

# Secure, Efficient Workforce Mobility

## WebTech Q&A Session, August 19, 2014

**1. Where in the customer's organization do these conversations start? IT, C-level, certain divisions or lines of business?**

These conversations can start anywhere within an organization: the C-suite, legal and compliance teams, sales, marketing, product management, field support ... pretty much any line of business. Key issues and concerns may vary, but almost any knowledge worker or user of digital content is likely to be interested in sync and share. They may want to have mobile access to the latest information, to collaborate with colleagues, or to share information with public audiences, partners or vendors.

**2. Are there other technologies besides sync and share that you see being absorbed as features of larger solutions, such as flash or cloud gateways?**

In addition to file sync and share, technologies like all-flash arrays and cloud gateways are proving their viability and use as standalone technologies that will ultimately be absorbed into higher level offerings.

**3. We see a lot of hype around "software-defined xyz." Are these offerings from Hitachi Data Systems hardware and software appliances, or are they available as software-only?**

Hitachi Data Systems offers these solutions as prebuilt appliances, as software-only solutions, and as remote or on-site managed services offerings.

**4. Is Hitachi Content Platform Anywhere file sync and share a service hosted by Hitachi Data Systems or is it something I install in my data center?**

Hitachi Content Platform Anywhere (HCP Anywhere) is a fully on-premises solution. No elements of HCP Anywhere are hosted or co-located in a 3rd-party environment. As a result, all the user management, data protection, encryption and activity logging are under the customer's control.

© Hitachi Data Systems Corporation 2014. All rights reserved. HITACHI is a trademark or registered trademark of Hitachi, Ltd. All other trademarks, service marks, and company names are properties of their respective owners.