T-Systems and Hitachi have partnered for over 15 years to serve customers globally with relevant solutions in nearly all industry verticals. The two global powerhouses bring seamless connectivity together with unmatched expertise and technologies around IT modernization, digitalization solutions, edge-to-core-to-cloud (hybrid-multi) infrastructure, data analytics, artificial intelligence and operational support. This combined experience, and the seamless combination of technologies and process, provides for a customer experience that is predictable while accelerating transformation and uncovering new opportunities (Figure 1).

### Market Context

Businesses today are struggling to transform themselves to support the dynamic changes taking place across all industry sectors. The world we have known is evolving – more rapidly than we can imagine. Challenges have been amplified and the need for new models and innovative solutions has never been greater given our world is always on and digital is everywhere.

### Customer Outcomes

When we jointly apply the full measure of the two companies’ unmatched service management, industrial and digital capabilities to your data and applications, we help you unlock the vast potential in your data – bringing potential for precious advantage in your markets with new revenue streams, lower business costs and enhanced customer experiences. Customers of all sizes benefit from the breadth and depth of our joint capability and capacity (Figure 2). The two companies work together to guide and execute with customers, resulting in competitive advantage as joint customers scale digital businesses and propel society forward.
About T-Systems

T-Systems North America (TSNA), part of T-Systems International and a wholly-owned subsidiary of Deutsche Telekom, delivers information and communication technology solutions to multinational organizations using a global infrastructure of data centers and networks. Providing endless possibilities through our state-of-the-art technology solutions.

Connectivity
- Low Latency
- Speed and Capacity
- Ultra Reliability

Digital
- New Service Models
- Advanced IoT Deployments
- Ultra Reliability

Cloud & Infrastructure
- Multi-Cloud Environments
- Partner Eco-System
- Edge Cloud enabling real-time

Security
- End-to-End
- Security Approach
- Security Operations Center
- Managed Security

About Hitachi Vantara

Hitachi Vantara, a wholly owned subsidiary of Hitachi, Ltd., helps data-driven leaders find and use the value in their data to innovate intelligently and reach outcomes that matter for business and society.

We combine technology, intellectual property and industry knowledge to deliver data-managing solutions that help partners and enterprises improve their customers’ experiences, develop new revenue streams, and lower business costs. We work with organizations everywhere to drive data to meaningful outcomes.

More than 10,000 customers and 85% of the Fortune 100 trust Hitachi Vantara to help them develop new revenue streams, unlock competitive advantages, lower costs, enhance customer experiences, and deliver social and environmental value.

Hitachi’s manufacturing innovations, enterprise-class information technology, and intellectual property – coupled with deep, industry-specific consulting expertise and proven methods to accelerate time to value – enable customers to operationalize digital innovation in a protected, deployment-agnostic and end-to-end approach.

Our solutions are deployed across all industry verticals including financial, healthcare, oil and gas, media, telecom and others (Figure 3). Whether the requirement is for IT, OT or multicloud acceleration, Hitachi Vantara delivers industry leading technology and services to enable our customers and partners address their business challenges.

Figure 4: Hitachi Vantara Value Proposition

Table 2: T-Systems and Hitachi Vantara Joint Value Proposition Highlights