

**STORAGE STARTER PACK FROM HITACHI VANTARA**

Hitachi Vantara (“Hitachi”) will perform the Professional Services for the End User (“Customer”) identified within the Quote on the terms of this Exhibit, (the “Service” for the purposes of this SOW) which the Parties agree constitutes a Statement of Work (“SOW”), as defined in the Master Agreement (“Agreement”) with Hitachi. Upon issuing a Purchase Order to Hitachi, in pursuance of the Quote and this Exhibit, this Exhibit shall be deemed executed regardless of the requirements for execution in the Agreement, which the Parties expressly agree shall not apply to this Exhibit. This Exhibit is governed by and incorporates by reference, the terms and conditions of the Agreement listed within the Quote. Except for the execution requirement, the terms of the Agreement will govern in the event of any conflict with the terms of this Exhibit.

**I. SCOPE.** Hitachi will, as more fully described herein, provide Customer with a Storage Starter Pack. As part of the Service, Hitachi will:

- a) Install or upgrade Hitachi Ops Center Administrator, if applicable, and discover the Hitachi Storage System associated with this purchase.
- b) Create storage pools, configured with tiers if designed.
- c) Create and allocate storage volumes from the pools to the five (5) hosts.
- d) Conduct knowledge transfer and configure standard Hitachi Dynamic Provisioning (“HDP”) and tiering threshold alerts.
- e) Install VM-based or upgrade Hitachi Ops Center Analyzer and configure three probes.

The Service is limited as follows:

<b>In terms of</b>	Hosts	<b>this Service includes</b>	Five (5) with Two (2) volumes each, for all of the activities below
<b>In terms of</b>	Storage Systems	<b>this Service includes</b>	One (1)
<b>In terms of</b>	HDP/Hitachi Dynamic Tiering (“HDT”) Pools	<b>this Service includes</b>	Two (2)
<b>In terms of</b>	Hitachi Ops Center Administrator or Storage Advisor Embedded if using storage virtual processor (SVP)-less storage array	<b>this Service includes</b>	One (1) instance
<b>In terms of</b>	Hitachi Ops Center Analyzer predictive analytics (One VM-based deployment)	<b>this Service includes</b>	One (1) array instance and Two (2) supported probes being storage area network (SAN) or supported OS (VMware, Linux or Microsoft Windows)

The following items are outside the scope of this Service:

**For the avoidance of doubt, this Service does not include** statistical analysis of Customer’s current storage utilization to guide any disk layout design. A storage performance analysis or tuning service to address Customer’s utilization or performance metrics can be provided by Hitachi and arranged under a separate SOW. In addition, this service does not include implementation/configuration of Hitachi Storage Virtualization Operating System (SVOS) based compression and/or deduplication. Implementation of SVOS-based compression/deduplication can be provided by Hitachi under a separate SOW.

The Service provides design and implementation of Customer’s HDP software environment only and **does not include** any form of data migration to Hitachi storage arrays, nor the physical installation of any hardware components (examples of hardware include, but are not limited to, cables, Storage Systems, servers, host bus adapters (HBAs), and SAN components). Detailed SAN design elements, such as SAN topology, SAN re-engineering, or design for a new SAN environment, are also out of the Scope of the Service. Hitachi offers separate services to accomplish these other objectives.

The only tasks that Hitachi will undertake in providing the Service are those specifically set forth in this Exhibit.

**II. APPROACH.** Hitachi will deliver the Service in the following Phases:

<p><b>Pre-engagement Tasks</b></p>	<ul style="list-style-type: none"> <li>At least one (1) week prior to commencing Service at the Service Location, Hitachi will provide Customer with a pre-engagement checklist(s) to complete. Hitachi will verify if the necessary prerequisites listed in the pre-engagement checklist(s) have been completed by Customer. Prerequisites in the pre-engagement checklist(s) include an inventory of Customer's environment included in the Scope of the Service.</li> <li>Hitachi will meet with Customer to review Customer Responsibilities (as set out below), assess the environmental readiness for the Service, and identify any modifications to Customer's inventory in the pre-engagement checklist(s).</li> <li>Hitachi will work with Customer to identify all prerequisites and potentially required upgrades prior to commencement of the Service.</li> <li>When the pre-engagement checklist(s) are completed and verified by Hitachi and when all prerequisites have been identified, Hitachi and Customer will schedule the Service to commence at the Service Location.</li> </ul> <p><u>The following Work Product will be provided to Customer during the Pre-engagement Tasks Phase:</u></p> <ul style="list-style-type: none"> <li>Pre-engagement Checklist(s)</li> </ul>
<p><b>Kickoff Meeting</b></p>	<p>Hitachi will:</p> <ul style="list-style-type: none"> <li>Conduct a kickoff meeting with key Customer stakeholders to review project Scope, Approach, Work Products and responsibilities of both Parties.</li> <li>During the kickoff meeting, Hitachi will exchange contract, procedural and schedule information with Customer.</li> </ul>
<p><b>Planning and Design</b></p>	<p>Hitachi will:</p> <ul style="list-style-type: none"> <li>Review available configuration, license, and service information from sales activities.</li> <li>Provide an overview of the software packages and services scope sold as part of the Order and review anticipated use cases for each.</li> <li>Discuss products associated with this purchase to determine planned storage allocation, network, host and SAN requirements.</li> <li>Work with Customer to select test or development hosts as examples to be used for SAN connectivity.</li> <li>Create a "Storage Pool Layout".</li> <li>Work with Customer to create a "Core Starter Pack Configuration Workbook".</li> <li>Validate the Hitachi Ops Center Analyzer probes are on the Hitachi Ops Center Analyzer support matrix.</li> </ul> <p><u>The following Work Products will be provided to Customer during the Planning and Design Phase:</u></p> <ul style="list-style-type: none"> <li>Storage Pool Layout</li> <li>Core Starter Pack Configuration Workbook with Hitachi Ops Center Administrator tab and Hitachi Ops Center Analyzer</li> </ul>
<p><b>Implementation</b></p>	<p>Hitachi will:</p> <ul style="list-style-type: none"> <li>Install or upgrade Hitachi Ops Center Administrator VMware Image (virtual appliance), if applicable, and discover the Hitachi Storage System associated with this purchase.</li> <li>Create storage pools, configured with tiers if designed.</li> <li>Create and allocate storage volumes from the pools to the five (5) hosts.</li> <li>Deploy Hitachi Ops Center Analyzer server and Hitachi Ops Center Analyzer probe software VMware Virtual Appliance or upgrade existing environment.</li> <li>Deploy a probe for Hitachi Ops Center Analyzer Raid Agent for the Hitachi array included in this purchase, and probe for one host and one SAN.</li> </ul> <p><u>The following Work Product will be provided to Customer during the Implementation Phase:</u></p> <ul style="list-style-type: none"> <li>Updated Core Starter Pack Configuration Workbook with Hitachi Ops Center Administrator tab and Hitachi Ops Center Analyzer</li> </ul>
<p><b>Knowledge Transfer</b></p>	<p>Hitachi will:</p> <ul style="list-style-type: none"> <li>Conduct knowledge transfer session covering how to use dynamic provisioning, storage pools and storage management software.</li> <li>Conduct knowledge transfer and configure standard dynamic provisioning and tiering threshold alerts.</li> <li>Provide one (1) four (4) hour knowledge transfer session to Customer for Hitachi Ops Center Analyzer, which includes a review of standard Hitachi storage metric; how to create new Hitachi Ops Center Analyzer Server Users; navigation of the Hitachi Ops Center Analyzer Server GUI; how to add consumers, user resource threshold profiles, system resource threshold profiles and notifications. Also included is review of Hitachi Ops Center Analyzer detail view, which includes a review of standard Hitachi storage metric; how to create new Hitachi Ops Center Analyzer detail view Server Users; navigation of the Hitachi Ops Center Analyzer detail view Server GUI; how to users, create reports and custom queries.</li> </ul>
<p><b>Project Closure</b></p>	<p>Hitachi will:</p> <ul style="list-style-type: none"> <li>Make recommendations to Customer for follow-up activities and services.</li> <li>Review the final implementation and Work Products with Customer.</li> <li>Review Service-related documents with Customer.</li> <li>Review troubleshooting, support, and escalation procedures with Customer.</li> </ul>

Hitachi will designate a "Project Coordinator" who is responsible for the overall project and coordination of project management activities with Customer's Project Manager. The Project Coordinator will have responsibility for coordinating all activities on this engagement, scheduling resources, and will be the single point of contact for Hitachi for this Service.

### III. CUSTOMER RESPONSIBILITIES

A. For the duration of the Service, Customer will provide the following staff:

- A designated project manager ("Project Manager") to whom all Hitachi communications shall be addressed. The Project Manager will provide (a) information and resources in a timely manner as needed by Hitachi to enable Hitachi to complete the Service described in this document; and (b) will be readily available offsite and onsite as and when required by Hitachi for the duration of the Service. The Project Manager will be responsible for receiving any Work Product and has full authority to provide any needed approvals on behalf of Customer.
- Database, Systems and Storage Administrators and subject matter experts who will respond promptly to Hitachi requests, especially concerning data, documentation and attendance.

B. For the duration of the Service, Customer will provide Hitachi with the following:

- A work area and access to any facilities and systems necessary for completion of the Service.
- Access to host systems and networks involved, including user access and passwords as necessary.
- A Service Location that is prepared for the Service. Customer will ensure that all required power, air conditioning, cabling, and environmental and telecommunication requirements have been addressed and will be provided for the duration of the Service.

C. For the duration of the Service, Customer will:

- Assume all responsibility for its network including connectivity, performance, and configuration issues.
- Have valid licenses for all software covered by this Service, and that all such licenses will cover Hitachi's use of the software.
- Complete all prerequisites and documentation detailing its current storage system(s), server(s), number of hosts of each operating system, etc. prior to the scheduling of the Service.
- Identify and assign personnel to required roles.
- Participate in planning exercises to complete the Core Starter Pack Configuration Workbook.
- Physically connect storage array to SAN.
- Open firewall ports as specified in the Core Starter Pack Configuration Workbook.
- Select the hosts that will be used for SAN connectivity.
- Provide host systems for Hitachi software as specified in the Core Starter Pack Configuration Workbook.
- Perform zoning and mount volumes as required.
- Create additional storage pools, if required.
- Allocate remaining storage to pools, as required.
- Allocate volumes and connect additional hosts.
- As needed, adjust threshold alerts.
- Migrate data from legacy storage.

D. Customer acknowledges that any Tool(s) utilized by Hitachi in connection with this Service is the exclusive property of Hitachi or its licensors, and that use of the Tool(s) is limited exclusively to Hitachi personnel. Hitachi will remove the Tool(s) from Customer's devices prior to Project Completion.

### IV. WORK PRODUCTS AND OUTCOMES

#### Work Products

The following Work Products will be provided to Customer in either hard or soft copy depending on Customer requirements:

- Pre-engagement Checklist(s)
- Storage Pool Layout
- Core Starter Pack Configuration Workbook with Hitachi Ops Center Administrator tab and Hitachi Ops Center Analyzer

#### Outcomes

Upon completion of the Service, Customer will have a Storage Starter Pack implemented in its data center and configured according to Customer-supplied technical parameters. Customer will also have participated in a knowledge transfer session that includes how to use dynamic provisioning pools, storage management software, and Hitachi Ops Center Analyzer.

### V. CONDITIONS

- A. Service(s) purchased under this Exhibit that have not been completed within one hundred twenty (120) days of the date on the Quote associated with this service will be deemed null and void. Any remaining payments are non-refundable, and credits shall not be granted.
- B. Hitachi reserves the right to use subcontractors in those roles it deems appropriate.

## VI. ADDITIONAL SERVICES AVAILABLE

The following offerings are available for a fee as extensions to the above (subject to an additional Order agreed by the Parties).

Advanced Storage Design – for High Performance Environments
Advanced Replication Planning – Universal Replicator, Hitachi TrueCopy or Global-Active Device
Advanced Replication Deployment – Universal Replicator, TrueCopy or Global-Active Device
Hitachi Data Instance Director Starter Pack
Advanced Hitachi Data Instance Director Integration
Advanced Hitachi Ops Center Analyzer Integration – custom probes, reports, analytics
Infrastructure Automation – Hitachi Ops Center Automator Implementation and Custom Integration
Data Migration – Non-Disruptive Migration and Global-Active Device-based
Adaptive Data Reduction – Highly recommended for customers using Adaptive Data Reduction

## VII. COMPLETION CRITERIA AND ACCEPTANCE

Upon Service Completion, Hitachi will notify the contracting party (“Contracting Party”) via Email that Hitachi has successfully completed the Service. If the Contracting Party does not provide Hitachi with a written description of any perceived deficiencies in the Service within five (5) business days after receipt of the Service Completion notification, then the Service will be deemed complete and accepted by the Contracting Party.