

The comprehensive choices of EverFlex provide a simple and elastic way to acquire all Hitachi products, services and solutions. These options help you lower costs and align costs to what you use.

DATASHEET

EverFlex From Hitachi Vantara: Your Acquisition Advantage

Predictable Pricing for Flexible Usage

There has never been more uncertainty, volatility and risk in making long-term technology decisions, or more at stake to get it right. Organizations need more choice in acquisition alternatives to address this uncertainty. And, these options must come from someone they trust to guide them to apply the right choice in each unique buying situation.

Hitachi Vantara offers an easy, flexible and comprehensive way for you acquire all Hitachi products, services and solutions: EverFlex. Its options for purchase, lease and consumption pricing models span our entire portfolio, from storage to IoT. With cloud-like, pay-per-use consumption pricing, EverFlex provides a range of choices, including customizable utility pricing models as well as pre-designed and pre-engineered as-a-service offerings (see Figure 1).

EverFlex delivers flexible and scalable resources that allow you to pay for what you need, when you need it: Pay more when you use more and pay less when you need less. Additional resources are in place as a reserve to provide instant scalability. And, there's no requirement to use – or pay for – resources in reserve.

A Smarter Way To Consume

EverFlex consumption model choices allow you to shift purchases that force you to guess about long-term future needs, to cloud-like consumption-based pricing.

This approach eliminates the need to buy more than is needed and reduces the potential disruption of not buying enough. Cloud-like consumption also means you can reduce operational costs and improve service delivery by shifting responsibility to Hitachi managed services (see Figure 2).

The scope of services can range from basic services of utility to an as-a-service approach. Our ability to customize these services for you ensures that you get what you need rather than accept something designed for the “average customer.” Basic services keep your IT operations staff in control of operations while Hitachi manages the reporting, monitoring, alerting and capacity management. A more extensive scope of services shifts more of the operations responsibility and commitments to Hitachi, so you rely on us for more of the service level outcomes your business needs.

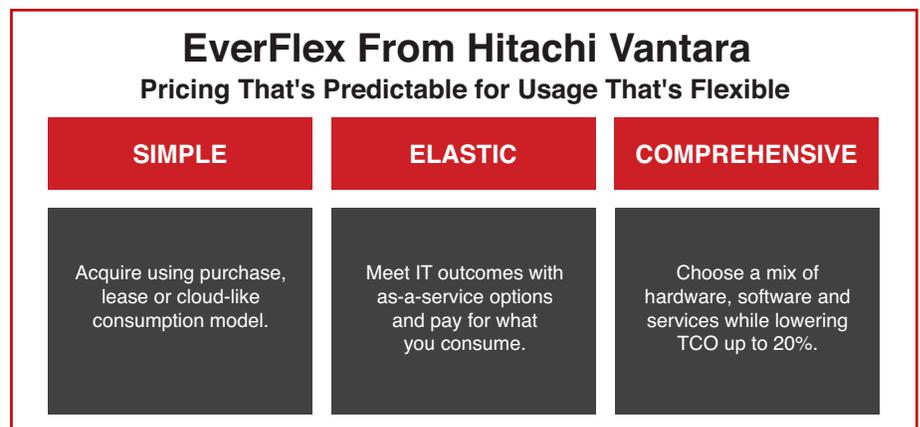
Key Benefits

- Align technology spending with usage and business outcomes to reduce risk of over- or underinvesting in the IT solutions that run your enterprise. Scale up or scale down as business demands change to keep IT costs in line with business needs.
- Eliminate dependence on accurate forecasts for capacity planning to achieve your efficiency targets and lower your effective asset acquisition costs.
- Reduce the cost of IT operations and improve service level delivery in terms of consistency and quality for the services your business relies on.

Choose the Options That Serve Your Specific Needs

Matching the right scope of service for each project is straightforward. EverFlex from Hitachi Vantara provides the most

FIGURE 1. RANGE OF CHOICES WITH EVERFLEX



acquisition choices in the industry, which makes it easy to apply the best acquisition model for any given situation. Below are some examples of where to start, and we can help guide you in determining the final details for your unique project situation.

- Continue to purchase or lease as before when adding resources to existing, well-managed infrastructure, especially where a track record of high utilization rates exists and is expected to continue. But look for opportunities to add pay-per-use utility pricing with basic services to improve effective utilization rates even more.
- For well-managed environments where capacity requirements are unpredictable and utilization rates are low, utility pricing with basic services will reduce the costs of buying large amounts of reserve capacity. Look for opportunities to reduce costs further by adding more services to reduce operational costs. Compare this approach to your expected operational costs and examine your ability to consistently deliver to your service level agreements (SLAs). In addition to reducing operational costs, this will shift the responsibility for delivering service outcomes to Hitachi.

HOW TO GET THE MOST FROM PAY PER USE

At first glance, a pay-per-use option seems easy. All you want is a monthly usage rate for a product that you would have normally purchased or leased. But the limited approach of the easy way could mean that you'll miss out on the additional value and savings that a more comprehensive consumption model can provide.

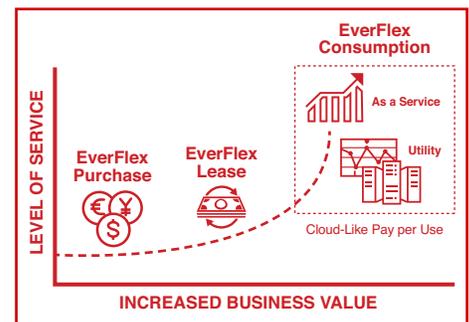
Cost savings don't have to stop at just reducing asset costs. Operational costs are part of the equation, too. A comprehensive approach improves efficiency and effectiveness to reduce operational costs and improve quality of service.

EverFlex gives you more choice to match the right alternative to every buying situation, to help you align spending to your business use, lower costs and reduce risk.

- When there is uncertainty about capacity and resource requirements, and cost efficiency and service level improvement is also needed, consider the more advanced scope of services of an as-a-service offering. This approach provides the pay-per-use advantage to reduce asset costs as well as the outcome-based services that lower operational costs and provide the consistent service level delivery you can count on.

No one offers more choice in flexible consumption to help you improve service delivery, lower cost and reduce the risks of acquiring technology solutions.

FIGURE 2. EVERFLEX: YOUR ACQUISITION CHOICES



Learn more about how you can align your technology spending with usage and business outcomes with EverFlex from Hitachi Vantara.



We Are Hitachi Vantara

We guide our customers from what's now to what's next by solving their digital challenges. Working alongside each customer, we apply our unmatched industrial and digital capabilities to their data and applications to benefit both business and society.

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