



IT Transformation with VMware's Virtualization Solutions Enterprise Solutions

vmware[®]
PARTNER

PREMIER
SOLUTION PROVIDER

What does the industry say about VMware:

Gartner

VMware named leader in Server
Virtualization Magic Quadrant 2010

InformationWeek Analytics

VMware vSphere 4: 2009 Best of
Interop Awards in Cloud Computing
and Virtualization

Linux Magazine

VMware a Top Company to Watch
in 2009

BladeSystems Insight

VMware "Best Virtualization
Solution"

InformationWeek

VMware President and CEO Paul
Maritz named as an Innovator and
Influencer

Network World's

VMware ESX with Virtual Center
won Best of Test Award in the
Virtualization

CompuCom[®]

The Leading IT Outsourcing Specialist

Assess the Value of Virtualization, Lock in Ongoing ROI

Maybe you have read the success stories, or a counterpart might have told you how virtualization saved his or her organization money and time while improving performance. The value of virtualization looks great for your company, but you need hard data to sell the project upstairs. Let CompuCom help you build your IT Transformation Roadmap.

We at CompuCom are proud of the excellent reputation our company has established as a leading provider of hardware, software and IT outsourcing services. We bring more than 20 years of IT experience and 8 plus years of Virtualization experience, together with 75,000+ industry certifications across more than 10,500 associates in North America. We also bring a disciplined methodology and our experience supporting more than 3 million desktops and 400,000 plus servers to every client engagement.

We are a VMware National Premier Partner, their highest partner status, and have earned similar relationships with every leading technology vendor. CompuCom currently has on staff across the US and Canada 15 VMware Consulting Professionals (VCP), 15 VMware Technical Sales Professionals (VTSP) and 89 VMware Sales Professionals.

CompuCom has earned the following VMware virtualization solutions competencies, and these certifications clearly differentiate us from other resellers:

- ▶ Infrastructure Virtualization
- ▶ Desktop Virtualization
- ▶ Business Continuity

We look forward to sharing our experience and expertise around data center and desktop transformation. We know how to drive value through consolidating and integrating technology, leveraging initiatives and resources to cut costs, tapping our relationships with vendors for cost savings and assistance, and reinvesting cost savings into realizing innovative strategies. We offer our expertise and support for data center that includes consulting and professional services (for hardware and software), utility provisioning, data center management and colocation services.

Contact us today to schedule a discussion with one of our Virtualization Experts and help you with your IT infrastructure transformation needs, send us an email to enterprise.solutions@compucom.com.



What the Industry Says About CompuCom:

Gartner

Positioned on the Help Desk and Desktop Outsourcing Services Magic Quadrant

Cisco

- ▶ Awarded Top Customer Satisfaction Channel Partner Award
- ▶ Gold Partner North America and Canada Top Services Partner of the Year Award

HP

- ▶ Platinum Partner
- ▶ Certification of Excellence in Service Operations (ESO)

VMware

- ▶ National Premier Partner
- ▶ Certified on Virtualization Solution Competencies

IBM

Recognized in the top 1% of business partners based on revenue

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Accelerated Response — whether you want to conduct compliance operations yourself or outsource them, you can rapidly engage our services.

Reinvent Your Infrastructure — CompuCom Makes It Really Easy

Why do organizations have to reinvent their infrastructure? Most are too slow and cost too much...IT Leaders are continually pressured to drive savings and enable the business by bringing value.

We've evolved our solution called IIM, Integrated Infrastructure Management, to an exciting level. This fresh approach to delivering IT services drives savings and business value from the transition and throughout the relationship. The savings are substantial depending on how the organization delivers service today.

How do we do we help organizations do it? By modernizing the delivery of services to continually align with business and culture. Using your business strategy, we collaboratively map IT services to requirements leveraging the ITILv3 life cycle. We then merge best practices and innovation to drive performance.

IIM supports the server, storage and desktop operational areas among others.

Building the IT Transformation Roadmap

Like you, we understand that it is increasingly important for your IT group to generate value, ensure a healthy return on investment and demonstrate innovation that helps drive business. Taking on these monumental challenges can lead to so many initiatives that sometimes the harmony between the initiatives gets lost.

CompuCom offers a Data Center and a Virtual Desktop Workshop to help you take on the challenges and achieve:

- ▶ Alignment of consolidation strategy with business goals
- ▶ Lower server and application count
- ▶ Reduced hardware acquisition and maintenance costs
- ▶ Increased utilization of server assets and desktops
- ▶ Optimized applications, desktops and servers for performance improvements
- ▶ Continual improvement of virtual infrastructure

The purpose of the IT Infrastructure Transformation Workshop is to ensure you are progressing in the most unified way.

Learn more about CompuCom and our comprehensive services.
Visit us online at www.CompuCom.com or call us at +1 800.225.1475 today.
