



Multibiz Solutions



IT Solutions that not only increase your performance
but **save** you money!



Multibiz Solutions

Multibiz Solutions takes great pleasure to provide the following overview of our skills, capabilities and achievements.

We are an IT Solutions focused Company that takes great pride in what we do and the companies we work with.

Jeff Neale started the business in 1991, becoming first a Digital Solution Centre, then a Compaq Business Partner and now one of HP's leading business partners in Queensland and Australia.

At Multibiz we strive to support IT departments and sections in a manner that allows our customers to gain that performance edge.

Knowing how efficient the industry has become, we strive to make our customers lives easier by doing a lot of the legwork and negotiations that may be required.

The following aims to give you an idea of the philosophies and ideals that Multibiz Solutions live by when providing this service for our clients.

One of our primary goals is to provide you with a more stable computer environment, one that ultimately runs in the background. According to Novell, "73% of the cost of owning a network comes from Administration and Maintenance. The remaining 27% is typically the initial outlay in Hardware, Network Cabling and Software." In many instances, small savings in the latter, if it is at the expense of quality, upgrade-ability or performance can cost many times more over the life of the network.

Our Goal

Our overall goal is simple, to provide real IT Solutions in a cost effective manner. This goal comprises of 13 fundamental aims, these are: -

- Customize our relationship with our client's requirements so as to enhance their business.
- To work with the customer to gain the best possible solutions based on their requirements
- To work with the manufacturers to get the best possible support for our clients needs
- To ensure we negotiate the best possible pricing
- The understanding of time frames
- Tailor a cross section of technologies to meet current and future needs.
- Enable your in-house personnel to focus on strategic IT / Business issues, rather than technical issues
- Meet the increasing expectations and more complex demands of today's end-users.
- Reduce costs while maintaining control of an open, multi-vendor integrated IT environment.
- Ensure consistent performance and integration across multiple systems.
- Bring customers and technology together on a platform that meets their requirements.
- Create expandable systems able to accommodate future change and growth.
- We want to understand your business, your needs and your requirement so that we can best serve you, the customer.

Our Product & Offering

- Supply of all hardware, software and consumable needs
- Server and Enterprise Storage design
- Network Design and Structure
- Hardware maintenance management.
- Security management.
- Fault management.
- Pre-emptive repairs
- Change management
- Performance monitoring
- Disaster Recovery
- Server Audits
- Manufacturers Services

We specialise in servers and storage and predominately deal with with high end corpoptate clients.

We Also have a HP Business Partner Soltions Architect on hand.

We also carry a vast array of knowledge in Networking which allows us to offer the best and most current Solutions to improve the efficiency of your company.

Our team also has a very extensive range of knowlegde in Desktops, Laptops, and Printers.



Our Services

Multibiz Solutions' IT solutions integrate hardware and software applications using World's best practice methodologies. We do so through strategic design, project management and implementation services in conjunction with and/or provided by our vendors team of professionals where ever possible. It is our opinion that the Manufacturer's skill sets are always the most efficient as they are specialists in particular product and we work with them to ensure Best of Breed Solutions.

Multibiz Solutions, in conjunction with manufacturers, provides a full range of computing, networking and communications solutions.

We would also like you to note that we are the only Tier 2 HP Business Partner that is part of the elite HP Solutions Architect (BPSA) program.

Company Overview

Multibiz Solutions is proud to be a wholly Australian owned and operated organization. Our focus is on developing long-term relationships with our clients. We've always found that taking the time to truly understand your business enables us to provide more effective solutions tailored to your needs.

Our people bring together a rich cross-section of experience and training. One of our aims is to share our knowledge with you in the hope that you can make a more empowered decision as to your IT future.

Multibiz Solutions together with strategic vendors, offers skills for server and storage environments, project management, networking architecture, application integration, strategic design.

Working with you to implement Information Technology we can save you time, money, resources and let you concentrate on your business.

We are a HP Premier Partner and one of the leading Queensland HP partners.



Core Philosophies

Through adherence to our core philosophy and an unwavering commitment to honesty and integrity we have grown from one small company in 1991 to now offer services encompassing nearly every IT aspect of business and IT related problems. For any organization the problems are the same: -

- How to be more competitive in an ever-changing market.
- How to increase profitability in a world driven by competition (Increase Productivity)
- How to get to market more quickly and efficiently (E-Business)
- How to manage existing infrastructure more effectively (SOE)
- How to evolve to the next level and survive the change.
- How to Plan, Design & Deploy Green Strategies in our IT environments saving time & money

It is our duty to help your organization realize its potential through working smarter with technology.

Computing Solutions



General

From desktop to enterprise-wide networks, Multibiz Solutions offers hardware and software from leading vendors combined with installation services that provide customers with a reliable and managed IT infrastructure.

We will work with you to resolve your computing requirements even if they are other suppliers and manufacturers issues.



Communications Solutions

With mobile users, branch offices and the need to communicate with the World, Multibiz Solutions offers a full range of network design services covering all your routing, switching, ISDN, Fibre and remote access needs.



Software Licencing

Today software represents a major investment of any IT budget and yet few people actually know what they have or what they need to have to be legally licensed. We can help you regain control of your licensing and ensure that you are legally licensed for the software that you use.

This service helps businesses save money by purchasing software based on their total needs, by avoiding hefty fines and penalties for copyright infringement and by only allowing users to use approved programs on their systems.

Partnerships & Specialisations

HP Premier Business Partner

HP Business Systems Specialist Partner

HP Procurve Expert Partner

HP Specialist Server and Storage Partner

ACCREDITATIONS

- Accredited HP Proliant Sales Professionals
- Accredited HP Storage Sales Professionals
- Accredited HP Enterprise and Storage Sales Consultants
- Accredited HP Procurve consultants.
- American Power Conversions Qld Government Supplier for SOA EDPSA103
- BPSA Business Partner Solutions Architect Program (Only Tier 2 in Austral selected for HP exclusive Colorado Training Academy)
- Dlink certified network engineers
- Queensland Government Supply Number Gitc Q-596
- HP Government Consumable Supplier under GITC Q-41
- HP Government and Education authorized (gazette pricing not SOA)
- HP Procurve ASE - Mobility
- HP Procurve AIS
- HP AIS Proliant Servers
- HP ASE Proliant Servers

Our People

Our people make Multibiz Solutions, as we are after all a Solutions Focused, Service-Orientated organization. Unlike many companies we don't just give lip service to the importance of our people, we nurture our staff in terms of personal development and advancement of their careers.

The specialized training and certifications we hold mean we are always abreast of current and future trends and technology.

We encourage our people to foster a partnership with our clients that goes far beyond the traditional customer / supplier relationship. Even at the "coal-face" our staff build up a rapport with the clients they look after.

Premier Business Partner



2009
Storage Systems Specialist



2009
Business Systems Specialist



Major Clients

Mainly operating in the corporate arena of Mining, Manufacturing, Gaming, Logistics, Pharmaceutical and government areas.

We look after some **very substantial** corporate organizations so please feel free to ask for details.

Major Vending Relationships

The Multibiz Solutions view of doing business is all about building strong relationships for the long term. As with all of our customers we have very close working relationships with our suppliers. In particular we have fostered a strong relationship with Compaq/Hewlett Packard. This has seen us grow with HP (Hewlett Packard) as a leading Business Partner (HP Solutions Centre).

We have similar relationships with Intel, IBM, Toshiba, Philips, Netgear, Cisco, Epson, Iomega, Microsoft and many other hardware and software manufacturers, that have been fostered over many years.

Strategic Alliances

Multibiz Solutions, as well as working very closely with major vendors such as Hewlett Packard, Dlink, IBM, Konica Minolta, McAfee, Symantec and the like, also have a number of strategic alliances. We work with all major vendors and distributors.

Partnering with these companies allows our clientele to see a constructive project management of the solutions provided.

Summary

Thank you for taking the time to read this document. When you review the quality of service and speed of response we believe that the services we provide is second to none and represents excellent value. We back this up with the Multibiz Solutions Guarantee.

Thanking you,



Jeff Neale

Managing Director

