



VMware Premier Partner  
VMware Authorized Consultant



www.btbasilicalynx.com

#### SOLUTIONS PROVIDED

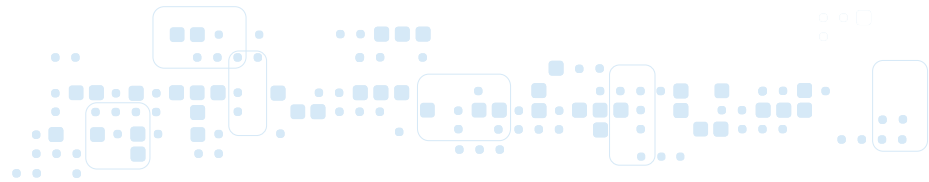
- Server consolidation and infrastructure optimization
- Business continuity and disaster recovery
- Virtual Desktop Infrastructure (VDI)
- Software Lifecycle / Virtual Lab Automation
- Capacity Planning

#### COMPLEMENTARY TECHNOLOGIES

Cisco, NetApp, Novell Platespin, nworks, Provision Networks, Veeam, Vizioncore, Wyse

#### CERTIFICATIONS

- 10 VMware Certified Professionals (VCPs)
- 17 VMware Sales Professionals (VSPs)
- 7 VMware Technical Sales Professionals (VTSPs)



*"VMware is a key component of our Infrastructure Solutions practise. It is not just a technology but also an architectural approach which spans the complete IT infrastructure. Our long-standing partnership with VMware has proven to be extremely profitable, not least because they are interested in working closely with us to close opportunities and help build the right solutions for customers. The VIP partner programme has a number of elements which offer us tremendous support and a range of schemes, such as Advantage+, which help us maximise the opportunities we go out and create."*

JP Lonergan, Virtualization Business Manager, BT Engage IT

## BT Engage IT

BT Engage IT (formerly BT Basilica and BT Lynx) was formed over 30 years ago, and is an independent subsidiary of the BT group. It provides businesses access to a comprehensive range of solutions, and is one of the largest IT solutions companies in the UK with 1000 staff, 70 professional services consultants, and over 300 field engineers.

BT Engage IT was one of the first organizations in the UK to deliver virtualization solutions, having started to offer VMware technology in 2001 when it saw the huge potential behind server consolidation. It officially joined VMware's channel program in 2004 as an Enterprise partner.

Since 2004, BT Engage IT has taken a proactive and consultative approach to helping customers implement virtual infrastructure. "The opportunity with VMware is huge, not just from a technology standpoint but also in terms of the consultancy and services we offer during the design and implementation phases," said JP Lonergan, Virtualization Business Manager, BT Engage IT. "Virtualization has the potential to completely transform the datacenter, and as a trusted advisor our role is to explain what virtualization really means for our customers."

BT Engage IT has embraced virtualization widely, offering customers a complete range of virtualization technologies and services spanning servers, desktops, storage and networking. Building out its portfolio of solutions has seen BT Engage IT create extra revenues around complementary hardware and software products which extend the benefits of VMware's technology, addressing issues such as automation, monitoring, disaster recovery and desktop virtualization.

### Benefits

- Attained VMware Premier Partner and Authorized Consultant status
- 10x growth in VMware license revenues between 2005-8
- Significant Increase in profits based on virtualization solutions
- Conducted joint marketing activities with VMware