

## **Hitachi Virtual Storage Platform (VSP) G Series Partner Quotes**

- "In today's fast-paced marketplace, technology is critical to maintaining competitive advantage. It is, therefore, of paramount importance that you place your bets on the right technology. With native NAS functionality, tight integration for VMware Virtual Volumes (VVOL) and Hitachi Virtual Infrastructure Integrator (V2I), seamless deployment, and simplified management via Hitachi Storage Advisor, Hitachi Virtual Storage Platform G400, VSP G600, and VSP G800 with integrated NAS modules are winning bets." —**Kevin McCann, COO, Continental Resources (AMER)**
- "With demand increasing around virtualized environments, IT applications and data availability, customers can't afford a misstep. They need a reliable, scalable, high-performance solution that lowers risk, reduces operating and management costs, minimizes overprovisioning and maximizes existing assets. Hitachi Virtual Storage Platform with native NAS functionality is a slam dunk." —**Cheryl Neal, Vice President, Avnet Data, Networking and Security business unit in the Americas (AMER)**
- "Hitachi has long been proven to be an innovator of high-quality, high-value solutions. As a long-time partner, we've seen firsthand the quality, reliability and return on investment benefits delivered to our customers. The new Hitachi Virtual Storage Platform G400, VSP G600, and VSP G800 models with integrated NAS modules are merely more proof that Hitachi's portfolio of solutions and services is exceptional. It's a great time to be an HDS partner and customer." —**Daniel Steiner, Head of Business Unit Data Center Division Solutions, ALSO Schweiz AG (EMEA)**
- "Hitachi Data Systems redefined unified storage when they combined block, file and object data. Now, with the introduction of the Hitachi Virtual Storage Platform G400, VSP G600, and VSP G800 models with native NAS functionality, the company is blazing new ground for seamless multi-protocol deployments. Combine this with powerful automation capabilities for both SAN and NAS environments, and simplified management via Hitachi Storage Advisor, and the result is a single solution for remote, core and data center." —**Christian Reiner, Sales Manager, Data Center, Avnet Technology Solutions (EMEA—@Avnet\_TS\_EMEA)**
- "Increasingly, organizations are challenged to manage their diverse and ever-changing virtualized environments and IT application workloads. The new flexible Hitachi Data Systems Virtual Storage Platform G400, VSP G600 and VSP G800 models with integrated NAS modules solve for this problem, enabling customers to deploy and easily manage diverse virtualized environments with proven Hitachi Storage Virtualization Operating System (SVOS) scalability and reliability." —**Liu Zhao, General Manager – Big Data Solutions, United Electronics Co., Ltd. (APAC)**
- "As environments grow in number and complexity, our customers are demanding the right balance of high performance, simplicity, flexibility, security, proven reliability and scalability, and cost-effectiveness. Finding the exact right fit can be challenging. However, today, the Hitachi Virtual Storage Platform G400, VSP G600, and VSP G800 solutions with integrated NAS modules strike that ever-important balance without compromise." —**Dongsheng Yin, Product Manager, Nikoyo (China) Electronics Systems Co., Ltd. (APAC)**
- "For many customers, control, flexibility and cost-effectiveness trump all other requirements. Hitachi Virtual Storage Platform G400, VSP G600, and VSP G800 models with integrated NAS modules present a single unified platform for all workloads, so you can easily check all three boxes. Add in the Hitachi quality and reliability, security and 100% data-availability guarantee, and it's a no-lose proposition." —**Xinbo Duan, Vice President, Polystor Technology Ltd (APAC)**

- “With the exponential growth of digital data each year, enterprise CxOs are demanding the right balance of flexibility, scalability, high performance, management simplicity, security, and proven reliability with the lowest total cost of ownership. Finding a solution that meets these multiple demands can be challenging. However, Hitachi Virtual Storage Platform G400, VSP G600 and VSP G800 solutions with integrated NAS modules exceed these expectations, offering a best-fit solution that can deliver the desired business outcomes.” —**Sriram S, Co-Founder, iValue InfoSolutions Pvt. Ltd. (APAC)**
- “Today, Hitachi’s VMware Virtual Volume (VVOL) implementation is far and away the best in the industry. With its simplified management and granular control for VMware with VVOL and Hitachi Virtual Infrastructure Integrator for SAN and NAS, Hitachi Virtual Storage Platform G400, VSP G600, and VSP G800 with native NAS functionality raises the bar even higher.” —**Keith Thuerk, Senior Solutions Architect, Edge Solutions (Americas)**
- “Creating the cloud-optimized, agile data center brings another pressure point to corporate IT departments. While the benefits of cloud readiness are significant, balancing flexibility and performance with cost effectiveness and manageability is a delicate task. The new Hitachi Virtual Storage Platform G400, VSP G600 and VSP G800 with integrated NAS modules can be the remedy to this pressure. This new scalable solution is fully cloud optimized to enable tiering to Hitachi Content Platform, Amazon S3 and Microsoft® Azure™, making the decision to select Hitachi an easy one.” —**Marty Sos, Senior Director, GM HDS Business Unit, Arrow Electronics**