

The disk retention option from Hitachi Data Systems supports data security requirements by securing data within your parameters. It eliminates the mandatory return of hard disk drives to Hitachi Data Systems for refurbishment and replenishment.

Disk Retention Option From Hitachi Data Systems

Supplement Traditional Maintenance of Disk Drives Within Hitachi Storage and Solutions

The disk retention option from Hitachi Data Systems 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. The defective disk drive devices then become the property of Hitachi Data Systems for repair and restocking. However, under this formalized disk retention option program, failed drives are retained by the purchasing organization and remain the 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 value to organizations for which zero tolerance data preservation is a requirement or regulation, such as those in the banking, finance and healthcare 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 that prevents disclosure to 3rd 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 disk retention option:

- Keeps data on disk drives within the organization's security firewall for physical destruction.
- Accommodates stringent data security specifications and requirements.
- Facilitates 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. This option:

- Provides easy-to-understand terms and is inclusive of all disk drives within a particular storage system.
- Is available for all Hitachi storage systems provided by Hitachi Data Systems and its Hitachi TrueNorth Partners, and is categorized into solid-state devices and hard disk drives, regardless of storage platform or solution.
- Is priced on a per-device or tray basis, and modeled, priced and layered precisely, like the hardware maintenance.
- Is priced separately for 2 categories: hard disk drives and solid-state or flash memory drives.
 - Hard disk drives have a singular device price regardless of speed or capacity.
 - Solid-state devices are priced per drive in 1TB tiers.
- Determines the storage system fee by the total number of disk drives and is scheduled to be coterminous with the standard maintenance agreement.

BENEFITS OF THE DISK RETENTION OPTION FROM HITACHI DATA SYSTEMS

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.

 **Hitachi Data Systems**



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