

Leading Chicago IT Services Provider Current Technologies attains Dell Enterprise Architecture Certified Partner Status

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Downers Grove, IL – Current Technologies, a leading Chicago IT Services provider, has announced that it has recently joined Dell's PartnerDirect program as a Certified Dell Partner. The PartnerDirect program is built on three main tenets of simplified IT, less complexity, and the advantages offered by the Dell business model this will create a lasting and mutually beneficial relationship between Dell and Current Technologies.

As a Certified Dell Partner specializing in Enterprise Architecture, Current Technologies gains additional expertise in key enterprise products and solutions, including servers, storage, virtualization, computing flexibility and energy efficiency.

In addition to the basic benefits available to Dell Registered Partners, Current Technologies can take advantage of access to demonstration units, field-based account management as well as a range of financing options, deal registration and support. PartnerDirect, administered by the Dell Americas Channel Group led by Greg Davis, is designed to provide companies like Current Technologies with the opportunity to utilize Dell's enterprise expertise while also helping Dell to evolve its culture.

Current Technologies VP of IT Solutions, Mark Rhodes, commented, "The decision to Partner with Dell will allow us to provide industry leading solutions to satisfy client requirements - especially in the areas of storage, disaster recovery and server virtualization."

Through PartnerDirect, Dell is formalizing existing initiatives to help partners like Current Technologies to increase profitability and deliver greater value and choice to their customers. In December 2007, Dell launched a dedicated online community for partners to broaden conversations about how Dell can best meet the needs of its partners and work with them to simplify information technology for their customers.

Based on feedback from thousands of solution providers, features developed as part of the PartnerDirect program include:

- Access to a dedicated partner Web site at www.dell.com/partner
- Partner logos and guidelines for certain marketing activities
- 100-percent dedicated sales and customer care
- Certification paths and training
- Range of financing options
- Deal registration serviced by Salesforce.com's partner relationship management tool.

Organizations interested in Dell's PartnerDirect program can learn more by visiting www.dell.com/partner