Partner Case Study

EPMTIC Drives Customer Success with Dell Technologies and AMD

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Delivering future-ready IT, faster

We spoke with the team at EPMTIC to gain their insights into the significant benefits and advantages that partnering with Arrow, Dell and AMD provides. Here's what they had to say.

Please provide a short introduction to your business

We are a technology integrator specialising in delivering high-performance infrastructure solutions for medium and large enterprises.

Our focus is on helping customers modernise their IT environments with reliable, scalable, and energy-efficient technologies.

What unique value do Dell and AMD bring to your portfolio compared to other vendors?

Dell and AMD offer a combination of performance, efficiency, and reliability that stands out in the market.

Their platforms allow us to deliver solutions with **exceptional compute density and outstanding price-performance balance.**

How does the solution help you differentiate in a competitive market?

The combination of Dell PowerEdge servers and AMD EPYC processors enables us to provide customers with highly optimised, future-proof architectures.

This helps us differentiate by offering **greater performance per watt and faster deployment times** than competing alternatives.

What opportunities do you see for growth with Dell and AMD technologies in the coming year?

We expect strong growth in projects involving virtualisation, cloud infrastructure, and data-intensive workloads.

AMD's continuous innovation, combined with Dell's robust server portfolio, positions us to expand in high-performance and energy-efficient computing environments.



How do you see your partnership with Arrow evolving to support your business goals?

We see Arrow as a strategic partner that will continue to help us scale our business with advanced pre-sales support, training, and access to new technologies.

Arrow's collaboration is key to reaching new customers and delivering even more competitive solutions.

What measurable impact (sales growth, customer satisfaction, efficiency) have you seen from this collaboration?

We have seen a clear increase **in demand for AMD-based server solutions** and **strong customer satisfaction** due to **improved performance and lower operating costs**.

This collaboration has also accelerated our sales cycles thanks to the confidence customers have in the Dell AMD ecosystem.

How has working with Arrow, Dell, and AMD helped you meet customer needs more effectively?

The joint support from Arrow, Dell, and AMD provides us with **fast access to expertise, competitive pricing, and technical resources.**

This allows us to respond more quickly to customer requirements and deliver architectures that directly address their performance and efficiency goals.

