



PARTNER AWARDS 2021

Datacentrix takes top accolades at the HPE Partner Awards for 2020

Datacentrix has received no less than six awards at the Hewlett Packard Enterprise (HPE) South Africa's 2020 Channel Partner Awards. This includes the top titles of 'HPE Hybrid IT (HIT) Partner of the Year' and 'HPE HIT Platinum Partner of the Year'.

The event, which marks the first virtual partner awards event in HPE's history, saw the organisation celebrate the theme 'Art is Life', using the opportunity to advocate the responsibility of all South Africans to help curb the spread of the coronavirus. A minute of silence was held for those who have lost their lives to COVID-19.

During the afternoon, Datacentrix was named as:

- HPE HIT Partner of the Year;
- HPE HIT Platinum Partner of the Year;
- HPE Nimble Partner of the Year;
- HPE Pointnext Services Partner of the Year; and
- HPE Pointnext Services Delivery Partner of the Year.

Tony de Sousa, Business Unit Manager: Enterprise at Datacentrix, explains that HPE thanked partner individuals and teams for their efforts and performance over 2020.

“For Datacentrix to be named as both HPE HIT Platinum Partner of the Year and HPE HIT Partner of the Year was a tremendous honour,” he says. “The HIT Platinum Partner award was presented based on our significant contributions to HPE during the past year, drawing particular attention to the close relationship between the Datacentrix and HPE, as well as our vested interest in improving the way we work while focusing on delivering value to local clients.

“The overall title of HIT Partner of the Year was given to Datacentrix for our excellent performance, according to HPE, as well as consistent attention to happy clients, delivery capabilities, our excellent leverage of HPE's solutions and services, innovative spirit and determination to thrive.”

Datacentrix holds the highest HPE accreditation as a Platinum Partner, and is also a Platinum Hybrid IT and HPE Pointnext partner; a Gold HPE Pointnext Services partner; and an Aruba Platinum partner with ClearPass Policy Management competencies.

The company was pleased to be named as HPE Pointnext Services Partner of the Year for services sold over the year, with a focus on new business, as well as its contributions to GreenLake pipeline advancements and year-on-year growth.

Says Mark Ridley, Pointnext Country Manager at HPE: “As the winner of Pointnext Services Partner category, Datacentrix has proven itself as a steadfast partner, working closely with HPE South Africa to bring in new business and penetrate into new markets. Importantly here, Datacentrix is our first partner in the Middle Eastern, Saudi Arabian and South African (MESA) region to close a GreenLake public sector deal.

“Our final award in this category was the HPE Pointnext Services Delivery Partner of the Year, and Datacentrix has excelled in the areas of delivering a total customer experience, exceeding our joint clients' expectations and building their loyalty, while also ensuring both business retention and opportunity for future growth,” adds Ridley.

Datacentrix clinched the HPE Nimble Storage partner of the Year award by working closely with customers to transform their infrastructure by delivering simplicity, flexibility and intelligence. “Our deep technical expertise in storage and design was critical to winning this title,” De Sousa adds.

In addition to the five partner awards, Datacentrix received an individual award, the Aruba Distinguished Engineer of the Year through a unanimous vote from HPE's technical and channel team.



**Tony de Sousa, Business Unit Manager:
Enterprise at Datacentrix**



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