EMC² tools universe

STAY CONNECTED
- YEBO
- EMC Community Network (ECN)
- EMC Minors Program on ECN
- EMC Tools Community on ECN

Prospect & Plan — Marketing Support
- EMC Showcase
- Partner Central
- EMC Partner Campaign Library 🔒
- EMC EMC Channel eDigest
- EMC Business Partner Program logo files
- EMC Marketing Academy

Support
- EMC Support Site
- 🔒 EMC e-lab Advisor

Analyse & Qualify
- EMC mitrend
- EMC Product Positioning Guide
- EMC Sales Playbooks

Implement
- 🔒 EMC Migration Planner
- 🔒 EMC Procedure Generator
- 🔒 EMC e-lab Navigator
- Missing/Wrong/Damaged Parts
- RPQ

Main portals
EMC Partner Portal
EMC Enablement Centers

Position & Validate
- Video Demos
- EMC vLab demos
- VNXe Unisphere simulator:
- XtremIO GUI simulator
- References
- Proof of Concept

Business Case & Proposal
- 🔒 EMC TCO & ROI tool
- 🔒 EMC Power Calculator
- EMC Financing Program
- 🔒 EMC Proposal Development Generator

Docs, Datasheets...
- Atmos
- Avamar
- DataDomain
- Networker
- ScaleIO
- ViPR SRM
- VMAX
- VNX
- VNXe
- VPLEX
- XtremIO

Design & Size
- VNX
  - VNX Capacity Calculator 🔒
  - VNX Analyzer Helper
  - VNX Sizer 🔒
  - VNX Pool Sizer
  - VNX Disk Sizer
- BRS
  - EMC Backup System Sizer 🔒
- XtremIO
  - XtremIO Sizing Tool
- Recoverpoint
  - Recoverpoint Sizing Tool 🔒
- Isilon
  - Isilon Cluster Configurator 🔒
- VSPEX
  - VSPEX Partner Enabling Center 🔒
  - VSPEX sizing tool
  - XtremIO data reduction tool
- General
  - EMC e-lab Navigator 🔒
  - EMC Channel Express
  - Business Continuity Sizing Tool

🔒 authorized by EMC Single-Sign-On

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Tools descriptions:

Analyse & Qualify

EMC mitrend – EMCs portal for storage, backup & application assessmentsopen to all partners needs separate registration.

EMC Product Positioning Guide – Comprehensive interactive infochart, how to characterize application workloads and which EMC productlines fits best.

EMC Sales Playbooks – Sales & presales assets based on solution scenarios like „Cloud" or „EUC/VDI". Use it to prepare & support Your salescycle.

Business Case & Proposal

EMC TCO & ROI tool – Access to TCO calculators for several solution sets Powerlink login required.

EMC Power Calculator – Heat dissipation, power consumption & space calculations for all EMC products Powerlink login required.

EMC Financing Program – Financing, swap & trade-in options for partners Ask Your EMC representative fort he latest version.

EMC Proposal Development Generator – Web-based proposal generator (available in different languages).

Design & Size

VNX Capacity Calculator – Simple tool to plan the configuration of all VNX and VNXe models. Gives basic performance estimates. (Wintel exe). Powerlink login required.

VNX Analyzer Helper – application purpose is to analyze CLARiiON and VNX Block storage arrays. Standalone application for Wintel. Interactive GUI, but needs VNX architecture understanding Needs a free of charge software license. See „GSSD Registration & License Guide".

VNX Sizer – easy to use presales tool which recommends a VNX or VNXe system for a known specified application workloads. Can use *.nar files as input Powerlink login required.

VNX Pool Sizer – more sophisticated sizing tool for VNX Pools including good performance estimations Requires USPEED membership. Please ask Your Partner SE.

VNX Disk Sizer – Deep technical performance tool for VNX (incl. FAST Cache and FAST VP) Requires USPEED membership. Please ask Your Partner SE.

EMC Backup System Sizer – Configuration sizing tool for Avamar & DataDomain solutions Powerlink login require.

Recoverpoint Sizing Tool – Gives sizing guidelines for Recoverpoint configurations Powerlink login required.

Isilon Cluster Configurator – Gives sizing guidelines for Isilon configurations Powerlink login required.

VSPEX Partner Enabling Center – Enables EMC partners to sell VSPEX solutions Powerlink login required.

VSPEX sizing tool – Application based sizing tool for VSPEX solutions needs a separate registration for the login page.

XtremIO data reduction tool – Application based sizing tool for VSPEX solutions needs a separate registration for the login page.

EMC e-lab Navigator – Search-engine for EMC's compatibility matrix Access needs Powerlink registration.

EMC Channel Express – EMC's product configurator for partners In case buy via distribution, please contact Your preferred distribution channel.

Business Continuity Sizing Tool – Gives sizing guidelines for DR/BC configurations like VPLEX, SRDF and many more. Needs a free of charge license. See "GSSD Registration & License Guide".

Implement

EMC Migration Planner – Helps in planing data migration projects Access needs Powerlink registration.

EMC Procedure Generator – Generates implementation service procedures for EMC products on demand. Access via ServicePartnerWeb for for service enabled partners only. Please ask Your Partner SE.

EMC e-lab Navigator – Search-engine for EMC's compatibility matrix Access needs Powerlink registration.

Missing/Wrong/Damanged Parts – Portal to report & request replacement parts for units that arrived at the partner/customer incomplete, wrong or damaged.

RPQ – Request for configurations, that are not certified in the e-lab navigator Ask You Partner SE for more information.

Position & Validate

Video Demos – Videos, that walk You through various technical product demos.

EMC vLab demos – Self service portal for provisioning 100+ demo scenarios.

VNXe Unisphere simulator: – Unisphere demo kit. Simulates the experience of an actualy VNXe3200. (Wintel exe).

XtremIO GUI simulator – XtremIO GUI simulator (Wintel / Mac).

References – Ask Your Partner SE for support in finding reference customers.

Proof of Concept – Ask Your Partner SE for support.

Prospect & Plan

EMC Showcase – Free web content syndication program.

Partner Central – Deal & Lead Management Program Scorecards needs separate registration, further details from you EMC contact.

EMC Partner Campaign Library – Free marketing campaign library. Login via SSO.

EMC EMC Channel eDigest – Sign up for our bi-weekly newsletter! This is primary communication vehicle to EMC Solution Provider Community.

EMC Business Partner Program logo files – BPP and EMC logo files available for partners' use and download.

EMC Marketing Academy – Free on-demand eLearning courses on marketing skills, concepts and trends.

STAY CONNECTED

YEBO – Document repository on Your laptop. Gets updated monthly (available for Wintel & Mac) Access via Powerlink for for service enabled partners only. Please ask Your Partner SE.

EMC Community Network (ECN) – General community platform of EMC w/ a variety of interesting community spaces. You need to request an account from the login page.

EMC Minors Program on ECN – Online interest groups fort he following areas: Isilon, Flash, EMSD, DPAD, ASD, SAP, vmware, Oracle & Microsoft. Needs an ECN account.

EMC Tools Community on ECN – Community dedicated to pre sales tools. Needs an ECN account.

Support

EMC Support Site – Main portal for all support relevant topics Access needs Powerlink registration.

EMC e-lab Advisor – Gap analysis remediation reports of server configurations against EMC's e-lab Support Matrix.

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