

HUTCHINSON AND BLOODGOOD LLP SELECTS EMC DOCUMENTUM ApplicationXtender - DOCUMENT AND IMAGE MANAGEMENT SUITE

Leading CPA Firm Deploys Documentum ApplicationXtender
to Maximize Value of Its Business-Critical Content

Hopkinton, Mass.- January 12, 2005 - EMC Corporation, the world leader in information storage and management, today announced that Hutchinson and Bloodgood LLP (H&B) has selected EMC Documentum ApplicationXtender® to centrally manage critical client tax, audit, and accounting information more efficiently and cost-effectively. H&B, a leading Certified Public Accounting and Consulting firm serving Los Angeles, San Diego, El Centro, Watsonville and Santa Cruz, California, for more than eighty-two years, worked with an EMC valued-added partner, to purchase and implement this best-in-class content management suite for fixed content.

Documentum ApplicationXtender, an “electronic file cabinet” for fixed content images, electronic files, reports and other business-related content. Optimized for Windows/.NET environments, Documentum ApplicationXtender is an integrated suite of document imaging, content management, computer output to laser disk (COLD) report management and workflow services, ideally suited for mid-market organizations, such as H&B. With operations in five offices, H&B was looking to centralize the management of its tax, audit, and accounting content. After a thorough evaluation of solutions, H&B chose Documentum ApplicationXtender.

William Hanson, IT Manager for H&B, said, “The comprehensive EMC solution we are deploying enables Hutchinson and Bloodgood to pursue a paperless environment with better control and management of our information. We feel EMC Documentum ApplicationXtender will create a more efficient and profitable environment for our professions; resulting in improved client service. In addition to features and functionality, we wanted a solution from a strong, viable company. EMC’s enterprise suite of software applications and hardware products made our decision an easy one. Moreover, working with EMC, we designed and implemented an ideal solution for the accounting industry.”

H&B’s information management infrastructure combines the Documentum ApplicationXtender document and image management suite with EMC DiskXtender®, a policy-based, filesystem-centric solution for Windows. Using DiskXtender, H&B can enforce permission-based access to content, ensuring sensitive financial information is safely protected. DiskXtender’s policy engine moves infrequently-accessed content to secondary storage devices to optimize costs and maximize efficiencies. With the EMC CLARiiON® storage platform, H&B has a best-in-class networked storage system for all of its images, tax, audit, and accounting files and related content.

About Hutchinson and Bloodgood LLP

Hutchinson and Bloodgood LLP has a reputation of providing quality service for over eighty-two years. Its success is due to a pro-active client service philosophy that provides continuous personal service to each client in the areas of management advisory, technology consulting services, business valuations, auditing, accounting and taxation. Hutchinson and Bloodgood LLP originated in Glendale, California and has grown to five offices with eighteen partners and a professional staff of over one hundred individuals. For more information about Hutchinson and Bloodgood LLP visit their website at <http://www.hblp.com>.

About EMC

EMC Corporation (NYSE: EMC) is the world leader in products, services and solutions for information storage and management that help organizations extract the maximum value from their information, at the lowest total cost, across every point in the information lifecycle. Information about EMC's products and services can be found at www.emc.com.

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