

## Transformation Services from Hitachi Data Systems

Transformation Services extend the value of service-oriented infrastructure to your storage environment through storage transformation, helping you to improve efficiency and flexibility.

### Improve Service Delivery of Your Storage and Data

#### IT Management Challenges

Every organization has the same business mandates: maximize the return on their IT investment where spending is aligned with business expectations, and provide IT customers support at a reasonable cost. In your organization, you already may have invested significant resources in the IT infrastructure and yet your customers state that it still takes too long to respond to their requirements. It is time to transform your legacy IT infrastructure into one more suited to today's business needs, one that is efficient, cost-effective and flexible enough to meet business demands in a reasonable time.

#### The Solution

To maximize the value from new technologies like virtualization, organizations need to redefine requirements, create new processes and identify new interactions with the business. Service-oriented IT is the answer and storage services is the most effective place to start. Hitachi Data Systems can help with Transformation Services, which comprise two services:

- **Transformation Workshop** service helps to develop a high-level roadmap and strategy
- **Planning and Design** Service creates an assessment of the current state and a detailed roadmap to implement recommendations encompassing people, process, and technology

These services accelerate your ability to plan and design a service-oriented IT organization with an actionable plan to transform your data center, resulting in improved efficiency and flexibility.

#### Building a Robust IT Organization with Transformation Services

Our transformation methodologies are proven through customer deployments to accelerate delivery and offer clear benefits:

##### Insight into Just-in-time IT Service Delivery

Also known as real time infrastructure, just-in-time IT service delivery enables tight integration of business and IT. With legacy infrastructure at a point of diminishing return, the Transformation Workshop provides a solid plan to transform it to more efficient infrastructure.

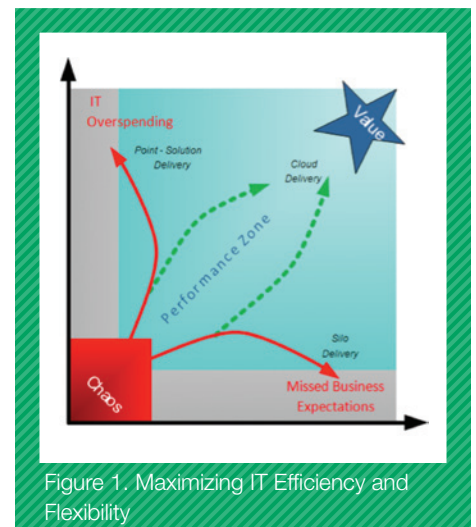


Figure 1. Maximizing IT Efficiency and Flexibility

#### Defined and Actionable Roadmap

Transformation Services literally transform the storage infrastructure as they first map out and then deliver the services needed to improve storage investment effectiveness and flexibility of infrastructure. They serve as a proof point for broader infrastructure transformation projects.

### Increased IT Organization Agility

Converting the IT organization from a silo to a storage-as-a-service infrastructure, Transformation Services limit financial impact due to changes in technology and requirements for upgrades. The services provide a strategic and realistic roadmap for transformation of people, process and technology.

### Transformation Workshop Overview

The Transformation Workshop includes interviews and dialogue-based methodologies to provide a better understanding to build a real time infrastructure that drives closer integration with the business. The Transformation Workshop:

- Is tailored to your requirements with input from questionnaires completed by your participants
- Helps you envision the new infrastructure capabilities and how they would apply to the new organization, encompassing people, process and technology
- Develops a high-level transformation roadmap

Transformation Workshop deliverables include:

- **Storage Transformation Strategy Report** provides a rationalized vision of the target state operating model. It promotes business-IT alignment and the tactics that are best positioned to achieve immediate, near- and long-term benefits.
- **Storage Transformation Roadmap** includes a business case and provides an actionable storage roadmap for addressing optimization opportunities and services quality gaps that have been identified.
- **Storage Transformation Workshop Executive Presentation** provides a summary of key findings and recommendations with the estimated value of executing the proposed Storage Transformation program.

## HIGHLIGHTS

### Virtualizing Servers and Storage

- Hitachi virtualized storage infrastructure combined with VMware or Microsoft server virtualization lets IT be very flexible and dynamic in meeting business requirements
- Transformation services from Hitachi Data Systems maximize the capabilities offered by these technologies by streamlining organization structure, processes, and people to deliver integrated and virtualized IT services to the business

### Using Cloud to Increase Agility and Efficiency

- To enable private clouds within an organization and to use public clouds successfully, you need to change how you architect, engineer and manage the infrastructure
- Transformation services from Hitachi Data Systems provide a strategic and realistic roadmap to convert your IT organization from a stovepiped, rigid structure to a flexible structure for storage as a service

### Planning and Design Service Overview

The Transformation Services Planning and Design Service is performed by Hitachi Data Systems consultants over a six week period and is based on data gathering interviews. The service:

- Defines strategic intent (IT service model)
- Determines current state; identifies gaps between strategic intent and current state
- Develops a detailed transformation plan, including people, process and technology, to close the gap

The key steps are:

- Pre-planning, including an overview of the process, setting interview schedules and overall project schedule
- Data analysis and development of transformation plan
- Plan review and adjustments
- Delivery of final plans and report

The deliverables include:

- **Current State versus Target State Report** provides findings and recommendations to address gap.

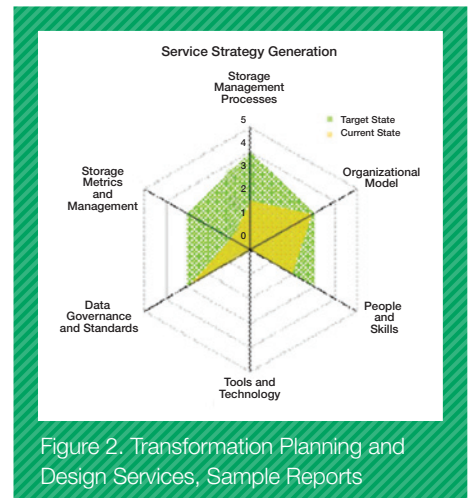


Figure 2. Transformation Planning and Design Services, Sample Reports

- **Transformation Roadmap** provides a detailed plan to implement recommendations encompassing people, process and technology. The roadmap includes sequence, timing and dependencies.

For more information, please call your Hitachi Data Systems account representative and ask how we can transform your environment, or visit us at [www.hds.com/services](http://www.hds.com/services).

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