

STORAGE STARTER PACK FROM HITACHI VANTARA

Hitachi Vantara ("Hitachi") will perform the Professional Services for the End User ("Customer") identified within the Quote on the terms of this Exhibit, (the "Service" for the purposes of this SOW) which the Parties agree constitutes a Statement of Work ("SOW"), as defined in the Master Agreement ("Agreement") with Hitachi. Upon issuing a Purchase Order to Hitachi, in pursuance of the Quote and this Exhibit, this Exhibit shall be deemed executed regardless of the requirements for execution in the Agreement, which the Parties expressly agree shall not apply to this Exhibit. This Exhibit is governed by and incorporates by reference, the terms and conditions of the Agreement listed within the Quote. Except for the execution requirement, the terms of the Agreement will govern in the event of any conflict with the terms of this Exhibit.

- I. **SCOPE.** Hitachi will, as more fully described herein, provide the Customer with a Storage Starter Pack. As part of the Service, Hitachi will:
- a) Install or upgrade Hitachi Ops Center Administrator, if applicable, and discover the Hitachi Storage System associated with this purchase.
 - b) Create storage pools, configured with tiers if designed.
 - c) Create and allocate storage volumes from the pools to the five (5) hosts.
 - d) Conduct knowledge transfer and configure standard Hitachi Dynamic Provisioning ("HDP") and tiering threshold alerts.
 - e) Install VM-based or upgrade Hitachi Ops Center Analyzer and configure three probes.

The Service is limited as follows:

In terms of	Hosts	this Service includes	Five (5) with Two (2) volumes each, for all of the activities below
In terms of	Storage Systems	this Service includes	One (1)
In terms of	HDP/Hitachi Dynamic Tiering ("HDT") Pools	this Service includes	Two (2)
In terms of	Hitachi Ops Center Administrator or Storage Advisor Embedded if using storage virtual processor (SVP)-less storage array	this Service includes	One (1) instance
In terms of	Hitachi Ops Center Analyzer predictive analytics (One VM-based deployment)	this Service includes	One (1) array instance and Two (2) supported probes being storage area network (SAN) or supported OS (VMware, Linux or Microsoft Windows)

The following items are outside the scope of this Service:

For the avoidance of doubt, this Service does not include statistical analysis of Customer's current storage utilization to guide any disk layout design. A storage performance analysis or tuning service to address Customer's utilization or performance metrics can be provided by Hitachi and arranged under a separate SOW. In addition, this service does not include implementation/configuration of Hitachi Storage Virtualization Operating System (SVOS) based compression and/or deduplication. Implementation of SVOS-based compression/deduplication can be provided by Hitachi under a separate SOW.

The Service provides design and implementation of Customer's HDP software environment only and does not include any form of data migration to Hitachi storage arrays, nor the physical installation of any hardware components (examples of hardware include, but are not limited to, cables, Storage Systems, servers, host bus adapters (HBAs), and SAN components). Detailed SAN design elements, such as SAN topology, SAN re-engineering, or design for a new SAN environment, are also out of the Scope of the Service. Hitachi offers separate services to accomplish these other objectives.

The only tasks that Hitachi will undertake in providing the Service are those specifically set forth in this Exhibit.

II. CUSTOMER RESPONSIBILITIES

- a) For the duration of the Service, Customer will provide the following staff:
- A designated project manager ("Project Manager") to whom all Hitachi communications shall be addressed. The Project Manager will provide (a) information and resources in a timely manner as needed by Hitachi to enable Hitachi to complete the Service described in this document; and (b) will be readily available offsite and onsite as and when required by Hitachi for the duration of the Service. The Project Manager will be responsible for receiving any Work Product and has full authority to provide any needed approvals on behalf of Customer.
 - Database, Systems and Storage Administrators and subject matter experts who will respond promptly to Hitachi requests, especially concerning data, documentation and attendance.
- b) For the duration of the Service, Customer will provide Hitachi with the following:
- A work area and access to any facilities and systems necessary for completion of the Service.
 - Access to host systems and networks involved, including user access and passwords as necessary.
 - A Service Location that is prepared for the Service. Customer will ensure that all required power, air conditioning, cabling, and environmental and telecommunication requirements have been addressed and will be provided for the duration of the Service.
- c) For the duration of the Service, Customer will:
- Assume all responsibility for its network including connectivity, performance, and configuration issues.
 - Have valid licenses for all software covered by this Service, and that all such licenses will cover Hitachi's use of the software.
 - Complete all prerequisites and documentation detailing its current storage system(s), server(s), number of hosts of each operating system, etc. prior to the scheduling of the Service.
 - Identify and assign personnel to required roles.
 - Participate in planning exercises to complete the Core Starter Pack Configuration Workbook.
 - Physically connect storage array to SAN.
 - Open firewall ports as specified in the Core Starter Pack Configuration Workbook.
 - Select the hosts that will be used for SAN connectivity.
 - Provide host systems for Hitachi software as specified in the Core Starter Pack Configuration Workbook.
 - Perform zoning and mount volumes as required.
 - Create additional storage pools, if required.
 - Allocate remaining storage to pools, as required.
 - Allocate volumes and connect additional hosts.
 - As needed, adjust threshold alerts.
 - Migrate data from legacy storage.
- d) Customer acknowledges that any Tool(s) utilized by Hitachi in connection with this Service is the exclusive property of Hitachi or its licensors, and that use of the Tool(s) is limited exclusively to Hitachi personnel. Hitachi will remove the Tool(s) from Customer's devices prior to Project Completion.

III. WORK PRODUCTS AND OUTCOMES

Work Products

The following Work Products will be provided to Customer in either hard or soft copy depending on Customer requirements:

- Pre-engagement Checklist(s)
- Storage Pool Layout
- Core Starter Pack Configuration Workbook with Hitachi Ops Center Administrator tab and Hitachi Ops Center Analyzer

Outcomes

Upon completion of the Service, Customer will have a Storage Starter Pack implemented in its data center and configured according to Customer-supplied technical parameters. Customer will also have participated in a knowledge transfer session that includes how to use dynamic provisioning pools, storage management software, and Hitachi Ops Center Analyzer.

IV. CONDITIONS

- a) Service(s) purchased under this Exhibit that have not been completed within one hundred twenty (120) days of the date on the Quote associated with this service will be deemed null and void. Any remaining payments are non-refundable, and credits shall not be granted.
- b) Hitachi reserves the right to use subcontractors in those roles it deems appropriate.

V. ADDITIONAL SERVICES AVAILABLE

The following offerings are available for a fee as extensions to the above (subject to an additional Order agreed by the Parties).

Advanced Storage Design – for High Performance Environments
Advanced Replication Planning – Universal Replicator, Hitachi TrueCopy or Global-Active Device
Advanced Replication Deployment – Universal Replicator, TrueCopy or Global-Active Device
Hitachi Data Instance Director Starter Pack
Advanced Hitachi Data Instance Director Integration
Advanced Hitachi Ops Center Analyzer Integration – custom probes, reports, analytics
Infrastructure Automation – Hitachi Ops Center Automator Implementation and Custom Integration
Data Migration – Non-Disruptive Migration and Global-Active Device-based
Adaptive Data Reduction – Highly recommended for customers using Adaptive Data Reduction

VI. COMPLETION CRITERIA AND ACCEPTANCE

Upon Service Completion, Hitachi will notify the contracting party (“Contracting Party”) via Email that Hitachi has successfully completed the Service. If the Contracting Party does not provide Hitachi with a written description of any perceived deficiencies in the Service within five (5) business days after receipt of the Service Completion notification, then the Service will be deemed complete and accepted by the Contracting Party.