

## **McLaren International Pty Ltd Achieves SMB Specialization from Cisco Australia**

**Sydney – 11<sup>th</sup> June 2008** – McLaren International Pty Ltd announced today it has achieved SMB Specialization from Cisco<sup>®</sup>. The SMB Specialization recognizes Cisco resale channel partners whose primary focus is on the small and medium-sized business (SMB) market with fewer than 250 employees.

Managing director of McLaren International, Matthew White said “we see great potential within the SMB market space and through our partnership with Cisco we will be able to deliver integrated, end-to end, highly functional and secure solutions in a cost effective manner. We believe this will enable McLaren International to address real business and technology requirements whilst providing investment protection to our customer base.”

“The Cisco SMB Specialization was created in response to customer demand for channel partners to be capable of designing and implementing SMB-specific Cisco solutions,” said Surinder Brar, senior director of worldwide channels at Cisco. “With the SMB Specialization, McLaren International has made an investment in obtaining the training, skills and knowledge necessary to play a pivotal role in meeting this increasing demand.”

To earn SMB Specialization, McLaren International fulfilled training and exam requirements. McLaren International also met the personnel, training, and post-sales support requirements set forth by Cisco.

The Cisco Resale Channel Program provides partners with the training required to build sales, technical and Cisco Lifecycle Services skills. Cisco resale partner certifications—Gold, Silver, Premier and Select—represent an increasing breadth of skills across key technologies and a partner’s ability to deliver integrated networking solutions. Cisco resale partner specializations—SMB, Express, Advanced, and Master—reflect an increasing depth of sales, technical and service expertise in particular technologies.

## About McLaren International Pty Ltd



McLaren International, founded in 2004 and based at its headquarters in Sydney, Australia, delivers a range of 'best of breed' technology solutions and services to a diverse range of industries including Hospitality, Exhibition and Conventions Centres, Aged Care, Mining and Enterprise. McLaren International's customers span Australia's Major Convention Centres, Remote Mining Communities, Aged Care Communities and the worlds leading hotel companies including Accor Asia Pacific, Hilton Hotels and Resorts, Starwood Hotels and Resorts, the InterContinental Hotel Group, Langham Hotels, Hyatt Hotels and Resorts and Marriott International.

The team of Account Managers and technology professionals at McLaren International possesses extensive experience across these industries and has selected a range of exceptional applications to supply and support to the Asia Pacific Region.

For Further Information please go to [www.mclarenint.com](http://www.mclarenint.com).

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