



Competency Centre

for Hitachi Data Systems products and services

Activities of the Competency Centre are structured as follows ▶

Volume of corporate data keeps increasing. It has become clear that mere storage of large volumes of data is currently not the major concern for companies since capacity of modern disk arrays usually meets the users' requirements. Today, users seek answers mainly to the following questions:

» How to ensure continuous and sufficiently **fast access to data**?

» How to **prevent data loss**?

» How to **ensure data recovery** once data are lost despite all efforts?

» How to migrate the **stored data** on-line?

» How to store data in a **cost effective** way?

» How to **manage data flows** in a company's data infrastructure correctly?

» Is it possible to build **data infrastructure** without becoming dependent on products and services of a single manufacturer?

» How to create a **modern data storage** solution correctly?

Competency Centre

for Hitachi Data Systems products and services

PRAGUE, CZECH REPUBLIC

ABOUT THE COMPETENCY CENTRE

High complexity of modern data infrastructure imposes high requirements on technical skills of storage engineers and implementation specialists, on solution architecture, and on verification of solution feasibility. Moreover, an incorrect solution design can cause unexpected problems and financial losses that may not be immediate, but may impact the business in a more distant future. This is the reason why MHM computer s.r.o. established its Competency Centre for HDS products and services with the assistance of HDS in 2005. The primary purpose of the Competency Centre is to provide comprehensive technology and knowledge support to all HDS partners and end-users of HDS products and solutions. The Competency Centre launched its operation by an opening ceremony attended by David E. Roberson, President and CEO of HDS, and by Pavel Miloschewsky, General Director of MHM computer.





Training and Education

As a Hitachi Authorized Education Delivery Partner, we are offering a wide range of training courses within the Hitachi Data Systems Certified Professional educational program. The courses are open both to HDS end-users and partners.

All courses consist of lectures providing theoretical knowledge and of hands-on workshops where participants can test their newly acquired skills. A substantial part of each course is thus held in a training laboratory.

Last year, the training courses were attended by a large number of participants from a dozen European and Asian countries. The courses are typically held in English. Information on currently available courses can be found at www.mhm.cz/training or at the HDS web site.

The training courses take place in Prague, Czech Republic. Following a prior arrangement, training can be organized directly at the client's premises.

CHOOSE YOUR CERTIFICATION PATH

- » **FOUNDATION**
HDS Certified Professional
- » **IMPLEMENTATION**
HDS Certified Implementer
- » **ARCHITECT**
HDS Certified Architect
- » **STORAGE MANAGER**
HDS Certified Storage Manager
- » **INTEGRATION**
HDS Certified Integration Professional

More information on certification programs is available at www.hds.com/products_services/education/certifications.html or call +420 267 209 124

Demonstration of Products

Before making their final decision, everyone will certainly welcome the opportunity to test their selected product. In our Competency Centre, you can check directly on the spot not only the functionality of your chosen products, but also the way they are controlled.

We can make a demonstration of a wide range of HW and SW products by HDS, from the simplest TagmaStore systems belonging to the WMS product line to tiered storage systems virtualized by HDS's flagship, TagmaStore USP.

Demonstration of chosen products will be surely welcomed by the end-users as well as HDS partners since it gives the partners the opportunity to demonstrate a product to their customers. Thoroughly prepared demonstrations of products (hardware and, most importantly, software) and their features will give the clients a clear idea of their specific functionalities – an idea they could never get only from lectures, presentations or manuals. We recommend this opportunity to all interested!



Verification of Solution

Nevertheless, not even the best demonstration of a product and its functionality may be able to provide a full idea of how the individual pieces of equipment are going to perform in real life, with the user's real data.

In the MHM Competency Centre, we can build a "pilot solution" based on your project and validate its behaviour in real-life environment. Project functionality may also be verified using the data provided by the user.

MIGRATION FROM EMC TO HDS

In practice, the project allowing to verify the feasibility of direct migration from EMC to HDS (Hitachi Data Systems) technology proved as yielding a number of benefits. As a part of a pilot installation in the Competency Centre, all migration procedures and steps were tested.

The possibility to run the pilot project repeatedly significantly contributed to the clients' decision to migrate from EMC to HDS technology.

Professional Services

MHM is a leading provider of professional services in data storage systems and data management. We provide a wide range of highly professional yet cost effective services tailored to our client's requirements. Our comprehensive approach addresses all aspects of total cost of ownership, including technology planning, procurement and management, integration, maintenance support, and asset management.

For Hitachi Data Systems partners, the experts in the Competency Centre usually develop specific technology solutions ranging from simple installations and implementations of specific products to highly complex projects involving data storage systems virtualization, tiered storage systems, or data migration from various environments to the Hitachi Data Systems environment.

PROFESSIONAL SERVICES OVERVIEW

- » Data Consolidation and Migration Services
- » SAN and Storage Implementation Services
- » Remote Copy Planning, Design and Implementation
- » Tiered Storage Planning, Design and Implementation
- » Storage Performance and Tuning

TECHNOLOGY RESOURCES AT THE COMPETENCY CENTRE

The Competency Centre has access to a wide range of technologies by HDS and other manufacturers. As far as storage systems are concerned, the Competency Centre operates the complete TagmaStore family – these include various models belonging to the USP, NSC, AMS and WMS product lines (including the complete range of software

products used by individual models). We also operate HDS Lightning 9980V and Thunder 9500 storage systems. Apart from HDS storage systems, the Competency Centre also operates storage systems by other manufacturers – EMC (Symmetrix, DMX), SUN, HP. Naturally, the laboratories at the Competency Centre are also equipped with other

technologies such as SAN switches and CISCO, Brocade and McDATA directors, servers operating on Windows Server 2003, Linux, AIX, HP-UX and SUN Solaris platforms, or tape libraries.

The technology at the Competency Centre allows simulating a wide range of SAN and NAS environ-

ments including advanced virtualization techniques, heterogeneous environment management or tiered data storage.

The equipment available at the Competency Centre is being constantly developed. The above description is provided only for illustration purposes.



About MHM computer s. r. o.

MHM computer s.r.o. was established in 1990. Since 1993, the company has been systematically focusing on data storage and data management, B/R, D/R, business continuity, SAN management, etc. Currently, the company is operating in the Czech Republic and through its subsidiaries also in Slovakia and Hungary. MHM is a holder of the ISO 9001 certificate and it has been issued a security clearance certificate by the National Security Authority of the Czech Republic for the "Secret" security classification level.

In 2005, the Competency Centre for HDS products, solutions and services was set up at MHM (Czech Republic). MHM is an HDS Gold Solution Partner and Hitachi Authorized Education Delivery Partner.



About the Czech Republic and the Capital City of Prague

Prague is the capital city of the Czech Republic. Geographically, the city of Prague (and the Czech Republic as such) is located in the very heart of Europe – North-West of the capital of Austria – Vienna. The current population of Prague is approx. 1.2 million.

More than thousand years of Prague's history left its traces in a form of a multitude of well-preserved historic buildings and other cultural monuments, Prague having the largest historic Old Town of all European cities. Historic quarters of the city have been sensitively renovated gaining a fresh look while preserving their historic character. Throughout the year, Prague offers its visitors an

immense number of museums, theatres, concert halls, exhibitions and festivals.

Almost everyone knows Pilsner Urquell or Budweiser, because the Czech Lands are known as "the birthplace of beer". You can savour the atmosphere of the city as well as the balanced taste of the "golden beverage" in a vast number of pubs, taverns, bars and clubs.



MHM computer s. r. o.

U Pekáren 4/1309
102 00 Praha 10-Hostivař
Czech Republic
Phone: +420 267 209 111
Fax: +420 267 209 222
E-mail: office@mhm.cz
www.mhm.cz

