



## Ahead of the Curve

### *The keys to securing a Tier One OEM account*

A Tier One OEM approached AMI looking to implement a high level of manageability into their hyperscale server systems for deployment in modern datacenter environments. To do so effectively, AMI explained that these systems must incorporate a system architecture that can disaggregate the vital hardware resources and pool them on demand. Such an architecture requires a high degree of essential manageability, including hardware inventory tracking and smart pooling techniques, all of which are present in MegaRAC manageability products like MegaRAC Composer™ Pod Management Software from American Megatrends (AMI).

The MegaRAC® team from AMI made its case by explaining our strong history of cutting-edge development in this area with industry leaders and industry standards groups. At the same time, AMI demonstrated the current implementation and the full feature set of its hyperscale manageability products. AMI then explained the complete set of components needed for the holistic manageability of hyperscale server designs to the OEM, persuading them to adopt the other necessary components from AMI as well.

The OEM was fully convinced and made the decision to adopt AMI technology based on this information.

#### **AMI Key Facts & Figures**

*• Founded in 1985 • Leads in BMC Firmware shipment in terms of revenue and volume • ISO 9001:2008 certified in recognition of AMI's commitment to quality • Offices worldwide spanning seven countries • Participant/member in numerous industry consortiums, standards groups reflecting our status and connections in the industry*

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