

Datacentrix wins top Lenovo Data Centre Group award

Datacentrix has been named as the Data Centre Group (DCG) Platinum Partner of the Year for 2018/2019 by innovation and technology company, Lenovo. Datacentrix was presented with the award at Lenovo's second annual channel awards for South Africa and the Southern African Development Community (SADC) region, which took place in Johannesburg.

As a tier one Platinum Partner for both DCG and Lenovo's PC Group (PCG), the award was presented to Datacentrix based on its position as the top reseller with this certification – the highest level of Lenovo partner accreditation – from a sales and revenue perspective for the previous financial year.

According to Graeme Dendy, operations and services manager for Converged Solutions at Datacentrix, the company is tremendously pleased to receive this award. "We've put a huge amount of focus on building the highly available and reliable Lenovo brand over this past year, and to receive the top DCG accolade, having not featured in the previous year's award, underlines our efforts.

"We have seen major traction within the hyper-converged solution market, where Lenovo's strategic partnership with Nutanix has allowed us to provide a

solution that allows companies of all sizes to efficiently consolidate and run all virtualised workloads on a single system.

"Moving forward, we see this as being a key solutions set within our hyper-converged stack, and look forward to intensifying our partnership with Lenovo," he adds.

Jim Holland, country general manager, South Africa and SADC, continues: "The main criteria for Datacentrix' award were total revenue contributions in the region, where our partner had carried out some very big deals, as well as percentage of growth year-on-year. We also based the award on the level of investment in skills in the company, and building the level of relevance in the organisation.

"Datacentrix is a tier one partner and, as such, plays a critical role in our go-to-market strategy. The Lenovo DCG grouping is relatively new in South Africa, but Datacentrix has built its competence quickly, while also adopting our customer-positioned strategy and translating it for local clients. In terms of Datacentrix' technology and skills, from our perspective we see a strong partnership going forward, with a close collaboration between our two organisations." Holland concludes.



Jim Holland, Regional Director: Lenovo DCG, Southern Africa; Shawn Marx, Business Unit Manager, Datacentrix; Graeme Dendy, Operations and Services Manager: Converged Solutions, Datacentrix; Suveer Rambaran, Lenovo Product Specialist, Datacentrix; Michele Groenewald, Lenovo Data Centre Partner Account Manager; Conrad Dellar, Pre-sales Specialist, Datacentrix; and Steven Bouwer, Pre-sales Specialist, Datacentrix