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Unix support company launches channel program

Services provider looks to recruit partners in Sydney and then nationally to assist providing pre- and post-support for Unix systems

Matthew Sainsbury 05 June, 2008 15:52:28

Support service provider, MVSS (Multi Vendor Support Services), is looking to establish an Australian channel.

MVSS focuses on midrange and high-end business infrastructure including Unix, IT hardware and server health checks. It specialises in Sun, HP, IBM (p and iSeries systems) and Cisco systems. MVSS channel manager, Steve Tabikh, said it had found a lot of organisations to be deficient in Unix capabilities.

"The channel program is available to a selection of partners who have clients with Unix infrastructure and geographic coverage in areas we need to expand our presence. Often we find partners are not actively selling Unix because sales reps are more familiar with Wintel and networking solutions. This leaves an opportunity for their competitors to proactively seek business in their accounts," Tabikh said.

The first step is to build up its channel in NSW to cover large enterprises, who were the traditional Unix user base, he said. Long-term, MVSS planned to recruit half a dozen partners across Australia and will also be on the lookout for smaller partners that fit with its program.

MVSS' approach includes sales training, pre-sales and post-sales support. The company currently has five staff allocated to pre-sales.

"Ideally channel partners have a reasonable number of clients with Unix infrastructure, although some of our smaller partners like to take advantage of our value-add service of walking them into a new Unix account not currently on their books," Tabikh said.



It's lift-off for MVSS' channel program

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