



## NEWS

### **ECA Services Joins Dell OEM Partner Program**

Reading, 20<sup>th</sup> January 2016 – ECA Services, an established systems integrator offering complete end-to-end solutions, today announced it has become a Registered Partner in [Dell's OEM Partner Program](#).

Dell OEM partners are selected based on their resources and capabilities dedicated to helping OEM customers bring products to market efficiently. As a Dell OEM Channel Partner, ECA Services offers expertise in hardware, software and services to create technology solutions that help eliminate IT complexity for customers and help create improved efficiencies.

ECA Services complements Dell's offerings by providing a complete end-to-end solution - everything from single systems through to an IoT infrastructure, from off-the-shelf OEM installations to fully customised and bespoke systems. In partnership with Dell OEM, we present the perfect combination of best-in-class hardware with service and support that is second to none. OEM Channel Partners such as ECA Services can utilise Dell OEM Solutions' vast supply-chain network to build specialised solutions for manufacturers.

*"We're proud to have partnered with Dell OEM after seeing the plans, growth and real business ambition they have shown in this arena. It is with the power of this partnership that ECA will be able to realise its own growth goals, utilising skills in the embedded and industrial computer environment that we've refined from the 100 plus man years we have in our chosen field. The match between world class products and the skills required to create custom client solutions from them, positions us both perfectly and puts us on track to drive double-digit growth."* Paul

Fiander – Managing Director ECA Services Ltd

Organisations interested in Dell's OEM Partner Program can learn more by visiting [www.dell.com/oemchannelpartners](http://www.dell.com/oemchannelpartners) and following Dell OEM Solutions on Twitter @DelIOEM.

## About ECA Services

Headquartered in Reading, Berkshire, ECA Services is an experienced systems integrator, specialising in long-life and embedded computing. Since 2003, our unique approach has seen great success in a variety of markets from telecoms and engineering to automation and manufacturing. With capabilities including system design and customisation as well as extended warranty options and support, we remain dedicated to upholding the global standards of quality and excellence today, as we have for over a decade. For more information about ECA Services and how we can help with your OEM needs, visit [www.ecauk.com](http://www.ecauk.com).

Contact Information			
Media Contacts for ECA Services			
Christopher Betton	ECA Services	0118 929 4990 (Ext 215)	christopher.betton@ecauk.com

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