

Simplify all-flash storage acquisition and enable more predictable planning over the life of your investments.

DATASHEET

Flash Assurance Program

More and more organizations are relying on all-flash storage to power their business operations. But as organizations invest in all-flash solutions, they often find the total cost of ownership (TCO) is much higher than expected.

Lower-than-advertised capacity savings, escalating maintenance fees and the inability to determine why applications are running slower than expected can create unexpected costs that overrun budgets. To prevent this, today's businesses demand a more predictable approach to managing flash assets throughout their life cycle.

Flash Assurance Program, available for Hitachi Virtual Storage Platform (VSP) F series, helps businesses eliminate the guesswork from owning all-flash storage through:

- Consistent maintenance and support fees.
- Bundled infrastructure analytics software.
- Ongoing media replacement.¹
- Guaranteed two times or higher data reduction.

Combined, these benefits enable organizations to better plot the ongoing TCO for all-flash investments and minimize the risk of unexpected expenditures.



Unlike other programs that take a storage-centric view of planning, the Flash Assurance Program lets you take a bigger picture view of budget planning. By looking at virtual machines, servers, networking and storage, you'll understand where to make investments for maximum return and increased infrastructure reliability.

Flash Assurance Program Details

- **Consistent Maintenance Pricing:** Better manage ongoing costs and budgets with predictable, flat maintenance and support fees for the maintenance and support of the system.²
- **Bundled analytics software:** Accurately predict when and where upgrades are

required for better resource and budget management. Included analytics software monitors servers, network and storage to pinpoint where bottlenecks exist and accelerate resolution of ecosystem issues.

- **Ongoing media replacement:** Hitachi customers have enjoyed this benefit for years: If any flash module drive (FMD) wears out or fails, it is replaced, free of charge.¹
- **Twice the Data Reduction, Guaranteed:** Eliminate guesswork from how much flash storage you need to purchase. Hitachi's data reduction services deliver two times or more capacity savings.

2x Savings Guarantee From HDS

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¹ To be eligible, customer is required to have a valid and current maintenance and support services contract that covers the applicable item. Refer to <https://www.hds.com/en-us/pdf/specifications/hitachi-support-service-descriptions-and-deliverables.pdf> for more details.

² Customer may elect to renew their support services for the same annual fee as paid at point of product sale for up to a total of 7 years (including the initial support period).

VSP F Series: Your Choice for Superior Performance and Resiliency

Choosing the right all-flash solution to power your business operations requires more than a program designed to help predict ongoing costs. It requires a platform that delivers long-lasting performance, resiliency and simplicity. With VSP F series, you get it all.

To improve performance over time and maximize the life cycle of your all-flash investment, Hitachi has fundamentally changed the flash paradigm. VSP F series offloads data reduction tasks to Hitachi's unique FMDs. This approach reduces system overhead, enabling a VSP F series system to serve data at high speed for longer than legacy all-flash arrays can.

Another critical factor to success is data availability. Any interruption to data access jeopardizes revenue generation, brand reputation, and contractual obligations. For your business to succeed and innovate, you need to guarantee that data is always available. For this reason, our VSP F series offers a separate [100% data availability guarantee](#)³ as well as powerful metro clustering via global-active device, to protect against site failures, without any data loss.

As organizations grow and more applications are deployed by business units, management complexity inevitably increases. To keep administration simple, even as the number of applications your data center

staff manages grows, Hitachi offers rapid, automated management operations and provisioning of infrastructure resources. Hitachi software lets IT teams quickly deliver resources for any new business applications, without risk of human error.

Boost ROI With Powerful Hitachi Analytics

Hitachi Data Systems uses comprehensive analytics to monitor, analyze and manage IT assets across your environment. With Hitachi analytics, you can predict when IT investments are needed and improve application performance for maximum return on investment (ROI). The analytics software, bundled as part of the Flash Assurance Program, is a powerful set of tools. It includes Hitachi Infrastructure Analytics Advisor and Hitachi Data Center Analytics. These offerings deliver dynamic analytical capabilities, including:

- End-to-end performance analytics pinpoint bottlenecks so you only upgrade necessary items.
- Historical trend analysis allows capacity planning and predictable budgeting.
- Central health monitoring and proactive alerts improve service levels and reduce risks.
- Advanced diagnostic and change monitoring reduce time required to troubleshoot problems.
- Multivendor storage reporting capabilities serve Hitachi and third-party storage systems.



Hitachi has proven its success in delivering high performance and reliability in the last 10 years that we have been using its storage systems. Its technology concepts are easy to digest, with benefits immediately recognizable, and they integrate seamlessly into our existing infrastructure environment.



Colin Rutherford
Senior Network Engineer
(Infrastructure), HBF

³ The 100% data availability guarantee is a separate offering that is not tied directly to the Flash Assurance Program.

HDS at a Glance

Digital transformation improves enterprises' cost-efficiency, time to market, customer experience, and revenue through better data management. Hitachi Data Systems uses data to power the digital enterprise.



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