



News Release

MTI prescribes UK remedy for “Cloud-Ache”

Bespoke services provide end-to-end path to cloud technologies

GODALMING, UK, 21st September, 2011: - [MTI](#), the specialist cloud infrastructure consultancy, today announced the launch of its cloud services in the UK. [MTI Cloud](#) has been designed to provide businesses with a comprehensive and bespoke combination of consultancy, technology and services to enable them to take full advantage of cloud technologies. MTI Cloud has been developed in direct response to research from within the market that shows navigating the cloud is a major concern for IT decision makers in the UK.

Leveraging decades-long experience in the datacentre and partnerships with EMC, Riverbed, Oxygen Cloud and Peer1 Hosting, MTI Cloud will provide a bespoke design and implementation service. Customers will receive specific advice as to how they can most effectively drive down the cost of providing storage to users by utilising a cloud platform. MTI anticipates both end-users and service-providers will take advantage of this service.

MTI Cloud includes a hosted-storage platform, based on the EMC Atmos Cloud Storage, which can be used to drive down the costs of acquiring and maintaining sufficient enterprise storage to accommodate rapidly increasing data volumes.

Initially four solutions have been developed to address the top priorities of UK businesses:

- MTI Cloud Storage for Archiving – allows customers to archive data that currently resides within expensive tier-one infrastructures
- MTI Cloud Storage for Backup – allows customers to back-up data to an off-site facility without the expense and reliability problems inherent in tape backups
- MTI Cloud Storage for File Serving – allows customers to facilitate file-serving from a remote facility which they do not need to support themselves
- MTI Cloud Storage for Applications – allows customers to utilise MTI’s platform to run appropriate applications in the cloud

MTI continues to expand its Cloud-storage services portfolio with replication, optimisation and data migration services.

Tony Conway, Vice President of Services at MTI, commented: “Whilst many organisations have been considering cloud technologies to drive out costs and be more agile in their business practice, the process of evaluating and implementing the right approach is complex and time consuming. Businesses in the UK can now rely on our unparalleled experience and industry leading partners in the datacentre space to easily gain the best business advantage through the use of cloud technology”

Richard Flanders, Director of Product Marketing at MTI, commented:

“Utilising cloud technologies are, rightly, at the top of most organisations IT list of priorities. The issue is that one size does not fit all. The decision maker is effectively paralysed with “cloud-ache” as they try to consider all the eventualities, and just as a strategy is formed, new technologies arise and businesses need changes. Through MTI Cloud, we are removing the guesswork and making it simple for businesses in the UK to take full advantage of this new, flexible and efficient approach to data management.”

More information at:

<http://www.mti.com/MTIInsightServices/MTICloud/MTICloudStorage/tabid/249/language/en-GB/Default.aspx>

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About MTI

MTI Europe is a specialist cloud infrastructure consultancy and integrator. MTI Europe has a background of more than 20 years' experience 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. MTI is also a qualified member of the Vblock partner ecosystem for VCE, the Virtual Computing Environment Company. Uniquely, MTI Europe utilises its three inter-connected Solution Centres in France, Germany and the UK to demonstrate complete proof-of-concept for its Vblock customer cloud solutions. More information is available www.mti.com or you can follow us on Twitter @MTI_Technology.

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