

## EMC Select

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

#### The Big Picture

- 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<sup>®</sup> 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 control access by unauthorized users.
- **Distance Extension:** Enable data communication in Fibre Channel storage area networks (SANs).
- **Host Bus Adapters and Switches:** Relieve host processors of data storage and retrieval tasks.
- **Mainframe Virtual Tape:** Better manage your mainframe environment and gain the ability to store magnetic file images on disk.
- **Peripherals:** Connect other devices to your computing environment.
- **Software:** Implement useful applications within your existing computing environment.
- **Tape Libraries:** Automatically read and write data, access ports, and mount tape cartridges.
- **WAN Optimization:** Learn how EMC Select partners can help you get more value out of your wide area networks





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

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: <http://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: <http://www.EMC.com/collateral/partners/h1900-emc-select-catalog-ldv.pdf>.

### 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.



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#### Take the next step

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