

Nominee: Solid State Solutions Limited (S3)

Nomination title: Reseller of the Year

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. Together with the provision of data centre services including co-location, managed or cloud backup facilities and other bespoke services.

Over the last 26 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

Expanding on our leading reputation and vast experience of Data Centre Infrastructure solutions and services, S3 are now able to provide leading edge solutions and services in our co-lo data centres.

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 Vale of Glamorgan Case Study - <http://www.s3.co.uk/case-studies/vale-of-glamorgan-council>

What key vendor and industry accreditations does the nominee hold?

- Isilon Platinum Partner since 2010
- Isilon Partner of the Year – Single Country EMEA 2013
- EMC New Partner of the Year 2012
- Data Domain Partner of the Year 2006, 2007 and 2008
- Nexsan Partner of the Year 2010, 2011, 2012 and 2013
- NetApp Platinum APSP and ASP partner
- EMC Business Partner Solution Provider Premier
- HDS Gold Partner
- Symantec Gold Partner and Data Protection Specialist
- CommVault Platinum Partner
- CommVault Trusted Advisor of the Year 2012
- Spectra Logic Top 10 Partner International 2012 and 2013
- VMware Enterprise Solution Provider Partner
- DCS Reseller of the Year 2013

Please see customer endorsements below and attached “industry references”

“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

“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 proactive 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

"S3 add value to our service offering by taking a proactive involvement in identifying problems as they arise and assisting us in resolving them quickly". - Network Administrator, Lewisham College

"The technical team who installed the NetBackup solution inspired confidence and were efficient, working quickly to implement the solution and resolve any issues that came up, ensuring the project did not slip. There was also the added bonus of them being NetApp accredited, and were able to integrate the new infrastructure into our NetApp estate seamlessly. The same team continue to support us through the operational stage, the continuity of this has proved invaluable." - Principal IT Officer, Vale of Glamorgan 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 publicly recognised by its peers and customers alike

- S3 is a customer focused specialist that evidently delivers real value in all of their deliverable projects
- S3 has been delivering data storage solutions for over 25 years and still remains at the forefront of big data, virtualisation solutions and data centre cloud services.