

# Network Integration



Some businesses think of their network as a tool to enable productivity. Others regard it as fundamental to their agility and competitiveness. Some organisations make money from their networks and wouldn't be in business without them. Many simply view their networks as a means to an end – the way they get information flowing quickly and effectively between employees, customers and partners.

Others don't think about their network at all.

At Dimension Data, we think about clients' networks every day, all day... because business success is all about successful communication. And we know that however you see things, your business depends on its network to communicate.

## The business issues we address

Your operational productivity and efficiency depends on a network that is always on and always accessible. We understand that networks must be flexible, tailored to meet your communication needs, compliant with regulation and corporate governance, and also aligned with industry standards. Is your network delivering the performance your business relies on?

- Does your network support your adoption of unified communications and collaboration and other business-enabling applications, **to drive improved employee productivity**?
- Is your network enabling your enterprise mobility strategy to drive workforce productivity through full access to all corporate resources, from any location?
- Does your network architecture support a virtualised operating environment, helping you to **reduce IT footprint and drive efficiency**?
- Are you managing your network assets to **reduce operational costs and complexity**, and improve processes for manageability and security?

- Do you have the right balance of sourcing options, giving you **flexibility in procurement, investment and ongoing management of your network**?
- Does your network infrastructure support your environmental sustainability initiatives, **so reducing costs, driving efficiency and managing business risk**?

## Partner relationship

Dimension Data is a Global Strategic Partner of Cisco Systems across our Core Networking, Wireless and Mobility, Performance Optimisation and Operations Management solution areas. We also have global partnerships with:

- Aeroscout (Wireless and Mobility)
- Bluecoat (Performance Optimisation)
- EMC Smarts (Operations Management)
- Service Now (Operations Management)
- Shoretel Mobility

## Clients

Dimension Data provides network integration solutions and services to leading organisations around the world. Our clients include:

### Financial services

- Nationwide (United Kingdom)
- Newbridge Bank (USA)
- Stock Exchange Thailand (Thailand)

### Telecommunications service providers

- MTN Nigeria (Nigeria)
- Versatel (Netherlands)
- Ziggo (Netherlands)

### Public sector

- Boston Public Library (USA)
- Mount Erin Secondary College (Australia)
- North Carolina School District (USA)

### Manufacturing

- Henkel (Germany)
- Mitsubishi Heavy Industries (Singapore)
- SABMiller (South Africa)

### Other industries

- Accesos De Madrid (ACEGA) (Spain)
- Rede de Lojas de Departamento (Brazil)
- Thiess (Australia)

## About network integration

- A 25 year heritage in networking and IP communications, combined with multiple technical certifications and cross-industry expertise working with over 5,000 clients globally
- A unique, industry-leading global procurement and logistics service provides high visibility and control of the complete order to invoice process
- Our five global service centres provide 24 x 7 x 365 support for your network and other infrastructure through our SLA-driven uptime support and maintenance service

## our focus areas

plan	build	support	manage	improve	innovate
Core networking		Architecting, designing, integrating and managing secure and resilient enterprise, data centre and service provider networks to connect users and support today's ubiquitous communication needs			
Wireless & mobility		Creating secure wireless communications platforms that integrate seamlessly with core network infrastructure to enable and support mobility – regardless of users' locations or computing devices used			
Performance optimisation		Improving the end-to-end performance of applications and services across communication networks			
Operations management		Delivering network and service management platforms, processes and operational support to drive service efficacy, service level adherence and best practice operations			

### About Dimension Data:

Dimension Data is a specialist IT services and solutions provider that helps clients plan, build, support and manage their IT infrastructures

- Founded in 1983 and headquartered in Johannesburg, South Africa
- Operates in 49 countries across five continents 2010 revenues of US\$4.7bn
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- Wholly owned subsidiary of NTT Group
- 12,382 exceptional people, 79% of the Global Fortune 100 and 60% of the Global Fortune 500 are Dimension Data clients
- Dimension Data received 96 industry and vendor awards in 2010
- Dimension Data is one of four organisations worldwide with Cisco Global Certification
- Global Cisco Gold Partner and Cisco Gold Partner in 32 countries
- Microsoft Gold Partner in 21 countries
- One of only four organisations worldwide with Cisco Global Certification
- 46 Cisco awards during 2010
- 11 Microsoft global Partner of the Year awards in 5 years - more than any other Microsoft partner worldwide
- 2009 Global Partner of the Year - Licensing Solutions, Software Asset Management

- 2009 Global Partner of the Year - Large Account Reseller
- 2009 Global Partner of the Year - Information Worker Solutions, Office Deployment
- 14 Microsoft regional partner of the year awards

### Awards & achievements:

- Provided clients with more than 1.9 million network routers, switches and blades in the last 10 years
- Designed, built and managed over 7,800 IP networks worldwide
- Enabled more than 12.5 million users to connect to their organisations' networks
- Over 256 CCIEs (Cisco Certified Internetworking Engineers)
  - the largest number outside of Cisco
  - and more than 1,800 networking certifications
- Accounted for 59.2% of Dimension Data's systems integration business and grew at a rate of 20.4%