities for Computacenter
- Computacenter technology

For more information on the details of this workshop please contact the relevant contacts below

Main contacts from Oracle involved in this program are:

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Main contacts from Computacenter involved in this program are:

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