Data-Driven Businesses Use Hitachi Unified Compute Platform for VMware To Drive IT Digital Transformation

Organizations around the world are discovering how Hitachi Unified Compute Platform (UCP) improves the performance, reliability and agility for VMware environments to modernize their data centers.

Digital transformation requires reliable infrastructure that can deliver cloud-like economics and agility, with improved efficiency and simplified manageability. IT transformation uses technology to enable efficiency, differentiation and innovation, all while achieving cost savings and accelerating time-to-market. Hitachi Unified Compute Platform systems help businesses drive change and stay ahead of the competition.

Following are the top 10 reasons why companies choose UCP and other Hitachi solutions to transform their VMware environments.
Alignment Across Business Units

**Background**
Deluxe was incurring significant costs for outsourcing, and the infrastructure was unable to keep pace with scaling and provisioning demands for its customers. When the organization’s leadership mandated better alignment across business units, as well as doing more in IT without more staff, it became clear that a different technology platform, such as Hitachi UCP solutions for VMware, could help.

**Industry Proof**
Hitachi Unified Compute Platform for VMware vSphere (UCP for VMware vSphere) enables Deluxe to meet stretch goals and customer needs, while scaling capacity and performance on demand. With unmatched reliability and flexibility, UCP for VMware vSphere quickly helps trim away costs and complexities by centralizing, automating and virtualizing pooled resources. Hitachi Unified Compute Platform Director (UCP Director) and Hitachi Unified Compute Platform Advisor (UCP Advisor) are highly intelligent and deeply integrated orchestration software that can plug into VMware vCenter for mouse-click simplicity for extending the cloud management platform capabilities.

– Michael S. Mathews, Vice President and Chief Information Officer, Deluxe Corporation
Fast Deployment for Rapid Transition to Cloud

Background
UCP for VMware vSphere is a pre-engineered, validated, turnkey solution that is preconfigured at the factory and delivered to your site racked, cabled and configured. With all the software preloaded, it can be up and running in five days or less. Along with UCP Director and UCP Advisor orchestration software, the solution enables faster deployment of cloud infrastructures and efficient resource allocation.

Industry Proof
“...Hitachi UCP for vSphere is a converged solution and takes ‘converged’ to a next level ... in terms of how they integrate, it is more than just ‘converged’ I would say. First and foremost, there is a complete integration with vCenter Server. And when I say integration, I mean that you don’t just get a plugin with some extra screens, but you have additional menu options which are also object/content sensitive ... UCP comes preconfigured and pre-installed using auto-deploy (stateless boots) and several management components installed on a two-node cluster. Now then, there is also the automation part. Everything you see in the UI is also exposed through the REST API. I was impressed with the demo and what I saw was a very compelling offering by Hitachi Data Systems I would recommend talking to Hitachi.”
– Duncan Epping, Chief Technologist, VMware

Accelerate Time to Market

Background
UCP infrastructure leverages all the elements of a software-defined data center to dramatically improve the time to market with policy-based management and advanced orchestration. It reduces infrastructure-provisioning time from months, to days and minutes. UCP customers benefit from integration with VMware software-defined networking solution NSX. This integration helps them to automate the network functions with advanced software-defined networking (SDN) capabilities and improve security with granular VM-level firewalls, in the event of any perimeter breach.

Industry Proof
“The IT infrastructure at Contactlab must have the flexibility it needs to support the growth of the business. We can now handle much higher volumes of data. We have also reduced lead time and setup, and made infrastructure more secure and reliable.”
– Davide Migliavacca, CTO, Contactlab
Infrastructure Flexibility

Background
Hitachi UCP satisfies the requirements of any VMware data center infrastructure, from high-end block or file-based highly available, cost-effective storage products, to converged and hyperconverged systems, to enterprise cloud solutions. Every product, system and solution component adheres to native VMware integration best practices, so your in-house IT experts can quickly and easily configure and deploy a VMware infrastructure.

Industry Proof
“Hitachi UCP for VMware vSphere is a unique solution that provided us with an integrated platform from which we could offer flexible yet secure private cloud services for our customers. The solution’s unrivaled reliability, flexibility and performance now support even our most demanding customers’ workloads, and reduce our time to value and operational costs while increasing our operational efficiency and resource utilization.”
– Marina Tedone, Marketing and Alliance Manager, Accadis

Industry-Leading Performance

Background
With UCP for VMware vSphere, organizations can dramatically increase the pace of innovation. Unified Compute Platform is designed for the most demanding enterprise applications. The system delivers unparalleled high performance for online transaction processing and scientific, engineering and data analytics applications, to accelerate innovation. Our UCP for VMware vSphere is a robust and resilient turnkey system that is rigorously validated and SAP-certified. You can select from scale-up (single node) and scale-out (multinode) configurations. Hitachi enterprise-level solutions for SAP HANA enable 24/7, mission-critical SAP HANA environments.

Industry Proof
“HDS and IMTECH have helped us to scale and accelerate our SAP HANA landscape appropriately using Hitachi Unified Compute Platform for SAP HANA, a system that can handle the high-performance demands we need to fulfill our future corporate vision.”
– Andreas Kranabitl, Managing Director SPAR Information and Communication Services, GmbH (ISC)
Significant Economic Benefits

Background

The Hitachi UCP product family architecture consists of an economical open system that leverages modular building blocks of converged and hyperconverged infrastructure. Benefits of this approach include greater configurability, flexibility, agility and scale.

Additional benefits include:

- Engineered, tested and factory built to deliver best-in-class hardware and software technology.
- Flexible and composable infrastructure that efficiently and cost-effectively scales to keep up with business demands.
- Scale up or out with economical increments of capacity and performance to unlock operational efficiencies to control both traditional and cloud-based solutions.
- Single point of management with end-to-end visibility across the data center.
- Exceptional total cost of ownership (TCO) economics by consistently delivering lower solutions costs.

Specific features such as LPAR, SMP and Hitachi Virtual Storage Platform’s dynamic pooling and tiering provide resource efficiencies, reducing build, deployment, provisioning, operations and management time and cost.

Industry Proof

The Edison Group published a report that evaluated the total cost of acquisition (TCA) and TCO of a do-it-yourself (DIY) converged infrastructure solution. They reviewed EMC’s VCE converged solution and a UCP converged solution. Analysis of the TCA results showed a 37% savings for the UCP over the DIY solution and a 34% cost savings over the VCE option. Calculating TCO for a five-year period results in a 38.1% savings over DIY and a 19% savings over the VCE solution.

Read the complete Edison Group report. »

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Reduce TCO for Virtualization and Cloud Management

Background
Hitachi UCP systems for virtualized and cloud environments include industry-leading infrastructure orchestration technology, which is fully integrated into the overall systems. The result is an entirely composable, cloud infrastructure solution. IT organizations can manage their physical and virtual environments from a single pane of glass. TCO is reduced by up to 30% through unified management and automation, enabling IT to become more agile, innovate more quickly and react to changing market conditions faster.

When used with cloud automation software, such as VMware vRealize Automation, UCP solutions enable cloud self-service and role-based access functionality. The integration of Hitachi Cloud Automation Manager portal with Hitachi orchestration software for UCP (UCP Director and UCP Advisor) provides self-service and operations management capabilities. The portal enables self-service via a service catalog, automated provisioning, chargeback, subscription management, billing and other capabilities required to support cloud environments.

Industry Proof
“UCP Director provides a unified console to control and monitor our operations, which streamlines the process and provisions resources quickly and responses promptly.”

– WL Fok, Senior IT Manager and Co-Owner, Hong Kong Broadband Network

Read the complete case study. »
Protect Current IT Investment and Modernize for Future Growth

**Background**

UCP for VMware vSphere integrates and protects your current infrastructure investment. You can also adjust the level of automation, as needed. It accelerates the applications you use the most, and helps you improve both business efficiency and business value. Along with Hitachi Virtual Storage Platform (VSP) systems, UCP solves the reliability, availability, scalability and performance challenges that today’s IT departments struggle with and creates a foundation for future growth.

**Industry Proof**

“We would rather do away with refreshes, as they take valuable time and money from our resources. We want the ability to expand as needed and to ensure that expansion is not going to cost us more in terms of downtime, planning and manpower. So this solution is enabling us for today, and preparing us for tomorrow.”

– Chakib Abi-Saab, Chief Digital Officer, Bumi Armada Berhad

Create a Software-Defined Data Center

**Background**

According to “The Business Value of Hitachi Unified Compute Platform,” an IDC white paper, IT organizations spend 85% of their time “keeping the light on.” With UCP, this is reduced to 48%, a 44% improvement in productivity.² The solution to this inefficiency is a software-defined data center (SDDC). This is an integrated, automated and virtualized data center that is simple to control. With enterprise-grade storage, compute, network and software from Hitachi Data Systems and leading virtualization capabilities from VMware, UCP is the foundation for IT modernization and business transformation.

**Industry Proof**

“VMware Virtual SAN and VMware NSX are helping customers accelerate the pace of innovation through a software-defined data center architecture, while simplifying infrastructure management. The Hitachi hyperconverged solution, powered by Virtual SAN, provides a low-cost, reliable infrastructure platform for traditional and cloud-native applications. VMware and HDS have worked together for years, and further integration between our solutions is a testament to our commitment to help our mutual customers accelerate time to value, while reducing operational expenses.”

– Tom Herrmann, Vice President, Global Strategic Alliances, VMware

Optimize Business Continuity

Background
UCP systems ensure availability and accessibility of virtual machines (VMs) and data. They provide native and optimized data protection and disaster recovery solutions to deliver resilient infrastructure for applications with near-zero downtime tolerance. Unified Compute Platform Director and VMware vCenter Site Recovery Manager automate disaster recovery and fast replication to move secondary copies to off-site recovery locations.

Industry Proof
“Mission-critical is our baseline for everything. We run the typical enterprise apps, sure, like Microsoft® SQL Server®, IBM® WebSphere®, Oracle, and many of our federal customers have mission-critical apps and websites on our cloud. A national crisis or natural disaster happens, and these cloud-based sites must be up, no matter what. Customers want uptime, scale, performance, and aren’t focused on what’s running it all, as long as it meets their application and cloud requirements. We have the confidence that our technology stack, the UCP Select model, will work every time, anytime.”

– Patrick Michael Director of Storage, US CGI

Global Partners Committed to Customer Success

Hitachi Data Systems and VMware have been strategic partners since 2002. Today, Hitachi is an Elite Partner in VMware’s Technology Alliance Partner program, a participant in VMware Ready Partner programs for Storage Infrastructure Services and an embedded OEM partner. Together, Hitachi and VMware are committed to providing innovative, business-enabling, end-to-end virtualization solutions for your data center.

“As more applications are virtualized and the scale of deployments grows, the availability, scalability and performance of storage become increasingly critical in virtualized server environments. Hitachi Data Systems technologies are a fully integrated foundation for growing virtual environments like VMware vSphere. Together, HDS and VMware give customers the availability and scalability they need to cost-effectively operate their data centers or cloud infrastructures and continue to realize maximum value from their VMware environments as deployments scale.”

– Hu Yoshida, Chief Technology Officer, Hitachi Data Systems

Learn why you should move your enterprise workloads to VMware vSphere with Hitachi Unified Compute Platform.