

Maywood Solutions Executive Summary

Maywood Solutions, experts
in everything IBM and
beyond...



Introduction

Founded in 2003 as an IBM Business Partner, Maywood Software Solutions Limited quickly achieved premier status whilst establishing a strong reputation for delivering quality and service excellence to its customers across the portfolio of IBM software products.

Recognising the change in direction of the enterprise infrastructure and business requirements, Maywood Software Solutions now also concentrates on two additional solution areas to address this new way of thinking. The first focusing on virtual infrastructures based on the leading vendors' solutions, in software, storage and servers. Secondly professional consultancy services packaging and delivering these solutions

Today, Maywood Software Solutions has grown to a £10m revenue (FY09) company delivering best of breed products and consulting skills to organisations based around our core technologies; IBM Software and Virtual Infrastructures, all delivering on the Maywood promise of saving our customers time and money.

Who We Are

The Maywood Software Solutions team, lead by Managing Director Adrian Keeling, has a wealth of experience, over one hundred man years in all, delivering enterprise software and hardware solutions. The Maywood ethos is very much team focused around delivering a complete solution to the customer, managing the risk and ultimately delivering upon the Maywood promise of saving organisations time and money on their IT infrastructure.

The account management team at Maywood Software Solutions, lead by Sales Director Wayne Reed, draw upon their experience and high levels of product certification in taking direct ownership of their customers. Working in partnership with our clients helps the team to gain a valuable insight and understanding of our customers business. This "trusted advisor" status allows us to assist our customers to maximise their IT investment.

By also bringing together a competent team of highly skilled and experienced technical professionals, each one vendor accredited and an expert in their chosen field of expertise, Maywood Software Solutions offers customers a unique approach in consulting, designing, planning and delivering enterprise class solutions.

What We Do

Maywood Software Solutions are the most highly certified IBM Premier Business partner for software, currently holding the most technical accreditations of any partner in the UK. For our customers, this means that Maywood Software Solutions are the only partner able to provide the complete IBM software product portfolio and the ability to deliver the complete solution lifecycle from the planning phase, through to solution implementation and support.

Building upon this expertise, not only can Maywood Software Solutions provide IBM software products, but also extensive knowledge and experience on delivering virtual infrastructure projects; both using software and hardware from the leading tier-one vendors within this technology arena. Virtually anything is possible.



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Our Customers

The Maywood Software Solutions structured approach has delivered product and consultancy services time and time again. On a daily basis the typical customers we deal with read like a who's who of household names in High Street Banking, government, retail, global insurance companies, and other significant Fortune 500 companies and organisations. With the quality and experience of Maywood Software Solutions Consultants, we are directly utilised by IBM to deliver their services commitments to customers throughout the EMEA region.

Our Approach

Our key differentiator is not with individual skills, but the ability to bring together an entire team empowered to present and deliver complete solutions that are both optimised technically and cost effective to manage. We can deliver products, software and service engagements that span the complete project life cycle using our tried and trusted engagement methodology understanding the impact to the business in enabling new technologies.

Engagement Methodology & Project Lifecycle

Our engagement methodology for delivering successful projects based on four key areas of project delivery:

Consult, Discover & Engage

During phase one, and using due diligence, we will gather your business requirements and details of your infrastructure, applications and any current issues. These will form the foundations of our discussions on how to move forward and provide a technology blueprint and strategy

Plan & Design

Utilising all the information gathered in phase 1, Maywood Solutions can now begin to design the overall solution and plan the products and services required to fulfil the project. On successful completion of this phase a design template will be created and a statement of works for the services engagement.

Test & Implement

Before any technology is deployed, particularly new technology, it is advisable to run a proof of concept to ensure the technology is right for your business. Maywood Solutions would manage the POC and subsequent pilot collecting and analysing user feedback. Once signed off, full scale implementation can be scoped

Support & Manage

Following on from a successful implementation, Maywood Solutions will offer advice on future direction and strategy of the infrastructure as well as offering customers customised support packages management and consultancy services.



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