



Hardware and Maintenance Services

Choosing the right hardware for your system

No two businesses are alike and nor are their hardware needs. At ArdentA we understand this and we realise that it's vital to find the precise hardware solution that's right for your business.

We provide a one-stop shop approach, offering the most flexible and scalable hardware, including servers, storage and upgrades – new or used, refurbished or remarketed – to save you money in both the short and long term.

Our consultative approach, combined with our freedom to select any hardware provider, means you get a solution that's just right for you.

Expert impartial advice

We have partnerships with the major hardware providers but insist on providing an impartial view of what your business requires, to ensure you select the solution that best fits your needs.

Our team of highly skilled, industry-certified staff specialise in constructing company-wide solutions and are experienced in working with the very best enterprise technology platforms.

We're experts in optimising the value of your investments. We are an authorised IBM Premier Business Partner, EMC Velocity² Associate Partner, Cisco Reseller and Sun Reseller among others, with expert hardware knowledge across multi-platforms. We also have partnerships with hardware brokers who provide cost-effective, reliable remarketed hardware with warranty.

And because we're also an IT services company, we actually use the products we sell every single day, in real customer sites, so you can be confident that we'll deliver the most flexible, appropriate and scalable solution.

Ardenta is wholly owned by its technical founders, who will always ensure that we only specify solutions that are precisely suited to your needs, not our own.

Our hardware service is built on three key factors:

- The vast knowledge of our expert staff
- A commitment to customer satisfaction
- A strictly independent consultative approach

Benefit from our years of experience and expertise

At ArdentA, our team of highly skilled technical experts have a proven track record in advising customers on the best hardware and maintenance solutions for their needs in a variety of industries. Our clients include:

- **BP**
- **Clyde and Co**
- **ITV**
- **Musgrave Budgens Londis**
- **Polo Ralph Lauren**
- **The Tote**

“ During our dealings with ArdentA we have always been impressed with their expertise, professionalism, costs and speed of response. We always go to them first, and would recommend that others do too! ”

Adam Livingstone,
CIMA (the Chartered Institute
of Management Accountants)





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Maintenance that gives you peace of mind

Maintenance is all about one thing – ensuring that the business-critical hardware supporting your organisation is protected at all times.

We will first discuss your requirements to ensure that all your existing SLAs (Service Level Agreements) are addressed and that you get the cover your business needs. In most cases we can match or even better your existing SLAs. Our alliances with many third-party maintenance companies cover most situations and hardware platforms – so we can deliver significant cost savings against your existing maintenance contract as well as provide more flexible maintenance cover if required.

Seamless cover that's there when you need it

When you take up your maintenance service, our expert team will make certain that your new service is up and running smoothly by the time your existing agreement ends. This means you can be confident that your maintenance service will move seamlessly from your incumbent supplier to Ardenta, continuing the high-quality service you require.

Our maintenance contracts are built on three key factors:

- The high-quality service we deliver
- Our extremely competitive pricing
- An ability to offer flexible maintenance contracts

So how much could you save?

Thanks to a team of highly experienced consultants, we can put together extremely competitive maintenance deals offering significant discounts. The following are genuine cost-saving examples of contracts we have created for our customers:

- **Sun third-party maintenance.** Typically we cut existing contracts by **20-50%**. One customer was paying £150,000 a year for Platinum cover. We delivered a more flexible £100,000 a year contract.
- **Bull Escala.** A Bull contract was costing one customer £85,000 a year. Our third-party contract was £60,000 a year.
- **HP.** One retail customer was paying £68,000 for an annual HP contract. We provided a third-party maintenance contract for £55,000 a year.
- **IBM.** We deliver third party maintenance cover that is typically **20-50%** lower than the IBM list price.
- We can also reduce your SQL Server and Oracle DBA costs by **20-40%**.



So why not get in touch and see how we can help advise you on the right hardware and how to maintain it?

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