

Partner Spotlight: **Sun & Helio**

Helio & Sun: A Powerful Customer Advantage

In 2001, while many solution providers were struggling to stay alive, David Condensa bravely launched Helio Solutions. Helio's strategy – to be GREAT at a few things. That meant the new company needed to pick a primary technology vendor with values that reflected its own: One that was forward-thinking, trustworthy, innovative and customer-centric.



It wasn't a particularly difficult decision. "We chose Sun Microsystems™," says Bert Condensa, executive vice-president. With vast experience in Sun™ equipment and software, the founders had long been convinced Solaris™ was the premier UNIX operating system. "We chose to be great at Sun and Solaris and the products and technologies they offered. Sun has a core technology that enables companies to build a flexible, reliable and scalable environment. The Sun platform is a data-center-class operating environment."



The Power of Focus

When Helio was founded, few Sun partners had the ability to focus on Sun-based mid- and high-end products, particularly high-end storage platforms. Helio's focus on Sun was the right move for the young company and its strong relationship with Sun is a tremendous advantage to its customers.

Shining Example of Sun Expertise

As a Sun Strategic iForceSM Partner, we are exceptionally well accredited in Sun's leading technologies, which help reduce risk, shorten implementation time, and help lower our customers' total cost of ownership while increasing the productivity of their assets. Helio is a leader in the Sun partner and customer community:

- One of the first Sun Partners to achieve the Sun Storage Elite certification
- Recognized within Sun for its storage consolidation and clustering expertise
- One of only 12 Strategic Sun iForce Partners in the U.S.
- Awarded Sun's "Technology Innovation Award" in 2004
- Member of the Sun Advisory Council

Helio Solutions Has Achieved The Following Sun Elite Certifications:

- Data Center Elite
- Storage Elite
- Sun ClusterTM 3.0
- E15K
- HighGroundTM
- SE 9900
- LSC (File System)
- JES Elite Partner

Helio & Sun: Two Names You Can Trust

Sun Microsystems tops the list of his company's technology partners, so it's entirely fitting how President and CEO Dave Condensa coined the name Helio Solutions. "Helio is a derivative of helios, the Greek word for sun," explains Dave, a stargazer by hobby. As our solar system is Sun-centric – Helio has built its business on Sun's leading technologies. Helio is Sun-focused, "Not only because of their technology," says Dave, "but because we have a fundamental philosophical alignment with them, which allows us to truly be customer-centric."

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Helio Solutions and Sun Microsystems are two companies worthy of its customers' trust. For the past two decades, Sun Microsystems has maintained its focus on delivering the world's most reliable and robust network-ready systems, which provide the foundation for a secure IT infrastructure that can leverage both today and tomorrow's computing technologies. Helio Solutions has a proven history of successful implementations that deliver data center solutions from Sun that are high performing, scaleable, flexible, highly available and secure.

CORE TECHNOLOGIES

- Enterprise Software
- Security & Networking
- Systems
- Storage



DATA CENTER SERVICES

- Integration Services
- Data Center Asset Management
- Support Contracts

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