

AIG Awards a \$2.1 Million Strategic Project to Computer Design and Integration LLC



AIG announced its endorsement of HP as an approved UNIX platform

Computer Design and Integration LLC, an HP Exclusive Reseller, announced a strategic win at American International Group. AIG is a global financial services company with over \$200 Billion in assets. Prior to this win, AIG utilized only SUN for its mid-tier UNIX platform.

The CDI team headed by Christopher Falzarine, Account Manager, built a close working relationship with several people, including the Chief Technology Officer of AIG's Corporate Technology Office beginning in May, 1998. Chris used a strategic selling approach to identify the members of AIG's political inner circle. The joint value proposition of HP and CDI was continually promoted to managers and technical leaders at all levels within the organization.

AIG announced its endorsement of HP as an approved UNIX platform in February, 1999. CDI was then approached regarding a server consolidation project. This involved the consolidation of several business applications running on 12 SUN 450's and 5500's.

CDI submitted a proposal for dual V2500 servers supported by MC ServiceGuard. CDI's proposal highlighted HP's strengths in the areas of scalability, high availability, and support services. This deal yielded a total of \$2.1 Million for CDI, with \$1.8M in HP content.

Computer Design and Integration LLC is a privately held organization recognized as a leader in provisioning, integrating and supporting mid-market and global business infrastructure solutions since 1995. For more information on Computer Design and Integration, visit our website at www.cdillc.com.

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