

# OpenPSL

- The First Choice IBM Channel Development Partner for Integrators



- **Leading Enterprise CDP in the UK**
  - IBM, Oracle, Veritas
- **Complete Portfolio of Enterprise Class Solutions**
  - IBM Storage
  - IBM Server
  - IBM Systems Management and Database Technology
  - Networks
  - Security
- **Track Record Of Success with Integrators**
  - 6 year Integrator Program
  - Regular projects with 10 UK Integrators
- **Strong Financial Performance**
  - Revenue growth of +20% pa over past two years
- **Experienced and Professional Management Team**



The word 'ORACLE' in a bold, red, sans-serif font.



**YTD £8m Business 100% Growth FY 04**

## Partnering with Business Partners & Integrators

- Data Centre focus
- Sales resource
- Pre sales experts
- Post Sales Implementation
- Vendor Liaison

- **£1m UK Server roll out project**
- **Telco billing systems upgrade Project**
- **£300k Green field ERP project**
- **£250k Storage consolidation project**
- **IBM Authorised Assembly Partner**

- **YTD growth 58%**
- **Consultant utilisation up 75%**

- **Complete range of Technical Services**
  - Pre-Sales
  - System installation and integration
  - Consultancy
  - System management and monitoring
- **Highly accredited Team of 20 Consultants**
  - Adds significant value to vendors and customers

- **90 day consultancy for BT**
- **Relocation projects**
- **Pre-sales specification of HP High End Servers**