

EMC's Newest Agile, Scalable and Trusted Hyper-converged Infrastructure Appliance

EMC VSPEX™ BLUE provides superior storage performance and a seamless appliance management experience by leveraging the VMware software stack for SDDC building blocks for compute, network, storage and management. The simplicity of deployment, operation, and maintenance that will reduce planned downtime and maintains productivity, sets the appliance apart from other hyper-converged offerings in the market. EMC's VSPEX™ BLUE, HCIA boasts the ability to power-up to VM provisioning in 15 minutes which can eliminate more than 250 manual configuration tasks and workflows.

AGILE

- Respond quickly to changing business demands
- Speed time-to-deployment with single, elastic pool of resources
- Streamline operations with automated deployment, upgrades and patches

SCALABLE

- Linear scale-out with small increment, cost-effective building block approach
- Eliminate need for pre-planned infrastructure purchases
- Provide unlimited cloud storage via cloud gateway

TRUSTED

- Receive global support with single point of accountability for hardware and software
- Experience ESRS enables remote monitoring, diagnostics and repair
- Safeguard with Industry-leading data protection for your entire system

VSPEX BLUE: Key Use Cases

VSPEX BLUE provides you the opportunity to explore many new business opportunities



Virtualized
Environments



Business
Applications



Virtual Desktops



Remote Office/
Branch Office



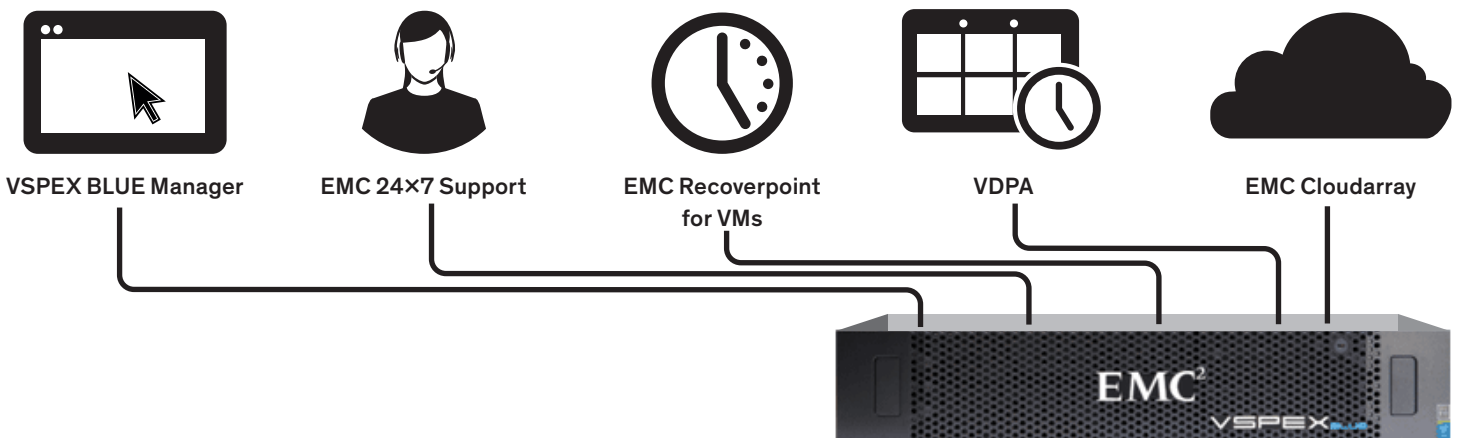
Test/
Development



Managed Service
Providers

VSPEX BLUE Software

EMC VSPEX™ BLUE, offers the fastest, lowest risk path to new application and technology adoption. Software designed for simplicity, fully orchestrated installation, management, patches and upgrades, VSPEX BLUE provides unmatched scaling capability based on your business needs.



VSPEX BLUE Hardware Specifications

	Standard Hardware	Performance Model
Processor	Dual Intel Ivy Bridge E5-2620 V2 (12 cores, 2.1 Ghz)	Dual Intel Ivy Bridge E5-2620 V2 (12 cores, 2.1 Ghz)
Memory	128GB	192GB
Storage	32GB SLC SATADOM 400GB eMLC 2.5" SAS SSD 3 × 1 TB 10K 2.5" SAS HDD HBA for RAID pass-through	32GB SLC SATADOM 400GB eMLC 2.5" SAS SSD 3 × 1 TB 10K 2.5" SAS HDD HBA for RAID pass-through
Network	2 × 10GbE SFP+ or 10GBase-T 1 GbE (LOM)	2 × 10GbE SFP+ or 10GBase-T 1 GbE (LOM)

Key Differentiation

EMC brings unique differentiators with the VSPEX BLUE appliance by integrating EMC's software, support and other leading solutions to provide a complete all-inclusive system.

Features & Services



BLUE Manager

BLUE Marketplace

CloudArray

Protection & Security



RecoverPoint VM

vDPA

Multi-Node Appliance

Leadership



#1 Converged

VSPEX and vBlock

EMC Secure Remote Service

Leverage Arrow's comprehensive and integrated enablement services to accelerate your time to market with EMC VSPEX™ BLUE! Arrow's enablement services provide the critical end to end elements today's transforming channel requires and provides critical program services and investments designed to speed your time to market and grow your business.

Solution Consideration	Arrow Capability
Protection	Incorporate EMC Powered Data Protect Solutions
Availability	Disaster Recovery Solution Design Services
Network	Top of rack switch solutions: Brocade, Juniper, Fiber cabling and SFPs
Racking	Top brand partnerships: Titan, Panduit, Emerson
Cloud Leverage	Rackspace, EMC Powered Solutions for: DR, Backup, File , Archive and Burst
Financing	Arrow FLEX Financing Capital Expense Plan
Integration Services	Beyond the basics of BLUE integration, Arrow provides expansive technology integration services.
Customer Education	VMware Customer Education Services to enable your customers.
Trade-In	Gartner Magic Quadrant Leader in Value Recovery Services, Arrow has the capabilities and offerings to support.

Arrow VSPEX BLUE Enablement

Sales and Pre-Sales Training via Arrow Academy

- Value proposition, use cases and competitive differentiation
- Sales tools and resources at www.arrowenablement.blue

EMC Converged Practice Development with Arrow Growth Program

Enablement program roadmap and benefits to expand your CI offerings.

EMC Solution Architects

Technical resources across North America with expertise in converged solutions, including VSPEX BLUE.

EMC Solutions Centers

Leverage our solution centers as an extension of your own business. Test, demo, design, and learn more about VSPEX BLUE in a hands on environment with the support of our highly skilled engineering team.

[Access our Labs](#)

Get Started Today!

www.arrowenablement.blue

Are You Five Years Out?

Most people live in the present. The world of now. But a handful of us work in a unique world that doesn't quite exist yet—the world of Five Years Out.

Five Years Out is the tangible future. And the people who live and work there know that new technologies, new materials, new ideas and new electronics will make life not only different, but better. Not just cheaper, but smarter. Not just easier, but more inspired.

Five Years Out is an exciting place to be. So exciting that, once you've been there, it's hard to get excited about the present. Because we know what's coming is going to be so much better.

Five Years Out is a community of builders, designers, engineers and imaginers who navigate the path between possibility and practicality. Creating the future of everything from cars to coffeemakers.

Are you one of them? Then you're probably working with us.



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