

STORM TECHNOLOGIES & DELL EMC THE BEST OF BOTH WORLDS

Dell is one of the largest technology companies in the world, offering an unrivalled range of products and services. At Storm Technologies we have worked with Dell since our inception back in 2000, providing our customers with all the benefits of working directly with Dell, but with the added benefits of an independent value added reseller.

PRE-SALES SUPPORT



Server – Storage – Networking – Software Licensing – Security – Cloud



Scoping calls & meetings to distinguish and fully understand customers' requirements & needs.



Agnostic approach to identify best fit solutions every time. Including on-site or remote sizing & assessment exercises.



Negotiation and provision of special bid pricing & deal registration.



Access to demo equipment and Dell's own demo labs.

FREE OF CHARGE VALUE-ADDED SERVICES

PRE-DELIVERY

Pricing – Our long term relationship with Dell allows us to negotiate the best available price, no matter how big or small your requirements.

Hardware Build & Testing – Done in-house to avoid DOA memory, hard drives etc. Includes firmware updates, RAID arrays etc.

Imaging – Provided to save you time & money. Includes Ghost, Acronis, MDT, WDS and SCCM – available over VPN.

Barcode Labelling & Database Creation – We can design, supply and place asset labels on your equipment prior to shipment.

DELIVERY

Convenience – Unlike many companies we have no minimum order quantity, can split deliveries to multiple sites, and are able to ship to anywhere in the world – with same or next day delivery usually available across the UK and Europe.

Lead Times – We have access to a massive range of stock available next day at our distribution partners throughout the UK & Europe. 95% of our Dell Server & Storage orders reach our customers' sites within 2 – 3 days from order.

Responsive – Because of our size and flexibility, we're able to address and resolve even the most testing stock and system challenges.

Warehousing – We can hold stock of your regularly ordered parts or machines at our warehouse, reducing lead times even further.

AFTERCARE

Registration of Warranty – We will register your products for you, so you don't have to.

Support Call Logging – Our ITIL Helpdesk team are authorised & certified to use Dell TechDirect. This enables us to log support calls directly with Dell using the intuitive interface designed to help streamline case management and parts dispatch processes across your organisation for both client and enterprise.

TURN OVER FOR STORM TECHNOLOGIES KEY AREAS OF EXPERTISE



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STORM TECHNOLOGIES: KEY AREAS OF EXPERTISE

SERVER

From cost effective entry-level options to high performance rack, blade and converged propositions, we have the experience and expertise to solve your most complex challenges. We can also help with consolidation exercises, including virtualisation planning, configuration, integration and migration.

STORAGE

As recognised experts across the entire Dell & EMC Storage Portfolio we can offer custom storage assessments, sizing, on-site demos and proof of concept hardware/software solutions. We have a proven track record of providing our customers with the latest IT developments, reducing TCO and solving the most complex of business challenges, enabling us to create a tailor made proposition designed to significantly increase business efficiency and performance whilst reducing time to revenue and management overheads.

NETWORKING

We're ideally placed to help you find the best networking solutions for your business. From campus networking to high-end datacentre solutions, we have the knowledge necessary to help you deploy open standards-based, highly-scalable, and cost-effective networks using either hardware-focused or Software Defined Network solutions.

HYPER CONVERGENCE

Although traditional architecture stills plays a major role in most organisations' infrastructure, the past couple of years have seen a rise in hyper-converged solutions – allowing for maximum consolidation possibilities and simplified virtualisation management and provisioning, as well as space saving and reduced power and cooling costs. As leading experts in this field, we can help you explore this avenue and understand the benefits over traditional architecture/infrastructure.

CORE CLIENT SOLUTIONS

We have the expertise and knowledge necessary to supply you with the right core client solution for your company! From laptops & desktops to mobile solutions, we can provide you with free of charge personalised imaging and next day delivery, and better pricing than if you went direct. Plus, if you are a global company, we offer international shipping so you can receive your goods no matter where you are in the world!

WORKSTATION

With in-depth knowledge of Dell tower, mobile and rack series workstations, as well as complementary software, peripherals and services, we can help you find the most fitting solution from Dell's workstation product family.

WARRANTY

At Storm we recommend utilising Dell ProSupport, which offers direct access to technology experts 24/7 who will help with any hardware or software challenges throughout the life of the product(s) from set up, to optimisation to hardware repair and software updates.