



# VMware Procurement Agreement

## What is the agreement?

This pricing agreement has been transparently tendered through Buying Solutions CITHS Framework to offer best value to the NHS and support virtualisation projects across all member health care organisations. In Partnership with NHS Shared Business Services/Re:Source East Midlands/LPP London/Yorkshire & Humber CPC, Computacenter and VMware have designed a commercial program to ensure cost efficiencies and IT innovations are within reach of every NHS trust in England, by offering consistent and predictable special pricing that was not previously available.

Computacenter and VMware have a successful ten year partnership, delivering virtualisation solutions to our customers. Our partnership has resulted in an unprecedented cost saving agreement with the NHS to offer up-to 20% savings across most of the NHS.

## When does it start?

The Agreement commercials and support will be available as of 1 May 2011; this agreement has been set in place to run for an initial one year with the capability to extend a further two.

## Which products are included?

VMware products included in this agreement are, vSphere, vCenter, VMView and core management and operational tools such as SRM, CapIQ etc. For further detail on included products please contact [kelly.calver@computacenter.com](mailto:kelly.calver@computacenter.com)

## How does it buy background?

Through a transparent and diligent selection process by the Procurement organisation, Computacenter were selected as the most economically advantageous supplier.

First Steps:

- Ensure you are aligned to one of the participating Procurement organisations (NHS SBS, Re:Source East Midlands, LPP London, or Yorkshire & Humber CPC)
- Contact Local Procurement organisation to align requirement
- Request quote under agreement schedule for your requirement from Computacenter

Up to **20%** Saving

3 Year Framework

No need for expensive tenders

Clearly defined virtual team

Access to support and advice from Specialists

## Who can you contact?

To provide the best possible joint service from VMware and Computacenter we have created a virtual team to support this framework and provide advice and support on your virtualisation strategies.

### Software Solutions Specialist (Computacenter)

#### Kelly Calver

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### NHS Account Manager (VMware)

#### James Smyth

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### Territory Account Manager (Computacenter North)

#### David Cambridge (BA Hons)

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### Territory Account Manager (Computacenter South)

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