

**cristie data**  
an iomart company

**IT INFRASTRUCTURE EXPERTS**

*"We're both as invested as each other in the outcomes, because there's so much history between us. They know what we want even when we don't know ourselves. That is value that is hard to put a number on, it couldn't be better. It's a brilliant relationship!"*

**Harvey Ditchfield** - Team Manager,  
Databases and Storage



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## WHO WE ARE

Cristie Data have been a trusted, innovative and leading-edge data storage, backup and virtualisation solutions provider across all sectors of industry for 50 years.

From SMEs to large enterprises, and public sector to private sector, whatever the size or type of customer we're helping, everyone receives the same great levels of advice, support and friendly service.

Our focused data storage, backup and virtualisation solutions are based upon tested and validated technologies. These provide the widest possible support for diverse IT environments, often integrating with existing systems and storage investments rather than having to replace them and begin again.

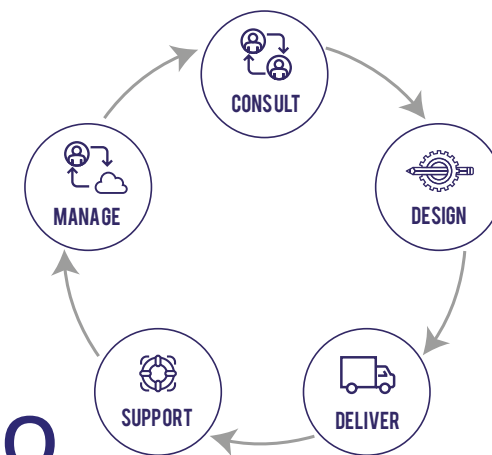
**Learn more**  
[www.cristie.co.uk](http://www.cristie.co.uk)

**Talk to us today**  
01453 310050 or [sales@cristie.co.uk](mailto:sales@cristie.co.uk)

## WHAT WE DO

**Cristie Data take a consultative and platform agnostic approach to any customer project**

We are a solutions provider of IT infrastructure systems that through qualification and testing we consider to be technically superior. We aim to augment and improve infrastructures which save our customers time, cost and deliver significant value to their business.



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## HOW WE DO IT



### CONSULT

We take a consultative and platform agnostic approach to any customer project. We first understand your businesses structure, growth needs and commercial drivers. We then advise on solutions that are best aligned with those business needs.



### DESIGN

The consultation process continues through to the design and pre-sales architecture stages. We help our customers with sizing, scoping and demonstrating how different solutions can work for their environment and the business outcomes they are looking to achieve.



### DELIVER

Cristie's Professional Services and Account Management teams provide help and support to you throughout each stage of your project. With over 40 years of experience, your onsite implementation, systems integration and project management is fast, thorough and effective.



### SUPPORT

Ongoing support and Account Management are critical to our customer relationships. From licence registration to fixing an issue before you even know it existed, proactive support relationships add real value to our customers.



### MANAGE

Cristie take away the pain of infrastructure, backup and disaster recovery with our flexible and fully managed services (as-a-Service). Our highly skilled and experienced engineers provide ongoing day to day management with our BaaS, DRaaS and IaaS solutions

## PARTNERS

### We recommend the best vendor solutions to our customers

Key to our strategy and success is our ability to integrate and work with some of the IT industry's leading manufacturers. We invest significant time and resources into our partner relationships helping us to deliver value to both our partners and our customers. For our tier one partners, implementation, design and technical support (field and phone based) is primarily handled by our Cristie Professional Services team. This approach allows us to work effectively with both our customers and our partners to continually deliver a very high level of service.



**arcserve**<sup>®</sup>  
iomart







GREATER  
**LONDON**  
AUTHORITY

"We've had one of the best working relationships with Cristie, there's no doubt about that. They went over and above what was contracted and became part of the GLA team. As a result our engineers were motivated to learn more about the product and got to know it really well."

- **Programme Manager**, Greater London Authority



 **ashornehill**  
Creating growth through people

"Cristie Data have become a valued partner, providing a great backup solution. I never find myself wondering if our backups are ok. If we experience a software, virus, corruption, bad-update issue; recovery is very swift from the local appliance"

- IT Officer



*Lodders*  
solicitors

"Working with Cristie Data gives us real peace of mind. It was a no brainer deciding to choose them as our Partner."

- **Head of IT Infrastructure**, Lodders



 **Nu-Pro**  
LIMITED

"Backup was taking almost a day out of the working week for my IT team. Now I don't have to worry about downtime or data loss, Cristie just do their magic in the background. It's made recovering data so much more efficient: it takes seconds or minutes now, instead of days. It's great to know that someone is watching over our backups every hour of the day."

- **Group IT Manager**



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