



Channel Island First For C5 Alliance

C5 Alliance has been invited to become a strategic Professional Services Partner (PSP) for HP, the world's largest technology company, advising on server and data storage solutions for Channel Island businesses.

C5 are one of only a handful of strategic PSPs across the United Kingdom and the achievement marks another significant milestone in the company's continued growth and international recognition as a leading professional services consultancy. As a strategic PSP, C5 do not sell HP hardware directly which means they can advise on the best HP solutions available from the HP portfolio and then work with clients to source the hardware from the client's preferred hardware suppliers. A team led by C5's Rob Leader worked for months to meet the stringent criteria for technical services laid down by HP.

Rob Leader said of the accreditation: "This was no easy task. We had to prove to HP that, as well as having in excess of ten years qualified experience, delivering exceptional Enterprise level server and storage solutions to the industry, C5 Alliance is also capable of consistently exceeding their standards for service delivery. We're obviously delighted to have succeeded in our bid to join the select few companies that have attained this exclusive accreditation."

C5 Alliance Managing Director Mark Loane said: "We have built a reputation in Jersey and Guernsey for delivering technology solutions of the highest standard. PSP authorisation strengthens our position as a reliable, consistent and flexible provider of technology solutions across all sectors of the economy in both Bailiwicks, from government departments to finance and legal firms."

Paul Early, UK TS Channel Manager for HP UK said: "We identify for our customers carefully selected HP Service Partners who offer significant added value in the delivery of HP-branded services. Accreditation is only awarded to those channel partners who meet the associated business, quality, certification and qualification criteria. We are looking forward to working with C5 Alliance as our Channel Island HP Service Specialist in 2011."

PSP Authorisation is designed to give clients confidence that their HP partner can deliver a comprehensive planning, design and implementation service when seeking solutions to their server and data storage challenges. By working with an accredited HP PSP the client has the peace of mind that their service is underwritten by HP expertise and they have direct access to priority HP technical support.

