

# Virtualisation and Application Delivery

BT Engage IT helps you build a complete Application Ready Infrastructure delivering true business agility to control and optimise the delivery of applications and services across the network.

Virtualisation can form a fundamental part of this solution with virtualised server, storage, network and desktop services. BT Engage IT is a Citrix and Microsoft Gold Partner as well as a VMware Premier and VAC partner, all of whom offer virtualisation technologies.

“BT Engage IT completed a detailed review of our existing infrastructure and desktop environment and thanks to their Consultancy, we built a case for remote support. BT Engage IT provided us with a VMware Virtual Desktop Infrastructure and HP hardware, and we now have a slim-line scalable solution that’s not only built for disaster recovery but hits our key objective of allowing employees to access intellectual property from a central data centre at anytime.”

Glynn Edwards, Infrastructure Development Manager, esure

**Virtualisation and Application Delivery Solutions provide higher asset utilisation and optimisation for businesses alongside offering strong operational efficiencies and cost savings:**

- Reduced total cost of ownership of the server estate
- Heat and power savings
- Higher asset utilisation
- Increased operational efficiencies
- Improved manageability
- Desktop management & control
- Application delivery & security

**Virtualisation and Application Delivery competencies:**

- Server virtualisation & consolidation
- Storage virtualisation
- Virtual Desktop Infrastructure
- Software lifecycle automation
- Business continuity & disaster recovery
- Optimised delivery of application services over complex WAN environments
- Application delivery performance, control and security
- Infrastructure management

**BT Engage IT helps you assess, plan, build and manage a Virtualisation and Application Delivery solution for your business, incorporating all the services, supply and additional solution offerings that we deliver:**

- Virtualisation assessment service to identify measurable savings and benefits
- Pilot and proof of concept
- Workshops
- Demonstration facilities
- Business case development and justification
- Solution design and implementation
- Solution health check
- Project management

“Businesses that do not leverage virtualisation technologies will spend at least 25% more annually for hardware, software, labour & space for their x86 servers than their competitors do.”

Gartner

# IT solutions portfolio

The BT Engage IT solutions portfolio enables us to work with clients to deliver an end-to-end capability to meet their business needs.



## Our approach

Our objective is to deliver true business value and efficiencies within our clients businesses. Our combined capabilities and consultative approach ensures that they can deliver against cost and productivity demands, keeping their businesses competitive in rapidly changing markets.

## Our strategic partners

We maintain a position of independent consultant and advisor to our clients, whilst holding strategic alliances and partnerships with key technology companies in the marketplace. This independence allows us to tailor the technology into solutions and services that achieve our clients' business challenges and maximise IT efficiencies.



### BT Engage IT Regional Offices

No.1 Avenue One  
Letchworth Business Park  
Letchworth Garden City  
Hertfordshire SG6 2HB  
Tel: 01462 708090  
Contact.us@btengageit.com

3 Midland Way  
Barlborough Links  
Barlborough  
Chesterfield S43 4XA  
Tel: 01246 574000

London Office  
Tel: 0208 5281040  
Londonsales@btengageit.com  
Scottish Office  
Tel: 01698 505600  
Scotlandsales@btengageit.com

Birmingham Office  
Tel: 0870 3514870  
Birminghamsales@btengageit.com  
Reading Office  
Tel: 0118 9497658  
Readingsales@btengageit.com

[www.btengageit.com](http://www.btengageit.com)



### Offices Worldwide

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