EMC Powered Solutions with 3rd Platform Capabilities

About our Solutions Lab

We invite you to experience Arrow's solutions labs and access technology in a personal, hands-on environment equipped with best-of-breed equipment, supported by a team of technical experts. Discover how you can leverage Arrow's technical talent to augment your own knowledge base and help guide customers through the complexities of solutions design and implementation.

Our Mission

Our goal is to help our valued partners solve business challenges by exploring new technologies, that deliver better business outcomes.

Lab Capabilities

- Explore private and hybrid cloud solutions

- Demonstrate a variety of converged infrastructures

- Show customers the value of storage operations within virtualized environments

- Demonstrate the impact of Data Protection

- Explore big data applications and management

- Drive value with demonstions and POCs that solve business challenges

Lab Features

- Live access or remote log-in with real-time,   interactive environment that offers integrated data and audio web conferencing

- 12 month technology refresh cycle

- Access to best-of-breed solutions across infrastructure supplier lines

Contents

EMC² POWERED

Our Services

SOLUTIONS CONSULTING

Architectural Design Guidance & Planning

Work with Arrow to respond to customer requirements with the most applicable architectures. Design guidance and planning sessions may incorporate sizing discussions, white-boarding and/or product demonstrations.

Product Demonstration

When Arrow Engineering delivers demonstrations, it is our goal to showcase product ease of use and build customer confidence in the proposed solution.

PRACTICE DEVELOPMENT

Technical Training Sessions

While attending a training at the Arrow solutions lab, partners will gain an in-depth technical understanding of EMC centric solutions. We can conduct customized technology training based on your business needs.

AWARENESS AND DEMAND

Customer Demonstration

Arrow labs offer state of the art, environments to show case EMC centric solutions and complimentary vendor technologies. Whether your customer wants to learn more about a specific EMC product or your solving a business challenge, our engineering experts have the knowledge and experience to help.

OPPORTUNITY SUPPORT

Proof of Concept

Proof of Concept (POC) engagements can prove that the chosen solution will resolve your customers business challenge. Arrow will work with you and your customer to detail requirements, prototype the architecture and deliver proof points.

PRE-SALES CONSULTING & SUPPORT

EMC Product Position & Industry Alignment

Arrow's engineering experts will work with you to guide you towards the correct solutions portfolio using EMC best practices, workload analysis and industry insight.

APPLICATIONS

MS Exchange 2013, MS SQL 2012, Oracle 10g/11g, SharePoint 2013, VMware View 5.1, Vmware vDirector

ORACLE®   SharePoint   SQL Server   Exchange

HYPERVISOR

VMware vSphere 5.1, View, MS HyperV 2012, Citrix ZenServer 6.0, Isilon for vCenter

vmware®   Windows Server 2012 Hyper-V   CITRIX®

CENTRALIZED MANAGEMENT

Cisco UCS Manager, Unisphere Manager, Analyzer,QOS, Symmetrix Management Console, Ionix Control Center 6.1, Ionix Storage Scope, Thin Provisioning, VSI,VAAI, VASA, InsightIQ

TIERING SOFTWARE

Fully Automated Storage Tiering (FAST), Fast Cache

SCALE-OUT NAS

OneFS, Hadoop, Smart Pools, Smart Quotas, SmartLock

BUSINESS CONTINUITY

Replication Manager (SQL)

Replication Manager (Exchange)

Replication Manager (Oracle)

VMware Site Recovery Manager (vSRM)

SOFTWARE DEFINED

ViPR

ScaleIO

ANALYTICS

GreenPlumDB

Greenplum

DATA PROTECTION & AVAILABITY

TimeFinder, MirrorView/S
MirrorView/A, Snaps/Clones
Data Protection Advisor, Powerpath/VE, SnapshotIQ

FILE AND CONTENT MANAGEMENT

EMC DiskXtender for Windows, Documentum ApplicationXtender 6.5 Suite EMC File Management Application SourceOne 6.5 Email Management eDiscovery, Deduplication

INTELLIGENT OPERATIONS

VCE Vision

VCE

BACKUP & ARCHIVE

Avamar 7.0, Avamar Virtual Edition (AVE) 7.0, NetWorker 8.1

NETWORKING

Brocade CDX-4S, Brocade 7800, Brocade 8000, Brocade 7600, Brocade VDX, Brocade TurboIron, Cisco 9216i, Cisco 9222i
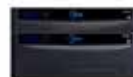
INFRASTRUCTURE

Converged Infrastructure
VBlock 200
VSPEX
VSPEX Blue

Storage Solutions
VMAX Cloud Edition

Scale-Out Platform
Isilon X200

Unified Storage
VNXe 3100, VNXe 3150, VNXe 3200, VNXe 3300 VNX 5700, VNX 7500, VNX 5400

Enterprise
VMAX 20k
XtremIO

Availability
VPLEX – Local
RecoverPoint

Backup & Recovery
Data Domain DD610 (DDOS 5.3)
Data Domain DD2200 (DDOS 5.4)
Data Domain DD2500 (DDOS 5.4)
Avamar

Leverage our Solutions Lab to Position Technology Refresh!

Arrow's solutions lab services make it easy to upgrade to the latest EMC solutions and our integration services facilitate seamless migration.

Capitalize on refresh opportunities with EMC's next generation products that lead the market in feature and functionality. We can help you evaluate your customers current environment and identify potential tech refresh opportunities.

VSPEX Blue	VIPR	XtremIO
Continue your journey to the private cloud	The Path to the Software Defined Datacenter	XtremIO – Redefine the possible

Redefine Simplicity with EMC's new Hyper-Converged Infrastructure Appliance

Bundle VIPER Software with Recoverpoint VM & XtremIO

EMC's #1 All FLASH array, XtremIO. Always-on thin provisioning, inline deduplication & compression

Lab Request Form
http://ww2.arrownacp.com/asp/emc.asp

Solutions lab Overview
http://youtu.be/9Luf7bFTSt0

In Person
800 544 7674

Via Email
ecsmarketing@arrow.com

Online
ecs.arrow.com

Five Years Out

EMC_Solutions_Lab_10/14_CDS1.2