



ACCELERATING THE NAVY'S JOURNEY TO INFORMATION DOMINANCE

EMC's strategy is to ensure our customers achieve efficiency, maintain control, have choices, and maximize automation and agility in order to realize the value of their data. Our enterprise solutions, lessons learned from our own journey, and thought leadership exemplify all of these criteria, equipping the Navy with knowledge superiority to prioritize targets, strike first, and win decisively.

U.S. Navy and Marine Corps data is a national strategic asset—when the right data is in the right place at the right time, we achieve information dominance through decision superiority. Mighty as we are, we face dollar droughts, mission monsoons, and complexity cyclones. To fight and win, we must achieve decision superiority—and that means a more agile, secure, proactive, and knowledge-empowered force.

THE RIGHT TECHNOLOGY IS ESSENTIAL, AND OUR SOLUTIONS MUST BE:

Enterprise: tools that enable seamless communication, collaboration, command, and control of business operations and agility for deployed forces across sea, air, land, space, and cyber

Effective: the right information and tools in the right place at the right time; automation and virtualization engineered to accelerate and improve decision making across the force

Efficient: the required capabilities at the best price—transforming the enterprise infrastructure to save space, power, fuel, and cooling—all while dramatically increasing capabilities and automation

EMC²

RIGHT MISSION, RIGHT SOLUTION

The mission is huge and critical. The challenges are myriad. Your IT modernization decisions don't need to be complex. Forward deployed; under, on, or above the sea; ashore; in space or cyberspace; we help you achieve your mission as a global force for good.

With EMC technology and thought leadership, the Navy can protect and optimize its most important strategic asset—data. Enterprise, efficient, and effective—this data will accelerate the Navy's journey to information dominance.

Navy IT modernization is not just about “doing more with less.” There are six major missions on the horizon, and EMC has the solutions, tools, and experience to help the Navy match the right solutions to each mission and ensure success.

MISSION—CONSOLIDATE

The Navy is charged with reducing the data center fleet by 25 percent by September 2012. It must remain focused on virtualization and automation in order to transition from current platform-centric operations and NMCI to information-centric processes with NGEN.

SOLUTION—STEP-BY-STEP CONVERGENCE

Consolidation doesn't happen overnight; it is a journey and we are willing to share both what worked and what did not. EMC® Consulting helps you plot your course to data center consolidation success. VMware®, Cisco, and EMC work together to provide standardized, high-performance, large-scale virtualization across data centers. EMC Avamar® Data Store reduces network utilization, secondary storage growth, and backup time in data center LANs. Our enterprise solutions optimize efficiency, increase data control, provide you with choices, and increase virtualization and automation to achieve agility.

MISSION—ACHIEVE MARITIME DOMAIN AWARENESS

Data growth is exponential today, and soon, every Navy platform will be a sensor. The Navy's global sensor networks wash up waves of intelligence—and a tsunami is coming—but where do you look and how do you parse the data? Intelligence, surveillance, and reconnaissance (ISR) married with new Big Data processing capabilities can empower the Navy to predict the next threat first, prioritize targets, and deploy finite resources to change global outcomes.

SOLUTION—ACTIONABLE INTELLIGENCE FROM PRECISION ISR

EMC's game-changing technologies transform Big Data into precision ISR that leads to actionable intelligence. Offering scalability, capacity, and reliability, EMC Isilon® Scale-Out Network Storage traps and stores critical information. EMC Greenplum® Predictive and Interactive Analytics get you out of the data deluge to achieve new insights by telling you what sensor data means and turning digital inputs into better, faster decisions with DCGS.

MISSION—REFRESH TACTICAL DEPLOYABLE NETWORKS

Sailing the seven seas or in port anywhere, every vessel is a node on a global network. Shipboard systems must be smart, small, and seaworthy. As the Navy prepares to pipe aboard next-generation tactical deployable networks, it needs game-changing, on-board enterprise capabilities—ensuring they are simple, powerful, and affordable.

SOLUTION—BRING EFFICIENCIES ABOARD

EMC storage solutions for deployed and expeditionary operations redefine network storage for the Navy and Marine Corps team, delivering an unequaled combination of features, reliability, simplicity, and efficiency. Engineered for automation and virtualization, EMC's VNXe® unified storage platform features a small footprint, low cost, and simple management. EMC Avamar high-reliability backup and recovery ensures your data is never lost.

EMC Federal Navy and Marine Corps District

Vision: an EMC-Navy and Marine Corps strategic partnership where our most innovative products and world-class services enable information dominance and knowledge-based operations across the spectrum of Naval operations; including agile, trusted, and cost-efficient business IT and growing into deployed and expeditionary operations, bringing enterprise IT to the tactical war-fighting edge—undersea, afloat, ashore, airborne, in cyberspace, and expeditionary.

Mission: accelerate Navy and Marine Corps enterprise IT transformation by providing innovative technologies and optimum enterprise solutions to store, protect, manage, virtualize, and analyze Big Data in order to achieve decision and execution superiority in the most cost-efficient way.

Guiding principles: partner first—mission always—total customer experience.

MISSION—MAINTAIN MOBILITY

If the definition of tele-work is working outside the office, then the Navy invented the concept. Across uniformed and civilian personnel, tele-work can be the new SOP—and it's already delivering impressive savings, flexibility, and productivity gains. The Navy is deployed globally, supporting a dynamic mission, and mobile computing is what keeps it afloat.

SOLUTION—VIRTUAL DESKTOP INFRASTRUCTURE

EMC and VMware offer the leading virtual desktop infrastructure, putting efficiency, control, and choice into the solution. Connect securely from anywhere, using any device at peak performance. EMC Consulting can help you plan, build, and implement the right virtualization solution. EMC's Vblock™ FastPath platform is a purpose-built solution that enables IT organizations to deploy—in just a few clicks—a virtual desktop capability with reduced costs and improved security over traditional VDI models. RSA® Secure Remote Access and Collaboration Solutions keep you safe and productive—anytime, anywhere.

MISSION—MIGRATE TO THE CLOUD

The forecast is changing rapidly—should you get underway or not? The Navy is ready to jump to the cloud, but public cloud infrastructure is an information security hurricane. Once your data goes in, you may lose control of where it will end up. The Navy needs optimized, flexible, and efficient private and hybrid clouds—secure, agile, and protected from the data center to the user at the tactical war-fighting edge.

SOLUTION—SHARING OUR JOURNEY

EMC Cloud Advisory Services use a proven, three-phase approach to help the Navy select and deploy cloud-based solutions. Vblock infrastructure packages deliver high-performance virtualization, accelerating your journey to the cloud, and security is paramount. RSA cloud security gives you superior cloud confidence. All of EMC's cloud implementation tools are engineered for Big Data and reliably managing enterprise applications with industry-leading availability.

MISSION—SECURE AND PROTECT CYBERSPACE

Losing information can be very dangerous. Information dominance won't hold if you can't keep a secret, and that's why the Navy demands that all of its IT systems protect sensitive data and provide timely access to trusted, authoritative information. Ensuring and enhancing cyber security are major planks in the Naval Networking Environment: NGEN, MCEITS, and tactical deployable networks.

SOLUTION—ZERO-DAY AWARENESS

The total cyber security leader, EMC ensures data at rest security and much more. RSA enVision® collects and analyzes high-risk incidents as they happen—across physical, virtual, and hybrid IT environments. NetWitness Continuous Network Monitoring utilizes the most comprehensive and advanced network session modeling techniques to provide granular security analytics from terabytes of data in near-real time—empowering the watch to know everything, answer anything.

EMC—PROVEN SOLUTIONS, TRUSTED PARTNER

EMC DELIVERS:

- Enterprise solutions: supporting everything that the Navy does, from administrative operations, to training, to combat
- Efficiency: consolidating Naval infrastructure to improve operations and reduce costs
- Effectiveness: providing the highest-quality tools to help the Navy achieve decision superiority and, ultimately, information dominance

EMC is fully on board with the Navy and Marine Corps vision, strategy, and missions. We're here to help you transform your IT operations to support more agile, flexible service delivery.

While we started as a data storage company, we, too, have transformed. Today, our solutions for data center consolidation, virtualization, and cloud are helping the Navy and Marine Corps to ensure long-term sustainability, while reducing cost of ownership. Our consulting services focus on sharing the lessons learned from our journey and our experience across industries to help you consolidate, rationalize, migrate, and develop the strategies necessary to accelerate your journey to the cloud. Our security solutions are protecting sensitive data and addressing cyber security and network management to reduce risk, improve compliance, and ensure continuity of critical operations. Through strategic partnerships with industry leaders, such as VMware, Cisco, and VCE, and security expertise from our RSA security division, we are delivering turnkey, full-stack solutions that accelerate deployment and further reduce risk in order to deliver efficiency, control, choice, automation, and agility to our Navy and Marine Corps team.

ABOUT EMC

EMC Corporation is a global leader in enabling the federal government to transform its operations and deliver IT-as-a-Service. Fundamental to this transformation is cloud computing. Through innovative products and services, delivered in partnership with leading government contractors and federal system integrators, EMC accelerates the journey to cloud computing, helping federal IT departments to store, manage, protect, and analyze their most valuable asset—information—in a more agile, trusted, and cost-efficient way.

CONTACT US

Additional information about EMC products, services, and solutions is available at www.EMC.com/federal.

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