

EBOOK

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# Always on. Always reliable.

Keep your data, apps and business safe –  
no matter what.

# Retain your control.

In recent years, the rapid digital shift has increased systems and data that organizations rely on, creating more opportunities for cybercriminals to target.

To make sure that your organization's protection is at its best, the focus should be on guaranteeing that your data remains available and accessible even during unexpected disruptions.

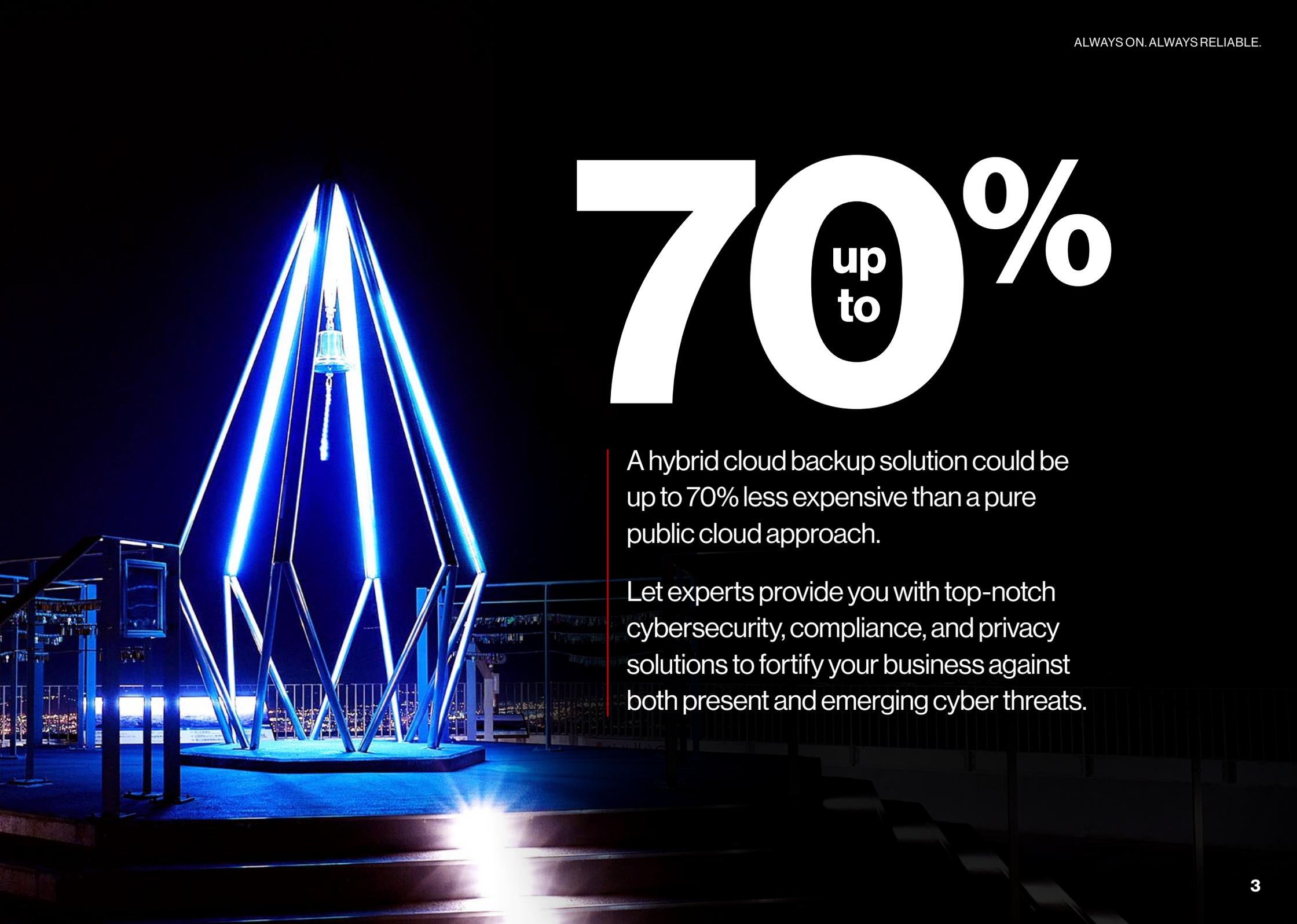
While many companies offer scalable protection options, what sets Hitachi Vantara apart is our vigilant monitoring, efficient backup and recovery processes, multiple layers of strong resilience, and cutting-edge support.

In the upcoming sections of this eBook, you'll learn how organizations similar to yours are successfully implementing our solutions to bring peace of mind and improve efficiency.



IDC predicts that the Global Datasphere will grow to 175 Zettabytes by 2025





# 70% up to

A hybrid cloud backup solution could be up to 70% less expensive than a pure public cloud approach.

Let experts provide you with top-notch cybersecurity, compliance, and privacy solutions to fortify your business against both present and emerging cyber threats.

# Defense of your data.

**A comprehensive suite of cyber security solutions provides best-in-class defense against possible ransomware attacks. Hitachi Vantara's integrated approach to securing your data puts multiple layers of protection between your systems and the criminals attempting to infiltrate them.**

Utilize any or all of our solutions for optimal data protection, for the following outcomes:

## Meet your recovery needs

Rapid recovery from large-scale data loss continues to be a key driver for clients considering updating or replacing existing backup and recovery platforms. Immutable storage for data, snapshots and digital twins prevents the overwriting of data, so you always have a previous version with which to recover.

## Ensure broad support for diverse data protection

Solid data protection requires backup applications that support workloads deployed on-premises, in the cloud or in SaaS applications. Choose a solution that is compatible with existing investment in data protection software, so you don't have to rip and replace existing technologies and processes.

Only  
**14%**

protect more  
than 90% of their  
mission-critical apps.

**Are you ready?**

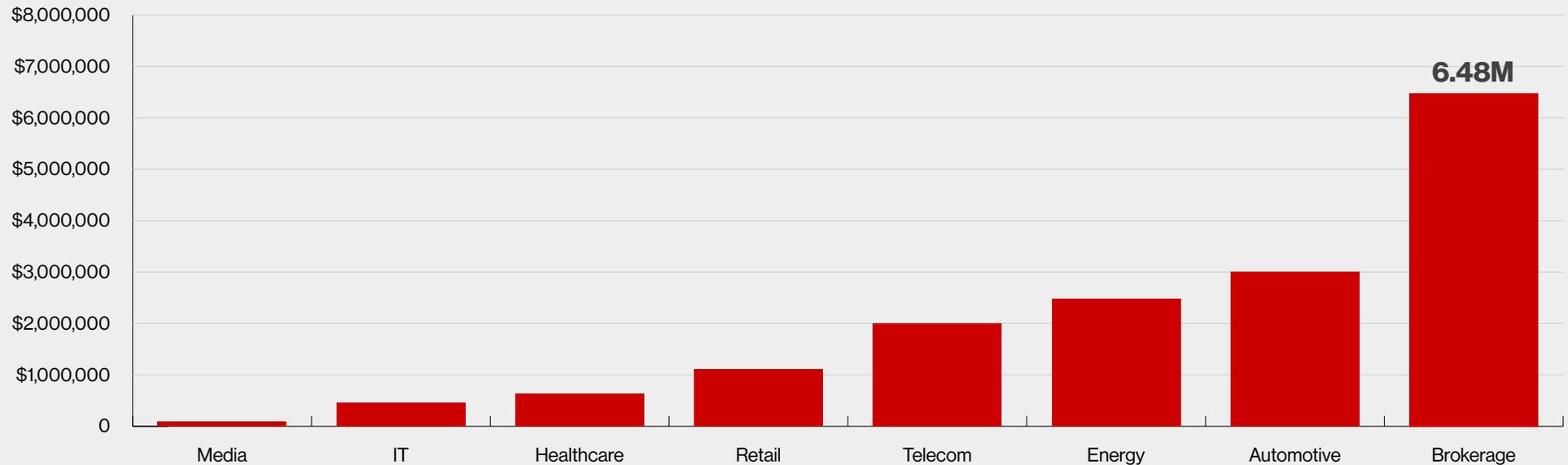
Experience a

**50%**

reduction in operational costs

## Speed up your backup by 30%

Cost of downtime in dollars/hour



### Reduce your cost and operational burden

Managing backup storage is time-consuming and more expensive than ever. To resolve this, select backup applications with automated tiering, low-cost archival storage, creation and destruction of Thin Digital Twins, and support for multiple cloud providers. If you're looking to change backup solutions, we have great partnerships with the likely candidates on your short list.

### Safeguard your data

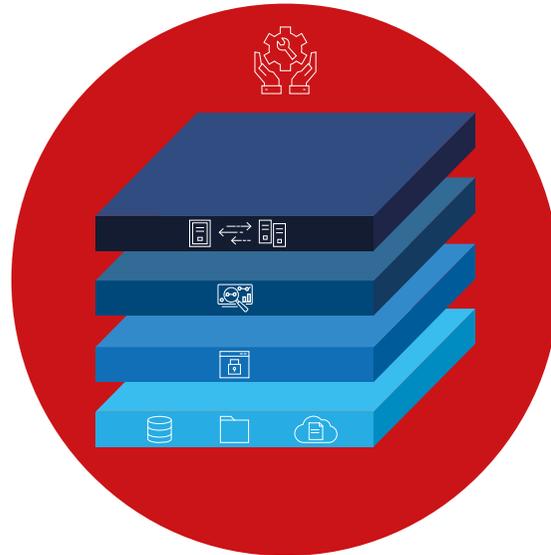
For security and privacy, it's important to prevent unauthorized access, data loss, theft, and tampering. If you need help with penetration testing, vulnerability assessments, general advisory on security frameworks, monitoring/alerting and other security services, Hitachi Vantara has you covered.

# Your Trusted Partner.

Hitachi Vantara combines our trusted, reliable technologies and services with your choice of backup software to maximize your application and data availability while minimizing data loss.

## Our 100% data availability guarantee

Hitachi Virtual Storage Platform (VSP) family of systems empower your company to meet its information availability requirements.



## The numbers say it all

The Hitachi Content Platform delivers six nines of availability and fifteen nines of durability. Both planned downtime and unplanned downtime are virtually eliminated, providing a platform that IT can depend upon for critical applications and immense scale.

## Services

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## Software

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## Infrastructure

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# Success stories.

**Enterprises like yours are already seeing the benefits of working with Hitachi Vantara to achieve optimum data protection.**

Hitachi Vantara's highly reliable, highly resilient data infrastructure solutions are trusted by companies worldwide for always-on performance that is unmatched in the industry. Discover below how you could be optimizing your data environments.

## Success story: Backup Technology

**Backup Technology's aim was to make backup and Disaster Recovery (DR) as simple as possible, so customers could focus on revenue generation and competitive advantage.**

To protect Backup Technology's bottom line, the company needed to invest in reliable solutions that minimized the time and effort required to retain high service levels.

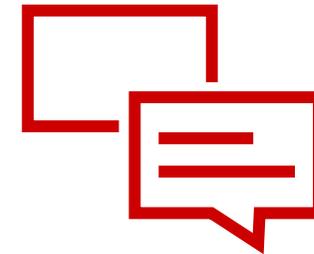
Backup Technology started working with Hitachi Vantara as a Hitachi Cloud Service Provider (CSP) partner, developing five cloud hosted as-a-service offerings that leverage Hitachi Vantara technologies.

With Hitachi Content Platform (HCP) as the foundation, the company provides tiering archive, file anywhere, data protection, cloud storage and disaster recovery services that can complete any customer opportunity where hybrid cloud is a requirement.

In total, nearly two dozen customers rely on the company's HCP-based solutions for object storage, with data volumes ranging from five to 200 TB.

### The results are as follows:

- Backup Technology is now able to provide its customers with reliable, scalable and cost-effective cloud-based backup and DR services.
- Relationships with its existing customers have strengthened, by enabling them to scale faster and avoid buying more storage than they need.
- It can now land and expand more deals, underpinning their competitive advantage and enabling business growth.



“Our ability to provide Hitachi Vantara's enterprise-level solutions to our customers underpins our competitive advantage and helps us grow the business.”

– **Mike Colesante, Director of US Sales, Backup Technology**

**backup**technology  
an iomart company



“Hitachi Content Platform provides the stability of an enterprise-level storage platform, as well as excellent data protection and compliance capabilities. Hitachi Vantara’s professional services team gave us the vital support we needed to set up this platform and get the project online quickly”

– Hua Qi, Senior Engineer at  
Guizhou Radio & TV University  
Network Center

**Guizhou Radio &  
TV University**

## Success story: Guizhou Radio & TV University

**The university began exploring public cloud platforms for its online course materials, documents, images, audio files and video footage. However, initial trials identified several technical problems.**

Limited upstream bandwidth made it time-consuming and frustrating for teachers to upload new content to the platform, which hindered adoption. A lack of interoperability between different cloud providers caused reliability issues, which meant the platform was not always available for students. A lack of enterprise-class data protection and governance features also discouraged the university from entrusting important data to the public cloud.

Guizhou Radio & TV University decided to build a hybrid cloud architecture, combining private and public cloud resources to gain the best of both worlds. To make this work, the university selected Hitachi Content

Platform (HCP) to provide a private cloud object storage platform that it could run at its own data center.

### The results are as follows:

- Data is protected and availability is maximized with a fully redundant hybrid cloud architecture.
- By providing a single, standardized backup solution for all users, the organization has saved \$280K+ over five years.
- Future growth is enabled by providing a massively scalable platform for unstructured data storage.
- Application delivery has accelerated by 25% with agile cloud development and deployment capabilities.

## Success story: The IT Service Center of the Free State of Bavaria (IT-DLZ)

**Existing data growth coupled with the massive additional demand resulting from digitalization initiatives pushed IT-DLZ's existing storage infrastructure to its capacity limits.**

The organization needed a storage solution for large data volumes, which offered reliability as well as transparent costs and modern interfaces. It also wanted a solution that would help to improve the storage capacity at branch offices.

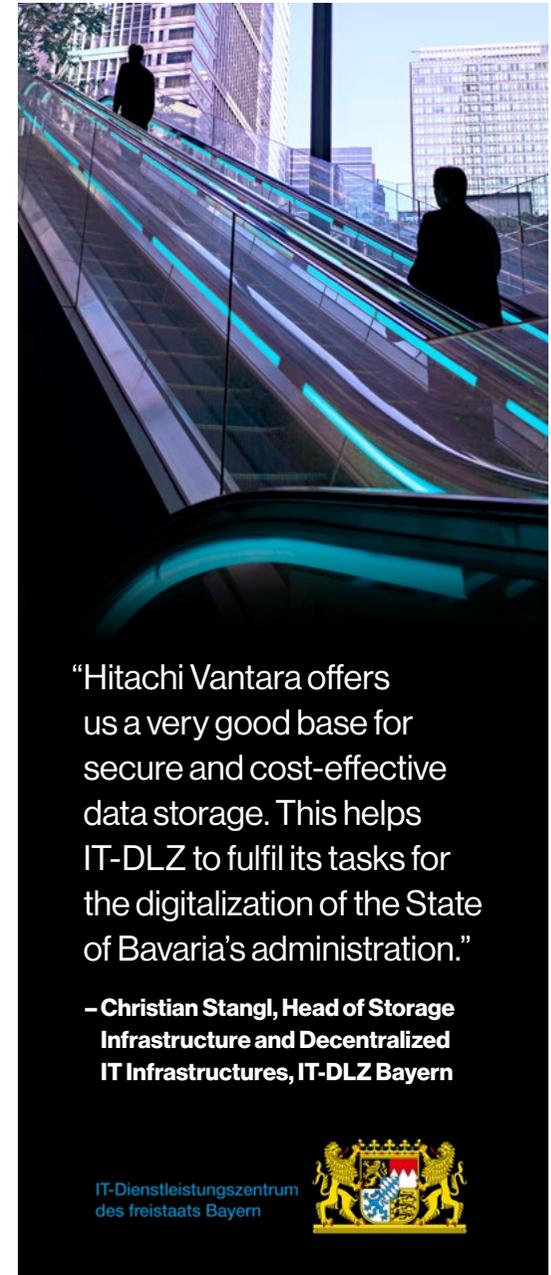
To meet the state's digital objectives, IT-DLZ decided to supplement its existing storage infrastructure consisting of block, file and tape storage with object storage. The implementation of Hitachi Content Platform (HCP) and Hitachi Data Ingestor (HDI) enabled IT-DLZ to automatically separate "hot" and "cold" data.

With Amazon S3 and OpenStack SWIFT interfaces, IT-DLZ and state authorities have been able to develop strategies

and solutions that directly exploit the advantages of object storage, such as extensive application-specific metadata. Hitachi Vantara has also held several workshops to provide the IT-DLZ team with the necessary knowledge and to explain the platform's capabilities to application developers and other interested parties within the government administration.

### The results are as follows:

- Better experience for government IT service users through faster and more secure data access.
- Significant reduction in storage costs per gigabyte.
- Acceleration of administrative processes.
- Massively scalable storage capacity to support new digital initiatives.

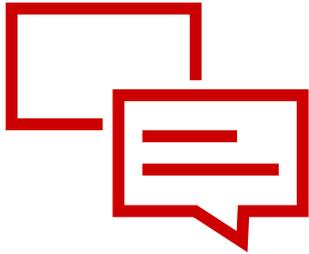


“Hitachi Vantara offers us a very good base for secure and cost-effective data storage. This helps IT-DLZ to fulfil its tasks for the digitalization of the State of Bavaria's administration.”

– **Christian Stangl, Head of Storage Infrastructure and Decentralized IT Infrastructures, IT-DLZ Bayern**

IT-Dienstleistungszentrum  
des freistaats Bayern





“If someone wants our help, it’s usually an immediate need – we can’t just ask them to call back tomorrow because the service is down. With failover to the cloud, we can provide continuous assistance.”

– **Morgan Baker, IT Director,**  
**Vibrant Emotional Health**



## Success story: Vibrant Emotional Health

**Vibrant relies on a robust infrastructure to provide top quality, high-tech services to people who rely on the organization’s supports. Recognizing the need for reliable and effective resources, Vibrant turned to an AWS environment. The organization engages innovative technology to help achieve its mission.**

Vibrant started working with Hitachi Vantara to optimize its AWS environment. The partnership was initially project-based, with the Hitachi Vantara team helping to create and populate an AWS data warehouse.

Following the success of the project, Vibrant has enlisted Hitachi Vantara’s assistance under a managed services agreement,

providing 24/7 monitoring, running security audits, sharing best practices, recommending changes, maintenance and patching.

### The results are as follows:

- The availability of the crisis contact center is safeguarded.
- Visibility of costs is improved, helping budgets to go further.
- Insights are regularly delivered for better center management and improved user experience.

# Step confidently into a data-driven future.

The benefits of moving to a data-driven approach have been long championed by Hitachi Vantara. Harness our expertise to create an impenetrable fortress around your data and gain the upper hand in the battle against cybercrime.

As our CEO, Gajen Kandiah said recently:

“ Build your cyber resilience strategy with Hitachi Vantara, and you’ll be working with the partner that gives you the most choice, the most control, and is the most trusted. After all, we’ve been in the data availability business for decades.”

Hitachi Vantara provides agile and adaptable solutions that give you the choice and control to augment hybrid-environment data storage protection in ways that work best for you.

# Always Available, Always Protected.

Strengthen operational and cyber resilience to achieve assured business continuity so that your data is:



**Always Available:** Make sure your data is available, no matter what.



**Always Protected:** Efficiently protect and quickly restore operations with minimal data loss.

Get in touch with your Hitachi Vantara account representative. Tell us how we can help you with these topics.

## WE ARE HITACHI VANTARA

Hitachi Vantara solves digital challenges by guiding you from what's now to what's next. Our unmatched industrial and digital capabilities benefit both business and society.

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