

Oscar Rodriguez

From: Oscar Rodriguez
Sent: Tuesday, June 24, 2014 4:54 AM
To: JP Narayanan
Subject: FW: ***** VSP #1 !!!!! ***** Gartner Critical Capabilities for General Purpose Disk Arrays Published

All,

Below is a link to a recently published Gartner report ranking 12 high-end storage arrays across six high-impact use cases and quantifies product attractiveness against eight critical capabilities that are usable by IT leaders.

<http://www.gartner.com/reprints/hitachi-vol7?id=1-1RO1Z8Z&ct=140310&st=sb>

We've attached two tables below from the report that show the HDS VSP outperforming the competition. *(Please Note that the HP P900 is the is an HP OEM version of the Hitachi VSP)*

Also notice how high the HDS HUS-VM (our entry level enterprise array) scores in comparison to our competitors' enterprise arrays.

We hope this underscores the excellent value our HDS arrays provide to Citi.

The below rating on Critical Capabilities, shows the HDS VSP beating the EMC VMAX in 6 out of 8 categories and tying on 1.

Table 3. Product Rating on Critical Capabilities

Product Rating	DDN SFA12K	EMC VMAX	Fujitsu Eternus DX8000 S2	HDS HUS VM	HDS VSP	HP 3PAR Store- Serv 10000	HP P9000	Huawei Ocean- Stor 18000	IBM DS8870	IBM XIV	NetApp FAS/ V6200	Oracle Pillar Axiom
Manageability	4.0	4.0	3.5	4.0	4.0	4.5	4.0	3.5	4.0	4.5	4.5	4.0
RAS	4.0	4.3	4.2	4.3	4.5	3.5	4.5	4.3	4.2	4.0	3.5	3.3
Performance	4.5	3.8	4.2	3.7	4.3	4.2	4.3	4.0	4.2	3.8	3.7	4.0
Snapshot and Replication	1.5	4.0	4.0	4.2	4.2	4.2	4.2	4.0	4.0	3.7	4.2	3.3
Scalability	4.5	4.3	4.5	3.3	4.5	4.0	4.5	4.0	3.8	2.7	4.2	2.8
Ecosystem	2.8	4.3	3.2	3.7	4.0	3.5	4.0	3.3	3.5	4.0	3.5	2.3
Multitenancy and Security	3.3	3.7	4.0	4.2	4.2	4.0	4.2	4.0	4.0	3.2	4.3	4.0
Storage Efficiency	3.2	3.5	3.7	3.7	3.7	4.0	3.7	3.3	3.7	2.8	3.7	4.0
As of March 2014												

Source: Gartner (March 2014)

The below chart shows the Hitachi VSP ranked #1 in all 6 use case rankings.

Table 4. Overall Score in Use Cases

Use Cases	DDN SFA12K	EMC VMAX	Fujitsu Eternus DX8000 S2	HDS HUS VM	HDS VSP	HP 3PAR Store- Serv 10000	HP P9000	Huawei Ocean- Stor 18000	IBM DS8870	IBM XIV	NetApp FAS/ V6200	Or Pi Ax
Overall	3.6	4.0	4.0	3.9	4.2	4.0	4.2	3.8	4.0	3.6	3.9	
Consolidation	3.6	4.0	3.9	3.9	4.2	4.0	4.2	3.8	3.9	3.5	4.0	
OLTP	3.8	4.0	4.0	3.9	4.3	4.0	4.3	3.9	4.0	3.6	3.9	
Server Virtualization and VDI	3.6	4.0	3.9	3.9	4.2	4.0	4.2	3.8	4.0	3.6	3.9	
Analytics	3.6	4.0	4.0	3.9	4.2	4.0	4.2	3.9	4.0	3.7	3.9	
Cloud	3.6	4.0	3.9	3.9	4.2	4.0	4.2	3.8	3.9	3.6	4.0	
As of March 2014												

Source: Gartner (March 2014)