



Capabilities Matrix
Updated June 2017



Table of Contents

Routing and Switching	3
Public Cloud Infrastructure.....	3
Data Centre Networking	4
Security.....	4
Unified Communications	5
Wireless.....	5
Load Balancers.....	6
WAN Optimisers	6
Backup and Recovery.....	6
Server Core Infrastructure and Management	6
Desktop Computing	7
Server Virtualisation	7
Monitoring	7
Server and Storage Infrastructure.....	8

Routing and Switching

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Cisco	Catalyst Switches (2k, 3k, 4k, 6k)	✓	✓	✓	✓	✓	✓
	ISR / ASR Routers	✓	✓	✓	✓	✓	✓
	Meraki	✓	✓	✓	✓	✓	✓
Dell	Power Connect	✓	✓	✓	✓	✓	✓
IBM	BladeCenter Switches	✓	✓	✓	✓	✓	✓
HP, 3COM, H3C	Networking Switches	✓	✓	✓	✓	✓	✓
Draytek	SME Routers	✓	✓	✓	✓	✓	✓
Extreme	Black Diamond, Summit	✓	✓	✓	✓	✓	✓
Netgear	Networking Switches	✓	✓	✓	✓	✓	✓
Nortel	Networking Switches	✓	✓	✓	✓	✓	✓
Mikrotik	Routers	✓	✓	✓	✓	✓	✓
	Switches	✓	✓	✓	✓	✓	✓
Ubiquiti	EdgeRouters / Security Gateway	✓	✓	✓	✓	✓	✓
Brocade	Vyatta / MLX / SLX / CER	✓	✓	✓	✓	✓	✓
Vyos	Routers	✓	✓	✓	✓	✓	✓
Arista	7k / EOS	✓	✓	✓	✓	✓	✓
Juniper	MX / PTX / ACX / T4000	✓	✓	✓	✓	✓	✓

Public Cloud Infrastructure

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
AWS	Direct Connect	✓	✓	✓	✓	✓	✓
	Compute	✓	✓	✓	✓	✓	✓
	Networking	✓	✓	✓	✓	✓	✓
	Storage	✓	✓	✓	✓	✓	✓
	DR	✓	✓	✓	✓	✓	✓
Azure	Express Route	✓	✓	✓	✓	✓	✓
	Compute	✓	✓	✓	✓	✓	✓
	Networking	✓	✓	✓	✓	✓	✓
	Storage	✓	✓	✓	✓	✓	✓
	DR	✓	✓	✓	✓	✓	✓

Data Centre Networking

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Cisco	Nexus switches (3k, 5k, 6k, 7k, 9k)	✓	✓	✓	✓	✓	✓
	Cisco UCS Fabric Interconnects	✓	✓	✓	✓	✓	✓
	MDS SAN Switches	✓	✓	✓	✓	✓	✓
	Application Control Engine (ACE)	✓	✓	✓	✓	✓	✓
	Wide Area Application Services (WAAS)	✓	✓	✓	✓	✓	✓
Citrix	NetScaler	✓	✓	✓	✓	✓	

Security

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Cisco	ASA	✓	✓	✓	✓	✓	✓
	NGFW SourceFire	✓	✓	✓	✓	✓	✓
	IPS and ACS	✓	✓	✓	✓	✓	✓
	Identity Services Engine (ISE)	✓	✓	✓	✓	✓	✓
	Meraki	✓	✓	✓	✓	✓	
Citrix	Access Gateway	✓	✓	✓	✓	✓	
VMware	View Security Server	✓	✓	✓	✓	✓	✓
Kaspersky	Endpoint Protection	✓	✓	✓	✓	✓	✓
	Endpoint Encryption	✓	✓	✓	✓	✓	✓
Trend Micro	Endpoint Protection	✓	✓	✓	✓	✓	✓
	Endpoint Encryption	✓	✓	✓	✓	✓	✓
Fortinet	Fortigate	✓	✓	✓	✓	✓	✓
	SSM	✓	✓	✓	✓	✓	✓
Forcepoint	AP-WEB	✓	✓	✓	✓	✓	
Checkpoint	NGX	✓	✓	✓	✓	✓	
	VXS	✓	✓	✓	✓	✓	
	SPLAT	✓	✓	✓	✓	✓	
Juniper	SRX	✓	✓	✓	✓	✓	✓
	SSG	✓	✓	✓	✓	✓	✓
Palo Alto	PA	✓	✓	✓	✓	✓	
	VM-PA	✓	✓	✓	✓	✓	

Unified Communications

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Cisco	Unified Communications Manager	✓	✓	✓	✓	✓	✓
	CallManager Express	✓	✓	✓	✓	✓	✓
	Unity (Connections & Express)	✓	✓	✓	✓	✓	✓
	Unified Contact Center Express (UCCX)	✓	✓	✓	✓	✓	✓
	Cisco Unified Attendant Consoles	✓	✓	✓	✓	✓	✓
	IM and Presence	✓	✓	✓	✓	✓	✓
	Voice gateways	✓	✓	✓	✓	✓	✓
	Cisco WEBEX	✓	✓	✓	✓	✓	✓
Microsoft	Exchange	✓	✓	✓	✓	✓	✓
	Skype for Business IM and Presence	✓	✓	✓	✓	✓	✓
	Skype for Business Enterprise Voice	✓	✓	✓	✓	✓	✓
	Skype for Business PBX Integration	✓	✓	✓	✓	✓	✓
	SharePoint	✓	✓	✓	✓	✓	✓
Zultys	MX PBX	✓	✓	✓	✓	✓	✓
	Contact Centre	✓	✓	✓	✓	✓	✓
	Sales Force Integration	✓	✓	✓	✓	✓	✓
3CX	PBX	✓	✓	✓	✓	✓	✓

Wireless

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Cisco	Wireless Lan Controller	✓	✓	✓	✓	✓	✓
	Aironet Access Points	✓	✓	✓	✓	✓	
	Cisco Prime Infrastructure	✓	✓	✓	✓	✓	
	Meraki	✓	✓	✓	✓	✓	✓
	Identity Services Engine (ISE)	✓	✓	✓	✓	✓	
Site Survey	Internal Site Survey	✓			✓		
	External Site Surveys	✓			✓		
Ubiquiti	Wireless Lan Controller	✓	✓	✓	✓	✓	✓
	Aironet Access Points	✓	✓	✓	✓	✓	✓
Ruckus	ZoneDirector / SmartZone	✓	✓	✓	✓	✓	✓
	R-Series Access Points	✓	✓	✓	✓	✓	✓
Aruba	Mobility Controller	✓	✓	✓	✓	✓	✓
	300 / 200 /100 Series AP	✓	✓	✓	✓	✓	✓

Load Balancers

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
KEMP	Load Master Virtual/Cloud/Bare	✓	✓	✓	✓	✓	
F5	LTM	✓	✓	✓	✓	✓	
	GTM	✓	✓	✓	✓	✓	

WAN Optimisers

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
RiverBed	Steel	✓	✓	✓	✓	✓	

Backup and Recovery

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Veeam	Backup and Replication + Restoration	✓	✓	✓	✓	✓	✓
VMware	Backup and Replication + Restoration	✓	✓	✓	✓	✓	✓
Vembu	Backup and Replication + Restoration	✓	✓	✓	✓	✓	✓

Server Core Infrastructure and Management

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Microsoft	Windows Server (all versions)	✓	✓	✓	✓	✓	✓
	Office 365	✓	✓	✓	✓	✓	✓
	SQL (Infrastructure)	✓	✓	✓	✓	✓	
	Active Directory	✓	✓	✓	✓	✓	✓
	Active Directory Certificate Services	✓	✓	✓	✓	✓	✓
	Active Directory Federated Services	✓	✓	✓	✓	✓	✓
	Systems Centre Service Manager	✓	✓	✓	✓	✓	✓
	Systems Centre Configuration Manager	✓	✓	✓	✓	✓	✓
	Systems Centre Operations Manager	✓	✓	✓	✓	✓	✓
Veeam	Monitor	✓	✓	✓	✓	✓	✓

Desktop Computing

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Microsoft	Windows 8	✓	✓	✓	✓	✓	✓
	Windows 7	✓	✓	✓	✓	✓	✓
	Remote Desktop Services	✓	✓	✓	✓	✓	✓
VMware	View	✓	✓	✓	✓	✓	✓
	ThinApp	✓	✓	✓	✓	✓	✓

Server Virtualisation

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Citrix	XenServer	✓	✓	✓	✓	✓	
Microsoft	Hyper-V	✓	✓	✓	✓	✓	✓
	Systems Centre Virtual Machine	✓	✓	✓	✓	✓	✓
VMware	vSphere	✓	✓	✓	✓	✓	✓
	vCentre	✓	✓	✓	✓	✓	✓
	Site Recovery Manager	✓	✓	✓	✓	✓	✓
	vCloud Director	✓	✓	✓	✓	✓	✓
	vShield	✓	✓	✓	✓	✓	✓
	Lab Manager	✓	✓	✓	✓	✓	✓
	Operations Manager	✓	✓	✓	✓	✓	✓
	Capacity Planner	✓	✓	✓	✓	✓	✓
	P2V	✓	✓	✓	✓	✓	✓

Monitoring

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
PRTG	Local / Remote Monitoring	✓	✓	✓	✓	✓	✓
Solarwinds	IP Monitoring	✓	✓	✓	✓	✓	✓
Scrutinizer	IP Monitoring and Analysis	✓	✓	✓	✓	✓	✓

Server and Storage Infrastructure

Vendor	Product	Pre-Sales	Design	Deployment	Audit	Support	Managed Service
Cisco	UCS-C Series	✓	✓	✓	✓	✓	
	UCS-B Series	✓	✓	✓	✓	✓	
Dell	PowerEdge Servers	✓	✓	✓	✓	✓	
	PowerEdge Blade Servers	✓	✓	✓	✓	✓	
	Equallogic	✓	✓	✓	✓	✓	
	Compellent	✓	✓	✓	✓	✓	
	Power Vault	✓	✓	✓	✓	✓	
HP	ML and DL Servers	✓	✓	✓	✓	✓	
	BL Servers and Cx000 Chassis	✓	✓	✓	✓	✓	
	Flex 10 / Virtual Connect	✓	✓	✓	✓	✓	✓
	Systems Insight Manager	✓	✓	✓	✓	✓	
	P2000 Storage	✓	✓	✓	✓	✓	✓
	P4000 Storage	✓	✓	✓	✓	✓	
	P6000 Storage	✓	✓	✓	✓	✓	
	P8000 Storage	✓	✓	✓	✓	✓	
	MSL Tape Library	✓	✓	✓	✓	✓	