

Company Brief

Sentinel Delivers Innovative Data Center Solutions

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Abstract: *Sentinel has been delivering valuable IT services to its customers for over 25 years by focusing on practical, proven solutions while keeping an eye out for new technology. Sentinel offers end-to-end solutions leveraging technology from EMC, Cisco, and VMware, providing innovative architectures.*

Company Overview

Sentinel Technologies has been delivering valuable services to its client for more than 25 years. Evolving from technology maintenance services to comprehensive end-to-end IT solutions has enabled Sentinel to become a leading provider of IT services and solutions. The firm differentiates itself by investing time and resources to understand new technology and then leveraging that knowledge to deliver innovative, yet practical solutions from a single source.

Sentinel's strict methodology ensures that the result is a complete solution. Every project incorporates six critical phases that include vision, design, products, implementation, documentation, and support. To ensure open communication and strict schedules are met, Sentinel created a project management office staffed with experienced professionals integral to the success of every project. Sentinel services customers from one of its five independently managed offices located in Illinois (Chicago and Springfield), Wisconsin, Arizona, and Michigan.

Strong Partnerships Make the Difference

Sentinel recognized early on that the right partnerships can really influence the quality of a solution. Its strategy has been to partner with industry leaders, enabling its engineers to achieve the highest level of certifications to guarantee technical aptitude. Additionally, fewer—but more strategic—relationships also translate into better cost structures for Sentinel customers.

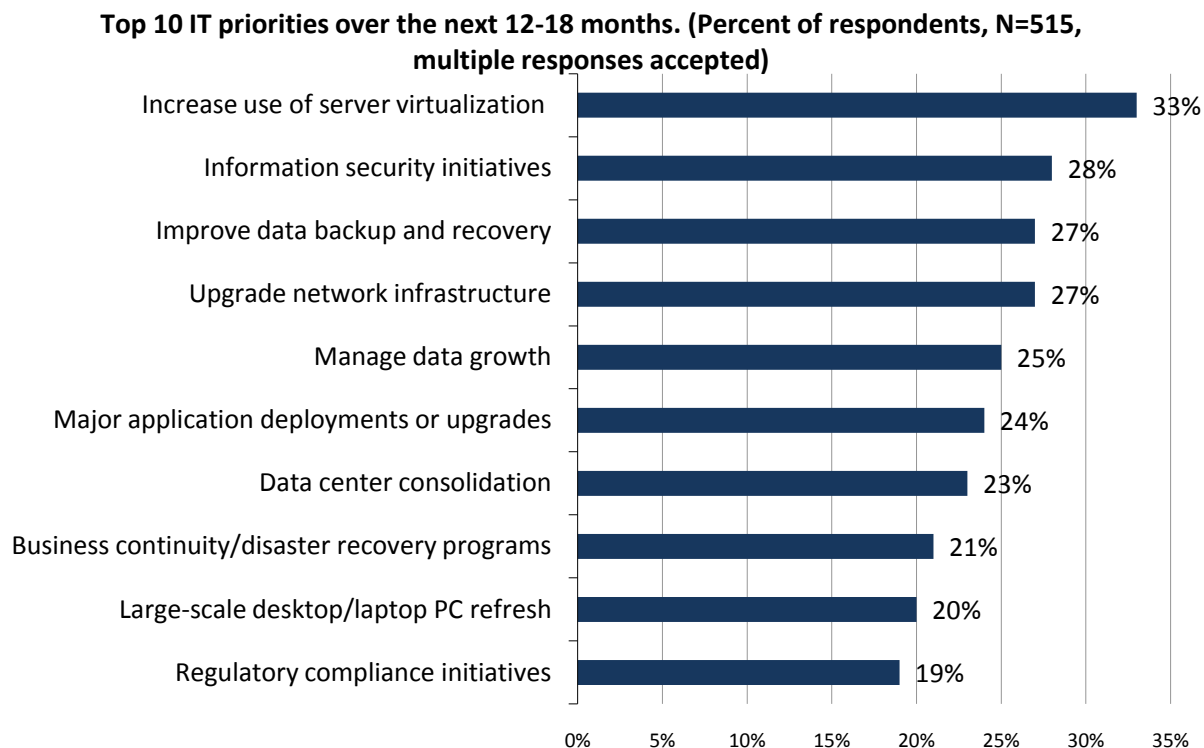
Sentinel has had a strategic relationship with EMC for about 6 years. This relationship originally developed out of a desire to deliver end-to-end solutions for Exchange environments. Sentinel selected EMC because of its market leadership position and innovative offerings. The company was also impressed with EMC's commitment to R&D, unmatched customer support, and strong ability to execute. Similar relationships also turned out to be great fits with several other Sentinel partners like Microsoft, VMware, and Cisco, each of which is a market leader in their respective fields. In all, the combination of technologies from market leaders enables Sentinel to deliver powerful end-to-end solutions.

Focused on Delivering Proven, End-to-end Solutions in the Data Center

A lot of attention has been given to the recent collaboration announcements by VMware, Cisco, and EMC and the synergy provided by the combination (Vblock architecture). The value of the VMware, Cisco and EMC combination is something that Sentinel recognized many years ago and it has therefore been the focal point of its Data Center Solutions group. Starting with a simple premise—providing customers with an end-to-end Exchange solution—Sentinel developed and continues to expand on its end-to-end solutions enabled by its partnerships with EMC, VMware, Cisco, and Microsoft. In addition to the Microsoft solutions, Sentinel also leverages these partners to deliver robust solutions for disaster recovery and backup, server virtualization, network and security solutions, and LAN/WAN infrastructure upgrades.

This focus should be well received by businesses this year: ESG research indicates that the top five IT priorities for 2010 include expanding the use of server virtualization, improved security, improved data backup and recovery, upgrading network infrastructure, and managing data growth as Figure 1 highlights.

Figure 1. Top Ten IT Priorities for 2010



Source: Enterprise Strategy Group, 2010.

Sentinel’s services span a range of business verticals including health care, financial services, government, education, legal, utilities, and manufacturing. It provides solutions for mid-market, upper mid-market, and enterprise level organizations.

The Bigger Truth

Sentinel has a demonstrated track record of delivering innovative and comprehensive solutions to its customers over the last 25 years. It has adapted its services in order to provide additional value to its customers. Sentinel’s commitment to seeking out innovative technology in order to deliver comprehensive solutions has led it to select industry leading partners like EMC. By continuously investing in training—both in the classroom and in the lab—Sentinel is able to architect innovative end-to-end solutions that deliver real world results. As your IT organization tackles its 2010 IT initiatives, consider how leveraging the talents of an organization like Sentinel, one with experience, methodology, and best of breed solutions, could accelerate your time to value.

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