

Solution Overview

In today's fast-paced environment, as the amount of critical information continues to increase, implementing storage technologies efficiently is a growing challenge. Storage solution implementations are most successful when planned and executed using proven methods and practices, and when your resource and integration requirements have been properly considered and addressed. Mainland has the skills and experience to ensure that the initial EMC storage implementation and configuration is handled efficiently and according to your current and future requirements. With Mainland, you can be confident that your storage solution is configured and deployed to deliver high performance and availability.

Benefits

Some of the many reasons you should partner with Mainland for storage implementations include:

- We work closely with EMC to provide customer-focused solutions that are tailored to your business needs
- We plan and implement storage solutions not only according to the industry best practices, but according to the specific needs of your organization
- We have dedicated technical storage consultants, with over 40 years of combined, hands-on field experience with storage technologies
- Team members hold current certifications with all of the storage products we implement
- Our EMC storage implementations are planned and executed using a methodical, proven and consistent approach
- We recruit the best people in the industry. Our storage consultants come from diverse backgrounds in the IT industry, which allows for a deep understanding of the challenges faced by organizations today

Deliverables

An EMC storage implementation performed by Mainland typically includes:

- **Project Coordination** – Mainland provides a single point of contact for resource scheduling, escalation and quality control. A Project manager ensures the storage implementation proceeds according to client expectations
- **Planning** – The desired end-state is determined, and storage design, configuration, connectivity and integration requirements are defined
- **Execution** – The storage implementation is executed efficiently and according to plan
- **Deployment validation** – The desired end-state is confirmed and functionality is verified
- **As-built documentation** – A document describing storage design, configuration, connectivity, layout and integration specifics is provided to the client
- **Knowledge Transfer and Training (Optional)** – Client staff is trained to operate the newly implemented technology

Why Mainland

Mainland, the only EMC Signature Partner in Western Canada, has established itself in the minds of Customers, Business Partners and EMC as the premier “go-to” organization for EMC products, services and solutions in this marketplace. Our highly trained and certified storage experts all have operational backgrounds in storage, and can provide unique value to your business on every engagement.

