



## KEY HIGHLIGHTS

INDUSTRY: TECHNOLOGY

**LANexpert**  
simplify complexity

## SOLUTIONS PROVIDED

- Virtualization Assessments and Audits
- Architecture Design
- Server Consolidation & Containment
- High Availability / Business Continuity
- Infrastructure Migrations (P2V, V2V, V2P)
- Version Migrations (VIN 2.x to VI 3.x)
- Enterprise Orchestration,
- Virtual Desktop Infrastructure,
- Support
- Training

## CERTIFICATIONS

- 15 VMware Certified Professionals
- 15 VMware Sales Professionals

## COMPLIMENTARY TECHNOLOGIES

- Platespin
- Brocade
- FalconStor
- IBM
- Hitachi Data Systems (HDS)
- EMC
- Brocade
- BlueLane

*"VMware is the perfect company to partner with because they have a revolutionary technology that is driving significant changes across our industry and some compelling programmes to help support our business. As a VMware partner, virtualization technology has opened up significant new opportunities, both for us and our customers. For us, it is quick and easy to implement, and helps us to deliver cutting edge projects that have helped us build lasting relationships with some major customers. For our customers, virtual infrastructure solves many traditional complexities of a typical IT infrastructure and delivers a fast and obvious return on investment."*

Arturo Ibanez, LANexpert

## LANexpert

Founded in 1995, LANexpert is an IT solution provider based in Switzerland, with offices in Lausanne, Geneva and Zurich. LANexpert helps customers plan, build and support their IT infrastructures and has strong expertise in the systems, networking, security, storage and ITSM areas. With more than 100 strongly skilled and certified employees, LANexpert also offers standard and custom training courses on all the technologies and products within its portfolio.

LANexpert first partnered with VMware in 2002 when, during a datacenter optimization project, its engineers noticed that servers were taking a lot of space in the racks while CPU utilization was often very low. In addition, the customer was adding several new servers a week, and their IT staff were spending a lot of time completing these installations. After successful testing phase, the customer chose to implement VMware ESX. At the time, this was the first project of this kind in Switzerland and proved to be a huge success.

Since 2002, the relationship between LANexpert and VMware has grown considerably. Based on the strong technical innovation and stability of VMware products, LANexpert has delivered a number of extremely successful implementations to customers, especially involving the cutting-edge VMotion technology. A combination of an early relationship with VMware and strong ongoing sales helped LANexpert become a VMware Premier Enterprise Partner in June 2005. While products sales have dramatically increased over the past four years, VMware projects have also created a number of service-based opportunities for LANexpert, with customers typically looking for consulting, training and technical assistance to support the success of their projects. A comprehensive range of official VMware training is delivered out of the LANexpert offices in Geneva and Zurich, while the LANexpert Support Center delivers 24x7 technical support for VMware solutions.

## Results

- \$2.8m revenues from VMware licenses and subscriptions in 2007
- 1,800+% growth in VMware license and subscription [support] revenues since 2005
- Overall company revenues have grown from \$12.5m to \$33m since working with VMware
- 90% of virtualization projects include storage component; 20% include additional software sales
- Opened up new disaster recovery and fault tolerance opportunities
- Increased workforce by 225% since working with VMware – moving from 35 employees in 2002 to 100 employees at the end of 2007