

# Computacenter is New Partner for Krone

Submitted by: Turtle Consulting Group

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Europe's leading IT infrastructure services provider, Computacenter is celebrating the award of Krone PremisNET® Partner status.

The company operates throughout the UK and Europe with a network of 49 branch offices supporting its corporate and government clients. Across Europe it has more than 2,000 staff deployed at customers' premises, implementing, supporting and managing technology for organisations such as BP Amoco, Boots, NatWest and the Foreign & Commonwealth Office.

PremisNET Partner status means that Computacenter can offer the full range of PremisNET and TrueNet cabling systems with the exclusive Global warranty from Krone. The company joins an elite group as there are only nine other firms that have this, Krone's highest accolade. Computacenter has achieved the premium status for a combination of factors that include rigorous quality standards, training record and history of installation expertise. Their volume commitment to Krone, the size of the company and its sales and marketing strengths were also deciding points. The final criteria were pan-European coverage and the highest level of technical ability.

Computacenter's cabling division manager Neal Silverstein proudly accepted the award from Krone. Silverstein commented, "We only offer solutions that are robust and maximise return for our clients' infrastructure investment. Krone's PremisNET solution is an ideal match for our exacting technology standards and our service levels complete the partnership. Together Krone and Computacenter will provide a seamless service to our customers."

With such stringent criteria for PremisNET Partner status Krone's sales director Nick Norris is highly selective as to who holds the title. He explains: "We take a great deal of care to select only those companies whose work we can confidently recommend as being to the highest standards and who can offer international sales, implementation and support. The strength of the warranty we are offering through them gives the end user a comprehensive assurance and so we need to know their work is the best. Computacenter has been rigorously examined and we are delighted to award them this hard-earned qualification."

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Notes to editors

## About Computacenter

Computacenter is Europe's leading independent provider of IT infrastructure services. To help our customers maximise the value of IT to their businesses, we offer services at every stage of infrastructure investment.

We can advise customers on their IT strategy, implement the most appropriate technology from a wide range of leading vendors and manage elements of their technology infrastructures on their behalf. At every stage we help them minimise the cost and maximise the business value of their IT expenditure.

Our corporate and government clients are served by a network of branch offices across the UK, Germany, France, Austria, Luxembourg and Belgium and, through our international partners, at locations throughout Europe, Asia Pacific and North America.

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