



CBTS

TECHNOLOGY SOLUTIONS FOR BUSINESS

Storage Reclamation Service



HITACHI
Inspire the Next

Address Immediate Storage Growth at a Lower Cost

Customer Benefits

- Ability to identify, target and free up capacity
- Leverage or reuse storage asset costs efficiently
- Receive accurate estimates of future storage purchases
- Realize measurable savings to your bottom line

IT departments are being forced to compete for limited capital for server and desktop virtualization, applications and operation. However, most businesses over-allocate and underutilize the storage capacity they already have. Their storage assets are provisioned to peak capacity which yields a significant amount of waste.

The Storage Reclamation Service from Hitachi Data Systems detects storage space over-allocation for servers and file systems, and identifies where the space can be redistributed for use.

This service allows businesses to increase their return on assets (ROA) by increasing the use of existing investments and eliminating redundant assets.

The Hitachi 50% Guarantee*

Upon moving to the Hitachi Universal Storage Platform® V or VM family, Hitachi guarantees a 50% reduction in storage capacity.

If they fail to achieve their 50% reduction guarantee, Hitachi will pay the customer the monetary equivalent of the difference in capacity- that is, the difference between what was guaranteed and what was achieved.

Example: Customer "A" uses 200TB of a competitor's RAID 1 storage frame. With the use of Hitachi's Universal Storage Platform, Hitachi guarantees they will reduce the customer's storage footprint by 50%. If the achieved footprint is 100TB or less, both the customer and Hitachi wins.

However, if the new footprint equals 105TB, or 5TB more than the 50% guarantee, Hitachi will pay the customer the equivalent cost of 5TB of storage space.

** The 50% guarantee is for raw RAID 1 storage capacity source environments migrating to RAID 5. For non RAID 1 environments, Hitachi will guarantee a 20% reduction in storage capacity.*

