

*Solution Profile*

# Delivering Meaningful Business Outcomes

With Hitachi EverFlex with Cisco Powered Hybrid Cloud

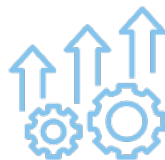


Hitachi Vantara has a **Three Pillar Approach** when delivering Managed Services Solutions

*Financial*  
*Operational*  
*Technical*

EverFlex Managed Services from Hitachi Vantara have a long history of successfully delivering infrastructure solutions to global Fortune 100 customers. These solutions not only meet stringent service level agreements (SLAs) but also provide dramatically improved business value to customers and partners alike across focus areas such as technology, financials, and labor.

The best providers today no longer focus solely on the mechanics of delivering outsourcing capabilities around a product or set of products. Instead, their success is measured by how well they deliver on agreed-to business outcomes. Hitachi EverFlex isn't just about IT delivery; it's also about providing sustained business value to your organization through these 3 approaches.



Financial	Operational	Technical
TCO Reduction	Improved Observability	VMware Reduction
CapEx vs OpEx	Automation & Self Healing	Public Cloud Repatriation
Cost Management - FinOps	Risk Reduction	Hybrid Cloud Adoption
Sustainability Improvement	Operational Skills Gap	Infrastructure Modernization

Figure 1: HC2 – Targeted Use Cases

## Financial

### TCO Reduction

Managed services are designed to lower the total cost of ownership by optimizing resource utilization and reducing operational inefficiencies. Reduces overall IT expenditure, frees up capital for other business investments, and lowers the burden of managing and maintaining infrastructure.

### CapEx vs OpEx

Your company can avoid large capital outlays and instead pay for IT services on a subscription or consumption basis. Free up capital for other critical business initiatives, provide flexibility in scaling IT resources, aligns IT spending with revenue generation, and simplifies tax treatment by categorizing expenses as operating costs rather than capital investments.

### Cost Management (FinOps)

Enhance financial transparency, enable better budget management, and ensure that IT investments are aligned with business value. Hitachi and Cisco Managed Services promote cross-department collaboration between finance, operations, and IT teams to maximize cost efficiency and effectively track and control IT expenditures.

### Sustainability Improvement

Optimize resource utilization and reduce energy consumption through cloud services that minimize your carbon footprint.

Meet corporate sustainability goals and reduce energy costs by demonstrating a commitment to environmentally responsible practices with Hitachi EverFlex.

## Operational

### Improved Observability

Enjoy enhanced observability in your IT infrastructure by gaining deep insights into system behavior, performance bottlenecks, and potential issues before they impact the business.

### Automation & Self-Healing

Incorporate these technologies into your IT landscape to streamline operations, reduce manual workload, and enhance system resilience. Work with us and benefit from increased efficiency, reduced human error, and quicker resolutions to maintain business continuity.

### Risk Reduction

Mitigate various risks associated with IT operations, such as system downtime, data breaches, and compliance failures and implements proactive measures to prevent them. Enhance security and compliance and find peace of mind knowing that your IT infrastructure is managed by experts.

### Operational Skills Gap

Many organizations face a shortage of skilled IT professionals, especially as technologies evolve rapidly. Hitachi Vantara and

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Cisco can help bridge this gap by providing access to a team of experts who specialize in multiple IT areas. With our services, you can leverage high-level expertise without needing to hire, train, or retain specialized staff

### Technical

#### VMWare Reduction

VMware Reduction refers to the process of minimizing the reliance on VMware environments, often by transitioning workloads to more cost-effective, scalable, or modern platforms. Minimize your reliance on VMware environments by utilizing Hitachi EverFlex with Cisco Powered Hybrid Cloud.

#### Public Cloud Repatriation

Our managed services will play a key role in assessing which workloads are better suited for repatriation and ensuring a smooth transition for your IT landscape to improve performance and cut costs.

#### Hybrid Cloud Adoption

Enjoy improved flexibility, scalability, and resource utilization as we deploy and manage your hybrid cloud environments. Our services will ensure seamless operations between private and public cloud landscapes to optimize workload distribution.

#### Infrastructure Modernization

Hitachi and Cisco will enhance your organization's IT performance and reduce costs by modernizing legacy systems, deploying new technologies, and ensuring that the infrastructure is agile, scalable, and resilient to support your current and future business needs.

### Hybrid Cloud Blueprinting

For specific use case-based solutions, Hitachi Vantara uses Hybrid Cloud blueprinting, which is the process of designing and planning the architecture and deployment of applications and services across both private and public cloud environments. Here we work with clients to create detailed models and templates that outline the infrastructure,

configurations, and workflows necessary to achieve seamless integration and operation. By using blueprints, organizations can ensure consistency, compliance, and optimal performance across their hybrid cloud environments. These EverFlex-based blueprints serve as a guide for deploying resources, managing workloads, and automating processes, ultimately enabling businesses to leverage the flexibility and scalability of hybrid cloud solutions while maintaining control and security over their data and applications.

### Hitachi has demonstrated a high degree of value for these types of customers:

- For a utilities provider, we built a pay-as-you-go hybrid cloud IaaS solution providing end-to-end digital transformation.
- For a consumer products company, we created a pay-as-you-go IaaS service covering storage, compute and back-up. The result was a 40 percent reduction in TCO.
- For a major national bank, we offered managed services for block/object storage with 100 percent SLA achievement over seven years. Benefits included a 7x capacity management increase and zero outages.
- Contact us today for a free assessment of your infrastructure environment and see how Hitachi can help create tailored solutions to solve your specific IT operations challenges.

Learn more →



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