MISSION, SOLUTION, WIN—BEYOND THE BUZZWORDS

Empowering real IT transformation in the federal government

Money is tight across the federal government and our nation. Let’s skip the platitudes; you need to make every penny count.

IT’s role? Drive down cost and increase mission success. IT is about cloud, data center consolidation, cyber security, workforce productivity—telework and mobility—and, of course, service to the citizen. But let’s get past the buzzwords and face facts. Federal IT isn’t easy, and you face unprecedented challenges.

**IT ISN'T EASY: FEDERAL IT SCORECARD**

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| Data Center Consolidation | • 70 percent of IT managers say agencies won’t meet the mandate to cut 800 data centers by 2015¹  
                         | • 85 percent say federal agencies won’t realize data center savings without new investment |
| Cloud First            | • 79 percent of IT managers say their agencies are not adhering to Cloud First policy²  
                         | • 79 percent of CIOs say budget constraints are the top obstacle to cloud computing  
                         | • 71 percent of CIOs say security concerns prevent cloud adoption² |
| Cyber Security         | • 100 percent of IT managers say threats have increased in the last year  
                         | • Federal agencies say funding for cyber security priorities is 41 percent short of what is necessary to complete their mission.³ |

¹ “Over to You, Mr. VanRoekel…A Federal IT Referendum on Change Study,” MeriTalk, September 2011.
³
With 30 years of experience in civilian, defense, and intelligence agencies, EMC understands government beyond the buzzwords. We empower your agency to meet today’s challenges head on. Our cloud, Big Data, tactical storage, data protection, and trust solutions are proven, scalable, secure—and easy to deploy and own.

Let us show you how we’re empowering real IT transformation. How we understand the mission. Develop the solution. And show the win. That’s the EMC® federal approach. Here’s how key agencies have benefitted.

**EMC AT WORK**

**BIG PICTURE—NASA**

**Mission**—Enable scientists and engineers to access high-resolution, 3D satellite images via the web to accelerate discovery.

**Solution**—Deployed EMC Isilon® IQ scale-out, network-attached storage with the OneFS operating system to consolidate more than 8,000 large Landsat 7 satellite images onto a single volume and single file system to provide high-performance, concurrent user access to geoprocessing applications.

**Win**—Engineers around the world can now access NASA images on demand, driving faster scientific analysis, new discoveries, and a greater understanding of the earth’s atmosphere.

**BIG DATA—DOD**

**Mission**—Support the DoD’s ability to conduct expanded multirange and joint service test-and-training exercises by identifying the gap between current IT infrastructures and what is needed to harness the thousands of parameters and huge datasets generated by modern, complex, interconnected weapon systems.

**Solution**—The EMC Federal Test Range Solutions Engineering Group (FTRSEG) developed and administered a study that covered the test range activities across the U.S. Army, Navy, and Air Force.

**Win**—Provided IT decision makers with quantifiable proof that more IT services were required to handle the Big Data needs across all branches of the U.S. military. Identified potential gaps in the infrastructure required to handle Big Data and addressed the gaps in an actionable roadmap, which was leveraged in modernized initiatives.

**CLOUD—GOVERNMENT ASSEMBLY**

**Mission**—Equip members of Congress and their staff members to more effectively serve constituents, while meeting federal directives to consolidate data centers, reduce IT costs, and “Green the Capitol.”

**Solution**—Deployed a private cloud solution consisting of replicated, tiered EMC unified storage; Cisco unified servers; and VMware® virtualization technology. Installed EMC Data Domain® deduplication, RSA® security solutions, and VMware View™ for remote zero- and thin-client access to further secure and enhance the cloud.

**Win**—Government representatives have secure access to information anytime, anywhere, and on any device, allowing them to conduct the nation’s business and serve constituents more quickly, and with more personalization than ever before.

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3 “Federal Application Modernization Roadmap: Express Lane or Detour Ahead?,” MeriTalk, January 2011.
**EDGE COMPUTING—ARMY COMMON OPERATING ENVIRONMENT (COE)**

**Mission**—Support expeditionary operations and tactical deployments of troops even in the harshest environments with networked storage that is mobile, rugged, and cost-effective.

**Solution**—Implemented a Themis-offered RuggedStore 3100 solution based on EMC VNXe® storage, which complies with COE guidelines and can be backed up to the Brigade with EMC Avamar®.

**Win**—Soldiers have ready access to the information they need to effectively and safely execute missions in even the most remote and rugged environments.

**DATA PROTECTION—FEDERAL WARFARE CENTER**

**Mission**—Support the air warfare mission with high availability and disaster protection via a single global VMware infrastructure that meets stringent Recovery Point Objectives (RPO) and Recovery Time Objectives (RTO).

**Solution**—Installed EMC RecoverPoint Continuous Remote Replication across the IT infrastructure, augmented with installation and configuration services from EMC Consulting Services.

**Win**—Enabled fixed- and vertical-wing aircraft missions to operate more safely and effectively from aircraft carriers, ships, and airfields worldwide—with no risk of IT service disruption.

**SAFE & SOUND—COMPREHENSIVE NATIONAL CYBER INITIATIVE (CNCI)**

**Mission**—Improve the security of federal IT infrastructure by unifying agencies' fragmented approach to cyber security.

**Solution**—Leverage EMC's RSA solutions, including the NetWitness® NextGen platform, to help agencies fulfill federal cyber security objectives and policies, such as those prescribed by OMB's Trusted Internet Connection memorandum M-08-05.

**Win**—Enabled a federal agency, seeking to comply with CNCI policies and best practices, to uncover a potentially serious external data breach and an employee-created data leakage incident within two weeks of deployment.
Understand the mission. Develop the solution. Show the win. EMC’s formula for success has helped hundreds of Federal agencies transform their IT operations to support more agile, flexible service delivery.

While we started as a data storage company, we, too, have transformed. We’ve added a full suite of consulting services to complement our application and infrastructure expertise. Our consultants understand how to apply technology to address the unique needs of government organizations. We use field-tested tools, proven methodologies, and best practices to minimize risk and accelerate time to value for our customers across a broad range of federal agencies and commands.

Today, our solutions for data center consolidation, virtualization, and cloud are helping federal agencies ensure long-term sustainability, while reducing cost of ownership. Our security solutions are protecting sensitive data and addressing cyber security and network management to reduce risk, improve compliance, and ensure continuity of critical government operations.

And, through partnerships with industry leaders, such as VMware, Cisco, and VCE—and security expertise from our RSA division—we are delivering turn-key, full-stack solutions that accelerate deployment and further reduce risk.

Let us show you how to transform your agency’s IT operations for more agile, efficient service delivery, reduced cost, increased security, and more.

ABOUT EMC
EMC Corporation is a global leader in enabling the federal government to transform its operations and deliver IT as a service. Fundamental to this transformation is cloud computing. Through innovative products and services, delivered in partnership with leading government contractors and federal system integrators, EMC accelerates the journey to cloud computing, helping federal IT departments to store, manage, protect, and analyze their most valuable asset—information—in a more agile, trusted, and cost-efficient way. Additional information about EMC can be found at www.EMC.com/federal.