



Tremendous Success at Latest Event: Justifying Your Cloud Investment

Par 4 hosted a customer workshop on October 25th at the Hyatt in Cambridge. The focus was *Justifying Your Cloud Investment* where Lauren Nelson of Forrester Research discussed the economics of Cloud, adoption rates and trends, and gave recommendations for Cloud strategies as we move into 2012.

Major takeaways:

- Don't jump into the Cloud without understanding its benefits and limitations.
- Cloud delivery and deployment models is not a "one size fits all market"
- Evaluate which applications are best for private vs public when developing a strategy

Next, Denis Martin, Executive Vice President and Chief Technology Officer at NaviSite, highlighted their Cloud offering called NaviCloud. Mr. Martin discussed the business drivers for Cloud adoption and gave real world examples of enterprises that are benefiting from the Cloud today.

The event wrapped up with a high energy 'speed dating' session where VMware, HP, Xsigo Systems and InfoBlox each had 5 minutes to tell us what problems they fix and how they fix them! Guests stayed to enjoy a delicious lunch and networking hour.

Thank you for everyone who attended the event including Tufts Health Plan, Biogen Idec, Verizon, Wells Fargo, Millennium Pharmaceuticals, Liberty Mutual, The Mathworks, First Marblehead and several others. Special Thanks to VMware and HP for sponsoring this event.

Click the links below to view:

- [Forrester Presentation](#)
- [NaviSite Presentation](#)
- [Panel Discussion](#)



Holiday Open House Monday, Dec 5th

4:00pm-7:00pm
Par 4 Technology Office
200 Quannapowitt Parkway
Wakefield, MA 01880

Join us for hors d'oeuvres
and cocktails!

Call Sara at 781-621-8600 to RSVP

Par 4 achieves EMC Velocity Status specializing in Consolidate

As Par 4 continues to invest in our relationship with EMC, we are proud to have achieved the Velocity Partner Specialty in the Consolidate Solution Area. This achievement further differentiates our solutions offerings and brings additional value to our customers by delivering complete end-to-end EMC solutions combining hardware, software and services skills.

Through the EMC Specialty model, customers purchasing from a Velocity Partner will receive the highest level of support in ensuring the success of their EMC solutions.

Acceptance into this program will take effect November 30th.



Press Contact:
Sara Schiavone
Marketing Coordinator
sschiavone@par4tech.com