

Nominee: Curvature

Nomination title: Curvature

Third Party Maintenance has finally come of age and we are delighted to nominate Curvature into the SVC Partner Awards. Curvature services more than 10,000 customers from Global 100 enterprises with its innovative approach to maintenance, service and supply, cutting up to 90% off individual vendor support prices throughout the data centre. Providing optimised spending, reducing risk of vendor lock-in and retained vendor flexibility. To the customer, the key benefits are substantial savings and expedited delivery of ready-to-go equipment. In a time when OEMs may take 10 to 80 days to fulfill orders, Curvature can ship in-stock products overnight from its Amsterdam, European HQ. From here, they also ship some of the world's largest inventories of pre-owned networking equipment sourced originally from the manufacturer or an authorized reseller which has then been resold. Some of our inventory is used and some equipment is resold without ever being used. Either way all equipment, new or resold, is rigorously tested before dispatch to the customer. That's something the originating vendors never offer for new equipment – instead, customers have come to expect a small % of dead on arrival devices, even for new equipment. Curvature therefore offers some of the lowest Dead on Arrival rates in the industry. And to back it all, Curvature uniquely offers a lifetime warranty on all pre-owned OEM-branded equipment and all new Curvature-branded equipment. If equipment failure is experienced then technical engineering support teams either solve the problem over the phone or immediately send a replacement unit for next-business-day delivery.

Curvature's approach is unique, disruptive and refreshingly different. A worthy nominee for the Channel SVC Award.

Why nominee should win

- * Netsure maintenance program enables customers to dramatically reduce operating expenditure compared to OEM support.
- * NetSure enables customers to select the level of support that makes technical and financial sense for their network core, access and distribution layers, as well as remote offices.
- * NetSure® typically costs 50-90% less than manufacturer maintenance programs
- * Curvature offers a refreshing alternative towards a 'blended' maintenance approach that not only reduced hardware investments (CAPEX) and flexibility in product lifecycle management but also overall process optimisation.
- * Lowest DOA and lifetime warranty assurance