Case study:

Hitachi Sunway Partners with ZeroStack to offer Private Cloud Services to Enterprises

Hitachi Sunway Information Systems (Hitachi Sunway) is a leading ICT services integrator in the ASEAN market, specializing in implementing, supporting and providing consultancy for Enterprise Resource Planning (ERP) & Product Lifecycle Management (PLM) solutions; managing and supporting IT infrastructures; Cloud-enabling IT platforms, including the Cyber Security elements in its fully compliant and secured data centers. The company's services are aimed at helping clients embrace the acceleration in digitalization that is transforming businesses. Hitachi Sunway serves more than 1,000 clients in the region across various business verticals, from small to global enterprises to the public sector and industries such as manufacturing, financial, construction, education and healthcare.

Customers Demand High Availability and Security

Enterprise customers want the convenience of hosted cloud services, but they need assurances that those services will be fully secure and highly available. In seeking a cloud platform to underpin its secure private

cloud services, Hitachi Sunway had some key requirements:

» Fast, easy deployment

» Low operational and management overhead

» Rapid service rollouts

» Multi-cloud, multi-tenant capabilities

» Integration with industry-leading storage, backup, and availability solutions

After scouring the international market for such a solution, Hitachi Sunway selected ZeroStack's Intelligent Private Cloud platform.

"Our enterprise customer's main priority is always compliance, especially when it comes to security and backups," said Cheah Kok Hoong, Group CEO / Director at Hitachi Sunway." We needed solutions that provide advanced analytics with simplified management, and ZeroStack, in combination with providers like Nimble Storage and Veeam®, offers the solution that best meets our customer's needs."

The ZeroStack Solution

Unlike other cloud platforms, ZeroStack's Intelligent Private Cloud platform leverages AI and machine learning techniques with broad API integration to exceed Hitachi Sunway's expectations.

» The platform can be deployed in less than 30 minutes on standard servers and can easily scale up from a two-server configuration to dozens of servers as customer needs grow.

» To keep costs low, the ZeroStack platform automates allocation and provisioning of VMs along with network, compute and storage infrastructure, eliminating hours of ongoing manual labor.

» ZeroStack's platform includes templates and a built-in AppStore to deliver single-click resource and software provisioning.

» The platform uses role-based access control (RBAC) to provide highly granular security for enterprises and their employees.

» ZeroStack has partnerships with leading storage, backup and availability solution providers like Nimble Storage and Veeam®, under which these resources are seamlessly available from within a ZeroStack cloud.

"Our hardware, coupled with ZeroStack's software intelligence, gives us a platform that is attractive to even the most demanding customers."

Turnkey Systems for Fast Service Rollouts

By bundling ZeroStack's cloud platform on servers in its secure data center, Hitachi Sunway has built a turnkey service engine that allows it to rapidly roll out secure, highly-available private cloud services.

"Our hardware, coupled with ZeroStack's software intelligence, gives us a platform that is attractive to even the most demanding customers and highly profitable for us to provide," says Cheah.