

VCE IS THE MARKET SHARE LEADER FOR CONVERGED INFRASTRUCTURE SYSTEMS.

OUR CUSTOMERS KNOW WHY.



VCE Systems give us the ability to scale and adapt on the fly to what the market throws at us. That business agility is a great first-mover advantage in a market with so much growth potential.

— Erik Naugle, Vice President, SAIC



“Moving to a Vblock System allows the business to focus on innovation and expansion without being burdened by IT limitations. We now can provide IT resources to the business far more quickly. So our management team has more confidence when making strategic decisions that will impact growth.”

— Justin Beauchamp, IT Infrastructure Manager, McCoy Global

The integration of compute, network, and storage into a single stack is transforming the way we, as IT professionals, view these environments. We anticipate a significant reduction in the overhead required to manage the Vblock platform environment, because we've taken three separate disciplines and combined them into one.

— Dan Hein, Director of Global Information Systems, Columbia Sportswear

#### ABOUT VCE

VCE, an EMC Federation Company, is the world market leader in converged infrastructure and converged solutions. VCE accelerates the adoption of converged infrastructure and cloud-based computing models that reduce IT costs while improving time to market. VCE delivers the industry's only fully integrated and virtualized cloud infrastructure systems, allowing customers to focus on business innovation instead of integrating, validating, and managing IT infrastructure. VCE solutions are available through an extensive partner network, and cover horizontal applications, vertical industry offerings, and application development environments, allowing customers to focus on business innovation instead of integrating, validating, and managing IT infrastructure.

For more information, please visit [vce.com](http://vce.com).

#### THE NUMBERS ADD UP VCE CONVERGED SOLUTIONS

4.4X

FASTER TIME TO MARKET  
FOR NEW SERVICES

96%

LESS DOWNTIME

41%

LESS TIME KEEPING THE  
LIGHTS ON

Source: IDC Whitepaper, *The Business Value of VCE Vblock Systems: Leveraging Convergence to Drive Business Agility*, April 2015



EMC<sup>2</sup>



## THE WORLD'S MOST ADVANCED CONVERGED SOLUTIONS

#### VCE TRANSFORMS IT

VCE innovation lets IT shift resources from the tactical to the strategic to deliver greater business agility and enable **real IT transformation**.

The result: faster application deployment, higher availability, and lower Total Cost of Ownership (TCO).



Our VCE-based private cloud provides the business with tools and capability that add a competitive advantage.

— Thomas Mayer, COO, Lotus F1 Team



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# BLOCKS, RACKS, AND APPLIANCES FOR THE NEXT GENERATION DATA CENTER



**BLOCKS**  
CRITICAL TIER 1 WORKLOADS



**RACKS**  
PLATFORM 3 AND WEB-SCALE WORKLOADS

VSPeX<sup>BLUE</sup>



**APPLIANCES**  
ROBO AND DEPARTMENTAL VDI

## TRANSFORM YOUR BUSINESS WITH THE POWERFUL SIMPLICITY OF VCE

**Simplicity.** At VCE, it's the core driver behind everything we do. Our mandate is to break down the silos in the data center—reversing the status quo of static and inflexible resources by accelerating IT infrastructure to cloud speed.

### THE VCE EXPERIENCE

- ENGINEERED
- MANUFACTURED
- MANAGED
- SUPPORTED
- SUSTAINED

AS  
**ONE**  
PRODUCT

VCE Converged Solutions are engineered, manufactured, managed, supported, and sustained as ONE product, giving IT leaders the foundation and flexibility to:

- **Reduce costs**
- **Enhance service delivery**
- **Shift IT focus** towards delivering business value vs. maintaining infrastructure
- **Meet the evolving expectations** of a tech-savvy, mobile workforce

All VCE product platforms are factory-built and validated as unified systems, backed by the one-number-to-call VCE™ Support, and sustained with the VCE™ Release Certification Matrix (RCM).

### Vblock® and VxBlock™ Systems

#### Industry-Leading Converged Infrastructure Systems

VCE pioneered converged infrastructure with the introduction of Vblock Systems, bringing together VMware virtualization, Cisco networking and compute, and EMC storage to simplify data center operations. Our portfolio also includes VxBlock Systems, offering increased choice and flexibility for converged infrastructure systems.

### VCE Vscale™ Architecture

#### Ultimate Agility, Simplicity, and Assurance

VCE Vscale™ Architecture addresses today's new business dynamics by extending VCE's industry-leading converged infrastructure expertise to scale-out data center architecture, delivering the ultimate in agility, simplicity, and assurance.

### VCE Vision™ Intelligent Operations

VCE Vision™ software provides unified visibility across multiple VCE converged infrastructure systems or data centers, regardless of where they're located. This multisystem perspective makes it much simpler to manage a fast-growing IT environment—enabling automatic and highly proactive converged operations at data center scale.

### VxRack™ Systems

VCE expands its industry leading portfolio of converged infrastructure products to include hyper-converged infrastructure with industry-best VCE lifecycle management and assurance.

The VxRack 1000 Series provides a hyper-converged alternative for customers to take their journey to the cloud with VCE, and enables customers to optimize deployment of targeted use cases best suited to hyper-converged infrastructure.

### GAIN THE VCE ADVANTAGE

Take your IT model from keeping the lights on to an engine of innovation. Our portfolio also includes VxBlock Systems, offering increased choice and flexibility for converged infrastructure systems. From massively increasing availability to unifying technology resources, VCE converged solutions provide the keystone your business needs to maintain a strategic advantage in the cloud era.

Today, VCE is the industry leader in converged infrastructure platforms, trusted by over 1,000 businesses and enterprise organizations around the globe.

As we continue our mission of innovation, we're expanding horizontally to introduce even more converged infrastructure platforms, and also vertically to address the challenges of Management & Orchestration, Applications, and Cloud On-Ramps. Expect new platforms and services from VCE in rapid intervals as we continue to deliver the world's most advanced converged solutions.

### EMC II AND CISCO CEOs RECONFIRM LONG TERM COMMITMENT

*"Vblock customers and partners can have confidence that we will continue to invest in the Vblock platform roadmap, ongoing customer operations and the valued customer experience. Vblock will remain exclusively based on Cisco UCS servers, Nexus networking and ACI technology. EMC remains committed to utilizing Cisco networking and the ACI architecture throughout the VCE offering portfolio."*

[Read the complete Open Letter to VCE Partners and Customers.](#)