

Hitachi Vantara Federal

Capabilities Briefing

Phil Fuster
Chief Revenue Officer
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Hitachi, LTD.

- Founded in 1910
- 800+ subsidiaries
- 300,000+ employees
- #1 worldwide for patent applications in big data analysis foundation technology



Hitachi Vantara

- Global multi-cloud infrastructure, digital engineering and data services company that transforms organizations through data-driven innovation
- 10,000+ employees worldwide



Hitachi Vantara Federal

- Wholly-owned subsidiary of Hitachi Vantara dedicated to supporting the IT missions of secure US Federal agencies
- FOCI Mitigated
- TS Facility Clearance
- Dedicated US-based Federal Engagement & Support Center

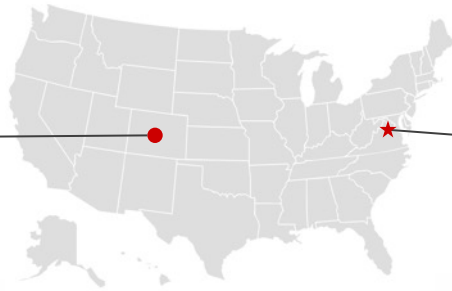
Hitachi Vantara Federal Offices

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Federal Engagement & Support Center Englewood, Colorado

- Dedicated US federal call center
- Manned 24/7/365
- Expert, fully-cleared technical staff

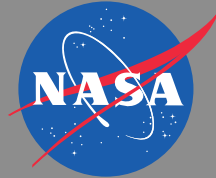


Corporate Headquarters Reston, Virginia

- Sales, Support & Professional Services Staff
- Onsite & Virtual Demo Lab
- Corporate & Customer Meeting Facility

Hitachi Vantara Federal Customer Wins

Civilian



Defense

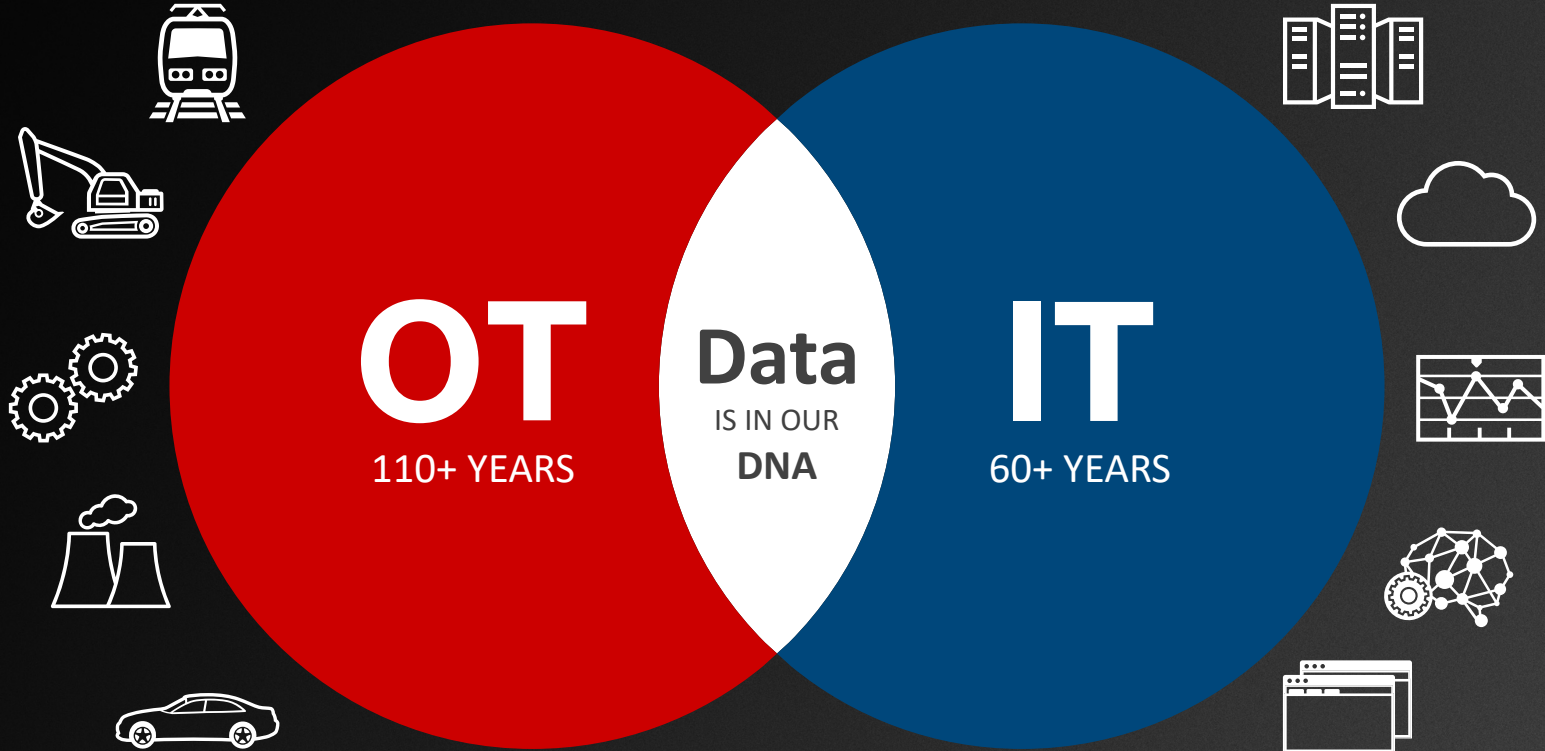


Intelligence



Hitachi's Unique Value

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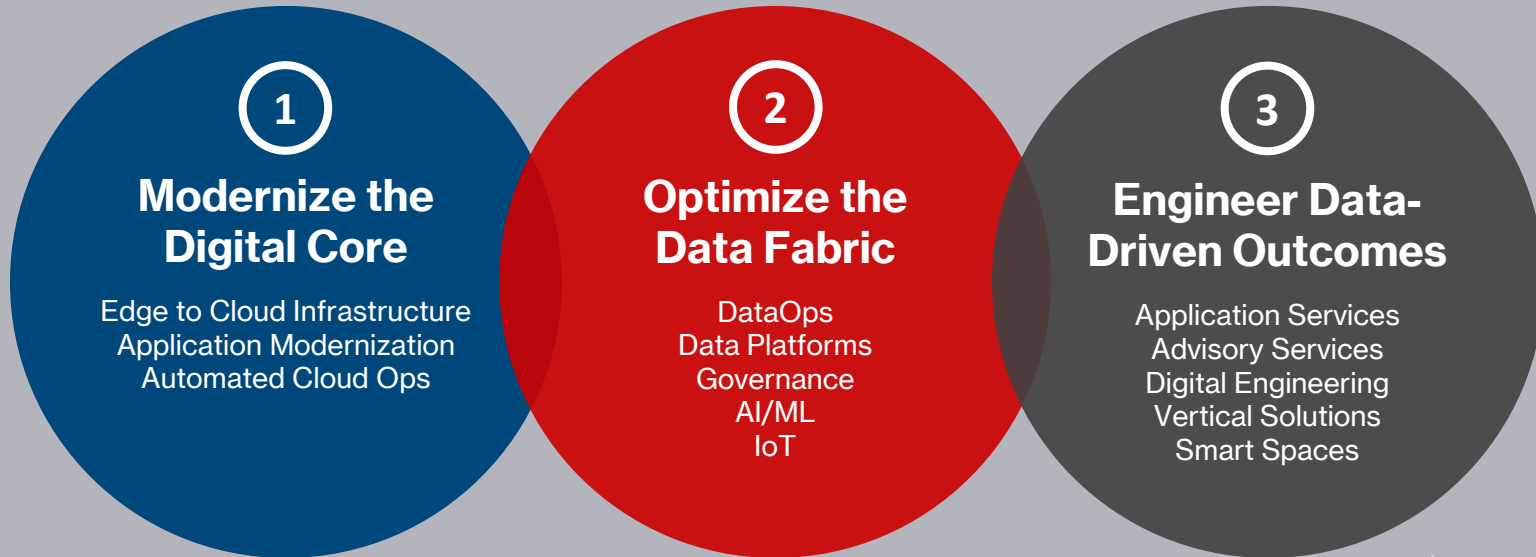


Our Context

Why is it so hard to be data-driven?

- Cloud Complexity
- Data is Everywhere
- Every Company is a Software Company
(True for Federal Agencies too!)
- Resource and Skills Gaps
- Legacy Infrastructure

Accelerate Data-Driven Innovation



We can meet customers wherever they are in their digital transformation journey.

Our Portfolio and Capabilities

Design, build, and operate the cloud-native applications that power your missions.

Engineer
Data-Driven
Outcomes

Smart Transportation
Fleet Management and driver & passenger safety

Smart Spaces
Build Smart Bases/ Smart Cities through video intelligence

Grid Intelligence
Connected grid, Field Service Management

Fraud Intelligence
Stop fraud and ensure regulatory compliance

Supply Chain Intelligence
Create greater efficiencies with supply chain control tower

Industrial Operations
Optimized production, high efficiency & predictable quality

Asset Intelligence
Predict failures & boost production through Asset Performance Management



Delivered by a
Diverse &
Robust
Partner
Ecosystem

Automate data operations to democratize access while ensuring proper governance.

Optimize
The Data Fabric

 **Lumada DataOps Software**

 **Lumada Industrial DataOps and IIoT Platform**

 **Data Modernization and Analytics Consulting Services**



Flexible
Consumption
& as-a-Service

Build and operate a resilient hybrid cloud and application infrastructure that enables mission agility.

Modernize
Applications, Data
and Infrastructure



Storage
Hardware &
Software Defined



Private Cloud
S3 & Object



Converged
Hyperconverged
& VDI



Ops Management
AIOps Automation,
Analytics, Administration,
and Protection



App Modernization
Microservices &
Cloud Migration



Cloud Ops
Kubernetes &
Open Source

Market Leadership in Multiple Categories

STORAGE



Primary Storage Arrays

Gartner MQ 2021 – Leader



Distributed File Systems and Object Storage

Gartner MQ 2021 – Challenger



Radar for Enterprise Object Storage

GigaOm 2021 – Leader

CLOUD SERVICES



Worldwide Cloud Professional Services

IDC MarketScape 2020 – Major Player



Enterprise Data Fabric

Forrester Wave 2020 – Strong Performer



Consulting and Integration Services

IDC MarketScape 2020 – Market Leader

INDUSTRIAL SOFTWARE



Asset and Field Service Management

ARC Advisory Group 2017 – 2022



Cloud-enabled Utilities EAM Applications

IDC MarketScape 2021 – Leader



Utilities Asset Performance Management Assessment

IDC MarketScape 2020-2021 - Leader

IOT PLATFORMS



Industrial IoT Platforms

Gartner MQ 2021 – Leader



Smart Manufacturing Platforms

ABI Research 2021 – Leader



Industrial IoT Platform

Forrester Wave 2021 – Strong Performer

INNOVATION



Advanced 4th Industrial Revolution Lighthouse –

Omika Works The World Economic Forum

Top 50 Innovators

BCG Innovation Survey



Key acquisitions and expansions

ABB Power Grids, IO Tahoe, GlobalLogic, etc.

We partner with the companies you work with.



Systems Integrators	
ISV and Technology Partners	
Alliance Partners	
Cloud Alliances	
Infrastructure Service Providers	

* This is only a partial list of Hitachi Vantara / Hitachi Vantara Federal Alliances and partnerships.

Why Hitachi Vantara Federal

We...

- **eliminate the complexity** of operating in a highly distributed, hybrid cloud environment
- ensure that **mission-critical systems** and applications have an **always-on cloud operating model**
- enable our customers to successfully **manage their IT service levels** and not infrastructure
- **accelerate data-driven innovation** with a modern digital core and an optimized data fabric

Proof Points

- Accelerated provisioning from **months to minutes**. Source: [*Taylor Wessing*](#)
- **Saved 33%** on cloud operation cost. Sources: [*Hitachi Research*](#) and [*Forrester*](#)
- Added \$15M to bottom line with **better SLAs**. Source: [*Forrester*](#)
- Migrated **apps 58% faster** to the cloud. Source: [*Forrester*](#)
- **Gain 360-view** into operations, solving 90% of support issues. Source: [*Product News*](#)

Thank You

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