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Gold Partner

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28<sup>th</sup> April 2009 - London

## LETN - Awarded NetApp “Best New Partner” at Partner Awards 2009

LETN Solutions Limited, the Reading based IT managed services and infrastructure specialist, today announced that it has been awarded the Best New Partner of the year award at the NetApp Partner Awards ceremony 2009.

The award is recognition of LETN's performance in its first full year of working with NetApp to deliver leading edge storage solutions in the UK.

They have worked hard to train both their technical and sales team to a very high level and this includes giving them the skills to consult through white boarding sessions so that every client understands how NetApp Storage will fit into his or her environment.

Every solution LETN design is tailored to meet their client's specific requirements.

This dedication to delivering the “right” solution has seen an excellent first year sales result with continued growth projected into 2010. The ongoing support offered by LETN means that clients choosing to work with them always get the best from their investment in new technology.

Steve Denby, Sales Manager for LETN Solutions stated:

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Our focus is always on our clients needs, it is therefore imperative that the technology we recommend be of the highest quality and offer the most flexibility for the future.

Working with NetApp this last year we have enjoyed excellent support from the UK Channel team and this shines brightly when you look at our customer engagements, our sales team continue to work hand in hand with the NetApp end user account management team.

By pooling our experience and resources with NetApp our clients benefit from a smooth demonstration and design process allowing them to make informed decisions on the technology and the features that best suit their organisations.

LETN are looking forward to FY09/10, we are intending to expand our NetApp accreditations further while continuing to introduce our clients to the cost savings and flexibility of NetApp's products

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[WWW.LETN.CO.UK](http://WWW.LETN.CO.UK)