



Converged Infrastructure and Modernized Service Delivery: Increasing Agility While Controlling Costs

Hitachi Consulting Corporation and Hitachi Data Systems Alliance

The alliance combines Hitachi Consulting industry knowledge and expertise in implementing large projects with the powerful Hitachi Unified Compute Platform (UCP). We deliver dramatic improvements in total cost of ownership per virtual machine (TCO per VM), as well as the increased agility that outsourcing or private clouds can offer. We work together to help clients keep their IT infrastructure available and secure.

“With the Hitachi Consulting and Hitachi Data Systems alliance, we provide our joint clients with top storage and converged infrastructure solutions and the expertise they need to make the most of existing systems while taking advantage of new technologies and services delivery models. In a changing world, we help clients bridge the old and the new, and keep IT infrastructure investments aligned with vital business objectives.”

– **Michael Cremen**
Senior Vice President,
Global Sales and
Operations, Hitachi
Data Systems

Client Benefits

For companies today, the ability to manage their IT infrastructures efficiently and securely is critical to success — but tremendous growth in the volumes of data involved, in addition to new requirements for services delivery, can make IT infrastructure both complex and expensive. The Hitachi Consulting and HDS alliance helps clients optimize infrastructure costs and modernize services delivery and ensures that the business can invest in transformative growth opportunities made available through big data and analytics.

Working together, we help clients improve data center optimization, virtualization, utilization and performance. We can help clients reduce monthly TCO per VM by 50% or more. Building on such improvements, we help companies gain a solid return on their infrastructure investment while increasing business agility. And we help them keep up with a changing world, with rapid access to the best new technologies as they emerge.

Joint Offerings and Solutions

Through our alliance, HDS and Hitachi Consulting jointly fund the development of Fortune 100, globally proven solutions that drive down operating expenses (opex), increase agility and improve return on invested capital (ROIC) through enabling investments that fuel business transformation and innovation. We work with a variety of clients to address their infrastructure challenges in industries such as Retail, Health and Life Sciences, Communications Media and Entertainment, Financial Services, Energy and Manufacturing.

Our offerings include a comprehensive set of managed services based on Hitachi Unified Compute Platform and range from traditional IT outsourcing to proven private cloud solutions like SAP HANA for industrial processing built and managed according to best practice standards.

Hitachi Consulting also delivers Infrastructure Management, Technology, and Application Management Services as well as Business Process Outsourcing Services.

Hitachi Consulting can deliver and manage “pay as you go” models like Infrastructure as a service (IaaS) or Platform as a service (PaaS) (SAP HANA, Oracle and Microsoft) utilizing either Hitachi Consulting or client data centers. This offering provides a modernized service with a menu of optional extras to meet specific requirements. With this approach, clients can purchase just the services they need, as they need them – which means that they do not have to purchase extra infrastructure capacity or licenses up front to meet projected future demands.

Hitachi Consulting Outsourcing, Hosting, Private Cloud, IaaS and PaaS services draw on HDS innovations like UCP and leverage advanced technologies, including virtualization, to dramatically increase data mobility and efficiency. It also provides a converged IT infrastructure that dramatically reduces opex, improves reliability and enables modernized services delivery – all at the highest levels of business application performance...and the right price.

To help clients understand and explore their options, we also offer comprehensive IT infrastructure assessments that build a strategic road map that shows clients how to align their IT infrastructure and services delivery needs with business and IT objectives. This assessment identifies “quick wins” for using existing infrastructure more effectively; identifies risks and explains how to address them; and looks at ways to make the most of existing storage service contracts. In our experience, implementing the recommendations from an assessment can typically reduce monthly TCO per VM of most organizations by 40% to 50% over two years.

Differentiation

Hitachi Consulting and Hitachi Data Systems are both part of Hitachi, Ltd – a leading global engineering company with over 325,000 employees worldwide and revenues in excess of US\$90 billion. As sister organizations, they share many of the same values and approaches and have utilized these to develop a seamless set of technology infrastructure and managed service solutions based on Hitachi Unified Compute Platform.

In addition to its participation in the HDS Global Systems Integrator Partner

Program, Hitachi Consulting has access to technical support from deep within the HDS organization. Similarly, HDS has well-established, long-term relationships across Hitachi Consulting’s business units and regional organizations.

HDS is known for its advanced, leading-edge converged infrastructure and storage technologies, and it is often first to market with new improvements. HDS products, services and solutions are used by the world’s leading enterprises, including more than 70% of the Fortune 100 and more than 80% of the Fortune Global 100. Our alliance means that Hitachi Consulting can incorporate such new technologies into solutions – and deliver them to clients – quickly and effectively.

For its part, Hitachi Consulting complements HDS technologies with insight into clients’ specific business and technology requirements. Hitachi Consulting maintains a dedicated infrastructure team with extensive expertise and delivers solutions globally to business and government clients.

With our combined strengths, this alliance gives us a unique ability to offer storage solutions that provide a low monthly TCO per VM and fast, reliable access to the information and business applications that clients need.

About Hitachi Consulting

Hitachi Consulting is the global business and IT consulting company of Hitachi, Ltd. It currently employs approximately 5,000 people in the U.S., Japan, the UK, Spain, Portugal, China and India. Hitachi Consulting helps its clients implement their vision – with a wide range of business solutions and services to improve operations, productivity, and the bottom line.

About Hitachi Data Systems

Hitachi Data Systems provides information technologies, services and solutions that help companies improve IT costs and agility, and innovate with information to make a difference in the world. HDS employs approximately 5,900 people around the world and conducts business in more than 100 countries and regions.

Hitachi at a Glance

- Brings together leading infrastructure technologies and client- and industry-specific expertise.
- Average reductions in monthly TCO per VM of 50% or more.
- Pay-as-you-go, as-a-service model enables high levels of IT flexibility and scalability.

Learn More

Hitachi Consulting
www.hitachiconsulting.com

Hitachi Data Systems
www.hds.com