

German customer centric solutions offered to experts in high-tech technology and local resellers of IT hardware and software

Summary

Profile type	Company's country	POD reference
Business Offer	Germany	BODE20231002001
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Noriko MITA	2 Oct 2023 1 Oct 2024	2 Oct 2023

General Information

Short summary

A German company is specialised in HPC (High Performance Computing: the ability to process data and perform complex calculations at high speeds), Cloud and Big Data solutions and technologies. It is offering its customer centric solutions to experts in high-tech technology like HPC and AI and local reseller of IT hardware and software under commercial agreements.

Full description

The German company has more than 15 years' experience in challenging IT subjects like HPC, AI and Big data. It works towards offering the latest technology-based customer centric solutions to increase the return on investments. Customer-centricity is a business strategy that is based on putting the customer first and at the core of one's business in order to provide a positive experience and build long-term relationships.

The German company has a clear focus on specific technologies, which allows it to specialise and offer the best solutions and services. They are successfully active in EMEA regions (Europe, Middle East, Africa), dealing with challenging projects.

The solutions offered by the company are:

- HPC solutions (High Performance Computing):

The German company offers HPC Solutions and annual maintenance for enterprise customers. It offers services that

include design and installation of supercomputers, HPC clusters, HPC Parallel storage systems, user training, system administration training, parallel file system administration training and benchmarking.

- Big Data solutions:

Data is fast becoming the most valuable currency in this new data economy. It is critical to making a business more successful. The big data solutions of the German company offer improved customer experiences and business operations.

- Cloud Solutions:

With its IaaS, PaaS and SaaS buyer's guides the German company helps get started evaluating the top cloud computing solutions by outlining the key considerations as well as the pros, cons and risks that come along with them. Its goal is to streamline the evaluation process by providing an unbiased, analytical look at what the solutions offer and how they can benefit your organization.

The German company cooperates with teams located in many regions and can support customers quickly by remote or onsite.

It offers to work with local companies and share their experience with the local customers, just like a team would do. Through a cooperation with the German company, any local company can address all enterprise requirements of their customers. For example, if a customer asks for HPC, AI and big data services and the local company does not have capabilities, the German company offers the service jointly with the local team to the customer.

In order to broaden its network, the company is looking for experts in high tech technology like HPC and AI as well as local resellers of IT hardware and software in different European countries and in Japan.

Advantages and innovations

- Large-scale HPC systems are complex and expensive to implement. The German company offers its expertise in the design, integration and deployment of systems while minimising the risk for the end user.
- The potential partners can create added value for the projects they undertake jointly with the German company.
- The company is convinced that experience is the key to knowledge. They have a large reservoir of experience as not only have they been associated with the IT industry for years, they have executed projects of various types of differing sizes and differing requirements.
- They have very strong business relationships with the technology leaders who are known around the world for their specific product range.
- They have years of experience of HPC, AI and Big data projects in many countries in EMEA (Europe, the Middle East and Africa).
- Having a full range of solutions allows them to specialise. This means they can offer the best solutions at the best prices and with the best support.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

- **Goal 14: Life Below Water**
- **Goal 12: Responsible Consumption and Production**
- **Goal 11: Sustainable Cities and Communities**
- **Goal 13: Climate Action**
- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

Partner Sought

Expected role of the partner

The partners sought are experts in high-tech technology and local resellers of IT hardware and software. The sought experts in high-tech technology can be for example: technology consultants, cybersecurity specialists, cloud computing architects, data analytics consultants, networking specialists, ERP (Enterprise Resource Planning) consultants, software developers, IT training and education providers. The sought local IT reseller companies can be businesses that specialise in selling IT hardware and software solutions to local organisations. They may offer consulting services in addition to product sales. The partners sought are expected to use the German customer centric solutions and offer them to their customers.

Type of partnership

Commercial agreement

Type and size of the partner

- **Other**
- **SME <=10**
- **SME 11-49**

Dissemination

Technology keywords

Market keywords

- **02006008 - Data storage**
- **02006005 - Big data management**
- **02006009 - Other computer services**

Targeted countries

- **World**

Sector groups involved

- **Digital**
- **Retail**

Media

Images

[BODE20231002001](#)