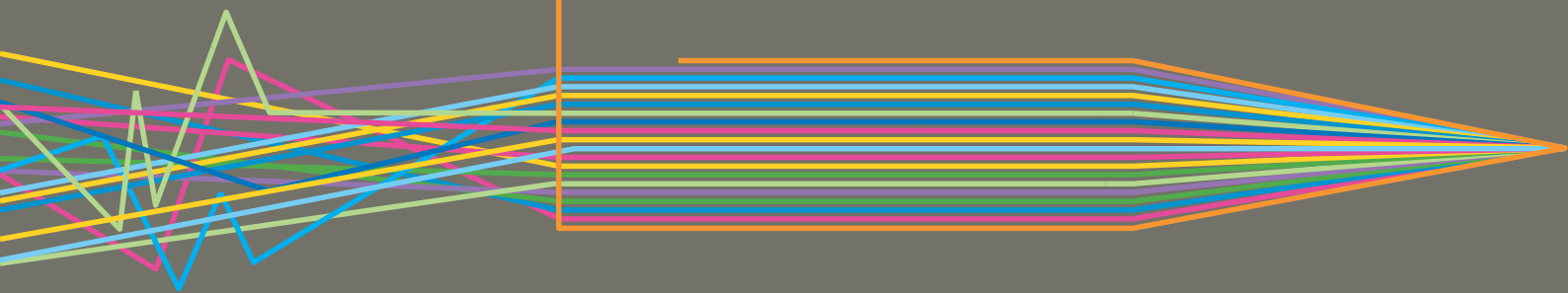




CAE Essential



The Vision.

It is by bringing the best IT skills together in one place that can help your business meet current and future challenges.

To be recognised as delivering exceptional business benefits to loyal customers through IT products and services that work. To achieve this with a company that is plain speaking, hard working, knowledgeable, flexible and thought of as the best possible place to work.

Key Principles




- ✓ To maintain the highest level of accreditation for the World's leading technology manufacturers
- ✓ To deliver technology that we know works
- ✓ To work with corporate and public sector organisations
- ✓ To deliver services that cover every aspect of a technology lifecycle
- ✓ To partner organisations that offer something CAE does not in order to provide the best possible customer experience
- ✓ To demonstrate more agility in every customer contact than any other IT reseller
- ✓ To keep our customers and employees loyal



Our knowledge. Your business.

It works.

Major Partnerships.

 <p>Cisco Gold Partner Customer Service Excellence Security specialisation Routing & Switching specialisation Unified Comms specialisation Wireless specialisation DMS authorised (first globally)</p>	<p>2010 Preferred Partner GOLD</p>  <p>HP Gold Preferred Partner Services Sales specialist Computing Systems specialist Procure Networking partner</p>	 <p>PREMIER SOLUTION PROVIDER</p> <p>INFRASTRUCTURE VIRTUALIZATION</p> <p>DESKTOP VIRTUALIZATION</p> <p>BUSINESS CONTINUITY</p> <p>VMware Premier Partner VAC Gold Partner Infrastructure specialisation Desktop specialisation Business continuity specialisation</p>
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 <p>Microsoft Gold Certified Partner</p>	 <p>Citrix Silver Solution Advisor</p>
 <p>Dell Premier Partner</p>	 <p>Hitachi TrueNorth Partner</p>

Our knowledge. Your business.

It works.

Also Working With....



Our knowledge. Your business.

It works.

Portfolio.

Networking	Routing and Switching	Cisco Switches and Routers HP Procurve Switches Force 10
	Quality of Service / Optimisation	Cisco WAAS Packeteer DBam Riverbed
	Security	Cisco Adaptive Security Appliance (ASA) Cisco Network Appliance Control (NAC) Cisco CS MARS Cisco Intrusion detection / protection Netscreen / Juniper firewall Nokia / Checkpoint firewall Watchguard firewall Fortinet Fortigate Unified Threat Management
	Wireless	Cisco access points and controllers Cisco Wireless Management HP Procurve access points
	Unified Communications	Cisco Call Manager and IP phones Cisco Contact Centre ARC attendant console
	Digital Media	Cisco Digital Media System
	Storage	Cisco MDS Brocade HP
	Management	Cisco Works SNMPc Solarwinds What's Up Gold Cyclone NetPrefect

Our knowledge. Your business.

It works.

IT Systems	Server and Blade	HP server and blade IBM server and blade Dell server Sun server APC racks and power
	Storage	HP EVA, MSA and Lefthand Hitachi Data Systems (HDS) Compellent EMC Equallogic Isilion
	Desktop / Laptop	HP laptop, desktop and workstation Dell laptop and desktop Acer laptop Lenovo laptop and desktop Toshiba laptop Fujitsu laptop Wyse terminals Apple laptop and workstation Sony laptop
	Printing	HP Lexmark
	Peripherals	HP displays NEC displays Samsung displays Logitech

Application	Virtualisation	VMware Citrix Platespin Datacore Microsoft Vizioncore
	Operating System	Microsoft Linux
	Application	Microsoft Active Directory Microsoft Exchange, SQL Oracle Adobe Ghost imaging
	Security	Cisco Ironport Websense Mimesweeper Mail and Web Marshal Symantec Computer Associates RSA secure access
	Thin Client	VMware VDI Citrix
	Storage	Enterprise Vault email archiving Message Labs email archiving Veritas Legato

Services.

Strategy

Identifying business needs and sources of competitive advantage

Audit	Specialist audits for each technology solution
Design	Fully documented, industry and manufacturer best practice design
Benchmark	Industry reports and practical comparison tests
Demonstration	Guided tour of technology with return on investment examples
Proof of Concept	Extended testing in lab or onsite facility with consultant support
Consult	Highly skilled engineering with up to the minute knowledge

Reality

Getting everyday benefits from IT deployment

Configuration	Hardware and software built to exact specifications
Staging	Secure storage and timed delivery to fit project timescales
Cabling	Structured cabling delivering cost effective quality
Installation	Highly flexible, cross technology nationwide professional service
Project Management	Prince / ITIL resource to ensure smooth project delivery
Migration	Software upgrades with minimal business impact
Disposal	Environmentally responsible and secure asset disposal
Training	Knowledge transfer tailored to meet operational requirements

Integrity

Maximising the benefits of investment through a trusted partner

Asset Management	Accurate ongoing control of all IT assets with full reporting
Change Control	Management of all moves, additions, deletions and changes
Helpdesk	24 x 7 engineering support over the phone
Maintenance	24 x 7 break fix with global coverage and SLAs including 2 and 4 hour fix
Monitoring	Proactive status for critical network, server and storage infrastructure
Resourcing	Engineering support exactly when it is needed and regular onsite presence
Shared Services	A combination of services managed jointly to reduce costs and improve SLA

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It works.

Added Value.

Every Technology Project is delivered in order to maximise value by maximising revenue or reducing cost

- **Managing budget** – consistently the best possible pricing and finance options
- **Managing time and resource** – complementary engineering skills in order to meet every technical requirement
- **Recruiting, training and managing staff** – courses, lab facilities and bespoke onsite sessions to boost knowledge and the recruitment skills of CAE Resourcing
- **Aligning IT with the business** – return on investment models and technical designs relevant to all business stakeholders
- **Keeping up to date** – briefings, bulletins and a trusted relationship to rely on for the long term

Vertical Markets

Outstanding track record with references available across industry sectors including:

- Finance
- Media
- Retail and Travel
- Internet Service Providers
- Other Corporate and Charities
- Schools
- Higher and Further Education
- Health
- Local Government

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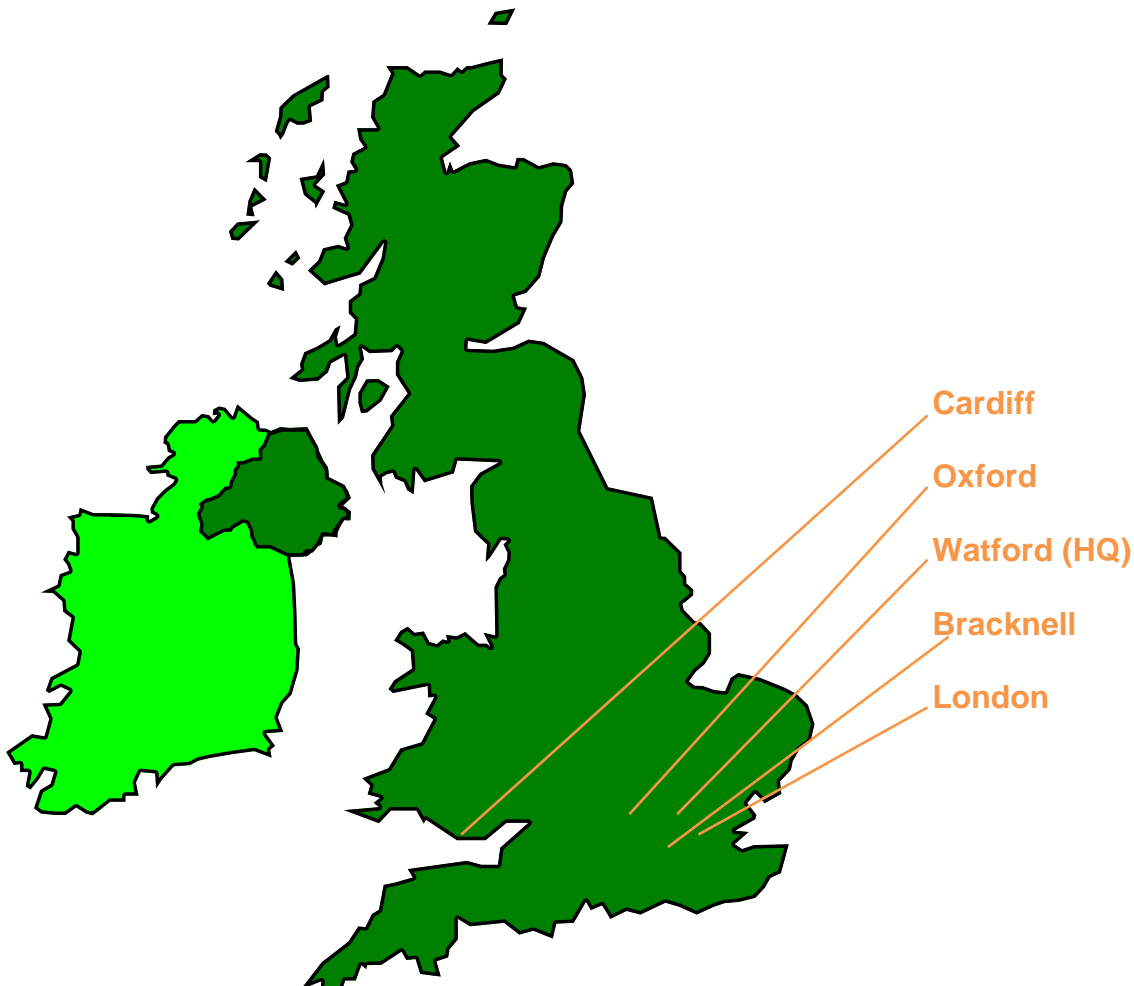
It works.

Key Facts.

CAE was incorporated in 1992 and is owned by the management team following a Management buyout in 2004 using the holding company CAE Assets.

Year End	2006	2007	2008	2009
Turnover	£20.1m	£25.8m	£32.5m	£40.0m
Employees	56	64	87	98

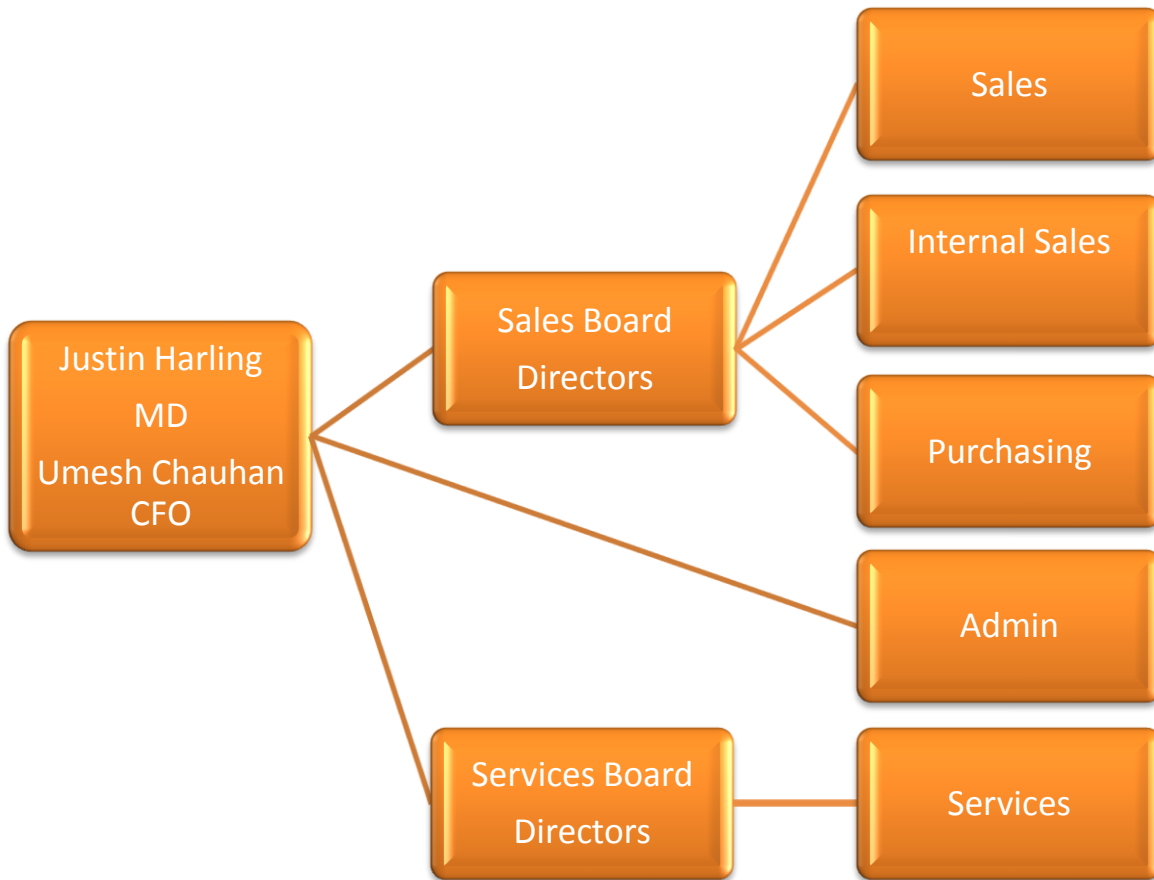
Office Locations



Our knowledge. Your business.

It works.

Organisation Chart.



Our knowledge. Your business.

It works.

Company Milestones.

1993

CAE Formed

1994

Accredited with HP and IBM

1998

Become a Cisco Partner

2000

Recognised in the Virgin Fast Track 100 fastest growing companies

2001

Recognised in Deloitte & Touche / Independent on Sunday Indy 100 fastest growing companies

2002

Become a Microsoft Certified Partner

Achieved the highest customer satisfaction score in the UK for the first time in the annual Cisco survey

2004

1st IT reseller to get membership of the Institute of Customer Service

2005

Become a HDS Partner

2007

Become VMware partner

Cisco Award for Outstanding Achievement in Customer Service

2008

Awarded 2 star Best Companies status

Win Microscope Hardware Reseller of the Year

Sunday Times Top 100 Best Small Companies to Work For (67th)

2009

Awarded 3 star Best Companies status

Sunday Times Top 100 Best Small Companies to Work For (28th)



Our knowledge. Your business.

It works.

Contact us for all your IT infrastructure requirements

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