

HITACHI
Inspire the Next

Why Customers Purchase their Hitachi Content Archive Platform

A TechValidate Research Report

This is a short format research report describing how users address business or technology challenges with their Hitachi Content Platform. All information contained in this report was sourced directly from users with first-hand experience deploying their Hitachi Content Platform. TechValidate verifies the identity of all users involved in its research studies and guarantees anonymity so that they can speak candidly.

Industry Context for Hitachi Content Archive Platform

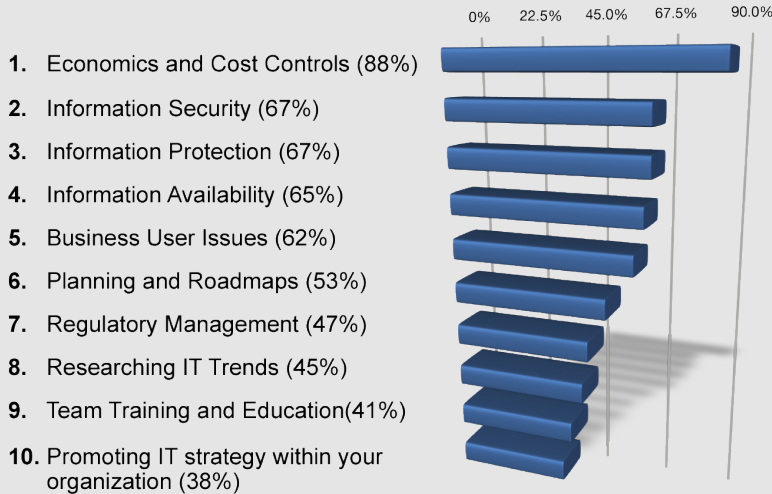
Sourced from TechValidate's network of thousands of technology end users, TechValidate's market research illustrates the operational challenges and purchasing environment facing today's organizations.

Vendor Perspective

As evidenced by the TechValidate research, Hitachi Content Archive fits into several core trends occurring in IT departments today. Specifically, Hitachi Content Archive allows customers to reduce their storage costs, while enabling them to secure sensitive data, meet compliance requirements, and ensure data availability and accessibility for years to come.

MarketFact

What IT issues are consistently "Top of Mind" in your organization?



TechValidate Analysis

Not surprisingly, economic issues remain the top-of-mind concern for IT professionals. Thereafter a "suite" of considerations take up relatively equal precedence in IT pros' minds. What all of these issues share in common is a tactical, actionable focus on making an organizations information infrastructure available, secure, and implemented in a planned fashion. Alas, at the end of the day, the bottom line is the bottom line: controlling costs is on the IT pro mind.

Purchasing Rationale

From our surveys of Hitachi users, we have collected the following statistics, testimonials, and verified facts about their usage and deployment of their Hitachi Content Platform.

TechFact

50% Purchased HCAP to Improve Compliance

50% of IT organizations reported that one of the primary rationales for purchasing their Hitachi Content Archive Platform was to meet compliance regulations.

Source: Survey of 66 Hitachi Content Archive Platform users

Validated TVID: 4AD-DED-65F

TechFact

46% Purchased HCAP to Consolidate Storage

46% of IT organizations reported that one of the primary rationales for purchasing their Hitachi Content Archive Platform was to consolidate storage.

Source: Survey of 66 Hitachi Content Archive Platform users

Validated TVID: D63-0B5-086

TechFact

43% Purchased HDS to Reduce Costs

43% of IT organizations reported that one of the primary rationales for purchasing their Hitachi Content Archive Platform was to reduce costs.

Source: Survey of 66 Hitachi Content Archive Platform users

Validated TVID: CFA-999-50A

TechFact

48% Purchased HDS To Secure Sensitive Data

48% of IT organizations reported that one of the primary rationales for purchasing their Hitachi Content Archive Platform was to secure sensitive data.

Source: Survey of 39 Hitachi Content Archive Platform users

Validated TVID: 664-0E0-585

Economic & Operational Benefits Cited by Customers

The following deployment statistics have been collected and validated by TechValidate from real world users who have experience deploying and using their Hitachi Content Platform.

TechFact

Moving Primary Storage to HDS

69% of IT organizations surveyed were able to move 30% or more of their primary storage content to their Hitachi Content Archive Platform.

Source: Survey of 48 Hitachi Content Archive Platform users

Validated TVID: 8B4-87E-2CB

TechFact

HCAP Payback Period Statistic

55% of organizations with Hitachi Content Archive Platform systems reported a payback period of 18 months or less.

Source: Survey of 45 Hitachi Content Archive Platform users

Validated TVID: 9C4-26F-65B

TechFact

20% of HDS Users Ingest > 1 Million Objects/Month

20% of surveyed IT organizations ingest 1 million or more objects per month into their Hitachi Content Archive Platform.

Source: Survey of 49 Hitachi Content Archive Platform users

Validated TVID: 8F9-9A8-B59

TechFact

21% of HDS Users Can Manage 300TBs With 1 Person

21% of IT organizations can manage 300 TBs or more with one person using their Hitachi Content Archive Platform.

Source: Survey of 60 Hitachi Content Archive Platform users

Validated TVID: 213-76C-7BF

Individual Hitachi Customer Deployments

From our surveys of Hitachi users, we have collected the following statistics, testimonials, and verified facts about their usage and deployment of their Hitachi Content Platform.

TechFact

60% of Primary Storage Moved to HDS

A Global 500 energy & utilities company was able to move 60% of primary storage content to their Hitachi Content Archive Platform.

Source: System Administrator, Global 500 Energy & Utilities Company

Validated TVID: AAC-E5B-276

TechFact

600TBs Managed With 1 Person

A federal government agency can manage 600 TBs or more with one person using their Hitachi Content Archive Platform.

Source: Storage Administrator, Federal Government Agency

Validated TVID: BC6-60E-7A9

TechFact

Investment in HDS Paid Back Within 1 Year

A medium enterprise transportation services company was paid back for its investment in their Hitachi Content Archive Platform within 12 months or less.

Source: IT Professional, Medium Enterprise Transportation Services Company

Validated TVID: 65F-3F7-A28

TechFact

1 Million Objects/Month Ingested

A large enterprise industrial manufacturing company ingests 1 million or more objects per month into their Hitachi Content Archive Platform.

Source: Senior IT Architect, Large Enterprise Industrial Manufacturing Company

Validated TVID: C0D-A98-A5C

Research Methodology

This QuickSheet is based upon data collected from customers of Hitachi. TechValidate surveyed 76 users and purchasers of Hitachi Content Archive Platform between March 11, 2009 and March 20, 2009.

Respondents had the following demographic profile:

- 45% of respondents were from a Medium Enterprise (between 100 to 5,000 employees), 33% of respondents were from a Large Enterprise (> 5,000 employees), 7% of respondents were from a Small Business (<100 employees)
- 34% of respondents were from the Computer Hardware industry, 20% of respondents were from the Industrial Manufacturing industry, 7% of respondents were from the Government industry

About TechValidate

TechValidate is a trusted third party service that verifies the usage, configuration, and benefits of technology products and services. We directly communicate with users to collect and validate information about their deployments. Our promise to the end user community is to provide unbiased, verified information about the usage and benefits of technology products and services. Read more about how TechValidate works at www.techvalidate.com.

Contact Information

TechValidate

TechValidate Software, Inc.
2418 5th Street
Berkeley, CA 94710
info@techvalidate.com

Hitachi

750 Central Expressway
Santa Clara, California 95050-2627
Phone: (408) 970-1000
Fax: (408) 727-8036
Sales: (888) 234-5601