



VMware VIP Enterprise Partner



www.ermestel.com

#### SOLUTIONS PROVIDED

Infrastructure Optimization  
Disaster Recovery  
Virtual Desktop Infrastructure

#### COMPLIMENTARY TECHNOLOGIES

HP, EMC, Fujitsu-Siemens Computers, NetApp, IBM, Vizioncore, Platespin, Provision Networks

#### CERTIFICATIONS

• 12 VMware Authorized Consultant Partner

#### AWARDS

VMworld 2007 "Market Maker Winner EMEA"

Vizioncore 2007 "Excellence in Business Development South EMEA"

*"Virtualization is without doubt the most impressive technology to come to the market in the past decade. The benefits that it offers customers are huge, and as a VMware partner we have had nothing but positive experiences. Over the past five years, our relationship with VMware has transformed our business in terms of size, opportunity and recognition. We have found VMware to be an exemplary partner to work with; the company proactively supports us in every way possible, from sales and marketing to commercial and technical activities."*

Pedro Tortosa, CEO, Ermestel

## Ermestel

Ermestel is one of Spain's leading systems integrators with a strong expertise and heritage in the virtualization, server and storage markets. The company has a strong customer-focused ethic and works with companies of all sizes, from SMBs to global players, in a wide range of vertical markets in Spain.

Ermestel first worked with VMware in 2002 when an existing client needed to consolidate its x86 server estate. Already familiar with VMware's Workstation product, the team believed that VMware's server technologies could deliver the benefits that the customer required. After a successful three month project, Ermestel realized the opportunity moving forward and began widely evangelizing virtualization technology across Spain to educate the local market.

Since this time, Ermestel has become Spain's most recognized provider of virtualization-based solutions, which has provided it with a key differentiator and helped it establish significant brand awareness. Customers have been consistently impressed with the benefits and return on investment that Ermestel has been able to deliver through server consolidation or containments, disaster recovery and virtual desktop infrastructure implementations.

The growth in demand for its services has seen Ermestel increase its headcount by nearly 100% every year since 2002 while revenues have risen by an even greater extent. VMware has also opened up new partnerships for Ermestel, which now has strong relationships with all of the leading players in the server and storage communities, as well as the key ISVs in the virtualization market.

## Benefits

- Grew revenues from €600,000 to €10,000,000 in less than five years
- Increased staff from 5-28 in less than five years
- Won more than 120 new clients based on virtualization expertise
- Completed over 150 VMware virtualization projects to date

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