



A GENERATION AHEAD



Complete, Agile & Responsive

The keys to securing a Tier One OEM account

When choosing between a “make” versus a “buy” solution, choosing the right technology partner makes all the difference. Such was the case for a well-known European Tier One OEM. This customer was looking for new management firmware with a wide range of enterprise-level features. During an initial interaction with AMI, the OEM learned about the extensive feature set of MegaRAC SPX. At a follow-up engagement, the MegaRAC team from AMI presented and demonstrated the key features and benefits of MegaRAC SPX, ultimately turning the OEM towards AMI.

Although the OEM already had a solution, developed by its own internal team, it was ready to move on from it. The OEM sought to work with AMI on customizing MegaRAC SPX to its own needs instead. Before committing, however, the internal engineering team from the OEM requested to see proof that MegaRAC SPX could satisfy its specific needs, running on the OEM development platform and incorporating the homegrown features and IP the team had already developed.

The MegaRAC team took up the challenge and after a week met with the OEM to demonstrate how they had included all the features and IP that the OEM had developed internally. This demonstration of technical ability and confidence from AMI led to a strong development relationship with the OEM that continues to this day.

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 AMI's status and connections in the industry

For more information visit: ami.com

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