

MTI Technology GmbH

Solution Provider, Cloud Service Provider and APEX Partner

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Short Introduction

MTI is a key entity within the global Ricoh Group, specialized in integrated IT solution design and delivery of own professional and managed services tailored for data center customers.

As Germany's most certified direct Dell Titanium Partner, MTI is the only reseller who offers localized customer support in both German and English.

Storage and Backup Solutions competencies are the result of a strong legacy EMC partnership since the beginning.



Key Facts

Locations (DE): Frankfurt (HQ), Munich (Branch)

Revenue (Dell): MTI Germany \$ 5.1 M, MTI Group \$ 46,2M in FY24 (net bookings)

Main Products: Primary Storage (Unity, PowerStore), Data Protection Appliances and Software (PPDD, PPDM, DPS, Networker), Unstructured Storage (ECS, PowerScale), HCI (VxRail)

Titanium Status: Requirements for FY25 already achieved

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Solution Competency



Highlight

Active - Active Midrange Solutions (€ 300k per Project)



Datacenter Focus

Deep Backup- and Midrange-Storage know-how for more than 35 years



Segment Focus

Medium and Enterprise Corporate



Regionality

Germany, Europe and Worldwide

Sales

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