

Corporate Profile

EMC Corporation is the world leader in systems, software, services, and solutions for information storage and management. We help organizations of all sizes across the globe implement **information lifecycle management (ILM)** strategies that enable them to better and more cost-effectively manage, use, protect, and share their information.

Our customers.

EMC customers include enterprises large and small—from many industries—including banks and financial services firms, Internet service providers, manufacturers, healthcare institutions, life sciences organizations, telecommunications providers, airlines, transportation companies, educational institutions, and public sector agencies.

EMC products and services.

Enterprises can choose from a complete range of products and services to successfully implement their ILM strategies and meet their most critical IT infrastructure imperatives. EMC products and services include:

Systems—the industry's broadest line of tiered storage platforms and technologies.

Software—storage management and content management software to address such critical challenges as consolidation and provisioning, recovery and tuning, and compliance and business continuity. With the addition of VMware and the EMC Dantz, EMC Documentum, EMC Legato, and EMC Smarts families of software, the company provides the industry's broadest, most robust line of storage software.

Services—including comprehensive planning, implementation and integration, and management and support services.

Solutions—documented, field-proven solutions that combine EMC and partner products and services. Proven solutions to help organizations—from small and medium businesses to large enterprises—meet specialized industry and business application requirements.

ILM: Getting more business value from your information.

Information lifecycle management has become increasingly more critical as our customers work to manage growing volumes of information—and recognize its changing value to their organizations. Through ILM strategies, customers can extract the maximum value from their information, at the lowest total cost, from the time it's created until it's disposed.

Based on EMC products and services, ILM strategies are helping customers:

Improve utilization of assets through tiered storage

Deliver varying service levels while reducing costs

Simplify and automate management of information and storage infrastructures

Tap more effective options for access, business continuity, and protection

Ensure regulatory and corporate governance compliance through policy-based management

A proven track record of success.

EMC continues to extend what storage can do. For the last seven years, EMC has ranked as the world's #1 provider of external RAID storage systems. EMC is also the recognized leader in the new and rapidly growing markets for storage area network integrated solutions and storage area network management software.

As the fastest-growing storage software company, EMC focuses significant resources in development of innovative software that helps customers address their most critical information management challenges. The company is recognized for its comprehensive range of enterprise-class and mid-tier products for storage resource management (SRM), local and remote replication, backup and recovery, and mobility and information management.

Our worldwide presence.

Established in 1979 and based in Hopkinton, Massachusetts, EMC is represented by more than 100 sales offices and distribution partners in more than 50 countries—and has the world's largest storage-dedicated direct sales and service force. Many of the world's major computer companies resell EMC systems and software, including Dell, NEC, Fujitsu Siemens, Unisys, Groupe Bull, and NCR. To better serve our customers, EMC has also formed alliances with leading software, networking, and services companies—including Cisco, Microsoft, SAP, Oracle, Accenture, and EDS.

EMC systems are manufactured in Massachusetts, North Carolina, and Ireland. In addition, EMC has R&D facilities in Massachusetts, North Carolina, India, and Japan—with customer support centers in Australia, Massachusetts, Ireland, and Japan. EMC holds the most stringent quality management certification from the International Organization for Standardization (ISO 9001), and its manufacturing operations hold an MRP II Class A certification.

With 2004 revenues of \$8.23 billion, EMC employs nearly 23,000 people worldwide, including about 7,000 in Massachusetts. The company's stock is traded on the New York Stock Exchange under the symbol EMC and is a component of the S&P 500 Index.