

NEC Appoints Kaizen Technologies as Master Distributor for Storage Solutions in International Markets

Kaizen Technologies will now serve as the Master Distributor for NEC's high-performance HYDRAsstor technology, focusing on backup, data archiving, and disaster recovery outside the Japanese market.

Tokyo, 24 November 2023 – NEC Corporation, a global leader in Communications & IT Solutions, and Kaizen Technologies have entered a strategic partnership for the international distribution and service of NEC HYDRAsstor solutions. Kaizen, based in Mauritius, will drive the global accessibility of HYDRAsstor through strategic resellers in various regions. This distribution role was previously managed by NEC's dedicated subsidiaries. With over a decade of experience, Kaizen and its primary reseller, Data Sciences Corporation, have successfully implemented HYDRAsstor technology for leading customers in the Banking, Insurance, Healthcare, and Manufacturing sectors. Some of these implementations are among the largest in the world, running in production environments for several years.

Kaizen Technologies will offer two types of support for the HYDRAsstor product, based on the technical capabilities of resellers in each region. Support services will be provided through Kaizen's partner, Support Now, which has over a decade of experience with HYDRAsstor technology. Support Now is equipped to offer both remote and onsite services to resellers and customers on a 24/7 basis.

Sumudu Hirose, Director of NEC Japan HYDRAsstor Business Unit, states, "We are extremely pleased to have Kaizen Technologies as our International Master Distributor. Kaizen is a well-established and highly respected player in the market. Their expertise and knowledge of regional needs, coupled with their strong commitment to IT and data storage, will help us further promote our powerful NEC solutions in this growing market. Kaizen is the right partner to further our ambitions with our advanced HYDRAsstor technology."

Addressing the Growing Data Storage Market

Adrian Wood, Managing Director of Data Sciences Corporation (Pty) Ltd, adds, "The market we operate in has specific requirements, and we must enable our customers to choose the right platform for their needs. NEC's HYDRAsstor, based on the latest technology, is an excellent fit for our customers in the region. The rapidly expanding storage solutions market presents substantial business opportunities, and we are thrilled to leverage NEC's exceptional solutions to meet these demands."

*"Kaizen Technologies aims to leverage the experience and skills of resellers, with NEC Japan's support, to expand the HYDRAsstor business globally. Kaizen is committed to a **channel-only engagement model**, ensuring resellers are equipped to drive this exceptional technology into their markets, providing customers with the most scalable purpose-built backup appliance in the world",* says Francois-Remy Monnier, Kaizen Technologies Representative.

Adrian Wood further notes, "We sought a technology partner to provide a solution that would expand our footprint and acquire new customers among large organisations. Through thorough research, we found HYDRAsstor to be the best solution to support this goal."

Double-Digit Growth

Hirose concludes, "NEC is dedicated to the long-term success and ongoing development of HYDRAsstor. Since its inception in 2007, HYDRAsstor has launched successfully in the US, Western Europe, Africa, and the Middle East, demonstrating double-digit growth globally. This momentum is expected to accelerate further with the push towards Digital Transformation."

NEC's Award-Winning HYDRAsstor

NEC's HYDRAsstor technology offers a highly performant, capacity-optimised, and highly available storage solution for backup, long-term data archive, and disaster recovery. It provides high availability, no single point of failure, and advanced data protection with erasure-coded data resiliency. NEC HYDRAsstor can be expanded and refreshed online without data migration, maximising investment protection.

Many organisations perform frequent full backups of their data, even though most of it remains unchanged. Optimised backup reduces costs and improves recovery times. By moving inactive data to NEC HYDRAsstor, different backup policies can be established based on the data's age. With its inline global deduplication, HYDRAsstor can perform daily backups and restores faster than its competitors.

The system's modular and linear scalability (from 1 to 165 nodes, ranging from 18TB to 154PB) and its inline deduplication of all data across all nodes, reducing storage capacity requirements by 95% or more, are unique in the industry. Supporting multiple generations of nodes/hardware in the same grid system ensures continuous longevity, enabling online expansion without data migration or application downtime.

For more information, please get in touch with Kaizen Technologies:

sales@kaizentechnologies.online

<https://www.kaizentechnologies.online>

Additional resources:



About NEC Corporation

NEC Corporation is a leader in integrating IT and network technologies that benefit businesses and people worldwide. By combining products and solutions that cross-utilise the company's experience and global resources, NEC's advanced technologies meet its customers' complex and ever-changing needs. NEC brings more than 100 years of expertise in technological innovation to empower people, businesses and society. For more information, visit NEC at <http://www.nec.com>.

NEC is a registered trademark of NEC Corporation. All Rights Reserved. Other product or service marks mentioned herein are the trademarks of their respective owners. ©2021 NEC Corporation.

About Kaizen Technologies

In partnership with NEC Corporation, a global information technology and electronics powerhouse, Kaizen Technologies is the master distributor for the NEC HYDRAsstor product range outside the Japanese Market. Kaizen is based in Mauritius and is responsible for driving the international accessibility of the HYDRAsstor product through strategic resellers based in various regions around the globe. NEC Japan's pivotal move in 2023 to implement a master distribution model through Kaizen Technologies reflects our steadfast commitment to enhancing technology delivery beyond mainland Japan.