

EMC OEM Success Stories

Enhance your products with a best-in class platform

Protecting business data is critical to your customers. By embedding or reselling proven EMC® backup, recovery, and archiving storage software, you can provide your customers with data protection from an industry leader.

These success stories highlight some of our partners who have gained a competitive edge through their OEM/ISV relationships with EMC by embedding best-in-class EMC software into the solutions they provide their customers.



Cerner

www.cerner.com

EMC DiskXtender, ApplicationXtender, RepliStor

Cerner, a leading US supplier of IT solutions to the healthcare industry, embeds EMC DiskXtender® and EMC ApplicationXtender® to manage the migration of scanned images from an online cache to a SAN or active archive such as EMC Centera®. Cerner also embeds EMC RepliStor® to provide disaster recovery capabilities. Cerner customers benefit from EMC's expertise in image/file archiving and replication without having to develop their own solution.



Symitar

www.symitar.com

EMC DiskXtender, RepliStor

Symitar, the leading provider of technology solutions for credit unions, embeds EMC RepliStor as a disaster recovery solution for its Synergy Intelligent Document Management application. Symitar also embeds DiskXtender into the solution to archive files, images, and member statements. The enhanced feature set of Synergy IDM with OEM technology from EMC, has helped shorten Symitar's time to market while providing a deeper solution set their customers demand.



Construction Imaging Systems

www.construction-imaging.com

EMC DiskXtender, EmailXtender, ApplicationXtender

Construction Imaging Systems (CIS), a provider of IT solutions to the construction industry, includes EMC DiskXtender®, EmailXtender, and ApplicationXtender in its CIS Invoice Router and Construction Document Manager software. These capabilities provide their customers security and legal retention functionality for documents and e-mails. CIS benefits from its relationship with EMC through increased customer revenues and decreased internal expenses.



USERS, Inc.

www.users.com

EMC DiskXtender, RepliStor, ApplicationXtender

USERS, an IT systems and services provider to the financial industry, incorporates DiskXtender archiving, retention, and storage services into its DataSafe imaging and document management application. DataSafe also embeds RepliStor for disaster recovery and ApplicationXtender for core imaging and document management. This rich feature set has helped USERS sell more than 300 DataSafe applications.

Learn more

To learn more about the advantages of an OEM partnership with EMC, visit us online at <http://software.emc.com/oem> or call 800.607.9546 (outside the U.S.: +1.925.600.5802).