

Our partnership with Hitachi Vantara

Getting to know Hitachi Vantara

Hitachi Vantara, a leader in **software-defined, applications-led infrastructure transformation**, enables enterprises to maintain critical legacy IT infrastructure while exploring innovative new approaches to LOB growth needs like ITaaS. **Hitachi Vantara is also delivering Big Data, Analytics and IoT solutions to take enterprises into the next generation.**



7,000 employees globally



US\$81.8B Revenue FY 2016 (Hitachi, Ltd.)



> 100 countries and regions



~ \$3B R&D Investment (Hitachi Ltd.)



#71 in the 2017 FORTUNE® Global 500 (Hitachi Ltd.)

The Partnership

Cognizant's partnership with Hitachi Vantara means that operating at the speed of business becomes real. Hitachi Vantara makes the software-driven, applications-led infrastructure designed to support Cognizant, Next Generation Services with "five 9s" of reliability, **as well as technology enablers for Big Data, Analytics and IoT.**

Our joint GTM strategies include Manufacturing, Retail, Oil & Gas and Insurance vertical markets, as well as Enterprise Applications, Infrastructure and Intelligent Products and Solutions.

Hitachi Ltd has invested \$2.8 Billion annually committed to R&D... across the globe.



Our Joint Offerings

What our partnership offers



Data Center Economics with Macro and Micro Economic Cost Models

Private Cloud on VMware, OpenStack and Hybrid Cloud Integration

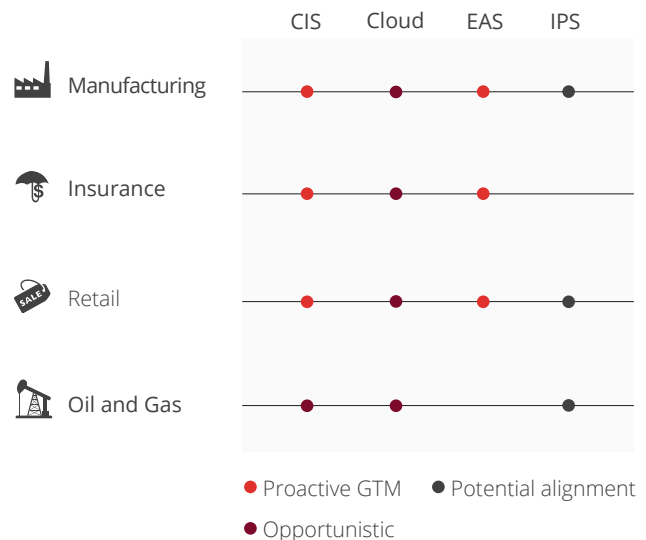


Digital Archiving Solutions



Smart Space and Smart Retail Solutions

Where We are Most Engaged



Our partnership with Hitachi Vantara



Market Opportunity



Challenges

- Complex IT Environments
- Infrastructure Transformation
- Manual IT Management
- Bi-modal IT



Solution

- Content & Compliance Management
- Managed Private and Hybrid Cloud
- Innovative Edge & Core IoT Solutions



Benefits

- Quick to Market
- IT as a Service
- Automated Infrastructure
- Control over Cloud
- Lower TCO
- Monetizing Data

Our Partnership Successes

Business Need

Evolve IT Infrastructure to support pace and complexity of market needs

Consolidate Data Center Operations and Leverage Cloud

Migrate Business Critical SAP Business Warehouse systems to SAP Hana

Challenge

Quantify major cost drivers, deliver solutions to address each of them

Fully-exploit their Application Portfolio

System consolidation and automation

Solution

Next Generation Infrastructure Automation and Virtualization

Private cloud services

Certified 3TB Hitachi Unified Compute Platform for the SAP HANA Platform (solution for SAP Business Warehouse)

Benefits

SLA based pricing delivering reduced and more predictable cost model

Highly agile, dynamic and cost-effective LOB support

High performance, reliable and cost-effective financial reporting

How to Engage with Strategic Partnership Group

If you wish to speak to someone on the SPG team please contact: Harish Lyall, Alliance Lead for Hitachi Vantara, SPG
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About Hitachi Vantara

Your data is the key to new revenue, better customer experiences and lower costs. With technology and expertise, Hitachi Vantara drives data to meaningful outcomes.

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