



EMC Centera Proven Program



EMC offers a Velocity² Technology and ISV Program that includes multiple specialties. For those ISV partners in the CAS (content-addressed storage) specialty, EMC offers an important application testing option. EMC has partnered with AppLabs to deliver the EMC[®] Centera[™] Proven certification testing program for EMC Centera ISV solutions. EMC strongly encourages participation in this testing program by offering marketing, important cost-containment benefits, and other incentives to ISVs with tested applications.

The EMC Centera Proven testing process ensures that ISV applications correctly leverage EMC Centera functionality by testing the end-to-end solution. Applications that have successfully passed testing result in reduced technical support costs, enhanced customer satisfaction, and increased customer confidence. The tests performed are based on EMC-documented best practices that have been created as a result of helping our ISV partners integrate to EMC Centera. All testing is administered by AppLabs remotely with the entire process taking about a week.

Proven Benefits for ISVs

There are tremendous benefits to ISVs participating in the EMC Centera Proven Program.

Incremental marketing benefits for ISV solutions that are EMC Centera Proven

- Use of the EMC Centera Proven logo
- Solution listed prominently as EMC Centera Proven on www.EMC.com
- Solution listed prominently as EMC Centera Proven on the EMC Centera Developers Portal
- Solution announced as EMC Centera Proven in a quarterly partner and customer newsletter
- EMC solution sheets updated to include EMC Centera Proven status

Cost-avoidance benefits

- Decreases corporate-based technical support cost
- Lowers onsite technical discovery time at customer site
- Ensures efficiency throughout the technical value chain
 - Customer contacts are focused on high-value issues and not on commonly known bugs.

Customer Benefits

Customers implementing EMC Centera Proven ISV solutions enjoy the following benefits:

- A high level of confidence in the functionality that EMC Centera Proven solutions deliver
- Consistent ISV support for EMC Centera features
- The EMC Centera Proven logo identifies companies that have made a commitment to EMC Centera and follow EMC-defined best practices for integration.



EMC Centera Proven Test Process—Just Three Easy Steps

Step 1. Let us know you're interested

To initiate the process, [click here](#) to provide information about your product and your company.

Step 2. Administrative and technical preparation

This step consists of establishing the relationship between your company and AppLabs through a Master Testing Agreement and payment of the certification testing fee. In addition, the AppLabs Test Lead will communicate with you to determine hardware, software, and connectivity requirements for testing.

Step 3. Test execution and beyond

AppLabs works with your team to conduct the test remotely from its EMC Centera Proven lab. Upon completion, AppLabs will send you the results of the test and EMC will follow up with you about your new EMC Centera Proven marketing benefits.

EMC Centera Proven Test Coverage

The test suite includes the following areas of concentration:

- **Hardware and Software Setup:** These test cases configure the server hardware and server operating system. The EMC Centera cluster is configured following application-specific requirements. EMC Centera authentication is established and access to EMC Centera is validated using basic calls available within the application being tested.
- **Basic EMC Centera Capabilities:** Verifies the functionality of EMC Centera write, read, and delete capabilities that are supported by the tested application.
- **EMC Centera Replication:** Verifies the functionality of the application's support for EMC Centera replication features.
- **EMC Centera Disaster Recovery and Offsite Backup and Replication:** Validates the application's support for EMC Centera Multi-Cluster Failover to Offsite Replica Cluster.
- **Single-Instance Storage:** Verifies the application's ability to offer single-instance storage for identical objects.
- **Collision Avoidance:** Verifies the application's ability to support Collision Avoidance regardless of identical content.
- **Capacity Reporting:** Verifies application reporting of EMC Centera capacity.
- **Technical Support and Serviceability:** Collects information about the ISV's existing technical support model.
- **Compliance Market and Retention:** Verifies the application's retention support and functionality (if appropriate).



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Solution Overview
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Take the Next Step

Now is the time to take advantage of this powerful testing process, which offers tremendous benefits to you and your customers. For details on test administration, including pricing, please [click here](#) to go to the AppLabs website, or to learn more about the program, just send an e-mail to Velocity_ISV_CAS@EMC.com.