

A close-up photograph of a person's hand holding a white plastic cup over a white computer keyboard. The background is blurred, showing a desk and other office equipment. The image is used as a background for the top section of the document.

## Do all of your IT projects go to plan?

It's Saturday and your team's working across the weekend... on an upgrade that's got to be up and running by Monday morning. Now really isn't the time to wish your IT supplier had warned you about system incompatibilities or thought to mention the need for special cables.

It seemed simple enough. You needed a new server and you knew which model you wanted. Surely all you had to do was phone your order through and wait for it to arrive? So, was it your IT supplier's lack of technical knowledge or were they just in too much of a rush to move on to the next call and their next sale?

At Bell Microsystems, we know the difference between making a quick sale and building a long-term relationship. Whilst other IT suppliers may just quote you 'price and delivery', Bell Microsystems will invest time gaining an understanding of your objectives and making sure you get the IT equipment that best suits your needs.

- expert technical team – systems, software, networking and storage specialists
- independent advice on a range of leading vendors' offerings
- evaluation of architecture and configuration options
- guidance on technology choices and vendor 'roadmaps'
- trade-in programmes
- Professional Services – installation, migration, maintenance and support
- IT Asset Management Services – maximise returns from your existing IT systems
- data destruction – secure removal of data from your redundant systems
- recycling services – enabling you to comply with the WEEE directive

# It's not about what we can sell you... it's about what you want to achieve

When you're looking for a new server, router or storage device, we see it as our responsibility to understand your technical objectives and the business drivers that you need to satisfy. We'll talk through exactly what you're looking to achieve from your new system or upgrade, what software you want to run on it and what you want to connect it to.

We'll focus on giving you the advice that's necessary to ensure you get the right system, at the right time and the right price... and with all the essential cables, peripherals, drivers and services to help you to complete your project without delays or surprises.

## Independent advice from technical specialists

If you already know what systems or devices you want to buy, we can help you to assess the feasibility of your chosen solution and advise you on any options that could offer you cost, performance or systems management benefits.

However, if you're not quite sure which systems or technologies you need... that's no problem. Because we maintain high level accreditations with several world-class IT vendors, we can guide you through the pros and cons of a wide range of technologies and systems options.

And if we can be this helpful, just on your first call... imagine how valuable we can be to you in the long-term, as we gain an even greater understanding of you, your IT environment and your business goals. By building a close relationship with you, we can effectively work as an extension of your own team – proactively keeping you updated on how the latest technologies could help you to generate more business benefits from your IT infrastructure.



## Multi-vendor... avoid the pitfalls and maximise the benefits

A lot of IT resellers may claim to be able to offer different vendors' products, but we believe that multi-vendor capability really should involve a lot more than just signing each manufacturer's sales agreement.

Bell Microsystems continually invests in training its technical team so that, in addition to helping you to assess the suitability of each of our key vendors' current products, we can help you to make sense of different manufacturers' 'development roadmaps' – even down to advising you on which CPU families or storage technologies are likely to keep moving in the direction that you need them to. It's all part of helping you to select the vendor whose product-launch plans best match your IT strategy.

As adding components to a heterogeneous IT environment can raise more than just compatibility issues, we'll also advise you on whether integrating a new device is likely to invalidate the warranty or support contract for your existing equipment.

**By keeping our fingers firmly on the pulse of the IT industry, we're often able to let you know if any of the equipment you're planning to buy is about to be 'End of Lifed' or transitioned by the manufacturer – so that we can suggest alternatives that will integrate with your existing IT environment and be 'supportable' well into the future.**

# Reduce risk and minimise disruption

For complex projects that require system components from a number of sources, Bell Microsystems can coordinate the supply of items and services from multiple vendors. Instead of having components delivered to you in a piecemeal manner, as and when they're available, every item can be delivered to our system staging facility, where Bell Microsystems' engineers will configure and test your entire solution before we deliver it to your site.

Your system is effectively pre-built, pre-configured and 'waiting in the wings' ready to be commissioned on your site – helping to reduce risk, minimise system downtime and eliminate disruption for your business.

**You benefit from a single point of contact that understands your entire requirement, commits to firm project deadlines and coordinates the supply of every system component and Professional Service you require.**

## Can an IT supplier do more... yet charge you less?

The Bell Microsystems team has the skills and experience to help you to select the systems that are right for your business... and at very competitive prices. Much of the advice we give is totally free of charge – we just 'go the extra mile' because, that way, customers come back to Bell Microsystems time and time again.

Furthermore, because we work closely with several different vendors, we can often help our customers to get better trade-in values for their old systems. In addition, we also have established contacts with used equipment brokers, so we can help you to sell your redundant systems on the open market. As we can offer you both trade-in and resale options, we can help to maximise the returns from your redundant systems... so that you get more to offset against your new IT investments.



## Don't compromise the security of your data

If we're helping you to trade-in or sell your old systems, it's vital that none of your precious data falls into the wrong hands. As part of our Asset Management Services, Bell Microsystems offers a choice of data wiping – to DoD 5220.22-M standards – or high energy data degaussing. For systems that have no commercial or trade-in value, Bell Microsystems provides secure data removal, together with hardware recycling that enables you to meet your obligations under the WEEE (Waste from Electrical and Electronic Equipment) directive.



Does your IT supplier ask all the right questions... or simply offer a quick fix? At Bell Microsystems, we believe you can judge the quality of an IT supplier by the time they invest in asking about your objectives, your existing IT environment and your future IT strategy.

It means a little more effort for us... but, when your project runs smoothly, we think you'll appreciate the difference.

**Bell Microsystems is an ISO 9001 registered company.**

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