

Datacom named VMware ANZ Partner of the year

Australasian IT services company Datacom, took home the top VMware partner community honour at last week's Partner Exchange 2012 event in Sydney.

The ANZ Partner of the year award recognizes Datacom's Trans-Tasman commitment to growth in the VMware partner community over the defined 12 month period, specifically, the company's performance and fresh, innovative approach to cloud services.

Vice President & Managing Director, Australia and New Zealand, Duncan Bennett, described Datacom as going above and beyond to deliver VMware solutions to its customers. "Datacom delivered customised, VMware-based solutions to its customers and educated them about our technology. The company takes a fresh, out-of-the-box approach to technology so it makes sense for an enterprise's specific needs. We look forward to growing our partnership with Datacom in the months and years to come."

Datacom's VMware-based cloud strategy for the New Zealand Government and managed services customers, coupled with the establishment of a technology centre in Queensland, showcasing VMware solutions, and the appointment of a National VMware Practice Manager, were key contributors to Datacom's success.

Datacom's Director, Todd Gorsuch, noted "We are delighted to have received the ANZ Partner of the Year award. It rewards the tireless effort of our local accredited teams and VMware. We have focused on building capabilities and services (such as BCP and DR as a service) that help our clients realise onshore enterprise class cloud benefits. With this investment clients have migrated their entire integrated business applications and infrastructure to the cloud."

Datacom also recently became the first cloud service provider – and one of just 30 globally – to achieve VMware's newest solution competency, the Virtualisation of Business Critical Applications (VBCA). The new competency is awarded to partners who have achieved the highest level of expertise around virtualizing business critical applications.

Datacom's Director Auckland IT Management, Scott Green, says the accreditation is important recognition of Datacom's proven ability to provide customers with cloud services to support the most critical business applications, such as SAP and Oracle, as well as Microsoft applications.

Datacom's cloud services are validated under the VMware vCloud Powered program and the company also regularly participates in the VMware advisory council to lend ongoing support to VMware's vision and strategy. About Datacom

Datacom is one of the largest Australasian-owned professional IT services companies, offering customers flexibility and choice, an open book approach to business and a customer focus second-to-none. Founded in New Zealand in 1965, Datacom has a successful 47 year trading history, is consistently growing and profitable and has a track record of delivering innovative, value-for-money technology solutions. Established in Australia in 1992, Datacom's capabilities include Application and Web Development, Professional Services, Managed Services, IT Procurement and Contact Centres.

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