



> Success Story #18

**Test it. And, at Arrow ECS Solutions Centers,
we mean really test it.**

Secure. Fast. Accurate. That's the solution Jeff James, sales director at StorCOM, set out to provide his client. Thanks to EMC, Arrow ECS, and James' efforts, they delivered that and a whole lot more.

Growing strong

As one of the largest—aspiring to be the largest—SQL database providers of financial data, James' client was looking for speed. Their business is created around the complexities of balancing delicate consumer credit information with privacy issues and confidently handling billions of data transactions on a monthly basis.

As we all know, financial information can change from one minute to the next, and ensuring the information is accurate and up-to-date is where James' client has excelled. But, they needed more speed and accuracy to stay competitive.

Proof is in the product testing

James knew enough to not just tell his client that upgrading to a customized EMC solution would work. He had to show them. One call to his right-hand man at the Arrow ECS Solutions Center, engineer Michael Engelhardt, and they started architecting the solution.

James' Chicago-based client was able to connect remotely to the Solutions Center in Minneapolis and start running tests. And, test they did. For approximately two months, they simulated their database needs—and found the EMC solution exceeded their expectations.

And, so did Arrow ECS.

Supporting more than success

Because James' client was able to hit the ground running the minute they installed their new EMC solution, they looked to him for other solutions. “Nothing builds confidence like being able to see your applications in action and knowing they work,” said Engelhardt of the testing process.

James also credits the unique support of Arrow ECS. “They give partners the capability of offering enterprise-level support to our mid-tier customers,” says James. “That's a huge advantage when selling a solution like we did.”