

EMC Proven Solutions

“EMC vertical expertise in highly networked security solutions, combined with their engineering excellence in storage architectures, has combined to provide an efficient and unobtrusive security solution for our faculty, researchers, staff, and students.”

— Project Coordinator, Howard University

“EMC continues to make great strides in helping our customers optimize their Oracle environments for use with EMC’s complementary information storage and management technologies.”

— VP of the N.A. Business Unit, Oracle

EMC Proven Solutions provide predictable, reliable, and accelerated solutions to key IT challenges

- Manage the dramatic growth of information within an increasingly complex information infrastructure and landscape
- Reduce risk by making sure stored information is adequately protected, secured, and available as needed
- Maximize the effectiveness of information management solutions to deliver high service levels required by the business
- Create new business value from information and IT infrastructure

EMC Proven Solutions

EMC® Proven™ Solutions are rigorously tested, end-to-end solutions designed to address your most pressing IT problems—from universal challenges like business continuity to specialized application requirements with Microsoft, Oracle, SAP, VMware®, and EMC Documentum®. EMC also provides Proven Solutions to address industry-specific challenges in public sector, healthcare, financial services, oil and gas, utilities, service providers, as well as for video surveillance. Each solution provides seamless integration with partner product offerings and complete implementation methodologies to ensure fast, predictable, and measurable results.

To accelerate end-to-end deployment, a toolbox of supporting documents accompanies each EMC Proven Solution. Reference Architecture documents provide an accessible overview so you can understand the solution and the core benefits. Technical information on how to configure and optimize each solution is provided through best practices and supporting technical validation documents. Similarly, EMC Solution Blueprints document interoperability, functionality, and performance results, but do not include scalability testing results.

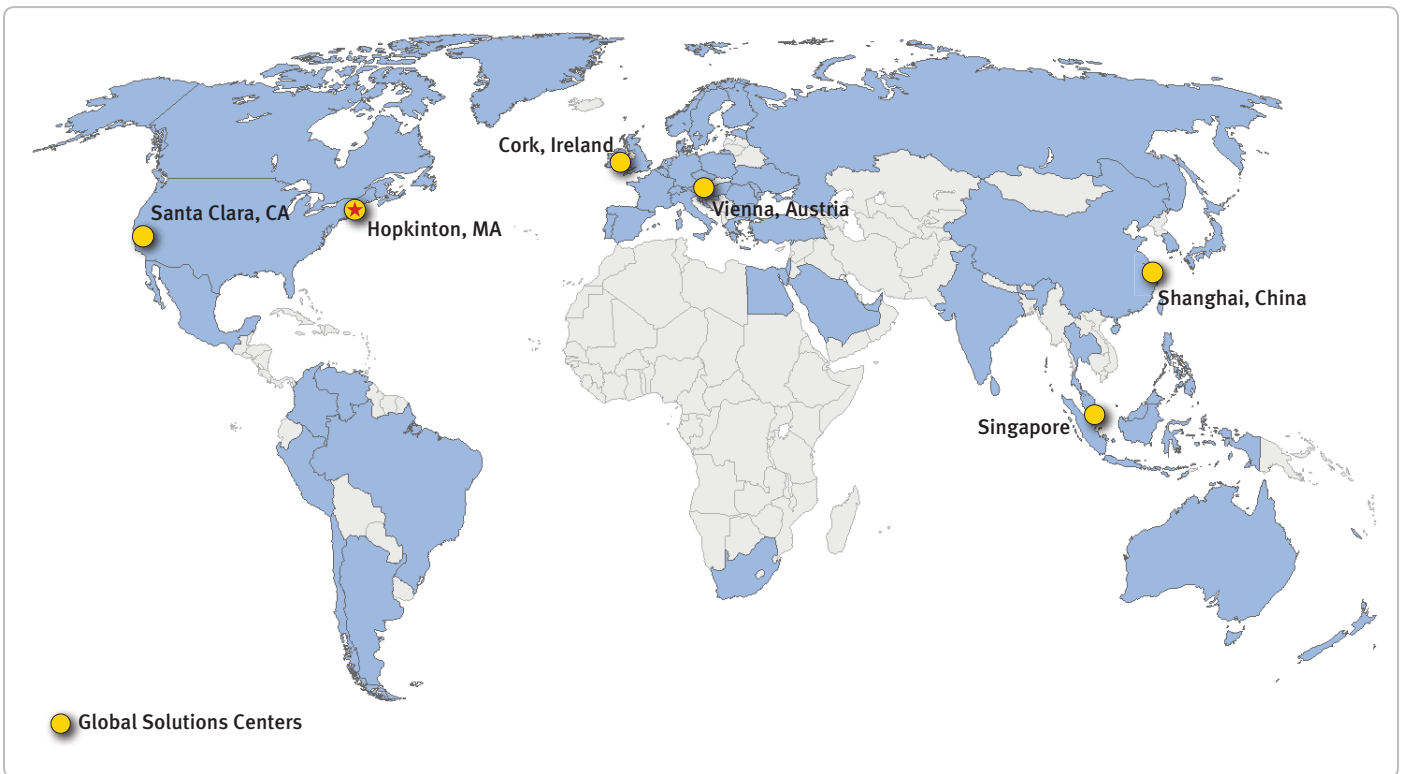
EMC Global Solutions Centers

EMC Proven Solutions are tested in EMC Global Solutions Centers located in Shanghai, China; Cork, Ireland; Hopkinton, Massachusetts; Singapore; Santa Clara, California; and Vienna, Austria. Each EMC Solutions Center’s Integration Center is built with EMC and third-party hardware and software in real-world design, deployment, and operational scenarios and staffed with engineers who are working closely with technology partners. Every EMC Global Solutions Center is driven by Six Sigma methodologies and the EMC Total Customer Experience quality assurance program.

EMC also has a Proven Solutions Innovation Center where EMC engineers rapidly develop and test innovative solutions to customer issues. The Center develops prototypes to demonstrate solution capabilities which are then passed on for further validation at the EMC Global Solution Centers. Documentation of these innovative solutions includes technical white papers and demos.

EMC’s Infrastructure Solutions Engineering Center proves and documents product use cases and develops infrastructure solutions. This center ensures full integration of the infrastructure layer when customers combine multiple EMC products. This testing complements EMC’s comprehensive individual product testing as well as EMC Proven Solutions application testing.





“With the assistance of EMC, our new business continuity solution has dramatically improved protection of our critical SAP application data. In the event of a data center outage, we’ve shrunk our recovery time from up to four days to a few hours without any data-loss exposure.”

— Senior Analyst, Kimberly Clark

“As one of the largest exposition facilities in the United States, we have an enormous security challenge and needed a solution that was very flexible, scalable, and easy to use. Despite the challenge of installing the system around our busy event schedule, the EMC team got everything integrated and running smoothly in a very limited timeframe. The system is very intuitive to use and has really increased our ability to provide a safe and secure environment for our visitors.”

— IS Manager, Kentucky State Exposition

EMC proofs of concept

Each proof of concept focuses on hardware and software working together. A test plan is defined in conjunction with customer requirements so that it provides a framework for validation of the environment. Engineering teams work with the customer’s technical staff to implement the proof-of-concept environment either onsite or at an EMC Global Solutions Center.

Technical demonstrations

EMC Proven Solutions technical demonstrations are performed live in EMC briefing centers or remotely via the Internet. Demos are available for many of EMC’s hardware and software products and EMC Proven Solutions. These demos are delivered by subject-matter experts and provide EMC customers with a framework to understand EMC’s capabilities.

Subject-matter experts

EMC Proven Solutions experts are well versed in helping customers solve their IT challenges by understanding which solutions are most applicable to their unique requirements. Proven Solutions professionals go through a certification program and are one or more of the following: Microsoft, Oracle, SAP, VMware, and EMC Documentum application specialists and database administrators; SAN, NAS, and CAS experts; certified network and security engineers; or UNIX, Linux, HP-UX, or AIX engineers.

EMC²
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