

AWS Competencies and Designations

OVERVIEW

Hitachi Vantara, a Premier Consulting Partner in the Amazon Web Services (AWS) Partner Network (APN), implements complex, scalable architectures on the AWS Cloud, for the most highly regulated industries, such as financial services, healthcare/life sciences, education, and the public sector.

Hitachi and AWS – Maximizing the Value of the Cloud

The AWS Competency Program is designed to highlight APN Partners who have demonstrated technical proficiency and proven customer success in specialized solution areas. Attaining an AWS Competency allows partners to differentiate themselves to customers by showcasing expertise in a specific solution area.

The Hitachi Vantara mission to being the best APN Consulting Partner is evident in our commitment to validate our expertise and customer success having many APN Competencies for many solution areas. Rest assured when you work with Hitachi Vantara on your cloud projects, we have an expert team of Hitachi Cloud Services professionals who have a strong combination of DevOps, industry, security and compliance, IT architecture, and cloud computing expertise.



AWS Premier Consulting Partner

As an AWS Premier Consulting Partner, Hitachi Vantara has achieved the highest performance tier of APN Consulting Partner. Our Professional Services help customers design, architect, build, migrate, and manage their workloads and applications on AWS. With the prestigious honor of AWS Premier Consulting Partner, customers rely on Hitachi Vantara to deliver the highest levels of expertise in helping them develop the right cloud strategy for their business. We ensure service-level-driven outcomes for demanding requirements and help customers gain the promise of cloud from edge to data center to cloud with our comprehensive, enterprise-grade, cloud capabilities.

AWS Programs



AWS Managed Service Partner

The successful completion of the third-party auditing process affirms the Hitachi Vantara technical, business and operational benefits in delivering AWS Cloud managed services as a value add to all Hitachi Vantara customers. The MSP audit process, conducted by an independent third party, is very thorough and the bar for passing it is high. Through the rigorous audit process, partners are validated in their ability to help customers migrate their workloads to AWS and operate those workloads efficiently by following AWS operational and security best practices, while looking for ways to continuously optimize and save money.

The program is aimed at establishing a common customer experience when engaging AWS Managed Service Partners. The program allows customers to easily identify AWS Consulting Partners who meet the highest service standards, and who possess deep AWS knowledge in conjunction with the right IT Service Management capabilities to deliver cloud managed services.



AWS Solution Provider Partner

As an AWS Solution Provider Partner, Hitachi Vantara resells AWS services to customer as part of our differentiated portfolio of Cloud and Digital solutions. Under this program, we manage, service, support, and bill Amazon Web Services (AWS) accounts for end customers and deliver these services with flexible options that meet the unique needs of our customers.



AWS Competencies



AWS DevOps Competency

AWS DevOps Competency partners have deep capabilities and have demonstrated past performance in helping customers transform their business to be more efficient and agile leveraging the AWS platform and DevOps principles, particularly around continuous integration, continuous delivery, and configuration management.

Hitachi Cloud Services' unique approach of combining DevOps with CloudOps (Automated Operation rollouts) and SecOps (Secure Operations) backed up by our audited AWS managed service capabilities, provide customers of all sizes with an end-to-end innovation delivery pipeline for software development while also providing on-going 24x7x365 enterprise technical support.



AWS Migration Competency

The AWS Migration Competency status highlights partners who provide solutions and have demonstrated expertise in helping businesses move successfully to AWS through all phases of complex migration projects including discovery, planning, migration and operations.



AWS Financial Services Competency

The AWS Financial Services Competency highlights partners with solutions for banking and payments, capital markets, and insurance addressing, among other things, PCI-compliant workloads. Attaining the AWS Financial Services Partner Competency emphasizes the deep expertise of Hitachi Vantara in the AWS platform and in seamlessly delivering customer solutions in the AWS Cloud environment.



AWS Life Sciences Competency

The APN Life Sciences Competency status is awarded to the partners who have demonstrated consistent technical proficiency and customer success in building life science solutions on AWS. Hitachi Vantara specializes in delivering custom managed solutions that help organizations realize business benefits leveraging agile methodologies. Hitachi Cloud Services offer a custom managed solution that leverages AWS Cloud to provide a secure platform to scale research cost-effectively. This solution helps to meet analytical challenges such as accommodating peak compute demand, coordinating secure access for multiple analysts, and sharing validated tools and results. It supports high performance workloads to derive powerful insights with zero capital investments.



AWS Government Competency

The AWS Government Competency status highlights partners who have deep experience working with government customers to deliver mission-critical workloads and applications on AWS. These partners provide solutions and have demonstrated expertise helping successful movement to AWS through all phases of complex migration projects including discovery, planning, and operations for public sector clients.



Nonprofit Competency

The Nonprofit Competency Program distinguishes top technology and consulting APN Partners who are dedicated, experienced, and qualified to support the unique missions of the communities they serve. With the help of AWS Nonprofit Competency partners, customers can quickly, cost-efficiently, and securely leverage technology to scale mission impact and drive social change. This designation recognizes that Hitachi Vantara has demonstrated customer success and deep specialization in the non-profit segment, providing end-to-end resources for fundraising, donor management, volunteer engagement, program management and more.



AWS Storage Competency

AWS Storage Competency recognizes that Hitachi Vantara provides proven enterprise storage solutions to help customers successfully achieve their storage goals on AWS.

To achieve the AWS Storage Competency, an APN member possesses deep domain expertise in one or more of the following core storage categories – Backup & Recovery, Primary Storage, Archive, or Business Continuity/Disaster Recovery (BCDR). Having developed innovative technology and solutions that leverage AWS services, Hitachi Vantara differentiates itself by exhibiting deep domain expertise in all of them. Another important criteria an AWS Partner must meet is to show AWS expertise and deliver solutions seamlessly in the AWS Cloud environment as Hitachi Vantara has done, helping many customers choose the AWS storage solution that is the most efficient and cost-effective for each.



AWS Security Competency

Hitachi Vantara has achieved AWS Security Competency status in multiple security consulting categories: Governance, Risk, and Compliance and Security Engineering. This highlights the company's strength, depth and expertise in areas of security and compliance and recognizes that Hitachi Vantara has already helped many customers achieve their cloud security goals. Achieving the Security Competency differentiates Hitachi Vantara as an APN member that provides specialized consulting services designed to help enterprises adopt, develop and deploy complex security projects on AWS. With this addition to the company's already-existing AWS DevOps Competency, Hitachi Vantara truly differentiates itself as a best-in-class DevSecOps Cloud Systems Integrator.



AWS Microsoft Workloads Competency

AWS Microsoft® Workloads Competency status recognizes that Hitachi Vantara provides proven deep expertise to help customers design, migrate, deploy, and manage Microsoft-based applications on AWS. It differentiates Hitachi Vantara as an APN member that provides specialized demonstrated technical proficiency and proven customer success with specific focus on workloads based on Microsoft database solutions. To receive the designation, APN Partners must possess deep AWS expertise and deliver solutions seamlessly in the AWS Cloud environment.



AWS Education Competency

AWS Education Competency status recognizes that Hitachi Vantara has demonstrated technical proficiency and proven success in building solutions that support mission-critical workloads for education customers, including higher education, K-12 primary/secondary, research, and publishing. Achieving AWS Education Competency status differentiates Hitachi Vantara as an APN Partner that has delivered proven customer success providing specialized solutions to support the academic experience of teachers and learners, as well as improving the operational needs of administrators. To receive this designation, APN Partners must possess deep expertise with AWS and undergo an assessment of the security, performance, and reliability of their solutions.



AWS Data & Analytics Competency

AWS Data & Analytics partners have demonstrated success helping customers evaluate and use the tools, techniques, and technologies of working with data productively, at any scale. 47Lining Big Data Consulting and Implementation Services from Hitachi Vantara, uses this expertise to empower data-driven businesses to unlock the elasticity and price / performance benefits of AWS.

 **aws marketplace**

AWS Marketplace Consulting Partner

Hitachi Vantara is an approved Amazon Web Services (AWS) Marketplace Consulting Partner. The AWS Marketplace is an online software store that helps customers find, buy, and immediately start using the software and services that run on AWS. The AWS Marketplace Consulting Partner program enables Consulting Partners who have proficiencies in both AWS Marketplace software and AWS to provide services to customers. Furthermore, this designation will allow the company to better engage potential customers and share product highlights and benefits through features such as free trials.



300 AWS Certifications

Hitachi Vantara has achieved APN Certification Distinction with 300 AWS Certifications. This highlights our team's focus to excel with AWS training and certifications and provide effective and secure solutions to Hitachi Vantara customers. Hitachi Cloud Services professionals provide consulting and professional services, including cloud strategy, assessment, cloud migration, and implementation to realize the vision of our customers.



Accelerate transformation through secure cloud migration and modernization from Hitachi Vantara

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