



The Bull EMC Partnership

Managing enterprise information has never been more challenging. Sustained data growth, the emergence of new type of enterprise data, requirements to make information constantly available and to respond to every more stringent regulatory and governance requirements to protect and archive data are causing unprecedented technical and budgetary challenges.

The alliance of Bull, a leading European storage integrator, and EMC, the world's leading information management company, delivers customized storage solutions based on the latest innovative technologies that help you manage data growth and deliver on service level objectives without breaking the bank.

Meeting your Data Management Challenges

Bull storage consultancy and solutions help organisations to identify and address the key business challenges they face related to information management:

- Cost Reduction: Optimising storage infrastructures to reduce acquisition and operational costs
- Improving Service levels: Making information readily available 24/7, throughout the organisation
- Risk Management: ensuring that data is protected against loss from a variety of threats, and complies with data preservation regulations
- Operational Flexibility: allowing storage infrastructures to evolve with the changing needs of the organisation and its business environment

StoreWay – Integrator of Storage Solutions

Bull's StoreWay storage integration division delivers storage solutions through partnership with industry leaders and in-depth storage expertise

Leveraging Bull's expertise in all aspects of IT infrastructures, StoreWay solutions integrate seamlessly with the server and application environments.

Experience and Expertise

With over 15 years of partnership with EMC and experience of delivering storage solutions based on EMC technologies, Bull offers all major EMC product lines and provides a comprehensive range of EMC-related services, support and training.

Signature Solution Center Partner



As an EMEA Velocity2 SSCP partner, Bull is one of EMC's major international partners operating in over 60 countries.

Authorised Services Network (ASN)



Bull provides a full range of EMC professional services through membership of the EMC ASN programme.

Accredited Support Partner

With over 400 EMC ASP certified technicians, Bull provides third-party installation and maintenance for EMC products through an extensive network of over 100 support centers.

Accredited EMC Training Center

Bull provides a full range of EMC training and educational services as an accredited European EMC training center.

STOREWAY PARTNERS



Solutions built on the latest EMC storage technologies

EMC products are renowned throughout the IT industry. Bull offers all major EMC product families as standard catalogue product, including

- **CLARiiON CX** mid-range arrays for FC and IP SAN storage
- **Symmetrix DMX** high-end storage systems for enterprise-class performance and reliability
- **Celerra** NAS and unified storage devices for IP-based file and block-based storage
- **Centera** archiving/CAS storage solutions for long-term data storage
- **DL Disk Library** for streamlined and simplified backup operations ... and a wide range of EMC software products including NetWorker, ControlCenter, DiskXtender, EmailXtender, PowerPath, and SRDF

The Bull-EMC Solution Center

Welcoming customers through a regular seminar programme and individual visits, the Bull-EMC Solution Center in Grenoble France contains reference architectures demonstrating how EMC technologies can respond to major storage challenges.

Built on a VMware server infrastructure and equipped with CLARiiON, Celerra and Centera storage, current solutions include:

- Advanced backup with EMC Replication Manager
- Business Continuity with VMware SRM Site Recovery Manager
- Mail archiving with MS Exchange, StoreWay Calypso and EMC Centera.

The experience to manage the most demanding storage environments

For more than 15 years Bull have been providing storage solutions built on EMC technologies to organisations of all sizes and sectors of activity throughout the world.



Consolidation and Business Continuity at the Ministry of Finance, France

When the French Finance Ministry decided to consolidate and modernise the state financial applications serving 30,000 users on 3,000 sites, they turned to Bull and EMC for their storage needs.

Based on EMC Symmetrix and CLARiiON storage, Bull assured the overall project management, integration and hosting of the production and backup storage environments.



ILM at Sonepar, Germany

As a leading European distributor of electrical equipment, Sonepar were facing rapid data growth and escalating costs.

Bull implemented a tiered storage infrastructure based on EMC Symmetrix, CLARiiON, Celerra and Centera storage that has reduced their email storage needs by 80% and their file storage needs by 70%.

Expertise to accompany you throughout your storage projects

A complete range of services

StoreWay ensures end-to-end project management, from early consulting, TCO & ROI analysis, assessments, implementation, migration, and support.

Bull provides a single point of contact for all IT infrastructure needs. With the GlobalCare HA999 service, StoreWay can commit on storage infrastructure availability.

StoreWay Excellence Center

Based in Grenoble France, the Bull StoreWay Excellence Center is an international customer resource and pole of expertise in all aspects of storage infrastructures, working closely with EMC engineering at their Hopkinton, US headquarters.

Equipped with multi-vendor storage labs, the SEC provides customer demonstrations, architecture design, proof of concept testing, and technology briefings and training.



For more information

To learn more about StoreWay solutions, visit www.bull.com/storage or contact your Bull sales representative.