

Partner reference  
UK

# OCF Limited

Delivering advanced HPC solutions flexibly, rapidly and cost-effectively

## Lenovo Smarter Infrastructure Solutions Channel Partner Program: Profitability

OCF Limited provides high-performance computing (HPC) solutions that help its clients tackle data-intensive challenges. As a Lenovo Channel Partner, OCF Limited benefits from expert support from a dedicated HPC team. Equally, Lenovo's Channel-first approach allows OCF Limited to own the client relationships and achieve good margins.

Powerful processing is a must for OCF Limited's clients, and here Lenovo's close relationship with Intel ensures optimal price-performance.

Russell Slack, Managing Director at OCF Limited, says, "We partner with Lenovo and Intel, and both vendors understand the specific demands of this niche industry. Our clients benefit from their R&D, and Lenovo's flexibility makes it easy for us to layer our own value-add services on top."



"Lenovo delivers true turnkey solutions for HPC, pre-racked and pre-cabled, so we can just integrate them into the client's network. This enables us to offer a smoother and more professional service to our clients."



Russell Slack, Managing Director,  
OCF Limited

### Benefits for Lenovo Channel Partners

- Tailored HPC solutions offer clients exceptional value
- Channel-first approach enables partners to focus on high-value services to clients
- Lenovo and Intel technology empowers clients to speed through data-intensive workloads
- Innovative technology such as Lenovo Rear Door Heat Exchanger optimizes cooling in HPC environments
- Pre-racked solutions simplify and accelerate delivery to clients

Lenovo

