



HP Business Critical Systems Partners

“Effective partnering is key to the success of HP’s channel partners. Using the expertise of their partners provides tremendous leverage during the selling process, and provides the best opportunity for our customers to have outstanding experiences with us. This new HP VSE Channel Partner Program continues to build on HP’s solid commitment to the channel by providing professional tools and support that ensure success. AdvizeX is proud to be an HP Platinum and Elite Business Partner.”

– David M. Barnum, director of marketing and partner development, AdvizeX Technologies

“Our partnership with HP is a positive relationship that truly does work well for the benefit of the enterprise customer. We perform what we do best as a trusted 20-year solution provider and HP acts as the responsive and supportive leading technology supplier. HP provides the innovative technology foundation for the customer's infrastructure and American Digital delivers integration design and guidance as well as implementation services. Acting together as a united team, we are the trusted advisor for all of our customers' IT needs.”

- Paul Guten, senior account manager, American Digital Corporation

“High-quality training and certification programs are extremely important as they allow companies to be certain that their suppliers are fully qualified to design and implement complex solutions. Kavanagh supports HP in its development of these and is delighted to embrace the VSE certification program. We will use our skills to help our customers lower their TCO, improve IT utilization and increase IT resource flexibility.”

– Anthony Head, director, Kavanagh

“HP’s VSE Solutions dovetail very well with our own solution focus of driving higher ROI and lower TCO. To ensure that all of our sales and technical representatives are deeply conversant in the solution, we are pleased that HP is offering the HP VSE Channel certification program. The in-depth training, hands-on workshops and exclusive access to HP VSE experts will help us ensure our success in this solution area.”

– Dhruv Gulati, executive vice president, Lilien Systems

“Logicalis is very excited about participating in the newly announced HP VSE Channel Partner Program. Inclusion in this program allows Logicalis to capitalize on the expertise that we have developed around system consolidation and virtualization. The Virtual

Server Environment software developed by HP provides a significant competitive advantage to us and our customers. This technology along with the services provided by Logicalis helps our customers to lower costs, improve efficiencies and increase their return on investment in IT.”

– Mike Schmidt, system consolidation practice manager, Logicalis Integration Solutions

“The new HP Integrity rx2660 fits perfectly with our effort to bring new levels of security and performance to the enterprise. With the rx2660's on-board TPM chip, iLO 2 management framework and slim form factor, HP allows us to offer new genuinely secure, high performing internet-facing applications. This includes our soon-to-be announced product, which leverages the Itanium 2 processor, HP's zx2 chipset and our own SourceT micro OS to make mission-critical enterprise applications immune to compromise from rootkits and malware, and resistant to denial of service attacks.”

- Steve Goodbarn, CEO, Secure64

“The addition of the HP Virtual Server Environment fits very well into Technical and Scientific Application, Inc.'s “Everything HP” strategy and the other HP initiatives in which we are currently involved. It will help our engineers and sales people continue to stay in the forefront of VSE technology by providing customers with the very best solutions for their IT environment while achieving successful deployments of server consolidation and hardware migration projects (Alpha) onto the HP Integrity platforms.”

– J. Stephen Perry, business development manager, TSA

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