

EMC SELECT

Convenient access to third-party products to complete your information infrastructure solutions

ESSENTIALS

- Simple and efficient access to EMC-qualified third-party “solution completers”
- Complements your EMC products and helps complete your information infrastructure solutions
- Single-source acquisition enables easier design, evaluation, and implementation of information storage and management solutions
- Products are qualified for interoperability and E-Lab tested where applicable

EMC is the leader in delivering information storage and management solutions to meet customers’ information lifecycle management strategies. Through the industry’s broadest and deepest portfolio of hardware, software, and services, EMC is recognized as the one vendor most capable of helping businesses manage their information from the time of its creation to its archival and eventual disposal.

Through a portfolio of best-in-class third-party products—called EMC® Select—EMC is extending the breadth of its offerings to complement EMC products and help customers implement more complete information infrastructure solutions.

EMC Select is a simple and efficient way for customers to acquire EMC-qualified third-party “solution completers” directly from EMC. EMC Select products have passed EMC’s rigorous qualification process for interoperability and are EMC E-Lab™ tested where applicable. These selected offerings are used with EMC storage solutions, and through acquisition from one source, businesses can now more easily implement their information storage and management solutions.

Offerings available through EMC Select include:

- **Data security:** Gain the ability to further protect information and prevent access by unauthorized users.
- **Host bus adapters, converged network adapters, and switches:** Connect the host and storage layers with EMC-approved HBA, CNA, and Fibre Channel switch technology.
- **Converged Storage networking:** Get more value out of your EMC Storage solutions by combining them with converged storage networking solutions from EMC Select partners.
- **Mainframe solutions:** Combine EMC storage arrays with leading partner technology to store and manage mainframe data on disk.
- **Peripherals:** Gain best-in-class peripherals to power your software and manage overall footprint.
- **WAN optimization and high-speed data transfer:** Learn how EMC Select partners can help you get more value out of your wide area networks.
- **Business continuity and disaster recovery:** Minimize exposure to data loss from disasters and ensure applications and data are available during planned and unplanned outages.
- **Backup, recovery, and archiving:** Leverage EMC Select solutions to enable EMC best practices for your backup, recovery, and archiving solutions.
- **Content management:** Improve the management of files by combining the EMC Documentum® platform with EMC Select partner technology.





Products are qualified for interoperability and EMC E-Lab tested where applicable.

- **Storage management:** Get more value from your EMC storage solutions by combining them with EMC Select storage management products.
- **Virtualization:** Work with EMC Select partners to get more value out of your virtualization solutions.

EMC Select partners deliver product service and support for offerings available through the program. EMC's Customer Service organization will provide problem diagnosis and isolation for the entire infrastructure and work in conjunction with all of the vendors through mutual customer support agreements (CSAs). This ensures joint service cooperation, escalation and rapid mutual response/resolution to provide our customers with the highest levels of application availability and uptime. In addition, EMC will continue to resolve any interoperability issues per the EMC Support Matrix. For a complete list of approved configurations, check the E-Lab Navigator or EMC Support Matrix at www.EMC.com/interoperability.

This global program enables EMC to meet more of our customers' information infrastructure requirements and remove complexity by purchasing from a single trusted source.

The EMC Select offerings are available from EMC sales representatives and partners. Refer to the EMC Select catalog for a consolidated view of the entire product portfolio—organized by technology category—and quickly determine where they fit within your EMC environment: www.EMC.com/select.

EMC SELECT PARTNER REQUIREMENTS

- All EMC Select products must pass EMC's comprehensive interoperability and qualification processes by working with EMC engineering teams.
- Partner products are complementary to EMC's information infrastructure solutions.
- The EMC Select partner signs a joint customer service agreement (CSA) with EMC.
- The EMC Select partner assigns dedicated representatives in customer service, technical support, marketing, and sales to team with EMC.



CONTACT US

For more information on EMC Select or for a listing of all participating partners and products, visit our website at www.EMC.com/select or contact your local EMC representative.

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