



**AdVantage
Network**

**TECHNOLOGY EXPERTISE
WHEN YOU NEED IT**

The AdVantage Network

The AdVantage Network represents a partnership of technology resellers and systems integrators that work together to meet your business needs.

As independent companies we have developed market leadership in our chosen aspects of IT. At the same time we have learned which solution providers in complementary areas of IT are the best at servicing their customers' needs. The AdVantage Network brings these companies together so that you and your business can benefit not only from our technology expertise but also from our knowledge of the reseller and systems integrator market.



SAVING YOUR TIME



**SIMPLIFYING
YOUR SEARCH**

Why should you care?

As specialists in each of our chosen areas of IT we each have the ability to provide you with expert advice on both the type of solution and on the specific products that best fulfill your requirements.

Our motivation to refer you to a Network partner is purely based on providing you with a complete solution and the best service possible. In this way we aim to retain you as a long-term client.

Through the network you can choose who the final invoices come from, at exactly the same value; just in case you don't want to increase the number of your suppliers. Alternatively the referred company will be happy to set you up as a customer and look after your every need. The reliability of Network members is important to us since the level of service provided to you by one member reflects on the Network as a whole. This means that you can be sure of getting excellent service without having to spend time evaluating new suppliers.

How can you get involved?

All you need to do to benefit from the Network is to explain what your technology requirements are. Your existing account manager will either be able to help you directly, or can direct you to a Network partner who specialises in the area you require. You can rest assured that the advice you obtain and the solutions that are recommended will be the most appropriate to meet your needs whilst ensuring, through the power of the network, that the best value is delivered.



BEST ADVICE

ADVANTAGE NETWORK MEMBERS



Since its formation in 1988, Integralis has set the pace for information and network security and is now one of the fastest growing IT services groups in the world.

With unrivalled experience in integrating world-class security solutions, Integralis advises on the implementation of IT security solutions offering a full service approach. Integralis combine services and system integration, the deployment of "best-of-breed" security products, and true comprehensive support 24 hours per day. The portfolio covers services such as consultancy, audits, risk management and security policies and builds on the experience that comes from implementing more security projects than any other company in Europe. Consequently many government organisations, and over 50% of the FTSE 100 partner with Integralis.

Integralis Managed Security Services are available worldwide to protect you from threats 24 hours a day. Our unique infrastructure allows us to make high quality information security simple, painless and effective.

Specialisation

Security
Integration
Audits
Risk Management
Products
Managed Services

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Trustco Plc focuses on advising and buying Information Technology solutions that best meet your needs. With ten years of market experience, Trustco has developed expertise in many technologies, enabling us to offer complete turnkey solutions. We specialise in servers, storage and virtualisation incorporating backup, disaster recovery and business continuity. We can sanity check your thoughts and contribute our experience to ensure a manageable solution that stands the test of time.

Specialisation

Servers
Storage
Virtualisation Solutions
Backup
Disaster Recovery
Business Continuity

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