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Cisco and EMC to Offer End-to-End File Storage Consolidation Solution

Customers to benefit through lower costs, simplified data management and protection

SAN JOSE, Calif. and HOPKINTON, Mass. – Jan. 10, 2005 – Cisco Systems, Inc. ® and EMC Corporation today announced that they intend to provide customers with an end-to-end storage consolidation solution for remote-office data. By combining Cisco wide area file services (WAFS) technology and EMC® networked attached storage (NAS), customers will have an integrated solution to consolidate branch office data into the data center, allowing company-wide data to be centrally stored, managed, protected and accessed.

EMC and Cisco have agreed to develop an OEM agreement, which will enable Cisco to sell and support the EMC NS Series/Integrated NAS solutions. Cisco plans to offer these NAS solutions together with the recently introduced Cisco File Engine to provide a solution ideally suited for enterprise storage consolidation over wide-area networks. The integrated solution will be sold and supported by Cisco directly and through its worldwide partner channel.

Cisco currently offers branch-office solutions for networking, security, wireless, voice, caching, and proxy services. To complement these solutions, Cisco is offering the open-standards-based Cisco File Engine series, an appliance-based solution using WAFS, an emerging technology that gives customers LAN-like performance for accessing central files from remote locations.

EMC's market-leading enterprise NAS solutions combine a high-performance Celerra™ network server with dedicated EMC CLARiiON® networked storage that offers high performance, ease-of-use, and availability. The EMC NS500 Series is a

cost-effective, high-availability system that combines simplified NAS management with integrated networked storage. The EMC NS700 Series is a high-performance, highly scalable integrated NAS system with dedicated networked storage. Both are available in single and dual EMC Data Mover configurations and support either Fibre Channel or ATA disk drives.

With this integrated solution from Cisco, IT administrators will be able to take advantage of centralized resources for backup and disaster recovery to achieve better protection of their branch-office data. Centralized management will also help to simplify and reduce the cost of data administration for remote offices throughout the enterprise. In addition, customers will benefit from a single point of contact for support and services for this solution.

“Both Cisco and EMC are strategic vendors of data center solutions for enterprise and service provider customers globally,” said Luca Cafiero, senior vice president and general manager of the Data Center, Switching, Storage and Wireless Technologies Group at Cisco. “This agreement enables Cisco to offer a comprehensive network-enabled solution that spans customer requirements from the branch to the data center.”

“Today’s announcement is a natural extension of our ongoing partnering with Cisco to bring leading solutions to market that help our mutual customers manage information throughout its lifecycle and solve some of their most pressing business challenges,” said Howard Elias, Executive Vice President of Corporate Marketing and Office of Technology at EMC. “The combination of technology from these two industry leaders will form a compelling enterprise-class data consolidation and management solution.”

About Cisco Systems

Cisco Systems, Inc. (NASDAQ: CSCO), the worldwide leader in networking for the Internet, this year celebrates 20 years of commitment to technology innovation, industry leadership and corporate social responsibility. News and information are available at www.cisco.com.

About EMC

EMC Corporation (NYSE: EMC) is the world leader in products, services and solutions for information storage and management that help organizations extract the maximum value from their information, at the lowest total cost, across every point in the information lifecycle. Information about EMC's products and services can be found at www.emc.com/.

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