

Rethink Cloud: Hitachi EverFlex with Cisco Powered Hybrid Cloud

Modern Hybrid Cloud Brings Value, Agility and Expertise

With business's imperative to transform continuously despite wild data growth, poor data visibility, increasing cloud complexity and immutable concerns over security and compliance, Hitachi Vantara and Cisco Systems have collaborated on a compelling advancement in cloud computing: Hitachi EverFlex with Cisco Powered Hybrid

Cloud. It is an integrated management platform and flexible consumption model that aids companies in their fight against tightening budgets, rising costs, cyberattacks, new technology adoption, such as GenAI, talent gaps and ongoing demand for innovation. In short, it is the future of hybrid cloud, ready now at exactly the right time.

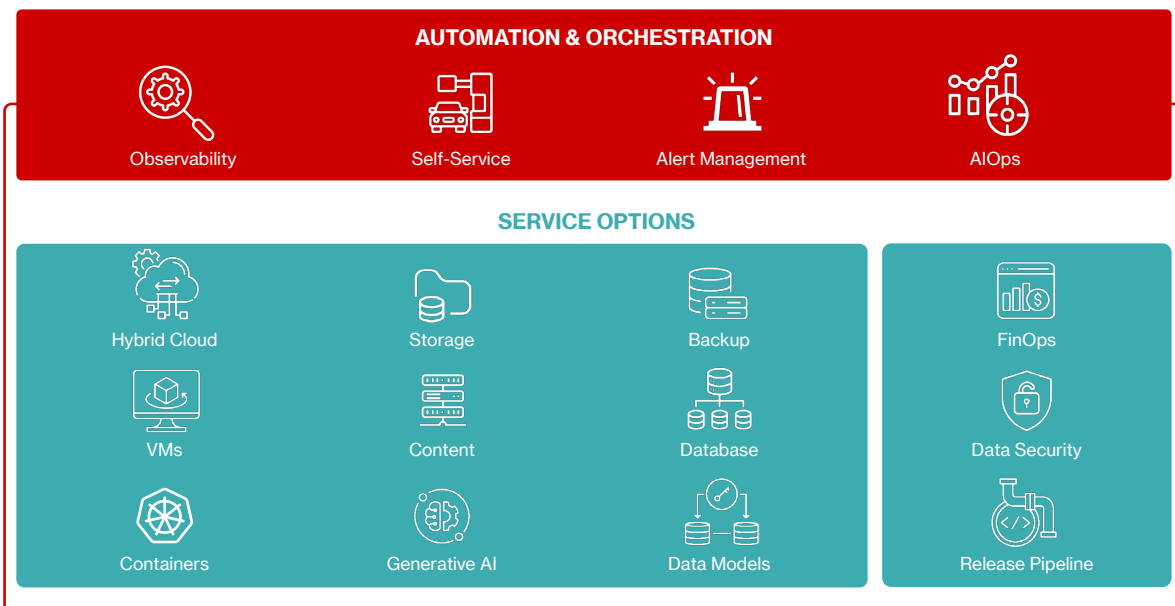


Figure 1: As-a-Service Portfolio – Managed & Flexible Consumption Options

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New Hybrid Cloud for Today's Business

It's time to think differently about the cloud. It has quickly evolved from one of many technology solutions to become today's key enabler of digital transformation—some say “disruptor”— offering unprecedented agility, flexibility and scalability. Today you can build a strong data foundation much faster and more easily due to the constant evolution of technologies, including cloud, artificial intelligence (AI) and unified data platforms. Cloud lets you adopt new technology faster and garner greater value from it at a lower cost and much less risk.

But the benefits of the cloud don't stop there. By adopting a cloud-like operating model through modern hybrid cloud, you can break down your organization's data silos, streamline workflows and expand cross-functional collaboration. You can also apply advanced analytics to drive better-informed decision-making and optimize operational performance to new heights.

How To Put Next-Gen Cloud to Work

Hitachi EverFlex with Cisco Powered Hybrid Cloud solutions allow companies to consume the most reliable, highly available, consumption-based hybrid cloud solutions in the industry, backed by rock-solid SLAs, intuitive flexible operating model, transparent pricing and analytics to support that promise. Its advantages include greater ROI, expanded interoperability and observability with existing systems and reduced deployed power and footprint requirements.

The Advantage of Fresh Thinking

Enabling your organization to focus on core competencies, strategic initiatives and innovation, Hitachi and Cisco deliver next-generation IT services and operations. This fresh approach to hybrid cloud has important advantages across many applications:

- Significant total-cost-of-ownership (TCO) reduction: Hitachi and Cisco maintain long histories of reducing TCO and

Hitachi Managed Services has historically demonstrated 30-50% reductions across many industries. Our integrated infrastructure automation platform streamlines this innovative solution to give you dramatic savings while meeting or exceeding your service level expectations. We accomplish this with the union of automation, orchestration, labor optimization, just-in-time delivery and the advantages of technologies such as Cisco Unified Networking and Hitachi Adaptive Solutions.

- Robust data center transformation: Pursuing a comprehensive data center transformation, you can deploy fully managed converged infrastructure solutions.
- Hybrid cloud acceleration: Enhance your hybrid cloud capabilities by selecting turnkey converged infrastructure solutions.
- Trusted platform for critical workloads: For your critical workloads, this optimally tuned solution for storage and compute creates a trusted platform.
- Service level catalog approach delivers scalability and flexibility by allowing you to adapt your infrastructure based on service level requirements, optimized performance and efficiency requirements, with a flexible pay-as-you-grow consumption model.
- Comprehensive infrastructure solutions from both companies' portfolios are high-performing, reliable and built to scale based on your unique business requirements.
- Improved sustainability solutions enable you to achieve sustainability goals with avenues to reduce hardware requirements. This has a cascading effect of reducing power, floorspace, cooling and CO2 metrics.
- API extensible platform is heterogenous, allowing easy management and self-service of your existing and future infrastructure. It is integrated with your specific business processes and accelerates your modernization by adopting Cisco and Hitachi Vantara as-a-service solutions.

AUTOMATION

Intelligent capabilities

- Automated workflows drive efficiencies between business and IT
- Extensible solution adds new capabilities to single pane of glass
- Real-time actionable metrics maximize value regarding spend decisions

OPTIMIZATION

Modernization savings

- Align applications to the optimal cloud or on-prem
- Application portability maximizes TCO reduction
- Avoid unnecessary public cloud usage
- Adopt a best cloud mindset – public and private

LABOR

Right-size Labor Needs

- End-to-end automation of common tasks reduces labor requirements
- Shift labor from common tasks to focus on business priorities
- Feature global staffing
- Consume “as a Service”

COST MANAGEMENT

Greater Observability

- Capture, analyze and reduce spend for cloud & on-prem resources
- Reduce underperforming cloud and on-prem asset spend
- Improve chargeback across the cloud and on-prem by geo and LOB

Figure 2: How we Reduce TCO – Drive savings across the Hybrid Cloud



The Right Cloud for Today's Enterprise

Hitachi EverFlex with Cisco Powered Hybrid Cloud solutions meet your specific needs, no matter where your data is located, having the right apps, data and service in the right place, at the right cost and at the right time for your SLA. This includes:

Cloud Economics and Consumption Models

- Optimize costs through a strategic mix of pay-as-you-go pricing and flexible consumption models.
- Apply advanced analytics and reporting tools to gain granular visibility into your cloud spending and identify optimization opportunities.
- Implement cost-saving strategies such as rightsizing workloads and automating resource provisioning.

Automation for Efficient Operations

- Automate routine tasks such as provisioning, patching and scaling resources to improve operational efficiency and reduce human error.
- Implement infrastructure as a service to automate deployment and configuration management to ensure consistency and compliance.
- Employ machine learning and AI to automate decision-making and optimize resource allocation.

Security and Compliance

- Implement a comprehensive security strategy for your hybrid cloud environment, including data encryption, access controls and threat detection and prevention.
- Ensure compliance with relevant regulations and industry standards.
- Continuously monitor and audit your cloud environment to identify and address security risks.



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Our innovative and timely offering includes the full breadth of both companies' portfolios, an integrated management platform and a flexible consumption model. The platform is

heterogenous and allows management of non-Hitachi and non-Cisco hardware while landing both Cisco and Hitachi Vantara equipment to drive refreshes and technology consumption. It also employs Cisco unified networking and Hitachi Storage which offers a greater density to dramatically reduce floorspace requirements, power and cooling in the datacenter.

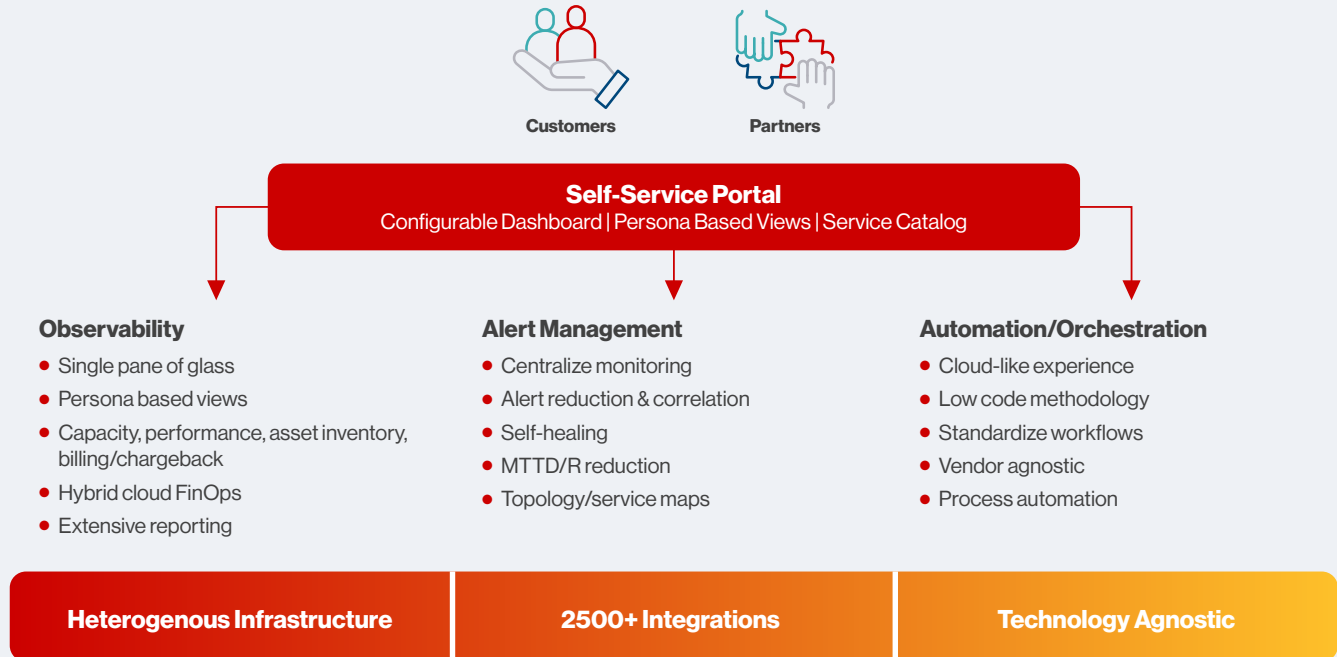


Figure 3: Infrastructure Orchestration Management Framework

Infrastructure as a Service (IaaS)

A type of hybrid cloud computing service, this offers essential compute, storage and networking resources on demand, on a pay-as-you-go basis, eliminating the need for heavy investments in physical infrastructure. This offering enables businesses to save costs, enhance data management, improve security and compliance and adapt to changing technology needs efficiently.

- Hitachi's Infrastructure Orchestration as a Service (HIOaaS)- Gain continuous insights, intelligence and automation across the IT enterprise by applying advanced hyperautomation toolchains, creating service-based infrastructure delivery and autonomous operations. The offering provides infrastructure services at the "speed of need" for today's hybrid application environments. It consolidates service delivery, operations and maintenance, analytics and financial ops into a single-pane-of-glass approach.
- Managed Operational Services- Where more comprehensive support is required with day-to-day running, maintenance and support of IT and hybrid cloud infrastructure, Hitachi Vantara can manage the complete portfolio from Hitachi Vantara, Cisco and support diverse third-party technologies.
- Hitachi Vantara Storage as a Service (STaaS)- A subscription-based storage solution, it allows organizations to access and use storage resources on demand without the need to invest in a physical storage infrastructure. It is agile and cloud-managed with guaranteed business outcomes.
- Compute as a Service (CaaS)- Combining Cisco compute technology and Hitachi Vantara managed services gives you a subscription-based infrastructure solution that allows you to future-proof you're processing with access to compute resources of bare metal, virtual machines and containers on demand without investing in a physical infrastructure. This managed Kubernetes platform features

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industry-leading solutions such as Cisco Unified Computing System™ (Cisco UCS®) and Cisco Intersight®, that allow you to take advantage of management efficiencies and built-in infrastructure automation solutions, expanding reach and improving overall platform stability.

- Data Protection as a Service (DPaaS)- This subscription-based service gives you comprehensive cost-effective scalable data protection and disaster recovery capabilities. Businesses can benefit from centralized data management, ensuring data consistency and integrity across the organization.
- Network as a Service (NaaS)- Directly consumed in concert with either the CaaS or STaaS offerings, this offering gives you managed networking on a consumption basis, delivering Cisco networking equipment, which features top-of-the-rack

Nexus switches, fabric interconnects and storage SAN fabrics via MDS switches. This enables seamless scalability of connectivity tailored to both capacity and performance requirements.

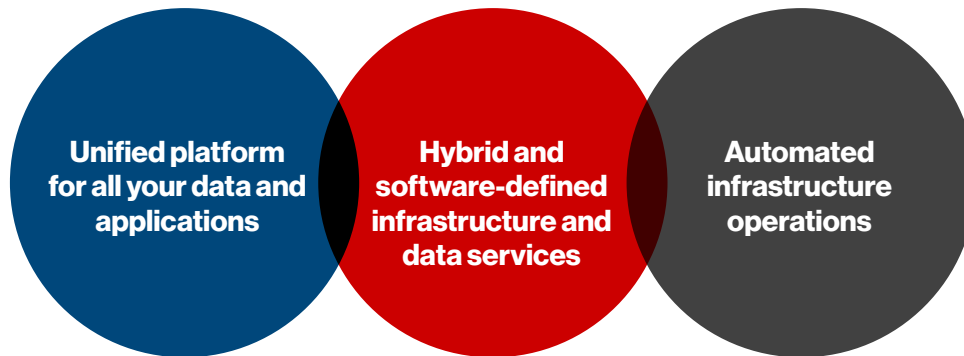
Professional Services

Professional services deliver turnkey technical solutions including strategy and planning, design, implementation, migrations, operations and training across the entire infrastructure.

Learning Services

Learning Services enable swift skill acquisition and in-depth education for mastery, with resources like introductory videos, live webinars, virtual labs and other diverse learning materials.

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World's Most Resilient And Scalable Hybrid Cloud Digital Infrastructure

ABOUT HITACHI VANTARA

Hitachi Vantara, a wholly-owned subsidiary of Hitachi Ltd., delivers the intelligent data platforms, infrastructure systems, and digital expertise that supports more than 80% of the Fortune 100. To learn how Hitachi Vantara turns businesses from data-rich to data-driven through agile digital processes, products, and experiences, visit hitachivantara.com.

Next Steps →

Discover more about today's hybrid cloud and how this integrated management platform and flexible consumption model can help you fight against tightening budgets, rising costs, cyberattacks, talent gaps and ongoing demand for innovation.



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