



S&T Customer Concept Center

S&T Customer Concept Center is the result of a long and fruitful partnership between S&T and HP and represents the mutual business commitment of the two companies. The Center (referred as CCC) is one of the elements of mid-long term Strategic IT Platform Development built by S&T and HP.

S&T Customer Concept Center is more than a simple hardware demo center. With the foundation of the **S&T Customer Concept Center** we demonstrate HP's and S&T's competence towards customers: based on HP hardware, system management software, and Business Applications - we can together prove that such integrated solutions & concepts will be the best solution for our clients.

Mission

S&T Customer Concept Center is responsible to provide expertise for Business Critical Infrastructure Solutions in the region and to develop business and markets.

Main tasks

- Provide consulting for customers
- Business development
- Support for sales teams in the pre-sales and implementation phases of projects
- Know-how transfer across S&T group
- Evaluating new technologies
- Offering test platforms for complex projects
- Providing proof-of-concepts

Benefits for the Clients

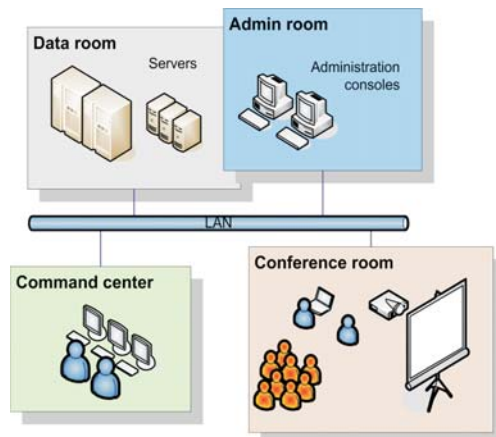
Designed with a customer centric approach, **S&T Customer Concept Center** provides solutions that may be tested and customized to the client's business needs.

With more than a decade of expertise in providing state-of-the-art solutions and services, S&T has the skills, capacity and resources to demonstrate to the clients the solutions the company promotes. Solutions can be tested "hands-on" with the following benefits for the customer:

- Risk-free
- Cost friendly
- Speed to operative environment
- Quality
- Predictability

Configuration & Main Topics to Deliver

CCC Configuration



Main Topics to Deliver

The main topics we are focusing in the Center are the following:

1. Business Continuity & Availability
2. Information Lifecycle Management
3. Enterprise Computing
4. Business Processes

For the future, the topics portfolio will be completed with the Archiving/Compliance.

Jointly S&T and HP demonstrate their competence towards customers and prove that integrated solutions & concepts provide a best practice approach for our clients; among the others:

1. High Availability
2. Virtualization
3. Backup/Recovery
4. Replication
5. Disaster Recovery
6. Infrastructure Monitoring/Management
7. Enterprise Resource Planning
8. Stress Testing
9. Consolidation/Migration/Landscape Optimization

and more details on **Competence Centers** section of S&T Group website www.snt-world.com

Every 6 month there is a technology refresh. For more details/ requests regarding workshops please send an e-mail to ccc@snt.ro