

Learn how Hitachi Data Systems customers manage and monitor across business-critical applications: They ease data migration for upgrades and scale to address growth, improve performance, and cut costs with Hitachi storage management software.

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CUSTOMER VOICES

## Business Transformation Through Storage Management

### The WHITING Group of Canada (Americas)



“With the Hitachi product, I can literally see everything I need for each node, without having to get up and go to the server room unless there’s something physical to do, such as replace a disk. I’ve gotten back at least an hour or 2 a week that I can certainly use to manage other areas of the business. That’s the kind of flexibility that’s so important to a small and growing company.”

*Steve Kopelchak, Senior Manager, The WHITING Group of Canada*

To extend the capabilities of existing systems, The WHITING Group of Canada wanted to find a performance and availability monitoring solution. Hitachi IT Operations Analyzer is helping The WHITING Group to better monitor and manage across mission-critical applications. With a unified Web-based interface and continuous, real-time views of performance and availability status, The WHITING Group can better ensure system uptime and manageability of data and applications. As The WHITING Group grows its business, IT Operations Analyzer will easily accommodate changes in the IT environment, with expansive support for devices, protocols and plug-in frameworks.

Read more at: <http://www.hds.com/assets/pdf/hitachi-success-story-whiting-group-of-canada.pdf>

### LBBW Asset Management (Investmentgesellschaft mbH) (EMEA)

**LBBW Asset Management**

Fonds in Feinarbeit.

“You no longer have to think about what goes where. Everything is so intuitive. Hitachi Dynamic Provisioning has also helped us achieve a significant improvement in performance.”

*Dirk Schechinger, Team Leader, LBBW Asset Management*

LBBW Asset Management (Investmentgesellschaft mbH), manages over 22 billion euro for its investors (January 2010). Without a well-functioning infrastructure, the wheels of the 100%-owned subsidiary of the Baden-Württemberg Landesbank would grind to a halt. Along with 2 Hitachi Virtual Storage Platform systems, LBBW employed Hitachi Command Suite software, to simplify and accelerate the management of the systems. It also added Hitachi Dynamic Provisioning to further ensure simple administration of the system and reduce overall time and effort.

Read more at: <http://www.hds.com/assets/pdf/hitachi-success-story-lbbw-asset-management.pdf>

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## Toll Group (APAC)



“The critical factors in our decision-making process were 24/7 uptime and no interruptions to service during migrations. We had confidence in the migration strategy Hitachi developed and in their ability to deliver on time and without interruptions. The change was cost neutral, but we achieved significant performance, scale and reliability improvements over previous systems.”

*David Hyland, Head of Infrastructure Development and Implementation Global Information Systems, Toll Group*

With data growth predictions through organic expansion and acquisitions on the horizon, Toll required an upgrade of its data storage systems. In addition to Hitachi Virtual Storage Platform and Hitachi NAS Platform, the Hitachi Data Systems solution incorporated the full Hitachi Command Suite (HCS) of software. HCS, which includes Hitachi Dynamic Tiering, provided Toll with the ability to exploit Hitachi storage virtualization functionality for a simplified migration. Not only does Toll now have the ability to scale and react to business demand, but Toll has also gained a foundation on which they can deploy future storage solutions, allowing for greater operational efficiency and business continuity.

Read more at: <http://www.hds.com/assets/pdf/hitachi-success-story-toll-group.pdf>

Otaverkko, a leading provider of IT infrastructure as a service (IaaS), needed to manage rapidly growing customer data, and meet their customers' need for high performance. Otaverkko deployed Hitachi storage, including Hitachi Unified Storage VM, Hitachi NAS Platform and Hitachi Adaptable Modular Storage 2100, and Hitachi software. Hitachi Dynamic Tiering and Hitachi Dynamic Link Manager software helped unify management across all the Hitachi storage. Plus, Hitachi Dynamic Provisioning software reduced the need to purchase additional disks, and helped maximize efficiencies.

Read more at: <http://www.hds.com/assets/pdf/hitachi-success-story-otaverkko.pdf>

## Otaverkko (EMEA)



“The dynamic data tiering ability Hitachi software gives us has enabled us to pass on cost savings of 30% per gigabyte to our customers.”

*Tuomo Karhapää, CTO, Otaverkko*

## University of Utah Health Sciences Center (Americas)



“With our Hitachi environment, it doesn't matter if we're managing terabytes or petabytes. The ease of management allows us to scale storage without scaling staff. How many technology solutions can take us that far into the future? I can only think of one: Hitachi Data systems.”

*Jim Livingston, IT Director, University of Utah Health Care*

With a long history of relying on storage solutions from Hitachi Data Systems, the University of Utah has maintained a nimble IT infrastructure that addresses growth requirements and quickly adapts to business changes. Helping the IT team to adeptly manage the burgeoning storage environment is a suite of built-in management tools. Hitachi Tiered Storage Manager helps automate data movement between tiers without disruption to applications. Hitachi Tuning Manager assists the IT team with quickly identifying and monitoring performance across the infrastructure. To address efficient capacity utilization, Hitachi Dynamic Provisioning software will provision only what is used, and it uses capacity only when required by the applications. This process saves the university valuable space and time, and it improves the responsiveness to new storage demands without downtime.

Read more at: <http://www.hds.com/assets/pdf/hitachi-success-story-university-of-utah.pdf>



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