**EMC - NASPO ValuePoint Cloud Solution RFP CH16012**

**Product Summary:**

EMC’s bid for SLED requirements is a Virtustream IaaS solution. This offering leverages the most modern technology, techniques and best quality services resources available.

**Our Value Proposition**:

The most important aspect of EMC solution offer is choice. Participating Entities will be empowered to use, move and leverage our IaaS model quickly, easily and cost effectively based on the specific short or long-term needs of their constituents. Our IaaS offer is based on the offerings of Virtustream, a wholly owned subsidiary of EMC. EMC offers several advantages with our IaaS that will benefit the Participating Entities greatly over time.

1. First, EMC solution enables quick and secured provisioning providing organizations

rapid utilization of an IaaS environment for short or long-term needs. Customers can leverage our offer, integrate with others and move workloads as needed safely and securely.

1. Second, our offer utilizes technologies that help reduce costs for customers and increase SLA metrics.
2. Finally, EMC is SLED friendly. We have a large investment in State, Local and Educational entities and welcome the opportunity to help public sector organizations rationally adopt cloud service models and maximize value to their constituents.

Our Enterprise-Class Cloud is based on being an “Enterprise Community Cloud” for multiple

Organizations, Federal Entities or State Agencies. Virtustream’s product, xStream, answered the requirements for Enterprise principles: security, scalability, guaranteed performance, continuous operations, and true consumption. Our offer meets the NIST definition of cloud capabilities.