

## Hitachi Data Systems Disk Retention Option

The Hitachi Data Systems Disk Retention Option supports data security requirements by securing data within your environment and eliminating the required return of hard disk drives to Hitachi Data Systems for refurbishment and logistics replenishment.

### Supplementing Traditional Maintenance of Hard Disk Drives within Hitachi Storage

Hitachi Data Systems Disk Retention Option is offered as an optional add-on only to standard maintenance agreements. Typically, as specified in maintenance agreements, Hitachi Data Systems replaces faulty or failed disk drives and the defective disk drives then become property of Hitachi Data Systems for repair and restocking. *However, under this formalized program, failed drives are retained by the purchasing organization and remain property of the organization for archiving and/or disposal as desired.*

#### Easy to Apply, Easy to Manage: Ideal for Zero Tolerance Data Preservation

The Disk Retention Option is of particular interest and value to organizations for which zero tolerance data preservation is a requirement or regulation, such as those in the banking, finance and health care industries. The Disk Retention Option supports the Hitachi Data Systems approach to optimizing our customers' business benefits as well as the deployment of their storage systems. This solution was

developed in response to customer demand and to meet internal security requirements for data preservation and protection to prevent disclosure to third parties.

#### Gain Operational Agility, Plus Security

Many organizations have developed internal zero tolerance requirements to prevent external disclosure and exposure of any data. Companies with zero tolerance data security requirements often mandate the retention of any media with any residual data within their environments, normally for controlled destruction.

The Data Retention Option will:

- Keep data on disk drives within the organization's security firewall for physical destruction
- Accommodate stringent data security specifications and requirements
- Facilitate data retention compliance with accounting, privacy and governmental regulations

#### Streamline Record Keeping Processes

The Disk Retention Option offers a convenient, unified pricing model: an annual fixed prepaid fee per Hitachi storage system. The option:

- Provides easy-to-understand terms and is inclusive of all hard disk drives within a particular storage system
- Is available for all Hitachi storage systems provided by Hitachi Data Systems and its Hitachi TrueNorth Channel Partners, and is categorized into modular and enterprise storage, regardless of disk drive capacity or speed
- Is priced on a per disk basis, with one price for any drive in an enterprise system and a different price for any drive tray in a modular system
- Determines the storage system fee by the total number of hard disk drives, per hard disk drive basis; is based on storage system class; and is scheduled to be coterminous with the standard maintenance agreement

**BENEFITS OF THE HITACHI DATA SYSTEMS DISK RETENTION OPTION**

Security and simplicity are possible with the Disk Retention Option:

- Keep data on disk drives within your security firewall for physical destruction.
- Accommodate stringent data security specifications and requirements.
- Facilitate data retention compliance with accounting, privacy and governmental regulations.
- Enjoy convenient contractual service versus per usage or ad hoc variable cost.
- Lower administrative, inventory and record keeping costs.
- Reduce the number of purchasing transactions and expenses.
- Enable ease of forecasting and budgeting.

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