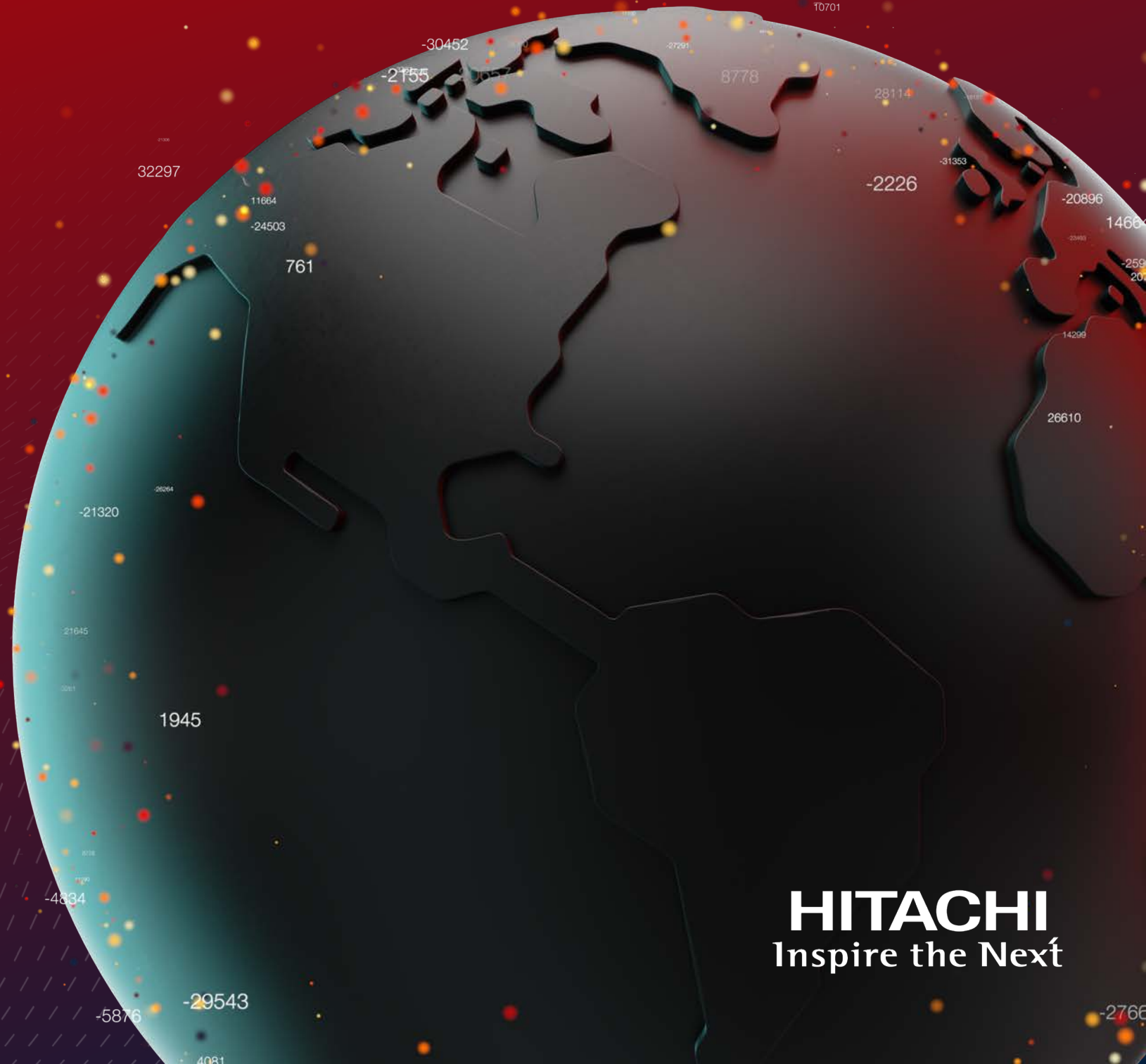


CUSTOMER STORIES

HITACHI VANTARA CLOUD SERVICES AT WORK

Cloud Strategies That Are
Driving Business Outcomes



HITACHI
Inspire the Next

INDUSTRIES AND CLIENTS WE'VE IMPACTED



communitybrands

p. 04

Software-as-a-service (SaaS) solutions that help associations, nonprofits and schools achieve positive change in their communities



perianDX

p. 05

Innovative SaaS solutions that accelerate personalized medicine by solving the complexity of large gene sets



i4c
INNOVATIONS

p. 06

Unique products that simplify the sharing of vital pet information with family, trainers and veterinarians



KNOLSKAPE

p. 07

Immersive and experiential solutions that help transform an organization into a modern workforce

**NOT-FOR-PROFIT SMART
HEALTHCARE SYSTEM**

p. 08

In-room concierge system that offers faster, more efficient patient service while protecting health information



p. 09

Cloud-based internet of things (IoT) solution for beverage systems that enables effective control and automation of dispensing devices



p. 10

Financial services platform that makes digital payments and online checkout fast, safe and easy



p. 11

Leading insurance services that are responsive to rapidly changing customer and market needs



p. 12

Innovative software and services for higher education institutions



**WICS RAVEN
Worldwide Incident
Command Services**

p. 13

Secure and robust emergency response management platform that helps protect national security

THE HITACHI VANTARA CLOUD SERVICES DIFFERENCE

Every day, companies around the world are using Hitachi Vantara cloud services to get more from their cloud migration and optimization initiatives.

3.5x

FASTER MIGRATIONS

108%

ROI USING HITACHI VANTARA
CLOUD SERVICES

**9
months**

TO PAYBACK ON
INITIAL INVESTMENT

All statistics cited are based on a three-year Forrester study of five enterprise-level companies that used Hitachi Vantara cloud services for application migration, modernization and/or ongoing managed cloud services. See the [full study here](#).



TECHNOLOGY



CLOUD-BASED SOFTWARE PROVIDER

When it came time for Community Brands, a cloud-based software provider, to migrate its key Careers application to the Amazon Web Services (AWS) cloud, the company turned to Hitachi Vantara.

Cloud Migration Services from Hitachi Vantara successfully migrated more than 100 servers and 2TB of data in a tight time frame while meeting stringent security, automation and compliance needs.

Ashvin Bodhale

Senior Director of Cloud Platforms, Community Brands

“The expertise and flexibility of the Hitachi Vantara team were invaluable in ensuring we are ready for potential security threats.”

KEY OUTCOMES

- Careers application now automatically scales up to 25%, based on demand
- Security has been enhanced to protect against intrusion attempts
- Cloud operating costs have been reduced through internal efficiency gains

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[Cloud Services](#)



[Cloud Migration Services](#)



TECHNOLOGY



CLINICAL GENOMICS INFORMATICS

With its industry-leading genomic SaaS solutions, PierianDx is enabling the acceleration of personalized and secure medicine programs. When the company decided to move its big data storage and analytics workload demands to the cloud, it selected Hitachi Vantara.

Using its deep expertise in cloud services, Hitachi Vantara developed a hybrid architecture, migrated the solution to the public cloud and managed the entire environment while continuously meeting Health Insurance Portability and Accountability Act (HIPAA) requirements.

\$1.4 million

Average savings of Hitachi Vantara ongoing management over three years

KEY OUTCOMES

- Custom hybrid architecture eliminates undifferentiated heavy lifting of IT infrastructure and management
- Managed services ensure HIPAA compliance
- Comprehensive managed solution allows PierianDx to focus on customers

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[Cloud Migration Services](#)



TECHNOLOGY



ANIMAL HEALTH AND WELLNESS

i4C's innovative Voyce product simplifies the sharing of pet data with family, trainers and veterinarians. To improve its service, i4C turned to Cloud Consulting Services from Hitachi Vantara.

The team's experts built a versatile platform that scales to meet demand fluctuations, efficiently stores and processes big data, and meets fault tolerance and redundancy requirements. The team also implemented a defense-in-depth virtual infrastructure to optimize security and agility while processing big data.

Director of Program and Vendor Management, i4C

“The Hitachi Vantara cloud team works as a seamless extension to i4C. ... They have quickly become an integral and long-term partner.”

KEY OUTCOMES

- Improved i4C's continuous integration, continuous delivery pipeline
- Automated the deployment of load testing environments, resulting in cost savings
- Enhanced the security posture of i4C's infrastructure

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TECHNOLOGY



WORKFORCE TALENT MANAGEMENT

To better support the delivery of its workforce talent development solutions, Knolskape decided to migrate its applications to AWS, choosing a team from Hitachi Vantara to design the new infrastructure and manage the migration.

Drawing on their deep expertise in DevOps and AWS migration, the team delivered Cloud Migration Services from Hitachi Vantara. They successfully migrated Knolskape's development, staging and production infrastructure and applications to AWS.

4 fewer staffers needed

Average number of full-time equivalent resources avoided during migration with Hitachi Vantara cloud services

KEY OUTCOMES

- Highly scalable support for 5,000 concurrent users
- Zero downtime during upgrade and 99.8% application availability
- Automatic infrastructure scaling based on current user load

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HEALTHCARE

NOT-FOR-PROFIT SMART HEALTHCARE SYSTEM

SMART HOSPITAL PROJECT

When a leading healthcare nonprofit system asked Hitachi Vantara to create an in-room concierge system for its network, Hitachi Vantara experts delivered. They leveraged the power of Cloud Application Modernization Services from Hitachi Vantara to reprogram Amazon Alexa.

Not only did they successfully provide in-room concierge and information services, but they were also able to accurately capture critical patient information at the same time, all while conforming to HIPAA and state regulations.

\$2.1 million

Average value of Hitachi Vantara application modernization over three years

KEY OUTCOMES

- Helps staff be more efficient with hands-free data input
- Provides immediate customer feedback
- Maintains HIPAA and other regulation compliance

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[Application Modernization](#)



MANUFACTURING



BEVERAGE DISPENSING SYSTEMS

Always looking to innovate, Sestra Systems turned to Hitachi Vantara to help build a cloud-based IoT solution for its beverage dispensing systems.

The new solution, designed by Cloud Application Modernization Services from Hitachi Vantara, enables Sestra to monitor devices, maintain diagnostic logs for troubleshooting and offer functionality in offline situations, such as cruise ships. It also enables predictive insight and automatic intelligent actions, and it can be used to turn disconnected devices into smart devices.

Ben Maphis

Vice President of Engineering, Sestra

“With our enhanced platform from Hitachi Vantara, we’re more focused on what we can provide to customers to give them more value in the service we’re already providing.”

KEY OUTCOMES

- Allows company to enter into new markets with minimal connectivity
- Accelerates time to value through reusable cloud artifacts
- Provides effective control of a wide range of devices

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[Application Modernization](#)



[Watch Video](#)



FINANCIAL SERVICES



MOBILE PAYMENT AND BANKING

Citrus Pay provides fast and safe payment and checkout processes for 800 million users. But when an unknown platform issue began preventing some customers from processing payments, Citrus reached out to Hitachi Vantara for help.

Using the test accelerator function of the Hitachi Cloud Accelerator Platform, engineers quickly identified and corrected the problem that was causing the incomplete transactions. At the same time, they also discovered and fixed an additional issue contributing to processing failure.

The solution has improved operational efficiencies and service delivery, and its use has resulted in greater revenues and higher customer retention rates for Citrus.

KEY OUTCOMES

- Improved operational efficiencies and service delivery
- Greater revenues and higher customer retention rates
- Immediate ability to detect issues and loopholes

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INSURANCE



LIFE INSURANCE

In an effort to build a more elastic infrastructure, Aegon Life Insurance Company decided to migrate its IT capabilities to the AWS cloud platform. To oversee the migration, the company chose Cloud Migration Services from Hitachi Vantara.

To leverage cloud benefits, services team architects restructured Aegon Life's IT environment, designing plans for migration and API integration while prioritizing security and compliance to meet industry regulations. To ensure a rapid move, they used a multiphase approach of discovery, build and migration, configuration and testing, and cutover steps.

Average migration time **reduced from 14 months to 4 months**

KEY OUTCOMES

- Entire program completed in less than four weeks under hard constraints
- Improved disaster recovery capabilities
- High availability across many applications

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[Cloud Migration Services](#)



EDUCATION



HIGHER EDUCATION

Ellucian, a leading provider of software and services for higher education, needed to migrate its extensive portfolio of applications to the cloud to better serve customer needs.

Using a continuous integration and continuous software delivery framework built on AWS, Hitachi Vantara's cloud services team was able to automate key aspects of the software integration and testing life cycle. The solution not only supports over 80 different product lines worldwide but also anticipates the future needs of Ellucian's cloud adoption model.

Brian Knotts

SVP and Chief Research Scientist, Ellucian

“We really needed the best [engineers] in the world, and Hitachi Vantara provided those initial engineers. I would definitely recommend Hitachi Vantara.”

KEY OUTCOMES

- Saves millions of dollars in operational costs
- Drives cloud application innovation and adoption
- Enables deployment of new features faster and with better quality

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NONPROFIT



WICS RAVEN
Worldwide Incident
Command Services

NONPROFIT INCIDENT COMMAND

California-based nonprofit Worldwide Incident Command Services (WICS) chose Hitachi Vantara to oversee the migration of Raven, its on-premises emergency response management platform, to a more secure and agile environment.

After assessing Raven's unique needs, Cloud Migration Services from Hitachi Vantara delivered a robust architecture in the AWS cloud that supports emergency operations and ensures mission-critical performance. The services team also supplied application migration, cloud hosting, IT support, design infrastructure and enterprise-level managed services.

Jack Thorpe

President, WICS

“Since Raven is an emergency management application, it is critical to have solid 24/7/365 uptime.”

KEY OUTCOMES

- Secure emergency platform helps preserve homeland defense and national security
- Robust cloud architecture mirrors the response to a large-scale emergency
- Self-hosting support adds capabilities for localized needs

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ABOUT HITACHI VANTARA

Hitachi Vantara solves digital challenges by guiding you from what's now to what's next. Our unmatched industrial and digital capabilities benefit both business and society.

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