



“Hitachi Data Systems enables us to deliver cloud services by developing a reliable cloud infrastructure that allows enterprises to adopt cloud storage solutions and services at their own pace. With our robust offerings and tailor-made services, we are now the prime choice for business operations, which like to leverage the benefits of cloud environments.”

Andy Lau
Managing Director
ACW Services

ACW Services, Hong Kong

INDUSTRY Information Technology

SOLUTIONS **Cloud, Enterprise Platform, Modular Platform**
Hardware — Hitachi Virtual Storage Platform, Hitachi Adaptable Modular Storage, Hitachi Content Platform, Hitachi Compute Blade

Hitachi Data Systems Helps ACW Services Deliver All-in-one, Affordable Cloud IT Services to Maximize Business Potential

ACW Services (Hong Kong) Limited, a subsidiary of ACW Group and professional IT services provider in the Asia-Pacific region, was facing increasing demands for cloud solutions. The company chose to ally with Hitachi Data Systems for its strong storage expertise and to deliver cloud-based services. Together, the companies join professional people and processes with these services to enable organizations to create flexible cloud environments that will meet their ever-changing business needs.

Nowadays, businesses are strongly driven by customer demands, market trends and economic situations that reduce the time to react. IT needs to cope with exponential growth in data size, with budget constraints and with time limitations for project implementation. As a result, companies move to cloud computing for its improved flexibility and higher return on IT investment. ACW Services addresses this business opportunity and the need for cloud services in the market by offering a reliable and cost-effective architecture. Although this offering creates a new business stream for ACW Services, it requires the right expertise, strong data infrastructure and industry-standard processes for its success.

New, International-grade Service Partnership Meets Customer Needs

ACW Services applies Hitachi Data Systems expertise in the IT and storage industries to provide this professional cloud service. With infrastructure powered by Hitachi Data Systems, ACW Services successfully offers Cloud Service360 to address customer demand for critical business applications and data management, with all-around support. Cloud Service360 is essentially an integrated cloud-based infrastructure as a service (IaaS) and software as a service (SaaS) that features high scalability, flexibility and customizability. It

allows businesses to grow or adjust their operation capacity to meet their dynamic demands and effectively turns their customers into heavyweight contenders with an affordable subscription model and powerful IT capabilities.

Infrastructure as a Service (IaaS)

The cloud environment is built by using industry-leading technology in a highly scalable, redundant and secure fashion. The infrastructure includes Hitachi Virtual Storage Platform (VSP), Hitachi Adaptable Modular Storage (AMS), Hitachi Content Platform (HCP), Hitachi Compute Blade and more. With Hitachi storage platforms, it creates a highly secure data center that features a multitenant architecture secured by a 2-tier firewall infrastructure. This secure and isolated environment provides audit logging per tenant, while N+2 redundancy clustering ensures high availability of services offerings.

Software as a Service (SaaS)

With the agile, scalable and secure cloud infrastructure, ACW Services can further partner with various software solution providers to offer a cost-effective platform for customers who are planning to develop or expand their cloud initiatives. The software partnership services include business intelligence (with interactive reporting), document management



"We are confident that our professional and comprehensive cloud services, powered by Hitachi storage infrastructure, will satisfy many of our enterprise customers and their customers."

Andy Lau
Managing Director
ACW Services

(with ParaDM), email management (with VMware) and virtual desktop management (with VMware). These joint solutions cater to the IT services and business needs of today's businesses.

Benefits of Partnership on Delivering Cloud Services

ACW Services' cloud-based IT service is composed of the best-of-breed, industrial-class architecture and technologies designed and powered by Hitachi Data Systems, which are supported by decades of virtualization experience. This dedicated and secure environment of servers and storage offers high flexibility for customer choice in host access. With such a highly reliable Hitachi storage infrastructure, ACW Services can provide a tailored cloud

service that addresses specific customer pain points, such as anytime, anywhere, 24/7 accessibility of applications and ever-changing data management requests. This high-performance and secured Hitachi infrastructure also lets ACW Services further establish strong partnerships with many software solution providers. In return, they offer various industrial or departmental business functionalities to fit customer business domains and enhance competitive advantages. Last but not least, the services are on demand, ready to serve these businesses at their own pace.

For more information, please visit www.hds.com/cloudsolutions.



 **Hitachi Data Systems**

Corporate Headquarters

750 Central Expressway
Santa Clara, California 95050-2627 USA
www.HDS.com

Regional Contact Information

Americas: +1 408 970 1000 or info@hds.com
Europe, Middle East and Africa: +44 (0) 1753 618000 or info.emea@hds.com
Asia Pacific: +852 3189 7900 or hds.marketing.apac@hds.com

Hitachi is a registered trademark of Hitachi, Ltd., in the United States and other countries. Hitachi Data Systems is a registered trademark and service mark of Hitachi, Ltd., in the United States and other countries.

All other trademarks, service marks and company names in this document or website are properties of their respective owners.

Notice: This document is for informational purposes only, and does not set forth any warranty, expressed or implied, concerning any equipment or service offered or to be offered by Hitachi Data Systems Corporation.

© Hitachi Data Systems Corporation 2011. All Rights Reserved. SS-318-A DG September 2011