

IBM and Agilitas Sign Global Channel Services Deal

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Agilitas IT Solutions signs a 'global channel services collaboration' deal with IBM-- one providing reseller, MSP and system integrator customers with access to global multi-vendor channel services.



The collaboration has Agilitas use IBM technology to support services and global engineering teams providing the on-site maintenance making part of the Agilitas InventoryAssure+ service. The result is a global vendor-agnostic channel services proposition offering services to a broad spectrum of industries, including financial services, retail, manufacturing and the public sector.

“We have formed a very strong, trusted relationship with IBM over the years and understand each other’s businesses inside-out,” Agilitas says. “It is this understanding that has enabled us to craft such an innovative and unique channel services deal that will benefit our channel partners for years to come. “Having a delivery partner of IBM’s calibre ensures that our channel partners continue to be provided with first-class global channel services, not only across our Inventory-as-a-Service solution, but engineering services too.”

"In today’s ever changing business environment, enterprises need consistent and reliable support to run their IT systems across a supply chain of services from multiple vendors," Big Blue adds. “This is a great opportunity for both organisations to change the channel marketplace.”

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