

# **Delivering strength and agility with Hitachi Vantara.**

A guide for DXC

FRA 37

# Contents.

HITACHI FOR DXC. ONE TEAM, MANY HANDS.





## Introduction

# You're like us. Your strength is your size.

When clients turn to smaller, niche providers for digital transformation, it's as if they hope nimbleness will somehow rub off as enterprise agility. Experience tells us, it probably won't.

As if those born-in-the-cloud advisers can somehow conjure up the cost-savings our clients are still waiting to see from their own cloud investments. Experience tells us, they probably can't.

We know the five pillars that give clients the edge in enterprise transformation. And those pillars are *BIG*, not small.

## Strength in size

# Five pillars.

### 01

An end-to-end enterprise technology stack that allows for choice, customization and rapid response to change.

### 02

An ever-expanding universe of alliances including SAP, Microsoft, ServiceNow, Oracle, VMware and more.

### 03

Deep expertise in industries like power and energy where IT/OT innovations combine in operational reality.

### 04

Extensive knowledge of security, data sovereignty and compliance issues across a range of industries.

### 05

Rock-solid infrastructure with an industry-famous uptime guarantee.

In this eBook, let's remind ourselves why, for DXC and Hitachi, our strength across all these pillars is in our size, our depth, our reach, our breadth. And how, together, we can grow your business across your technology stack in the next 12 months.

**But first, let's look at the key to being big and agile: data.**



**DXC and Hitachi**

# From strength to strength.

Over  
**30**  
years of  
partnership

**54**

shared platinum  
accounts

**HITACHI**  
Inspire the Next

**DXC**  
TECHNOLOGY

**100%**  
availability  
guarantee\*

Coverage of  
**150+**  
countries

**#1**  
**partner**  
for three years  
running

\*This guarantee is provided by Hitachi Vantara. For more information please visit <https://www.hitachivantara.com/en-us/pdf/datasheet/ensure-data-availability-for-vsp-datasheet.pdf>

## The case for data fluency

# Without data fluency, Goliath is still Goliath.

Without a data-first approach, big still means complex, costly and slow. By putting data at the heart of IT, operations and culture, DXC and Hitachi can give enterprise clients the agility they want.

For you, as a global IT services giant, it means helping them get the right data in the right place at the right time, with *end-to-end* transformation solutions, up and down the stack:



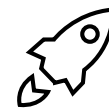
Enable rapid decision-making and knowledge-sharing at scale.



Manage risk, optimize budgets and make cloud finally rain ROI.



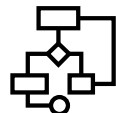
Tackle sustainability and corporate social responsibility targets.



Outpace competitors with rapid innovations and time-to-market.



Empower employees with access to powerful tools and education.



Embed innovation into processes and unlock long-term value.



Meet consumer demand for slick, secure digital interactions.



## A unique portfolio

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

The DXC technology stack is compelling for clients who want IT to go way beyond commodity storage. And Hitachi's data-driven portfolio fits yours like a glove. Use it to complement your propositions, build customized and consultative offerings, and help clients 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 clients to move from CapEx to OpEx, align costs, meet SLAs and scale as needed. You can rely on our consultants to support your own.

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TECHNOLOGY

1

### Digital infrastructure and solutions

- Object storage offerings for finance & insurance.
- Content platform / content intelligence.
- Durable medium for records management.

2

### A&E alignment

- Manufacturing insights / IIoT.
- Smart Spaces: commercial, industrial, municipal.
- Modern data-driven enterprise, Lumada, Data Ops.

3

### Supporting apps infrastructure

- Hybrid infrastructure for SAP.
- Modernize the digital core.
- Multi-cloud acceleration.

4

### Security offers & solutions

- App protection, automation, orchestration.
- Rapid recovery from ransomware attacks.
- Data availability, recoverability and resiliency.

5

### Your cloud – your way (DXC cloud right)

- Cloud scale – hybrid cloud workflow.
- Private, hybrid, multi, distributed, managed midrange.
- SAP on prem & mainframe storage solutions.

6

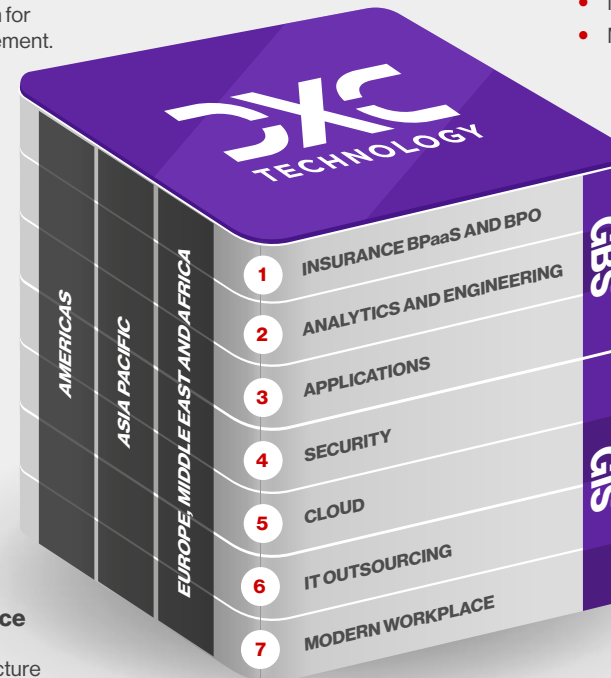
### The power to scale and flex

- Hybrid infrastructure for SAP.
- Everflex: pay-per-use consumption, on/off premises.
- Consumption-based acquisition.

7

### Supporting the modern workplace

- Hybrid infrastructure for SAP.
- Content platform / content intelligence.
- Managed mid-range storage solutions.



With this flexibility, our broad portfolio gives you greater freedom to specify world-class data-driven products and services, tackling strategic C-Suite challenges across three strategically crucial areas:

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 or multi-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 IT/OT integration with leading-edge IoT solutions and Video Intelligence tech for smart spaces.





## IloT conversations

# Start new IloT conversations in your target industries.

**With DXC's strong track record in sectors such as manufacturing, oil and gas, healthcare and agriculture, you know that IT/OT convergence is today's biggest opportunity.**

And biggest challenge. IT innovations don't just roll themselves out smoothly across *real-world* operations; they need real-world experience.

With Hitachi Vantara, you're tapping into operational heritage that no other technology provider can offer. As one of the world's biggest conglomerates, Hitachi *is* a manufacturer, Hitachi *is* a transport company, Hitachi *is* an energy company, an automotive company, a construction company, a medical devices company, a bank – and more. We speak the language of clients across these industries because of our grassroots understanding. When you layer that with over

60 years at the leading-edge of IT, you can see why we're best placed to support you and your clients with digital transformation in sectors that are crying out for IT/OT expertise. That integration is baked into our IoT, IloT and Smart Spaces portfolio as well as our Data-Driven Solutions Competency and Partner Learning Platform.

We'll support your conversations in these sectors, help you drive bigger deals and we'll increase your reach and stickiness within key accounts.

### Show clients the best of the new tech

You'll stay ahead of the curve with Hitachi Vantara; every year we invest over \$2.5bn on R&D, incorporating exciting innovations into our offering.

## Industrial use cases: opportunities open to you



**Smart spaces:** Build Smart Retail/Smart Airport/Smart Cities through video intelligence.



**Fraud Intelligence:** Stop fraud and ensure regulatory compliance for your banking core.



**Grid Intelligence:** Connected grid, Field Service Management.



**Asset Intelligence:** Predict failures & boost production through Asset Performance Management.



**Digital Hospital:** Connected care & enhanced patient experience through optimized Digital Operations.



**Industrial Operations:** Optimized production, high efficiency and predictable quality.

**ESG alignment****We're aligning for  
For Net Zero by 2030.**

**We see you stepping up to sustainability at DXC – and we stand with you.**

Your emissions and consumption targets are ambitious, and your approach is smart: using advanced analytics to improve the efficiency of your IT estate, offices and data centers.

We agree that data-driven technology is the key to sustainability. Our own sustainability path is illuminated by insight. We've pledged to be carbon-neutral across all our factories and offices globally by 2030 – and across our entire value chain by 2050. Our own sustainability path is illuminated by insight. We are committed to working with DXC to deliver the same.

We're committed to this global challenge and to supporting you and your clients with climate-focused tech innovation.



**Sustainability built  
into innovation**

The latest addition to our VSP storage family – VSP5600 – can lower power consumption by at least 32%, and therefore reduce CO<sub>2</sub> emissions.

**[Learn more about Hitachi's ESG promises and how we can support yours here.](#)**

## Customer stories

# We're a powerful team.

### BAE SYSTEMS

In one of the first deals in the UK to draw-down from the DXC-Hitachi Software Enterprise License Agreement (ELA) we used ELA to offer BAE a 40% price reduction. DXC and BAE selected Hitachi because of their end-to-end technology and data analytics capability.



DXC and Hitachi equipped PNC Bank to handle dynamic changes in business requirements, data growth and regulatory requirements. We jointly architected an integrated, enterprise-class cloud management solution. We gave PNC highly responsive, next-gen capabilities with analytic dexterity, inherent virtualization and savvy cloud enablement.



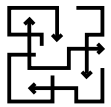
Hitachi used the Lumada suite to help this not-for-profit analyze acoustic data from rainforests to detect the sound of illegal loggers. Data is uploaded to the cloud where it can be used to deploy rangers to investigate, protecting over 3000km<sup>2</sup> of rainforest.

## How we support DXC

# The support you need for the growth you want.

The support we have in place for you is designed to help you do what you do best. With self-serve, mobile-friendly access to a portal full of resources, you can navigate the Hitachi Vantara portfolio as if it's your own, 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.

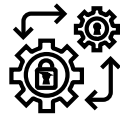
### Our program supports you across all areas of your business:



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 technical training, marketing resources and micro-learning in eight languages – available to all your teams and fully funded by Hitachi.
- 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.
- See how margins and stackable incentives – front and back-end – mount up when you register deals.
- Speed up time-to-quote with deal configuration tools and best-fit recommendations, seamlessly integrating with Salesforce.



### **Award-winning badging framework**

Your teams 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 and Data-Driven Solutions.*

# Get in touch with the Hitachi-DXC account team.

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## 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.

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Hitachi Vantara, a subsidiary of Hitachi, Ltd. (TSE: 6501), turns data-rich businesses into data-driven ones.  
For more information, please visit [hitachivantara.com](http://hitachivantara.com).

HV-TWG-DXCGSlebook-20Sep22