Veritas and Hitachi Vantara Strategic Partnership

Enabling data insight for smarter decisions, greater value, and reduced risk

About Veritas

Veritas Technologies empowers businesses of all sizes to discover the truth in information. The Veritas platform helps our customers accelerate digital transformation and solve pressing IT and business challenges, including multi-cloud data management, data protection, storage optimization, compliance readiness, and workload portability. More than 80 percent of Fortune 500 companies rely on Veritas to reveal data insights that drive competitive advantage.

About Hitachi Vantara

Hitachi Vantara elevates customers' innovation advantage by merging operational and informational experience into a data partner with unprecedented range and depth in data management. We are analytics, industrial expertise, technology and outcomes rolled into one great solution provider. We listen. We understand. We work with our customers.

Many organizations develop their IT budgets according to the volume of data stored and processed, rather than the value of that data. The reason for this focus on volume is that they lack visibility into ever-growing mountains of data. Without knowing what information all that data holds, enterprises have no option but to expend time and money storing, protecting, backing up, and managing data that costs more than it is worth. Which unfortunately is most of it—we estimate that for the typical enterprise, 69% of their data holds no value.

Veritas and Hitachi Vantara offer a better approach—a range of data protection and management solutions that reduce risk and save money (as well as time, resources, and personnel) by solving the fundamental problem of data visibility.

Why choose Veritas and Hitachi Vantara

Veritas and Hitachi offer a range of products and capabilities to deliver comprehensive—yet easily managed—solutions to store, backup, and archive massive amounts of data. With powerful, flexible storage options that range from the all-flash Virtual Storage Platform

(VSP) to the cloud-object storage solution, Hitachi Content Platform (HCP), Hitachi is a global leader in data storage and management. Likewise, Veritas is a global leader in data protection and management with flagship solutions such as NetBackup and Enterprise Vault. The two companies' commitment to helping clients maximize the value of data makes them natural partners. Together, Veritas and Hitachi offer complementary, compatible solutions that span on-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 and long-term archiving.
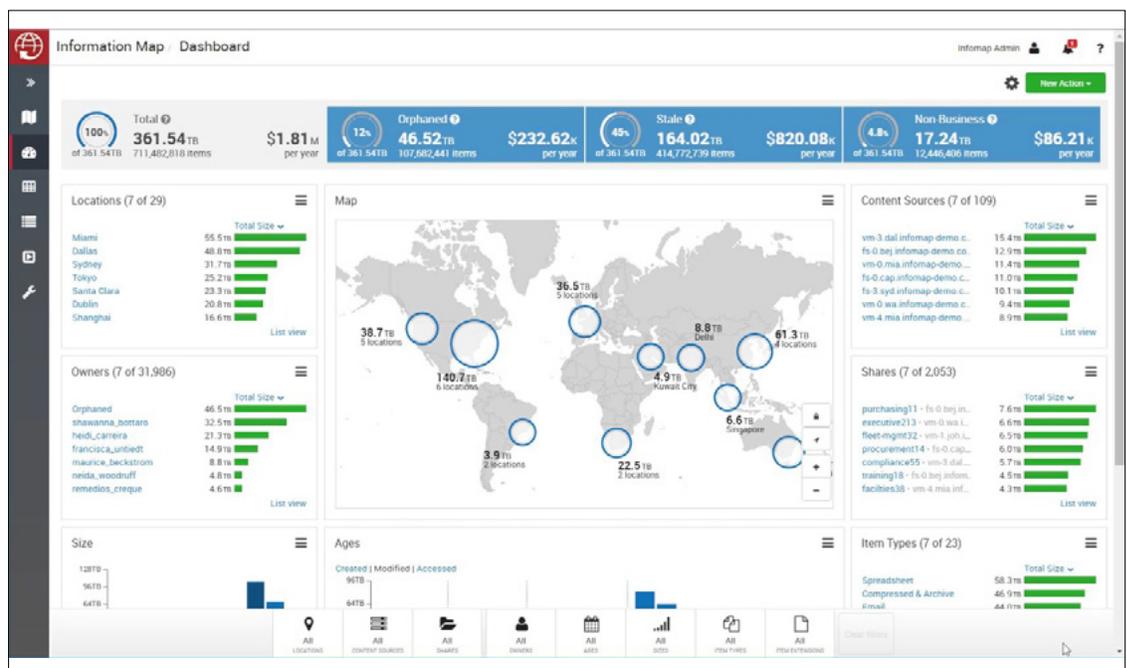
When used optimally, data is more than just data, it is valuable information that enables organizations to boost productivity, improve efficiency, inspire innovation, and become more competitive. But as today's organizations are challenged to simply remain compliant with ever-changing rules and regulations, the instinct is to hoard everything out of fear that a deleted file might be needed by somebody, somewhere, at some future time.

While it may be the simpler route, continually adding expensive storage to your data center so you can back up and store everything is not the best long-term solution. Nor is it a solution that brings true value—strategic and operational—to an organization.

In fact, recent research showed that only 14% of corporate data is business-critical. The rest of it is about 32% redundant, obsolete or trivial, and 54% unknown. (Source: Research conducted by Vanson Bourne for Veritas, 2015.)

Veritas and Hitachi Vantara work together to help our customers immediately deal with that 32% of stored data that could be freed up right away: bringing fast, positive impact to their budgets. Then we can help them see what's in the 54% of data that currently has a question mark over it, identifying what can be thrown out (more savings) and discovering what can be learned from the rest (more value).

Customer Benefits

Veritas and Hitachi Vantara offer solutions to **protect** valuable data; ensure anytime, anywhere **access**; and to **recover** quickly in event of a disaster. At the same time, these solutions provide the **insight** to transform data into valuable information and shape it into an integral, cost-effective **source of business intelligence**.

Save money: Stored data is an incremental expense; store only what is needed.

Save resources: Save time and effort when there is less information to manage and it is organized effectively.

Reduce risk: An understanding of what is in data helps ensure compliance and improves response time to critical inquiries.

A clear view of the data landscape is the first step to knowing what data has real value.

Example joint solutions

Veritas and Hitachi Vantara collaborate to deliver end-to-end solutions that protect and manage business-critical information. Our global partnership enables enterprises to acquire a complete hardware, software, and services solution from one place, making it easier to deploy quickly and with less risk.

Contact a regional sales representative to get started. Below are some potential combinations, designed around four common market requirements:

Solution bundles for comprehensive storage management
Unify data management with a software-defined solution built to protect and manage valuable company data, regardless of where it resides—on-premises, virtualized, or in the cloud.

Download solution brief

Software-defined backup-as-a-service (BaaS)
Scalable, flexible utility model for data management enables service providers to create a standalone managed backup service or add to a storage-as-a-service offering to more seamlessly manage customer data.

Download solution brief

Workload migration and disaster recovery (DR) services
Move workloads from data center to data center, from on-premises to public cloud, and then back to a private cloud—securely, accurately and efficiently. Recover quickly in the face of an outage.

Download solution brief

Joint solutions for healthcare
Comprehensive data management and security for a highly regulated, data-dependent industry goes beyond storage and backup to convert data into information and information into value.

Download solution brief

Customers that already benefit from the Veritas and Hitachi Vantara partnership include:

Alexion: Backup and storage solutions helped reduce backup time and enabled faster recovery of critical applications.

Allied Irish Bank: Archive and storage solutions provided enterprise-class archiving that reduced operational expenditure, met regulatory needs and significantly improved eDiscovery.

ING Bank: Archive and storage solutions allowed the bank to easily scale its archive architecture across a variety of applications and meet regulatory requirements.

For more information and to learn how Veritas and Hitachi Vantara can help you transform your data, visit transformingyourdata.com or contact transforming.yourdata@veritas.com

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