



Hitachi Storage Solutions at Work

Customer Scenario

Trusted Hitachi TrueNorth™ Channel partner Open Storage Solutions (OSS) helps biopharmaceutical company Metabasis select a high-performance, high-availability solution that's perfect for the needs of the information-intensive life sciences industry.

Solution Provider

Open Storage Solutions

:: As a Gold-level TrueNorth Channel partner, OSS provides equipment selection and consulting services.

Industry

:: Life Sciences, Biopharmaceutical

Hitachi Data Systems Solution

:: Hitachi Thunder 9500™ V Series modular storage system

:: Hitachi Storage Area Management (SAM) software

:: Hitachi Copy-on-Write Snapshot software (formerly QuickShadow)

:: Hitachi Resource Manager™ utility package

Metabasis Therapeutics, Inc., Opts for Open Storage Solutions Recommendation: Hitachi Storage

“Metabasis chose Open Storage Solutions because they knew we were a good fit for their company, and because they felt Hitachi Data Systems provided superior products in every area, including hardware, software, and support.”

— David Marsh
Western Regional Sales Manager
Open Storage Solutions

“I was well on my way to purchasing an EMC solution when David threw his hat into the ring, demonstrating to me that Hitachi Data Systems offered a much more effective solution. The price versus performance was very significant and it's allowing us to cost-effectively consolidate all our administrative and research data. It's also providing a huge benefit as far as our high-performance data storage is concerned, specifically in terms of e-mail and SQL Server. And, one of the biggest benefits of a solution like this is that it can grow almost indefinitely. That's just huge for us.”

— Farhad Engineer
Associate Director of IT and Facilities
Metabasis Therapeutics, Inc.

Biopharmaceuticals Research Demands Efficiency and Security

Companies in the biopharmaceutical industry are continually seeking ways to increase productivity and make research and development more efficient. Development cycles routinely span 7 to 10 years while development costs are reaching US\$800 million for each new drug. In fact, during the last 10 years, pharmaceutical spending on research and development has gone up 44 percent, while product launches have decreased by 25 percent. To defy these daunting odds, biopharmaceutical companies like San Diego-based Metabasis Therapeutics, Inc., must accelerate new product introductions and allocate resources with maximum efficiency.

Keeping Clinical Trials Healthy

Metabasis specializes in the discovery, development, and sale of drugs for treating metabolic diseases linked to pathways in the liver, such as obesity, hepatitis B, hepatitis C, primary liver cancer, and fibrosis. With goals of expanding their development pipeline to include recommending at least one new drug compound for clinical development, per year, Metabasis can't afford interruptions in any phase of the clinical process.

Focusing on efficiency, security, and scalability requirements, Metabasis called upon Open Storage Solutions (OSS), a storage solution provider specializing in the pharmaceutical industry, to provide just the right remedy.

Why OSS? Why Hitachi Data Systems?

When Metabasis was examining options for secure storage, Gold-level Hitachi TrueNorth partner OSS offered a dose of reality by advising Metabasis to incorporate Hitachi storage for a less expensive and more robust solution than the one they were seriously considering, reports David Marsh, OSS Western Regional Sales Manager. "They had a strong desire and case for securing data and ensuring that it was fault tolerant and had snapshot capabilities," explains Marsh, noting that Metabasis was ready to purchase an EMC system before OSS presented their Hitachi-storage-based solution. "After discussing their requirements, I recommended they take a look at a Hitachi Thunder 9500™ V Series system. I felt it would meet their requirements better than the EMC CX300 solution they were considering," he says. After in-depth comparisons of the two products, Marsh's suggestion proved viable. "They were sold on the advantages of going with Hitachi Data Systems," he confirms. Those advantages, according to Marsh, included more features, greater speed, and superior scalability.

Fast Implementation Sets the Stage for Quick Recoveries

While Metabasis' need to get a new solution in place almost immediately made the consultancy more challenging, it also helped to solidify the relationship the company was building with OSS. "I knew Hitachi Data Systems was a better fit for them, so my ability to quickly provide the necessary education on the product, including why it was superior for their requirement, was key," explains David Marsh, OSS Western Regional Sales Manager.

The core competencies of OSS and Marsh's direction are absolutely making a difference at Metabasis. The new Thunder 9500 V Series system—paired with Hitachi Copy-on-Write Snapshot software (formerly QuickShadow) and Hitachi Resource Manager™ utility package—is addressing specific computing/storage functions, including, says Marsh, providing Metabasis with the ability to simply and effectively consolidate storage and provision storage capacity for applications. "The Thunder 9500 V Series system also affords Metabasis flexibility to segment their applications on Tier 1 and Tier 2 disk storage, setting them up for maximum cost-efficiency."

In addition to data warehousing and e-mail, Marsh also focused on ways to address and incorporate into the new solution various Oracle, Microsoft SQL Server, Microsoft Exchange solutions that were already in place. "Other requirements the Hitachi Data Systems solution addressed were ease of management and heterogeneous host connectivity," he says. "Ultimately, all of these requirements were met with the Thunder 9500 V Series system, plus it provided a SATA Intermix Option, which incorporates Hitachi technology for better reliability."

Future Treatment Options

Having forged a solid working relationship in short order, Marsh looks forward to a long and productive relationship with Metabasis. "Open Storage Solutions, Inc., has been providing storage solutions since 1978. Over the last 27 years we've established a terrific reputation in the industry with our expertise in solving customer requirements and for our exceptional service and support," he explains. "The proof to this is the extensive listing of permanent customers we've amassed over the years."

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