



DeskCenter Comes After U.S. Market With New Partner Program

Posted by [Benjamin Tomkins](#) Monday, Mar 22, 2010, 08:51 AM ET

InformationWeek SMB

The U.S. Division of the German vendor has signed three channel partners and is targeting mid-market companies with an aggressively priced, SaaS IT management solution.

DeskCenter USA, the U.S. division of Leipzig, Germany-based DeskCenter AG, today announced a new partner program to support its SaaS offerings and cloud computing services. The company's flagship product, the [DeskCenter Management Suite](#) is a SaaS-based IT systems management solution that offers 15 different modules including, application metering, asset management, hardware inventory, license management, patch management, and software inventory.

In tandem with the new partner program, DeskCenter USA announced its third U.S. Partner, DCI, aka Delta CompuTec, a provider of managed services and SaaS solutions. Commenting on becoming a platinum partner, DCI executive vice president Anthony Macaluso said, "DeskCenter and DCI's partnership is an important component of our growing managed services practice. DeskCenter Management Suite is a next generation, widely accepted, highly robust, yet simple solution which combines 15 of the most important IT management applications into a single tool set."

DeskCenter USA is a relative newcomer to North America. With experience in the European market providing solutions to the likes of Lufthansa and VW, the company has now staked a claim to the IT management market for midsize companies with an offering priced to catch the attention of any business owner or IT manager eager to slash costs.

"Corporate pricing structures for DeskCenter Solutions AG and DeskCenter USA have been well received by our customers," said Hans J. Kaemmlein, president and CEO of DeskCenter USA. According to Kaemmlein, the DeskCenter Management Suite perpetual license costs approximately \$33,000 per 1,000 managed nodes depending upon the install. He claims that significantly undercuts several brand name market leaders and Kaemmlein was quick to point out that based on a recent [Symantec survey](#) estimating that outages and downtime cost SMBs \$15,000 per day on average, avoiding two days of downtime annually brings the DeskCenter offering within spitting distance of cost-neutral.