

## Press Release

### Focus Technology Announces Rise to Dell EMC Platinum Tier

BURLINGTON, M.A., February 1, 2019



Focus Technology announced today that they have achieved the Dell EMC Platinum Tier, advancing from the Gold level. Only 25% of all business partners worldwide have earned this elite status within the Dell EMC partner program. As a Platinum partner, Focus Technology meets and exceeds rigorous standards, distinguishing themselves as one of the top partners for 2019.

“Focus Technology has been a valued Dell EMC partner for several years now. They understand the benefits of the Dell EMC Partner Program and are reaping the rewards – we couldn’t be happier for them. As a Gold partner, Focus seized countless opportunities to deliver transformational solutions. I have no doubt that as a Platinum partner Focus Technology will continue to grow its business with Dell EMC. We hope this achievement will inspire other partners striving for Platinum recognition.”

– Scott Millard, Vice President, Channel Specialty Sales, Dell EMC

“We are proud to be recognized as a Dell EMC Platinum partner for 2019. This achievement demonstrates our commitment to partnering with Dell EMC and celebrates the highest level of technical expertise that Focus Technology delivers to our customers. The Dell EMC Partner Program and portfolio of innovative solutions helps us drive transformation in the modern datacenter. We look forward to continued success.” – Bill Smeltzer, Chief Technology Officer, Focus Technology Solutions

As a Platinum Partner, Focus Technology earns a spot on the Dell EMC Partner Advisory and Technical Advisory Boards, providing direct input related to customers’ experiences. The company holds over 35 Dell EMC certifications and has been awarded competency for Converged Infrastructure, Storage, Server and Core Client. Focus also holds services competencies for VxBlock, VxRail, Avamar, Data Domain, RecoverPoint, RecoverPoint/SE. Having a deep understanding of Dell EMC’s portfolio provides tremendous value to customers who are looking to transform their business.

Focus Technology is a seven-time recipient of the Dell EMC Professional Services Quality award; an accomplishment that only five percent of North American partners have achieved. The PSQ Award honors an exclusive group of Dell EMC Business Partners that have earned the highest ranking of customer feedback from recently delivered implementations.

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