SEAGATE

HITACHI

Case Study

Seagate and Hitachi Swiftly Satisfy Customer's Data Storage Needs

Tech Partners Meet Japanese Public Research Institute's Expectations

- **Able to Meet Short Project Deadline**
- **NFS/SAS/Linux Compatibility**
- **Assured Scalability Via JBOD Expansion**
- **Exceptional Sales and Technical Support**

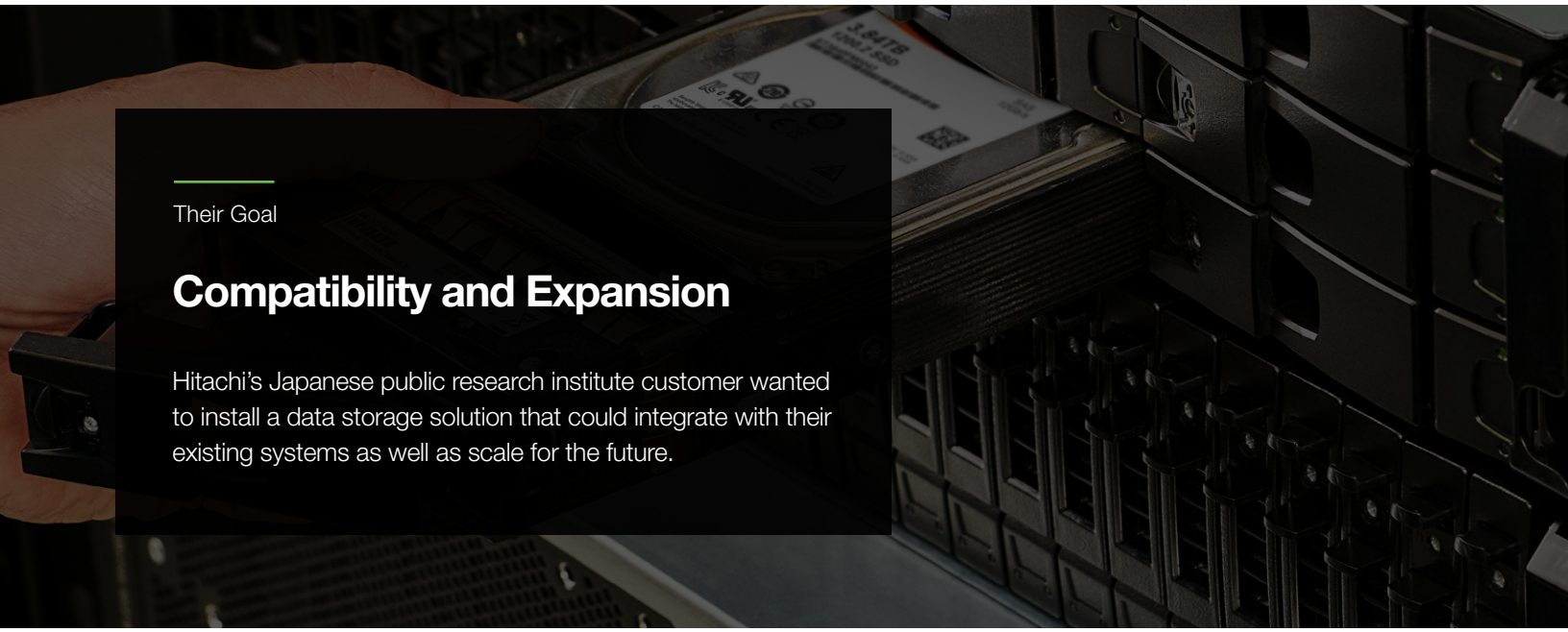
Working Together for a Shared Solution

A Japanese public research institution required a scalable data storage solution within a limited fiscal timeline and began an open bid process. The project was awarded to Hitachi, who brought their own technology partner, Seagate®, onboard. Both companies worked swiftly to deliver the right solution, meeting the customer's requirements for a file server right on time.

Their Story

Research and Data Growth Never Stop

Research data can add up fast, as this Japanese research organization understands very well. Their aim was to implement a storage solution that could be procured, installed, and verified quickly, with as little to no effect to their ongoing research projects as possible.



Their Goal

Compatibility and Expansion

Hitachi's Japanese public research institute customer wanted to install a data storage solution that could integrate with their existing systems as well as scale for the future.

Their Problem

Now and Later

The Japanese research organization was faced with its own fiscal deadline to complete its storage solutions project. Simultaneously, they wanted to ensure their selected solution would be able to continuously handle their ever-growing amount of research data.

Their Solution

Hitachi Chooses Seagate for Customer Storage Project

A research institute in Japan contracted with Hitachi and its technology partner, Seagate, to launch its storage solutions project. Hitachi (www.hitachi.com) "drives Social Innovation Business, creating a sustainable society with data and technology." Driven by green, digital, and innovation initiatives, Hitachi aims for growth through collaboration with their customers. The company's consolidated revenues for fiscal year 2021 (ended March 31, 2022) totaled 10,264.6 billion yen ($84,136 million USD), with 853 consolidated subsidiaries and approximately 370,000 employees worldwide.

The volume of data used in research fields is ever-increasing, a fact well-known to this Japanese public research institution. The organization knew it had to find a low-cost, reliable storage solution for its valuable research data that could also ensure future scalability. Of particular importance to the research group were the system's functionality as a network file system (NFS) file server, statistical analysis system (SAS) scalability, and high-level integration with Linux. An equal priority was timing. The public research institution required delivery and integration of their new storage solution to be completed within their fiscal year, which, at the time, was to end in two months. While researching competing vendors, the researchers saw an average lead-time of around six months—far past their required deadline.

In order to meet its customer's multiple requirements, Hitachi knew it could count on its technology partner, Seagate, and more specifically, Seagate's Exos® AP 2U12 storage server and Exos E 2U12 rackmount enclosure. As an OEM customer of Seagate storage solutions themselves, Hitachi was familiar with Seagate, as well as the Exos AP unit's predecessor, and could vouch for both the company and its products.

As part of the project collaboration, Seagate worked with Hitachi to pre-verify Hitachi's Linux integration with the Exos AP 2U12. Hitachi now provides on-site support when necessary, while Seagate supports Hitachi remotely. Today, the Seagate-Hitachi collaborative solution provides the Japanese public research institution with 384TB of data storage delivering performance of 3GB/s. Product selection through installation and verification took less than two months, meeting the customer's requirement without any business disruption.

Hitachi's Japanese research customer was pleased with Seagate's ability to provide a compact yet high-capacity solution (due to the Exos system's hard disk drive [HDD] vertical integration). Also appreciated were the open-source configuration (thus no vendor lock-in), optimal CPU/memory configuration, future scalability (made possible with JBOD expansion), competitive pricing, domestic sales/technical support, and the collaboration between Hitachi and Seagate. They were especially happy that both companies could meet their short lead time.

Their Success

Into the Future

With the Japanese public research institute's new storage solution and strategy provided courtesy of the Hitachi-Seagate working relationship, their research can be carried out without limitations and future scalability is assured.

"This is a good example of the initiatives that my department is promoting. I believe the collaboration between Hitachi and Seagate is effective, which led to the adoption of the product. Exos AP series can be procured in as short a time as three months and allows for high-density storage by flexibly adding JBODs. The ability to respond to the customer's need for increased storage capacity in a timely manner was a major attraction".

SHINYA MOTOYAMA, SENIOR ENGINEER, HITACHI

Products Used

EXOS AP 2U12

High-performance computing and cutting-edge mass storage in a single system.

EXOS E 2U12

Ideal platform for efficient growth, performance, high capacity, and affordability.

Ready to Learn More?

Our storage specialists are here to help you find the right solution for your data challenges. **Talk to an expert**.

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