



Communications Giant Saves Millions with TERiX Support

Sunnyvale, CA – April 17, 2017

A major world-wide telecommunications company selected TERiX Computer Service to replace hardware break-fix services from several major OEMs and in the process saved millions of dollars in OEM support costs. While cost savings was a component in the decision to award the contract to TERiX, the main reason for the award was the outstanding technical skills TERiX demonstrated supporting high-end servers, complex storage units and network products, along with greater flexibility and ease of doing business. Furthermore, TERiX's direct service reach was also a major contributing factor as TERiX's own engineers will provide support in Mumbai, Bangalore, Hyderabad, Delhi, Pune, Ahmedabad and Kolkatta in India.

According to Maj. (Ret.) Deepak Joshi, TERiX India Country Manager "The client realized that OEM level quality support can be attained on the client's terms, not the OEMs, and that a closer working relationship can be realized with flexible independent hardware support that's better aligned with the clients business needs." Joshi continues "And because support is all we do, TERiX does not badger the client to replace legacy equipment with new."

This award comes on the heels of another recent major multivendor communications company award to TERiX. "Major corporations are turning more and more to technically savvy independent hardware service companies like TERiX, and deshackling themselves from the inflexible, costly and diminishing service quality of OEMs" says Bernd Appleby, TERiX CEO. Appleby believes the TERiX "Better Service – Better Value" philosophy resonates well with customers globally and continues to contribute to customer acquisition and retention.

To find out more - call TERiX or a TERiX Partner representative toll-free at 888-848-3749.

About TERiX Computer Service

TUSA, Inc., dba TERiX Computer Service, is a global independent hardware support company providing flexible multivendor service on over 30 OEM brands of server, storage and network products. These include platforms from IBM®, Cisco®, HP®, Dell®, Oracle®, HDS®, EMC®, and NetApp® among others. TERiX customers include 50 of the global Fortune 500, 30+ major telecommunication companies, 20+ major finance/banking firms, more than a dozen healthcare and pharmaceutical giants, and 20+ Federal Agencies. TERiX provides a customer-focused support experience with strong service metric attainment, and as a hardware-agnostic service provider, acts as a trusted advisor to clients and partners worldwide. For more information, visit us on the web at: www.terix.com or on LinkedIn at www.linkedin.com/company/terix-computer-service.

Contact: Lawrence Quinn/EVP at 614-339-4131