



Press Contact: [Kerry Marvelle](#)

BL Trading Joins EMC Authorized Services Network

Extended Relationship Allows BL Trading to Provide EMC CLARiiON-based Professional Services as part of BL Trading's Expanding Focus on IT Services.

Hanover, MA - August 3, 2005 - BL Trading today announced it has become a member of the EMC Authorized Services Network. As a member, BL Trading has been trained and qualified by EMC to deliver customers a range of information storage networking professional services for the EMC CLARiiON family of networked storage systems and software. From initial storage design to complete storage architecture implementations, BL Trading provides the storage networking talent necessary to expertly integrate EMC networked storage solutions that provide customers with increased levels of business value.

"We are very excited about our recent acceptance into the EMC ASN Program as a Focus Partner. We look forward to strengthening our longstanding relationship with EMC through delivering superior professional services to our customers," said Peter Howes, Professional Services Manager at BL Trading.

As an EMC Authorized Services Network partner, BL Trading's personnel are trained and supported by EMC to provide a comprehensive portfolio of storage networking services for EMC CLARiiON systems and software. With customers rapidly adopting and deploying automated networked storage solutions, the EMC Authorized Services Network provides a service delivery infrastructure to meet this growing demand. Through this relationship, BL Trading will be able to expand and strengthen its marketable service offerings, while their clients enjoy the added value of enhanced storage networking services and solutions.

Derrell James, EMC's Senior Vice President of Technology Solutions, said, "As a member of the EMC Authorized Services Network, BL Trading has undergone extensive EMC Proven Professional certification and training, demonstrating high levels of proficiency in providing professional services for EMC CLARiiON-based storage networking solutions. The program's rigorous partner selection process, training, monitoring, and support helps ensure that our mutual customers receive the same level of excellent service they've come to expect from EMC."

About BL Trading

Since 1988, BL Trading has been an industry leader in storage solutions and services. From our roots as a Data General reseller, we have evolved into a service-centric organization capable of evaluating, designing, implementing, and supporting our clients' IT infrastructures. Our senior-level engineers work with customers throughout the entire project, from the pre-sales planning and design through the implementation and then training and support phases of the project. For more information on BL Trading's IT consulting and professional services, please visit <http://www.bltrading.com>