



## THE CHALLENGE

### *Migrate multi-million dollar network storage management software product to the Web*

EMC Corporation, the world's leading networked storage vendor, also leads the market in the development of storage management applications, enabling organizations of all sizes to better and more cost-effectively manage, protect and share their information. Behind EMC's remarkable success is their commitment to delivering world-class products and top-level customer service. EMC's ControlCenter, a multi-million dollar revenue source, is used by customers to manage multi-vendor networked storage.

To deliver the rich functionality and lightning fast performance required, ControlCenter was originally architected as a Java client/server application. EMC wanted to Web-enable ControlCenter, which would allow customers to have the ability to access data securely from anyplace in the world and easily retrieve information that previously resided behind internal firewalls.

Maintaining application performance was a main requirement for EMC as they looked to Web-enable ControlCenter. EMC knew that attempting to develop a new version using traditional methods such as DHTML, Flash, or client-side only products would have resulted in an application that had a compromised user experience, poor performance and consumed large amounts of precious network resources. It was also important that any solution not bring with it high deployment and support costs, one of the strong incentives of going to the Web.

Additionally, EMC needed to make sure the Web-enabled ControlCenter had:

- High security
- Functionality that made it firewall friendly
- High performance over low bandwidth/high latency links
- Simplified deployment capability
- A thin client footprint with no installation required
- The ability to be modernized by leveraging legacy code
- Increased platform coverage: Windows/Unix/Linux/Mac

## THE SOLUTION

### *Application modernization software from Nexaweb*

EMC chose the Nexaweb solution because it was the best modernization platform for meeting their stringent application performance and user satisfaction requirements while at the same time keeping development and deployment costs under tight control.

Key benefits that Nexaweb brought to EMC included:

- The ability to utilize existing development systems and code base without having to learn new programming languages or rely on proprietary application tools
- Elimination of installation hassle, deployment costs and security threats as a result of the zero-install and zero-footprint on the client side
- A lowered risk of adopting new technology by using a standards-based, flexible and fully extensible Internet application platform rather than a proprietary solution

The new ControlCenter also:

- Conserves bandwidth up to 90% using ultra-thin communications technology that sends incremental updates of only the information that has changed
- Enables real-time updates of complex charts, graphs and thousands of rows of data and other information without refresh-all from within a browser
- Is firewall friendly (HTTP, HTTPS), allowing for secure access to data that was previously unavailable over the Internet

*"The Nexaweb application modernization solution enabled us to exceed our stringent requirements for performance and user satisfaction while allowing us to keep development and deployment costs under tight control."*

*Chris Gahagan  
Senior Vice President, Software  
EMC Corporation*

# CASE STUDY

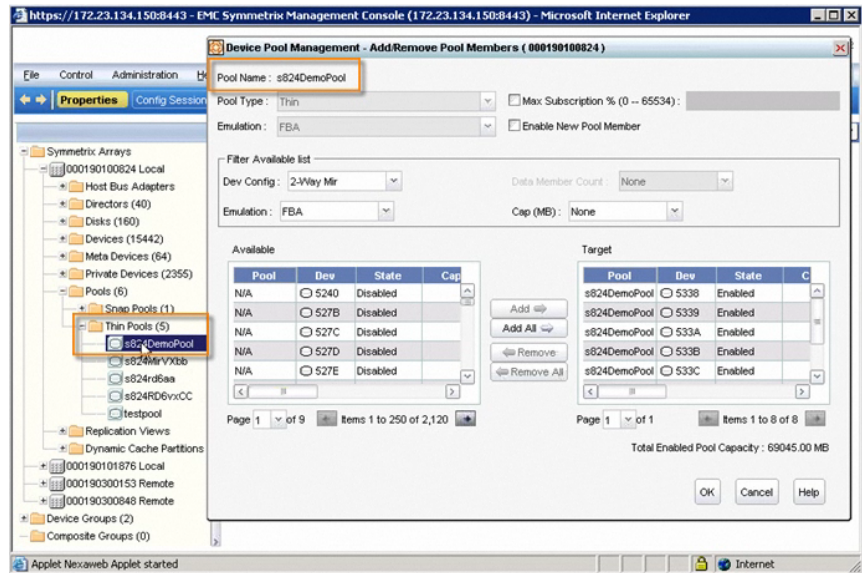
## THE RESULTS

### Industry recognition for their innovative, Nexaweb-based software product

Using Nexaweb, EMC was able to deliver a superior Web-enabled product that provides ongoing value for the company's customers. The new ControlCenter management capabilities provide customers with direct Web access to EMC's global repository of information management knowledge.

## FAST FACTS

- Building with Nexaweb, EMC achieved 100% of the functionality customers desired
- Nexaweb enabled EMC to reuse 30-40% of their existing code in re-development
- In 2007, 2008 and 2009, Gartner placed EMC in the Leaders' Quadrant for its Magic Quadrant for Storage Resource Management and SAN Management based on its ability to execute and completeness of vision



EMC gained several unique competitive advantages by utilizing Nexaweb:

- 50% savings in development time and costs
- 50% savings in deployment and ongoing support costs
- High user satisfaction
- Zero client-side install
- Far lower bandwidth consumption

Gartner has placed EMC in the "Leaders Quadrant" of its Magic Quadrant for Storage Resource Management and SAN Management Software based on the completeness of its vision and ability to execute. The adoption of Nexaweb allows EMC to continue to deliver on their vision by allowing them to extend their solution anywhere, anytime over the Internet.



*"Maintaining a high level of application performance was an important requirement as we looked to offer users a web interface for ControlCenter. The Nexaweb Enterprise Web Suite allowed us to redeploy ControlCenter to the web and meet our performance goals."*

*Ethan Roberts  
Director, Software Engineering - Common Management Platform  
EMC Corporation*