

EMC GLOBAL FINANCIAL SERVICES

ESSENTIALS

Challenge:

- Keeping IT spending down and trying to respond quickly to changing business needs.

Solution:

- OpenScale on EMC products

Solution Benefits:

- Speed to deployment
- Flexibility
- Pay-as-you-grow minimizing upfront costs

Approved Products

- Data Domain
- Isilon
- VMAX
- VNX
- VPLEX
- XtremIO

OPENSACLE: CAPACITY ON DEMAND

Receive all the storage you need today, but only pay for what you use.

CHALLENGE: FLEXIBILITY

You need to keep IT spending down, but you also need to respond quickly to changing business needs. EMC OpenScale lets you do both - without giving up control of your IT resources. Get all the benefits of a best-of-breed information infrastructure while paying only for what you use.

SOLUTION: OPENSACLE

EMC is offering customers the opportunity to adapt to their changing business needs in real time.

OpenScale is ideal for companies with growing, multi-terabyte installations and complex purchasing processes. EMC OpenScale is a hybrid financing/inventory procurement partnership. It provides an agreed-upon baseline capacity of storage (via lease or purchase) and an additional "buffer" of capacity that can be instantly used when needed. There is no charge for the buffer until it is consumed.

ABOUT EMC GLOBAL FINANCIAL SERVICES

EMC Global Financial Services has a range of Finance and Technology Refresh Solutions that can be tailored to include hardware, software, services and non-EMC equipment. To help you procure technology that is aligned to your business, we offer:

SIMPLE processes with fast access to market leading finance solutions

TRANSPARENT contracts with clear visibility on end of terms options

AFFORDABLE solutions with fixed IT budgeting and low total cost of ownership

GLOBAL FINANCIAL SERVICES

To learn more about how EMC Global Financial Services can help you easily afford the best solution for your growing business needs, contact EMC or your local EMC Business Partner.

CONTACT US

To learn more about how EMC products, services, and solutions can help solve your business and IT challenges, [contact](#) your local representative or authorized reseller, visit www.emc.com, or explore and compare products in the [EMC Store](#).

Terms & Conditions:

Valid for a limited time only

Subject to cancellation or modification by EMC without notice

Subject to customer credit approval, local terms and conditions

Available in participating countries

Lease agreements may be provided by local EMC funding partner

Lease structures may vary by country to cater to local requirements

EMC², EMC, the EMC logo, are registered trademarks or trademarks of EMC Corporation in the United States and other countries. VMware is a registered trademark or trademark of VMware, Inc., in the United States and other jurisdictions. © Copyright 2015 EMC Corporation. All rights reserved. Published in the USA. 03/15 Handout H12874.1

EMC believes the information in this document is accurate as of its publication date. The information is subject to change without notice.

