DELL EMC

DELLEMC
PARTNER
TITANIUM

Partner overview

Dell EMC is a multinational technology company based in the US that offers IT solutions and services across all areas of computing, networking and storage. The company was formed when Dell Inc. acquired EMC Corporation and its subsidiaries in September 2016. This merger combined the expertise and skillsets of both companies to create a market-leading force across end user computing, servers and storage.

Why Softcat for Dell EMC

Softcat partnered with both Dell and EMC prior to their merger, and held a top-tier status with both since the inception of their respective partner programmes. Post-acquisition Dell EMC and Softcat maintain a strategic, highly valued partnership and Softcat holds the highest available UK-based accreditation as a Titanium partner.

26
Team Size

2008
Partners Since

| Dedicated internal Dell EMC team | Over 30 public sector accreditations | Four dedicated Dell EMC server and storage specialists | In-house VxRail architects | In-house Proof of concept and Demo pool available | Access to NBD through Distribution networks |
| Dell Client Partner of the year 2017 | | Dell EMC Titanium Partner | Internall Dell Client Product specialist | | Flexible Dell finance options through dedicated finance team |

Solutions we offer

Datacentre

Dell EMC's technologies help to lay the groundwork to guide organisations through digital transformation by modernising and automating their datacentre with innovative and cutting-edge servers, storage, cloud computing solutions, and converged infrastructure technology. This approach and attitude has led to Dell EMC becoming a leading force in the datacentre market.

End User Computing & Mobility

Dell EMC is a leader in modernisation across its client devices, ecosystem and services which allows Dell EMC and Softcat to design solutions specifically for the way people work. Dell EMC has continually been at the forefront of client computing technologies and today possess one of the most complete technology line-ups in the industry.

Networking & Security

Dell EMC's networking and security solutions extend across the entire enterprise and importantly are built on open-standards that support wider infrastructure integration, which breaks from the mould of the outdated and proprietary approach to networking. Dell EMC networking solutions are future-ready and can enhance both network infrastructure and its subsequent performance to help deliver an agile and efficient solution. Furthermore, Dell EMC's Connectrix offering acts to ensure optimal efficiency and continuing SAN health for the datacentre.

Services

Softcat provide a range of services to help organisations provision and manage their Dell EMC products within an existing infrastructure.

Recent Awards

DELLEMC
DELL EMC
Client Partner of the Year - 2017

DELLEMC
DELL EMC
Platinum, UK and EMEA Partner of the Year - 2014