Veritas and Hitachi Vantara Joint Healthcare Solutions

Comprehensive solutions for data protection, management, security and compliance

While organizations across nearly every industry are having to deal with an explosive growth in data, the healthcare industry has some additional challenges of its own. For starters, this industry is typically well-regulated to ensure that important medical data is securely stored (often for very long periods of time) yet readily accessible—but accessible only to those with the appropriate credentials.

Healthcare is also the industry with the highest costs associated with data breaches. Research from The Ponemon Institute shows that in this industry the average per-record cost of a data breach is $380. In contrast, the average global cost-per-record for all industries is well under half that amount: $141. The study also shows that in the U.S., the cost of simply issuing breach notifications averages $690,000—twice the amount of any other country.

Veritas and Hitachi Vantara work together to deliver a flexible range of solutions to tackle the myriad challenges of healthcare data head-on. Our longstanding, highly collaborative relationship helps ensure that our joint customers have access to the right combination of hardware and software to meet their unique needs. Whether for a small, regional hospital or a nationwide healthcare provider—or anything in between—Veritas and Hitachi can deliver a solution that simplifies data management while ensuring data security and compliance. All backed by trustworthy deployments, reliable support, and much more.

Comprehensive Medical Records

Veritas and Hitachi Vantara continually work to ensure our joint solutions comply with the requirements of major electronic medical records (EMR) providers such as Cerner™ and EPIC™. Our joint solutions handle data from multiple applications across the enterprise as well as the cloud to help healthcare providers comply with regulatory requirement such as HIPAA in the United States and GDPR in Europe. This **gives our customers peace-of-mind** knowing that a joint Veritas and Hitachi solution not only fully supports their other critical data initiatives but actually works to strengthen regulatory compliance.

About Us

- **86% of the Fortune 500** trust Veritas solutions to protect and manage their data.

- Veritas delivers **360-degree data management;** provides an **open, software-defined approach** to data management; focuses on **data value** instead of just data storage; delivers **performance at scale** for the virtualized enterprise; supports **one-click backup** to the cloud; and ensures predictable resiliency and availability across hybrid clouds.

- Hitachi Vantara is **analytics, industrial expertise** and **technology** rolled into one great solution provider.

- Hitachi Vantara elevates customers' **innovation advantage** by merging operational and informational experience into a data partner with **unprecedented range and depth** in data management.

While data protection is typically at the core of a joint Veritas and Hitachi solution to support a provider's EMR efforts, de-duplication and storage of data is only the beginning. Data protection (snaps, replication, clustering, backups, encryption, WORM/object storage, archiving) is evolving in ways that offers much more value than it did in the past. This starts by taking advantage of the fact a data protection solution has access to all of one's data and turning that access into insight—the kind of insights that drive value, like whether data is important, whether it should be archived, or whether it is redundant (i.e., whether it is worth paying to store the data).

A joint Veritas and Hitachi solution (see Figure 1) also provides the flexibility to adapt to changing needs. We protect information on premise, between-premises, and even to/from the cloud—**at any scale**. And with features like disaster recovery (DR) and archival in the cloud, we deliver levels of resiliency our customers can count on to meet RTO/RPO (recovery time and recovery point objective) targets.
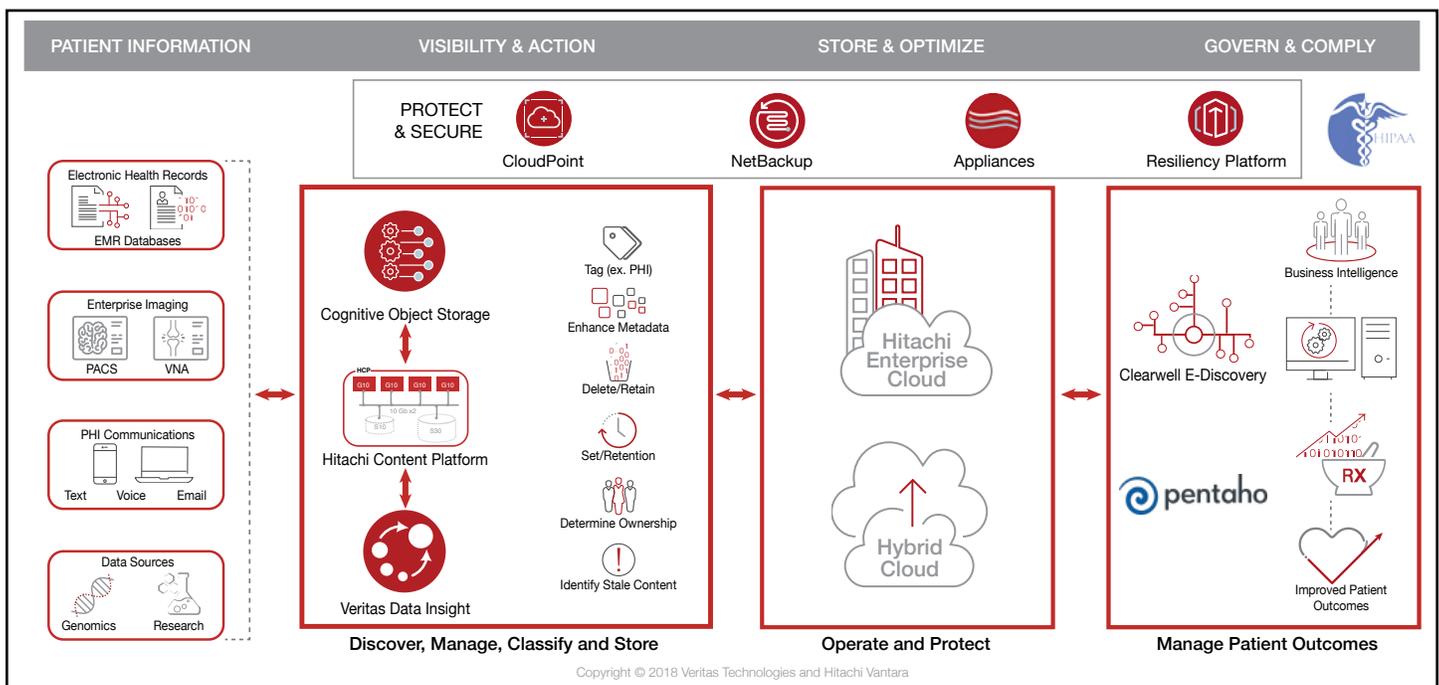

Figure 1: Hitachi and Veritas healthcare reference design

Explosive Data Growth

At Veritas and Hitachi, we know that in the healthcare industry, information is invaluable. Information is the key to driving advances in medicine while also reducing costs and improving care. New technologies such as IoT, RFID tracking and monitoring, home medical equipment, and even Fitbits™ and other consumer devices all create mountains of data in an industry that was already generating huge amounts of data.

Veritas and Hitachi Vantara offer a **full range of options to store, protect, and archive** all of that data. With powerful, flexible storage options such as the all-flash Virtual Storage Platform (VSP), GAD (Global Active Device) for Active-Active sites, and the cloud-object storage solution, Hitachi Content Platform (HCP), Hitachi is a global leader in data storage and management. Both companies offer complementary, compatible solutions that span on-

Joint Solutions for Healthcare

Comprehensive Data Backup and Management

Veritas and Hitachi Vantara joint healthcare solutions represent the best of our data protection and management technologies:

- Industry-leading technology empowers organizations to visualize, protect, access, and mobilize their data

- Licensing based on front-end terabyte (FETB) that, when applicable, simplifies metering and reduces compliance risk based on per-VM for virtual environments and per-physical core for physical environments

- Flexible deployment models via combined subscription options, such as 12-, 24-, 36-months for DR and 12 months for migration per workload

- Superior value when purchased together versus individually

- All-inclusive—more than just storage and backup

- Flexible, open, software-defined approach to storage management

- Powerful, high performance at scale for the modern data center

- Reliable—delivers predictability and reliability across on-premise and public clouds

- Transform and compete in the digital age by freeing up IT administrators to focus on the projects that will drive the business forward

- Customized to meet each customer's unique needs

premise data centers, private cloud, and public cloud to ensure consistency and efficiency throughout the data lifecycle—from ingress to short-term storage, to backup, high-performance availability and recovery, and long-term archiving.

Storing and managing data is just the beginning—the next step is to ensure all that data isn't just taking up space but is in fact contributing value. Unfortunately, research finds that unstructured data accounts for about 80 percent of healthcare information and that new clinical protocols leverage as much as 60 percent unstructured data. How much of that is protected health information (PHI) that needs to be treated appropriately? How much is business-critical data? How much is redundant?

The need to put some structure into unstructured data has led Veritas to develop powerful new **Information Classification Engine** and **Data Insight** solutions that automate much of the identification and reclamation process. In addition to helping protect data and delivering tools that help IT easily manage that data, we now offer the ability to automatically review unstructured data, classify what is found, and insert keywords and other metadata to bring out that data's value. After all, dark data (unstructured, untagged, untapped) only has value when it is no longer in the dark.

Security and Risk Reduction

In many industries, more data equals more risk. But healthcare has the added burden of restricting access to protected health information and/or billing data to authorized individuals (those with a medical or business need). Unlike other industries, which provide access based on a security or management level, healthcare data is often restricted to a patient's care-delivery team. Accordingly, most EMR systems have sophisticated access controls and tracking mechanisms. But those controls don't often exist outside of the EMR, so PHI is put at risk as it is passed around by text or email or through fileshares. Part of the reason it costs so much to protect PHI is that, not knowing which data is PHI and which is not, all data ends up being protected at that high level. A joint solution from Veritas and Hitachi can be deployed to greatly increase visibility into all data, no matter where it resides. Because knowing where critical information is located is the first step to properly protecting it.

Additionally, data backup and immutable copies are an important last line of defense from cyber attacks. Ransomware, for example, is a real threat in the industry—especially now that a handful of successful attacks on hospitals has proven to hackers that administrators cannot tolerate downtime when it puts lives at risk. The better solution is to have comprehensive backups in place and a recovery plan at the ready so that, in the event of a ransom attack, systems can be replicated from backup in less time (and with much greater reliability) than it would take for the thieves to relinquish control back to the target.

The same can be said for defending against natural disaster. Whether an outage is caused by criminal hackers or by wind and water, our customers' needs are the same: Fast and reliable recovery.

Why Veritas and Hitachi Vantara for healthcare

While cost savings is a significant factor in expanding the protection and management of healthcare data, a joint Veritas and Hitachi solution also brings better security and overall improvements in information governance. Our solutions are designed to help the IT organization identify where storage costs

Veritas and Hitachi Vantara Joint Solutions for EMR

Veritas and Hitachi offer a **complete solution** that addresses **data protection**, **disaster recovery** on-prem and in the cloud, and **data discovery** for the healthcare industry. Together, our joint solutions deliver **best-in-class software and hardware** in a carefully planned deployment that is **backed by ongoing support** from both companies. We deliver **comprehensive services** to address **cybersecurity** concerns and can help develop a solution designed to meet each customer's needs and ease **regulatory compliance**, including FIPS140-2, HIPAA, and GDPR

Veritas and Hitachi Vantara Joint Solutions for Data Growth & Security

Veritas and Hitachi joint solutions **mitigate the biggest IT risks** and helps drive success in the face of **regulatory changes**, **cyber threats**, evolving **customer preferences**, and the overwhelming need for **privacy**.

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are going and, most importantly, what is the value of any given piece of stored data. We are dedicated to supporting IT's evolving role in healthcare—finding important data, connecting experts with those in need, and contributing to clinical protocols and measures to improve quality.

In these times of fast technological change, healthcare organizations have the opportunity to rearchitect patient care technologies to be much more resilient—including instituting automatic failover between systems, sites, and the cloud to ensure operational consistency at all times—but especially during crisis. Healthcare providers have a critical mission and an awesome responsibility, and Veritas and Hitachi Vantara are committed to helping them thrive. Together, Veritas and Hitachi have the breadth and depth of experience to deploy a unified data protection solution that meets each of our customers' unique needs—across private cloud, public cloud, or a hybrid of the two. Our joint customers count on us for combined data management solutions that deliver greater data availability and deeper data insights—delivered at a competitive TCO.

For more information and to learn how Veritas and Hitachi Vantara can help you transform your data, visit transformingyourdata.com

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