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**DIMENSION DATA ATTAINS PREMIER PARTNER STATUS WITH VMWARE**

*Royal District Nursing Service of South Australia chooses Dimension Data as preferred VMware partner for server virtualisation project*

**Sydney, Australia, August 1, 2007** – Dimension Data announced today it has attained Premier Partner status with global leader in virtualisation infrastructure software VMware, to build expertise in and co-develop market-leading virtualisation solutions for enterprise customers.

Dimension Data will benefit from the partnership by gaining access to the highest level of resources, such as proven best practices and IP created by VMware to deliver virtual infrastructure engagements.

For VMware, the partnership allows it to leverage the strong relationships Dimension Data has with its large enterprise client base and jointly deliver virtual infrastructure solutions to the market.

Virtualisation is an abstraction layer that allows multiple virtual machines, with heterogeneous operating systems to run in isolation, side-by-side on the same physical machine.

Dimension Data's General Manager of Data Centre Solutions, Ronnie Altit said: "Dimension Data's Premier Partner status means that as a services provider, we have committed our business resources to understanding and delivering a full set of virtual infrastructure solutions to our clients based on industry best practices. We will do this through a dedicated infrastructure practice in which virtualisation is a key capability and our consultants are VMware-certified."

Dimension Data's clients will profit from the partnership through the specialist knowledge and skills the company's consultants have in virtualisation technologies.

"Our VMware partnership allows us to meet customers' virtual infrastructure challenges by providing customised services based on best practices and also guaranteed VMware support in every VMware engagement we deliver. Achieving this status is testimony to the commitment we have to our data centre solutions business, supplementing our highest levels of accreditation with other key vendors in the data centre arena," Altit said.



As a VMware Premier partner, Dimension Data also qualifies as a VMware Accredited Consulting (VAC) Program partner. This is a prerequisite services-focused program for systems integrators delivering high quality consulting services on VMware technology.

“These partners are recognised specialists in virtual infrastructure have fully developed virtualisation practices and market-leading VMware services and solutions, allowing customers to feel confident in the skills of the Dimension Data staff in architecting solutions,” Altit said.

Under the VMware VAC partner program, Dimension Data has access to VMware professional services IP, advanced trainings and service accreditations, joint solution-development and delivery with VMware, VMware not-for-resale software for educational use, and co-branding and marketing activities.

VMware Australia’s Managing Director Paul Harapin said Dimension Data differentiated itself in the virtualisation solutions market by sitting at the highest partnership level within VMware’s VIP partner program.

“We consider premier partners like Dimension Data to be the certified professionals in the industry when it comes to building and supporting VMware solutions. They are one of the only providers whose VMware services we endorse, as they are fully qualified to sell, architect and deliver our virtualisation solutions,” Harapin said.

The Royal District Nursing Service (RDNS) of South Australia is one client for whom Dimension Data is a preferred VMware partner for a server virtualisation project the community nursing services provider embarked on recently.

South Australia-based RDNS provides acute, palliative care and in-home nursing services to more than 6,000 clients a month. With a workforce of 350 nurses in the field and 200 administrative staff, the RDNS operates on more than 20 sites across metropolitan Adelaide.

RDNS staff depend on having round-the-clock access to its most critical applications, including ComCare - which controls workflow management. ComCare manages in excess of 500,000 calls per year in respect to client queries, staff rostering system for nurses and fleet management of more than 200 cars. ComCare also allows nurses to order medical consumables including syringes, bandages and dressings and track their delivery.



Faced with the pressure to run a more flexible server infrastructure and better manage its overall IT costs while serving its clients 24/7, RDNS looked at a very specific infrastructure management strategy: virtualisation, explained Glen Winkler, RDNS' Director of Management Information Services.

"Dimension Data was a professional outfit that provided us with strategic value as a technology partner because they have experience and perspective when it comes to the application of new technologies like virtualisation," said Winkler, adding: "The accreditation of our IT partners also influences our decision to work with them. The fact that VMware is a leading-edge virtualisation vendor and that Dimension Data is a VMware Premier Partner means they have the deep knowledge and know-how we need to leverage such technologies."

"Dimension Data also related to Royal District Nursing Services' role within the healthcare community and the acute pressures involved in workforce management. They have taken a lot of time to proactively understand our business. They provided a virtualisation solution which is easy to scale and addresses the system uptime requirements of our large, round-the-clock workforce," Winkler said.

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#### **About Dimension Data**

Dimension Data plc (LSE:DDT), a specialist IT services and solution provider, helps clients plan, build, support and manage their IT infrastructures. Dimension Data applies its expertise in networking, security, operating environments, storage and contact centre technologies and its unique skills in consulting, integration and managed services to create customised client solutions.