“The scalability and performance of Hitachi Virtual Storage Platform fully lives up to our expectations and still helps to save on energy costs. In addition to this, manageability has improved and new storage concepts have been released, resulting in TCO savings of 25%.”

Renato Grendelmeier
Head of Storage
Schweizerische Mobiliar
Versicherungsgesellschaft

Schweizerische Mobiliar Versicherungsgesellschaft (Mobiliar)

<table>
<thead>
<tr>
<th>INDUSTRY</th>
<th>Insurance</th>
</tr>
</thead>
<tbody>
<tr>
<td>SOLUTIONS</td>
<td>Enterprise Platform, Modular Platform, Virtualization, Storage Management</td>
</tr>
<tr>
<td>Hardware</td>
<td>Hitachi Virtual Storage Platform, Hitachi Universal Storage Platform® VM, Hitachi Adaptable Modular Storage 2300</td>
</tr>
<tr>
<td>Software</td>
<td>Hitachi Dynamic Provisioning, Hitachi Dynamic Tiering, Hitachi Protection Manager</td>
</tr>
</tbody>
</table>

Die Mobiliar
Versicherungen & Vorsorge

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Mobiliar Chooses Hitachi Data Systems for State-of-the-art IT Solutions that Support Premium Customer Service

Originally founded in Berne in 1826 as a household contents and fire insurance specialist, Mobiliar is the oldest private insurance company in Switzerland. Mobiliar today offers a wide range of tailored insurance products for private individuals and businesses alike, including home, buildings, contents, motor, travel, indemnity, pension and life insurance. The market leader in Switzerland for household contents, term life, and industrial and commercial business insurance, as well as reinsurance of pension funds, all-lines insurer Mobiliar provides insurance for every 3rd household in Switzerland.

To ensure its customers are able to arrange insurance coverage and settle a claim online conveniently, regardless of what time of day it is, the highest level of data security and round-the-clock availability are absolutely essential. To support this availability, Mobiliar turned to a solution based on Hitachi Virtual Storage Platform.

A Long-standing, Proven Partnership

Hitachi Data Systems has been providing expert support in the areas of service and maintenance since 2001, in addition to storage they provide for the IBM® z/OS® mainframe. Open storage has become so increasingly important that it now determines the Mobiliar storage service and concepts used today.

A large-scale virtualization project was completed in recent years with Hitachi Tiered Storage Manager on Hitachi Universal Storage® Platform V (USP V).

"We run a variety of applications with several hundred databases on our virtualized Hitachi Universal Storage Platform® VM. Forecasts indicated that we had to increase performance significantly."

Renato Grendelmeier
Head of Storage
Schweizerische Mobiliar Versicherungsgesellschaft
This is currently being consolidated on Hitachi Virtual Storage Platform (VSP) with Hitachi Dynamic Tiering. Hitachi Data Systems experts also provided training for Mobiliar IT managers.

Excessive costs and insufficient performances resulted in the decision to port the Microsoft Exchange server to Hitachi Adaptable Modular Storage 2300. This system has now been running smoothly for over 3 years.

**Investments Bring Dividends**

Over the past few years, Mobiliar has invested heavily in the security and performance capabilities of its IT infrastructure, thereby laying the foundations for new communication channels with its customers. The majority of the investment has gone into expanding its sales support. One of the major milestones achieved as a result was that, since October 2009, customers have been able to request and arrange motor insurance quotes and policies online at www.mobi.ch. The site also offers a new insurance check tool that allows customers to determine quickly and conveniently what types of insurance they require. There are also individual solutions that provide the brokers and general agencies with a comprehensive overview of CRM data at a glance.

In the individual life insurance business, the migration of all traditional insurance products onto a single, new IT platform that replaced all previously used systems was supported onsite by Hitachi Data Systems. Mobiliar now manages over 160,000 policies on a single, standardized portfolio management system, thus fully meeting the company’s needs for the structured and target-oriented planning of its IT infrastructure. And the journey didn’t stop there.

### 3D Scaling — Optimal Use of Existing Structures

In 2011, the existing system had reached its natural limits. "We run a variety of applications with several hundred databases on our virtualized Hitachi Universal Storage Platform® VM (USP VM). Forecasts indicated that we had to increase performance significantly," explains Head of Storage at Mobiliar, Renato Grendelmeier. This was prompted by the fact that these applications, in particular, CRM applications, generate increasing load and place high demands on system performance. After a brief evaluation, the decision was taken to invest in a VSP. The benefits were there for everyone to see. The VSP is the only 3D scaling storage platform able to handle all types of data. It offers flexible scaling capabilities in terms of performance, capacity and connectivity, and it virtualizes storage systems from a wide range of manufacturers.

Along with this industry-leading scalability, VSP also offers 4 times the performance of a USP VM. As such, it offers considerable flexibility for the stored data, allowing adjustments and modifications to be made without negatively affecting live business processes. This highly efficient design provides maximum performance and capacities combined with minimal energy, cooling and management requirements.