Hitachi Vantara and VMware

Partnership Beyond Technology

Discover agility from edge to cloud
## Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>An introduction to Partnership Beyond Technology</td>
<td>3</td>
</tr>
<tr>
<td>Your opportunities with agility from edge to cloud</td>
<td>4</td>
</tr>
<tr>
<td>Thinking beyond the boxes – how to plan for uncertainty</td>
<td>5</td>
</tr>
<tr>
<td>Proven foundations ready for change – our technology</td>
<td>7</td>
</tr>
<tr>
<td>Hitachi Vantara and VMware – our partnership</td>
<td>10</td>
</tr>
</tbody>
</table>
Welcome to your biggest transformational step so far.

It’s time to modernize your virtualized infrastructure with trusted partners who have the strength and depth of expertise to help.

Make sense of transformation with Hitachi and VMware

Decisions like this are open-ended and far-sighted, ultimately affecting every area of the organization and its strategic direction. Yet every step of your IT modernization journey must be rooted in good, practical, accountable business logic.

It’s about simplification, automation, reducing costs and meeting SLAs, with options for new finance models and hyperconverged, software-defined infrastructures – technology and services that continually scale and adapt to the incredible pace of digital evolution.

Hitachi Vantara and VMware have that kind of deep capability. We deliver an agile ecosystem that combines the latest technology with a wealth of experience and world-class support.

We’ll help you maximize your existing investment with pre-engineered, certified solutions that enable faster innovation, simplified management, lower costs, reduced complexity and less risk. All with solutions that make it easier for you to keep pace with change and deep integration of technologies and services that take away complexity and simplify management, now and for the long term.

This e-book explores the changes and challenges driving the next iteration of digital transformation. And it looks at the solutions and opportunities that are now available to you as you equip your organization for fast-approaching future.
Agility From Edge to Cloud
We work differently now.

At home. At hot desks. On the move. On compact mobile devices.
And we rely on applications that allow us to work productively and effectively everywhere. At any time and with total security.

Those are the expectations of today’s users, and the reason why you have been driving digital transformation through your organization.

But what’s next?

As always, demands and expectations continually run ahead of capabilities. So your next investment in agile infrastructure needs to put you back in control, with all the tools, capacity and intelligence you need to take the future in your stride.

• Take control with IT efficiency, agility and manageability: with Hitachi Vantara and VMware you can achieve efficient data ingestion, protection and governance with simple deployment and operational management.

• Unlock operational efficiencies and accelerate innovation: streamline operations with automated, software-defined, flash-accelerated and converged infrastructure that reduces business risks and costs with data protection and recovery.
Thinking Beyond the Boxes

Naturally, you’ll have a solid business case to support your investment in next-generation converged and hyperconverged infrastructure.

But this is about more than scaling up capacity and performance. It’s about establishing a platform for continuous change, riding the waves of disruption and being in control no matter what.

This is why the long-term commitment of your strategic transformation partner is critical. You’ll be discussing issues that go beyond the immediate concerns of infrastructure modernization and management.
Thinking Beyond the Boxes

A future built on agility
Work with Hitachi Vantara and VMware to build agile infrastructure that helps you grow at your own speed. With a flexible converged infrastructure, you can rapidly deploy new apps and services and stay flexible with VMware solutions that support multiple existing storage solutions.

Lower costs, higher value
Improved operational efficiency with automated management won’t just reduce TCO by cutting operational costs. It eliminates infrastructure complexity to make it easier and less expensive to manage your virtualized data center.

Stop overprovisioning, start scaling up
Granular VM management will help you use your resources efficiently so that you can stop overprovisioning and start scaling up to thousands of VMs with automated service-level monitoring and no performance loss.
Value and competitive advantage are in your data right now. The challenge is to find them in every data source, from any application, on any cloud. This kind of agility is made possible by deep VMware integrations that accelerate deployments and unleash innovation.

Proven Foundations Ready for Change

Hitachi’s solution portfolio provides an integrated environment that maximizes your existing investments with VMware. You have pre-engineered, certified solutions built from first principles to work together without any additional cloud management software to procure.

At the same time, you have a platform for growth and innovation that allows you to transition your workloads to a dynamic, scalable infrastructure for VMware that’s built for the cloud.

It’s about boosting IT efficiency, agility and availability for virtual environments. It’s about reducing the IT management burden and ensuring SLAs are met, cutting IT infrastructure complexity.
The Technology

Hitachi Unified Compute Platform (UCP) Portfolio

The UCP portfolio is a trusted foundation for converged, hyperconverged and rack scale infrastructure. It takes care of hardware-specific workflows and provides seamless consumption of a full suite of infrastructure service.

• Manage and automate all infrastructure components without leaving the hypervisor ecosystem.
• Seamlessly provision the right infrastructure resources to match the needs of your application portfolio.
• Easily provision infrastructure resources from vCenter with an end-to-end view of the whole process.

NSX

To enable any network topology, from simple to complex multi-tier networks, you can adopt NSX, the software-defined networking automation platform that brings microsegmentation, enhanced security and networking automation to virtualized environments.

• Reduce network provisioning time from days to seconds.
• Achieve operational efficiency through automation.
• Place and move workloads independent of physical topology.
• Deploy on any hypervisor and consume through any cloud management platform.

vRealize Suite

With an enterprise-ready, cloud management platform, you can manage your hybrid cloud with a complete solution. Hitachi provides plug-ins and software to provide value-add native management experience within vRealize suite.

• Helps IT developers quickly build applications in any cloud with secure and consistent operations.
• Provides developer-friendly infrastructure that supports VMs and containers.
• Supports major public clouds such as Amazon Web Services, Azure and Google Cloud Platform.
vSAN
vSAN is the industry-leading software and simple enterprise-class shared storage solution for hyperconverged infrastructures (HCIs).

• Powers HCI with vSphere-native and flash-optimized storage for private and public cloud deployments.
• Enables simple evolution to full-stack HCI, using existing tools for compute, storage, networking and more.
• Unifies resources under policy-based management with broad flexibility.

vSphere
This virtualization platform creates the best foundation for apps, cloud and business.

• Comes with advanced security capabilities fully integrated into the hypervisor and powered by machine learning.
• Provides visibility, protection and faster response times for security incidents.
• Helps run, manage, connect and secure applications in a common operating environment across hybrid cloud.

VMware Cloud Foundation
Take the simplest path to hybrid through the VMware Cloud Foundation. It’s the integrated software platform that is a foundation for public and private cloud environments.

• Helps you to embrace private or hybrid cloud for faster time-to-market and pay-as-you-go economics.
• Strengthens security against data breaches.
• Provides a complete set of software-defined services for compute, storage, network and security.

VMware vCloud Suite
VMware vCloud Suite brings together VMware's industry-leading vSphere hypervisor and VMware vRealize Suite. Hitachi Enterprise Cloud (HEC) offers hybrid and managed private cloud solutions based on vRealize Suite.
Hitachi Vantara and VMware are uniquely positioned to deliver solutions that address the combined challenges of digital and operational technologies.

**Hitachi Vantara and VMware Partnership Beyond Technology**

With more than 100 years of operational technology expertise, Hitachi Vantara helps data-driven leaders find and use the value in their data, allowing them to innovate intelligently and achieve outcomes that matter for business and society.

In partnership with Hitachi Vantara, VMware leverages its deep IT roots to help customers efficiently manage, operate, scale and protect their infrastructures from the edge to the cloud.

This integration of technologies, service philosophies and cultures of innovation is helping organizations manage more broadly, protect better, operate smarter and innovate faster. Together, we are helping our mutual customers thrive in smart cities and establish safer societies for today and tomorrow.
Continue the story

Contact your local Hitachi Vantara representative to arrange a meeting or discussion.

Or visit HitachiVantara.com to hear more of our story and how Hitachi and VMware can help you on your transformation journey.