



Hitachi Data Systems Private Cloud Offerings Supporting Quotes

Accadis: “Hitachi Unified Compute Platform is a unique solution that provides us an integrated platform from which we offer flexible yet secure private cloud services to our customers. The solution’s unrivaled reliability, flexibility and performance now supports even our most demanding customer workloads, and has reduced our time to value and operational costs while increasing our operational efficiency and resource utilization.” – *Marina Tedone, marketing and alliance manager*

Brocade:

“We are proud to partner with Hitachi to provide Brocade SAN and Ethernet fabrics as an integral component of HDS Private Cloud offerings, including our VDX Ethernet fabrics that deliver network automation for Hitachi UCP and NAS solutions. Our Gen 5 Fibre Channel solutions are also a component for enabling Hitachi Private Clouds, with Brocade Fabric Vision Technology enabling policy-based SAN management across the entire storage infrastructure to reduce operational costs, while improving SAN availability and performance.” – *Jack Rondoni, vice president, Data Center Storage and Solutions*

Klinikum Wels-Grieskirchen: “Our storage and backup environment has been growing very quickly. HDS helped us transform into a more scalable storage as a service model that integrates SAN, NAS and backup environments using its HUS VM, HNAS and HCP. Additional platforms have allowed us to consolidate storage, improve availability, and optimize backup operations. Our more predictable cost model allows us flexibility and agility to quickly respond to business requirements.” – *Elmar Flamme, CIO*

VMware

“VMware and Hitachi Data Systems continue to provide our customers with resilient and flexible solutions for the software-defined data center. New HDS private cloud offerings and UCP Director software features such as improved monitoring, performance tuning, federated management and non-disruptive firmware upgrades can provide our joint customers with lower total cost of ownership and help reduce administrative costs. Key features, such as data protection and replication are built in, empowering enterprises to easily protect their business-critical applications.” – *Sanjay Katyal, vice president, Global Alliances and OEMs, VMware*

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