CUSTOMER STORIES
Sharing Success With the World

For more information about our customers’ success, visit us at: www.hitachivantara.com/en-us/company/customer-stories.html or at our community: htchivantara.is/Cust_Voices

Find out how to become an advocate for Hitachi Vantara by emailing: CustomerReferencePro@hitachivantara.com

Uncover big benefits

Each success story is categorized so that you can quickly find the benefit that you’re looking for. Take a look at the right side of each page, pick the benefit that interests you and see the organizations achieving it.
Faster data analysis for managerial, financial and business decisions.

Lower cost of ownership.
"...business users have benefitted from greatly improved performance levels, enabling them to work more efficiently and productively."
“With cutting-edge technology from Hitachi, Brose can take the **fast lane towards** innovation, digital transformation and **commercial success**.”

**INDUSTRY:** Manufacturing  
**SOLUTION:** Agile Application Infrastructure

50% faster response times help speed mission-critical SAP applications.
“CPFL consumers have their power restored at a faster pace, and power supply connections are also carried out at a much greater speed than before.”

Using data to create an intelligent power distribution network.
“Hitachi’s flash technology is reliable, efficient and fast.”

Enhanced Broadway Video’s 4K offerings and transformed internal operations.
“This (Hitachi) enabled faster data analysis, helping us to make better decisions and respond more quickly to market trends.”

Time to produce business figures needed for analysis reduced by 50%. 
Employees are able to access data much faster.

Supports ambitious market growth targets.
“Pentaho supplies Caterpillar with solutions that help clients blend a 360° view of equipment to predict machinery failure.”

**Increased operational efficiency** enabled Caterpillar to discover that dirty hulls cost over $10 million for a fleet of eight.
“Regardless of data size, Pentaho helps us make prudent decisions enabling us to compete.”

Lower data-processing time increases business transparency. Managers can now quickly identify and understand factors impacting revenue.
“The Pentaho platform was definitely a game changer. Now we have the big Swiss knife that allows us to understand all of our data.”

Improve public safety within Germany and with the entire EU.
“Since Raven is an emergency management application, it is critical to have solid 24/7/365 uptime. Interruption of the application is unacceptable as it could result in substantial human, systems and material costs.”

Supports emergency operations and ensures mission-critical performance.
A region in Italy now knows that with greater accuracy, fewer unnecessary prescriptions are given out. And in emergencies that all adequate supplies of medicine are available. Prescription drug expenses have shrunk since 2014 with a total saving of €43 million.
“Using the Pentaho platform, customers can see what’s happening in their fleet, how it impacts their future and how they can change that.”

Teletrac Navman is a veteran telematics company leveraging 25 years of experience to help fleets boost revenue and lower operating costs. Equipping businesses with advanced data tools for location tracking, fuel monitoring, reporting, safety and compliance – all via one powerful, user-friendly platform.
"NY Waterways can more quickly and accurately respond to an event that might be occurring on the water or in a terminal."

Smarter, safer waterways: real-time monitoring and communication across moving vehicles and throughout terminals.
Real-time visibility of multiple information systems.

Accelerated proactive response and situational awareness.
“Gathering information on building trends in study patterns, course attendance and social interactions can ultimately be used to improve student experience and enhance learning.”

Uses data and IoT to build a Smart Campus.
State of Andhra Pradesh, India

Provide an **agile and efficient public service** delivery system to benefit nearly **50 million citizens** through real-time Governance initiative.

**SOLUTION:** Smart Spaces

**INDUSTRY:** Government

Swiftly resolve **citizen grievances** and monitor infrastructure projects, incidents, weather and climatic events across the state in **real time**.
“The performance of the environment is astronomically good, we immediately experienced high availability of the environment and there were virtually no headaches in the deployment.”
“We’ve been through a radical transformation of going from a very home-grown, bespoke, small retailer into a global online retailer, because we have transformed the way we work, the processes, the systems and the data.”

Improved customer satisfaction.
“With Hitachi Vantara’s storage-as-a-service solution, we’re free to grow and scale. We’ll be able to cope with additional customer data in an affordable way, no matter how big the business gets.”
Greater insight and control over costs.

Ability to better plan for future growth.
Bank Vontobel

**Flexible response to changing business demands.**

**Simplified operational management.**

**INDUSTRY:** Finance/Banking

**SOLUTION:** Agile Data Infrastructure
“With smarter storage and data management, we can spend time developing more products and services that deliver greater customer value and boost our competitive advantage.”
Improved access to data for both customers and employees.

High availability, optimum performance and security for its data.
“A clinical study collecting, transferring and analyzing data on 10 patients used to take around six months. Now, we can realistically do that in a week.”

Improved data management, accessibility and cross-platform data sharing.
“Technology can give a much better payment experience and that is our goal.”

Innovative, safe and secure payment solution uses biometric technologies to instantly scan a user’s finger vein patterns and link to their domestic debit card.
“With Hitachi Vantara, we are set to remain at the forefront of weather, climate, earth and space research. For us, 24/7 availability is a must.”

“Whatever research project our colleagues are working on, we know we can cope with the demands and enable them to gain new insights.”
“Data is an asset. **Understanding the data** that we collect for our products and how we treat it to give us that **competitive advantage**.”

**INDUSTRY:** Media/Toy Manufacturing  
**SOLUTION:** Agile Data Infrastructure

**Cut processes** to create the right data strategy and accelerate productivity.
Enables ThinkOn to offer a variety of value-added solutions to their end customers.

100% utilization of infrastructure.
Hundreds of millions of data flows automatically extracted and transformed into meaningful information.

Team now focused on developing new data services to enhance energy delivery processes.
"We now have the data center efficiency and agility we need to support innovation and future changes within the health care sector."

Provides healthcare professionals and researchers with fast and reliable access to the systems and data they need.
“By ensuring employees have **secure and reliable access to data**, the City Council can respond to queries more quickly and **execute key processes more efficiently**.”

Can provide better performance at a lower price.

City Council of Graz

**INDUSTRY:** IT Services/Government

**SOLUTION:** Workplace Productivity
**Improved disaster recovery.**

**Expansion of business-to-business (B2B) services.**
Improved the company’s operational efficiencies and service delivery.

Greater revenues and higher customer retention rates.
“This collection belongs to all New Zealanders and technology makes it possible, at last, to make it very easy for any New Zealander to get access to the wealth of knowledge that we have collected on their behalf.”

Provable chain of custody and guaranteed integrity.
“Improves staff access to data, for greater service to expectant mothers.”

Meets government compliance requirements for retention.
“The HCP solution has transformed the way we handle compliance investigations, and cut the time needed for discovery searches from weeks to hours.”

Met government regulations.
American Heart Association

Enables scientists to amalgamate research, identify trends and provide real-time solutions, based on empirical data.

INDUSTRY: Healthcare

SOLUTION: Cloud Services

Allows increased collaboration among the research community.
“We have much more visibility into people’s behaviour, so we can analyse on day one instead of day 20.”

Reduces time needed to launch new products from months to weeks.
Significantly improved **data integration** across different subsidiaries and operational systems.

**Reduced data ingestion manpower** requirements by 75%.
Significantly reduces the time to diagnose and resolve device issues.

Improve overall service delivery and optimization.
Increased production line productivity by 15% and decreased IT integration costs by 35%.

Up-to-date, integrated data about the entire factory floor helps to cut cost and better enable STIWA’s customers, many based in Europe, to compete with lower-cost factories.
“The key to **data** is all about objectivity. MLA invests in sensor technologies that allow us to collect more and more information objectively. The value that we've got from working with Hitachi has been incredible.”

**Improved efficiencies** by using data and analytics to optimize livestock production.
Reduces time spent on administrative tasks and frees time to build out innovative IT services.

Cuts error and delay by automating new service provision.
“BOE Technology Group needed to transform its work and operations by implementing a new, more agile virtual desktop cloud environment. With Hitachi solutions and services, we were able to achieve this.”

Improved performance and end-user experience.
Greater flexibility.

Reduced total cost of ownership.
Cut disaster recovery time. Enables around-the-clock operation.
“We improved efficiency of backup and recovery by over 30%.”
“We gained a **future-proof solution** from Hitachi for supporting excellent digital patient care and critical hospital applications. Doctors can rapidly access their patients’ electronic health records.”

**Kufstein District General Hospital**

**INDUSTRY:** Healthcare

**SOLUTION:** Agile Data Infrastructure

24/7 availability for hospital applications.
YOUR SUCCESS IS UNIQUE. IT'S TIME TO TELL THE WORLD.

Learn how you can join the Hitachi Customer Advocacy program to share your success, promote your organization and network with your peers.

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CustomerReferencePro@hitachivantara.com