

[» The alliance that goes beyond storage](#)[eds.com](#)

Longtime partners EDS and EMC continue raising the bar for managed storage services. Our jointly developed solutions enable you to maximize the value of your information across its lifecycle, reduce information management costs and improve business performance.

*“EDS and EMC have enjoyed a long history of collaboration that has resulted in innovation in the industry. Combining EMC’s technology acumen with EDS service and integration leadership will raise the bar again – making the promise of agility a reality.”*

**Larry Lozon**  
EDS Hosting and Storage  
Portfolio Executive

*“The EMC-EDS relationship goes beyond storage. EDS integrates a wide range of EMC’s best-of-breed technologies to deliver leading-edge services that provide great business value, cost savings and productivity improvements. Together, EMC and EDS are helping clients build, implement and maintain IT infrastructures that enable Information Lifecycle Management.”*

**David Wright**  
Executive VP, Strategic Alliances  
EMC

## Overview

Throughout EDS and EMC’s 17-year relationship, our mutual clients and the industry at large have benefited from our collaboration.

In 2000, EDS and EMC jointly designed a managed storage platform to enable EDS’ first-to-market storage utility service offering. Today, EMC provides the end-to-end storage technology layer within the EDS Agile Enterprise Platform – a flexible network-based utility architecture EDS uses to support its clients. Much like purchasing water or electricity, companies buy EDS storage services when, where and how they need them – all at the right price.

Today, EDS continues to deliver innovative, fully managed utility storage services differentiated with EMC’s Information Lifecycle Management (ILM) capabilities. EDS and EMC apply our ILM strategies to manage your enterprise information – from its inception, throughout its lifecycle and ultimately to its disposal.

EDS is one of the world’s largest system integrators. EMC is the world leader in products and solutions for information storage and management. Together, we’re applying our deep insight to transform the way IT adds value to your business.

## What this means to you

EDS and EMC’s solutions are designed for the desktop, the department and the enterprise, providing you with a wide choice of related availability, scalability and recoverability service tiers. As a result, it’s easy for you to have us manage your information and data based on its business value. You’re able to maximize the value of your information at the lowest total cost of ownership and at every point in the information lifecycle. As EDS and EMC continue increasing the storage virtualization capabilities of our ILM solutions, we’ll help you take advantage of this innovative technology – so you can get even more from your information.

Our solutions also enable real time-to-market advantage and better business performance for your enterprise – while taking complexity out of managing your important information assets.

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### Alliance benefits

#### *Efficiencies in IT*

EDS Managed Storage Services combined with EMC's technology platform reduces IT spend and risk. You benefit by becoming able to leverage and control costs based on the real value of your business' information.

#### *Competitive advantage*

EDS Managed Storage Services gives you a foundation for ILM and a means for getting the most from your information assets today while staying positioned for tomorrow. Let us manage your complex ILM requirements so you can focus on your strategic business needs, improve business processes and reduce time to market.

#### *Innovation*

Through our engineering collaboration, EDS and EMC accelerate innovation in the next generation of technologies. By integrating EDS' services vision with EMC's technology leadership, we anticipate, develop and implement new capabilities faster.

### Contacts

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### Managed Storage Services offering

When you buy our managed storage services, you buy only the services you need, when and where you need them – all at the right price. And you can depend on your EDS-EMC team to deliver. EDS manages more than eight petabytes of EMC storage alone and five times more storage in a utility services model than anyone in the industry. By expanding the adoption of EMC's information storage management software, EDS further improves the alignment of IT platforms with the needs of your business – based on the changing value of your information assets over time.

### What's next in Managed Storage Services

The EDS-EMC Alliance is developing the next generation of managed storage services. They'll enable you to automate and virtualize the management of labor-intensive operations for significant cost savings.

Managed storage services are the first step in a multiphased transformation strategy offered by EDS. Our strategy focuses on Storage Optimization and Information Optimization. It's our goal to help move your information to an enterprisewide ILM strategy – so you can maximize the value of your information at the lowest total cost of ownership and at every point in the information lifecycle.

**Storage Optimization** focuses on availability, scalability and recoverability by providing a tiered, networked storage solution. It serves as the foundation for an information-focused, rather than hardware-focused, delivery model. EDS evaluates and delivers the appropriate solution to manage your information (file sharing, rich media, video files, databases, engineering designs and graphics) based on usage, accessibility and business needs.

**Information Optimization** draws on the innovative, information-centric technologies and services EDS and EMC have developed for e-mail and file system archiving. EDS provides a compliant, secure, cost-effective archiving solution that automatically collects, organizes, retains and retrieves e-mail messages and attachments based on their time value and your corporate business policies.