

## **Nominee: Solid State Solutions (S3)**

### **Nomination title: Reseller of the Year**

- How long has this organisation been involved in the IT services and solutions market?

Formed in 1988 as a Value Added Integrator of Data Storage and Storage Management Systems, Solid State Solutions (S3), are specialists in identifying and providing

data storage solutions for today's demanding and diverse business environments.

Over the last 25 years S3 has become the UK's leading Big Data and Virtualisation Infrastructure Specialist. Delivering a consultative led engagement, whilst focusing on vertical market segments. S3 has an extensive knowledge of end user workflows as well as industry solutions. S3 strives to be technically independent and positioned amongst our customer base as both thought leader and trusted advisor.

Focusing on our clients' core business applications, S3 identifies key operational requirements and researches 'best of breed' storage solutions from a portfolio of established and trusted vendors. Our clients are diverse; ranging from small to medium organisations to large blue chip enterprises. Lloyds TSB, Infoterra, Fitzpatrick and British Library are examples of companies that have relied on the capabilities of S3 to protect access and manage their business critical information. Our long-standing customer relationships are built upon our ability to provide the excellent levels of customer service that we ourselves would expect. S3 is a 'relationship' organisation that encourages and cultivates close partnerships.

The difference lies in our ability to take a consultative and storage-centric approach to identify and address the specific needs of our customers. From the initial meeting through to installation and consultancy, we keep our customers informed every step of the way. Communication is the key to a successful relationship and we pride ourselves on our attention to detail, openness and commitment that only a focused company can provide. With true vendor independence S3's capabilities extend from full on and off-site managed storage solutions through to simple tactical purchases.

S3's cross-industry expertise and extensive knowledge of sophisticated infrastructures enables us to provide end-to-end information management solutions that recognise customer requirements regarding data availability and management, information security, business continuance, disaster recovery and investment protection. S3 are focused on delivering data storage solutions to enable:

- Low Risk
- Total Data Protection
- Ease of Use
- Centralised Administration & Control
- Scalability

- High Performance
- Low Overheads

We provide our customers with the confidence that we can ensure that not only today is catered for but that we enjoy a shared vision of the future and our performance in matching up to their expectations is reflected in their loyalty.

S3's specialist approach to data storage and information management has seen its revenues grow x7 in the last 5 years against a back drop of UK economic difficulty. This growth has largely been due to better operational efficiency and market qualification as opposed to acquisition or recruitment. This is very unique in the UK market place today and reflects S3's ability to research and identify new target markets with relevant exciting technologies. S3's choice of relationships across both mainstream and emerging technology vendors has always been well qualified and respected across our customer base.

- Are there any key projects delivered in the last year that demonstrate this candidate's suitability for the award?
  - Please see attached University of Winchester Case Study
- What key vendor and industry accreditations does the nominee hold?
  - Isilon Partner of the Year 2011
  - EMC New Partner of the Year 2012
  - DataDomain Partner of the Year 2008
  - Nexsan Partner of the Year 2012
  - NetApp Platinum APSP and ASP partner
  - EMC PSP partner
  - HDS Gold Partner
  - Symantec Gold Partner and Data Protection Specialist
  - CommVault Platinum Partner
- What endorsements does that nominee have from their customers and/or their technology partners?
  - Please see customer endorsements below and attached "industry references"

### **Customer Endorsements:**

*“While we were keen to deploy a best-in-class solution, we wanted to ensure we could be economical with our previous purchases, and S3 proactively suggested ways in which we could do this.”*

#### **Head of IT**

#### **Insight Investment**

*“We have an ambitious expansion strategy and I am confident that S3 have found the right tools that will now allow me and my team to better focus our efforts on client and in-house support.”*

#### **Head of IT Strategy and Architecture**

#### **Lloyds TSB Corporate Markets**

*“S3 work closely with us and act as an extension of our own IT, just more responsive! We see S3 as a safe pair of hands and a trusted advisor.”*

#### **Technology Services Manager**

#### **AXA Winterthur Wealth Management**

*“S3 have been intimately involved with our organisation for many years. They have advised on tape and storage strategies and have introduced vendors such as Nexsan and Isilon to us. They are very competent and have a broad range of experience.”*

#### **Head of IT**

#### **Wellcome Trust Sanger Institute**

*“The implementation work carried out by S3 was done in a timely and professional manner and without our users being aware of the work that was being done. The on-going pro-active support is also excellent.”*

#### **Senior Systems Specialist**

#### **The University of Winchester**

*“We have an excellent working relationship with S3. The solutions we have received have been innovative and effective and we appreciate the communications and the support we have received when issues are experienced.”*

#### **IT Consultant**

#### **Carmarthenshire County Council**

## **Why nominee should win**

- Solid State Solutions (S3) is the fastest growing Data Storage and Information Management Solutions VAR in the UK
- S3's skills and customer intimacy have been publically recognised by its peers and customers alike
- S3 is a customer focussed specialist that evidently delivers real value in all of their deliverable projects
- S3 has been delivering data storage solutions for 25 years and still remains at the forefront of big data and virtualisation solutions