Hitachi Vantara and Kyndryl: United for success.

Your guide to our pioneering partnership

Contents.

Introduction
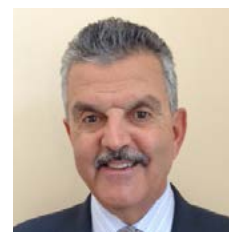
Hello from Hitachi Vantara.

2022 Emerging Partner Award

I speak on behalf of the team at Hitachi Vantara when I say we're excited to be on this journey with Kyndryl. As your committed partner, we're ready to support and sustain your team's success over the next few years – and beyond.

In this guide we explore what we're capable of and how, together, we can drive your business forward and improve your customers' profitability. Read on for 6 reasons why Hitachi Vantara is the right partner for you, discover how our solutions can help you overcome challenges, and learn more about the tools and resources that you can access today and start selling.

Now, let's go and succeed together.

Eli J. Kalil
Kyndryl Global Alliances
Sales Leader

Why we're better together.

For Hitachi Vantara and Kyndryl, our strength is in our size, our depth, our reach and our breadth. Together, we can overcome challenges, address customer needs and power long-term growth.

Need a reason why Hitachi Vantara is the right partner for you? We've got 6...

01 Expand your expertise

Our commitment to our partners' success is well-established and award-winning. Choose from a badging framework built on three areas of market competence: Edge-to-Core-to-Cloud Infrastructure, Intelligent Data Operations and Data-Driven Solutions. And with self-serve, mobile-friendly access to a portal full of resources, you can unravel complex customer needs and sell from our entire range. You can even link functionality and features directly to customers' business outcomes.

02 Uncover new opportunities

No business becomes data driven without hybrid cloud. But every customer is different, and needs to move to cloud their way. That's why you'll love the breadth and depth of Hitachi Vantara's mature, multi-vendor, cloud-agnostic portfolio. It allows you to build a customized and consultative offering for each customer, as you help them modernize their digital core and become truly data driven. The bigger the portfolio, the bigger the opportunity.

03 Leverage our guarantees

Hitachi Vantara is known across the world for making promises and keeping them. We've been delivering on our 100% data availability guarantee for over two decades, keeping business running for 80% of the Fortune 100. It means you can give your customers a level of confidence they can't get anywhere else. And with our reputation, long heritage and unmatched capabilities, your prospects will already know our name.

04 Grow into new markets

We'll help you tap into a rich stream of new prospects that are ripe for digital transformation. Our 100-year, real-world heritage gives us grassroots understanding of industries like energy, utilities, manufacturing, construction, and transport. Combined with our 50 years at the leading-edge of IT, that gives us OT/IT integration expertise no other tech provider can offer. We've baked this expertise into our IoT, IIoT and Smart Spaces portfolio as well as our Partner Learning Platform.

05 Gain financial flexibility

Gain access to a range of simple XaaS consumption options including purchase, lease and EverFlex – an elastic pay-as-you-go model. Use these to give your customers the power to align their IT costs with business use, meet SLAs and scale up and down as business demands change. Flexible financial models allow your customers to reach time to value sooner and give powerful guarantees and outcome commitments for meeting business and technical requirements.

06 Power sustainability

We believe data and technology are key to tackling environmental challenges. Through digital transformation and green transformation, we're helping governments, cities and companies combine data-driven capabilities with industrial know-how to cut their carbon footprint. We're committed to our own tough targets too: carbon-neutral across our operations by 2030, and across our entire value chain by 2050. We're doing the same for our customers, with new products like Virtual Storage Platform (VSP) 5600, which cuts power consumption by at least 32%.

Solutions ready for you to sell today.

Edge-to-Core-to-Cloud Infrastructure
Hitachi Vantara
PARTNER

Private-to-Hybrid-to-Public Cloud:
Help customers modernize and unify a best-fit infrastructure, on-premise, from edge to core, to hybrid cloud environments.

Intelligent Data Operations
Hitachi Vantara
PARTNER

Intelligent Data Operations:
Help customers optimize their data fabric through DataOps, AI-driven automation, data modernization, management and analytics.

Data-Driven Solutions
Hitachi Vantara
PARTNER

Data-Driven Solutions:
Help customers in industry verticals advance their OT/IT integration with leading-edge IoT solutions and Video Intelligence tech for smart spaces.

Hitachi Vantara – Kyndryl joint solutions:

Mainframe

- Mainframe replicated to open environments.
- No impact to mainframe – host access not halted.
- Automated by Ops Center – manual tasks eliminated.
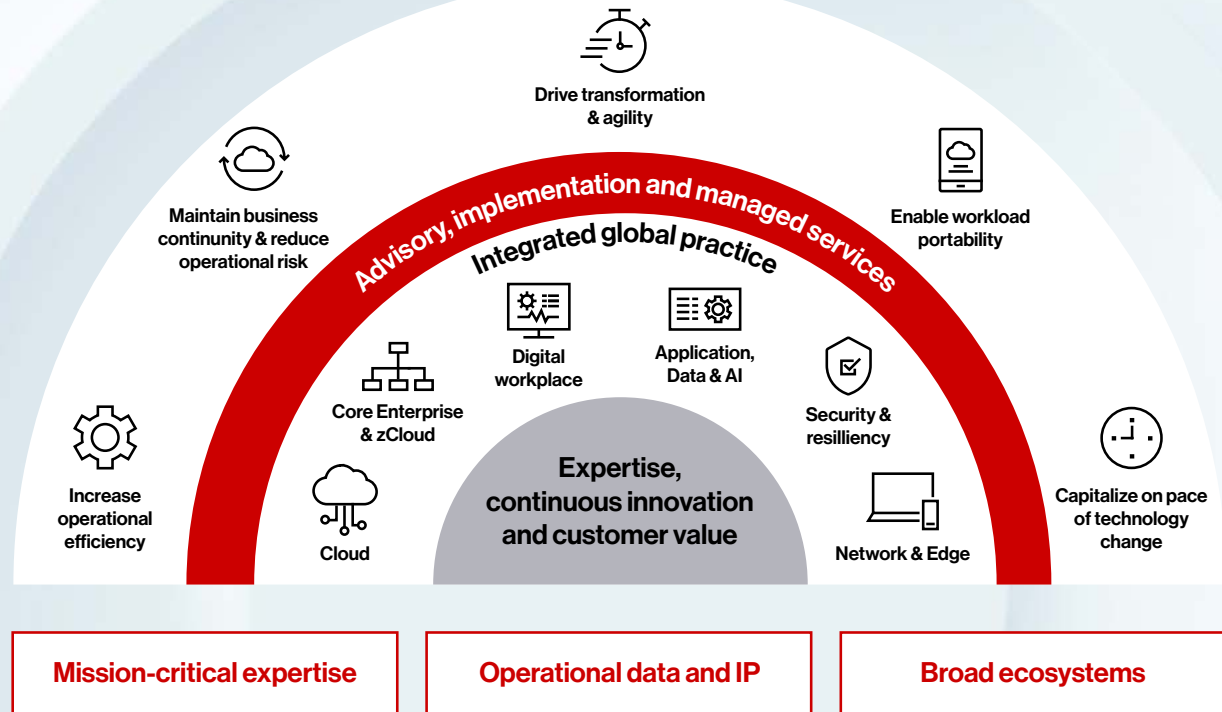- Ops Center Analyzer to optimize service level.

EverFlex

EverFlex

- Consolidate hardware, software and services into anything as a service (XaaS).
- Swap complex licenses and CapEx costs for a more agile ready-when-you-are consumption model.
- Scale up or down in line with your customers' needs.

An end-to-end portfolio for the data driven.

The Kyndryl Integrated Global Practices portfolio is compelling for your customers who want IT to go way beyond commodity storage. And Hitachi Vantara's data-driven portfolio fits yours like a glove. Use it to complement your propositions, build customized and consultative offerings, and help customers modernize their digital core.

Your teams can also call on our range of innovative XaaS consumption options including purchase, lease and EverFlex – an elastic pay-per-use model that allows customers to move from CapEx to OpEx, align costs, meet SLAs and scale as needed. You can rely on our consultants to support your own.

Drive transformation & agility

Maintain business continunity & reduce operational risk

Enable workload portability

Advisory, implementation and managed services

Integrated global practice

Digital workplace

Application, Data & AI

Core Enterprise & zCloud

Security & resilliency

Increase operational efficiency

Expertise, continuous innovation and customer value

Cloud

Network & Edge

Capitalize on pace of technology change

| **Mission-critical expertise** | **Operational data and IP** | **Broad ecosystems** |

What's possible, together.

Cloud

- Multi-cloud acceleration, private-to-hybrid-to-public cloud.
- Cloud connect-near cloud.
- Hybrid cloud data services.
- Modernize the digital core.
- Digital infrastructure solutions.
- Unified storage modernization.

Application Data, AI & Supporting apps infrastructure

- Intelligent data operations.
- Analytics data platform.
- Hybrid data services.
- Hybrid infrastructure for SAP.

Security & Resiliency

- App protection, automation, orchestration.
- Rapid recovery from ransomware attacks.
- Durable medium for records management.
- Data availability, recoverability, and resiliency.

Core Enterprise & zCloud

- Mainframe storage solutions.
- Mainframe business continuity.

Digital Workplace

- Hybrid infrastructure for virtual desktop applications.
- Content platform/content intelligence.
- Managed enterprise, mid-range storage solutions.

Network & Edge

- Modern data-driven solutions, Lumada Data Ops.
- Edge-to-core-to-cloud intelligence.
- Manufacturing insights / IIoT.
- Smart Spaces: commercial, industrial, and municipal.

Dedicated support for Kyndryl.

With self-serve, mobile-friendly access to a portal full of rich resources, you can navigate the Hitachi Vantara portfolio as if it's your own.

Use it to unravel complex customer needs and sell from our entire range. You'll see how to link functionality and features directly to your clients' business outcomes and call on our consultancy services if you need to bolster your own expertise.

Award-Winning Badging Framework

Kyndryl members get full (and free) access to Hitachi's comprehensive library of training and certification programs; organized around three areas of competence:

- Edge-to-Core-to-Cloud Infrastructure.
- Intelligent Data Operations.
- Data-Driven Solutions.

Our program supports you across all areas of your business:

| Marketing | Training | Operations | Sales | Finance |

Build a high velocity pipeline.

Dipping into our Partner Connect Portal, Center of Excellence and Learning Platform, you'll be able to:

- Build your knowledge base with Hitachi Vantara technical training, marketing resources and micro-learning in 8 languages – available to all Kyndryl members and fully funded by Hitachi Vantara.

- Speed up time-to-quote with deal configuration tools and best-fit recommendations, seamlessly integrating with Salesforce.

- Demonstrate the value of solutions anywhere with our POC demo labs and sandbox tools.

- Close deals sooner with automated approvals, street-ready prices and dynamic pricing tools.

Special Investment Vehicles

You can call on our range of XaaS consumption options including purchase, lease and EverFlex – an elastic pay-per-use model that allows clients to move from CapEx to OpEx, align costs, meet SLAs and scale as needed.

Success Story

Hitachi Vantara and Kyndryl.

This commercial financial services provider is also the UK's largest retailer, with 26 million customers and a leading digital presence.

Challenges

- Needed to migrate to public cloud, which would see their on-prem footprint shrink by 50% in the coming years.

- Legacy storage and computers were heavily dependent on aging platforms, which were difficult to transform.

- Required more flexibility to support the ramp down to public cloud.

Solution

- EverFlex settled existing leases and maintenance obligations.

- Flexibility around pay per use enabled ramp down to public cloud.

- Full services powered transformation of the legacy storage and compute landscape.

- New VSP5500 solution across 7 systems provided NVME-ready storage as a future platform for core banking.

Outcomes

- Financial flexibility provides a balance sheet boost and cost savings from day 1.

- Pay-per use model supports plans to migrate to public cloud.

Ready to experience true teamwork?

Your dedicated account team are here to help you get started:

Eli J. Kalil
Kyndryl Global Alliances Sales Leader
Hitachi Vantara
Tel: +1 781 424 5228
eli.kalil@hitachivantara.com

Howard Trottenberg
Americas Account Manager
Hitachi Vantara
Tel: +1 514 825 9599
howard.trottenberg@hitachivantara.com

WE ARE HITACHI VANTARA

Hitachi Vantara solves digital challenges by guiding you from what's now to what's next. Our unmatched industrial and digital capabilities benefit both business and society.