

Built to Win

carahsoft. **HITACHI**

Winning with AI, HPC and Training Solutions

Date
July 29, 2025

Introducing Our Presenters



Wendy Noker
Director Channel
Hitachi Vantara Federal



Dave McCarty
AI & Performance
Platforms
Hitachi Vantara

Agenda

- High-Performance, AI-ready Infrastructure Sales Play Deep Dive
- Introduction to Hitachi Training Program
- Partner Program Updates
- Q&A
- Wrap up & Call to Actions



THANK
YOU

FY25 Partner Program

INITIATIVES

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	Maximize Renewal & Refresh Attachment	Win Programmatic Pursuits	Land New DI Logos
Mission-Ready Infrastructure (VSP One)	Encourage customers to grow their use of Hitachi by introducing storage and appliance solutions (HDPS, HCP Anywhere Enterprise) that extend the value of a unified platform.	Position as a trusted, secure data platform designed to support mission-critical federal programs.	Lead with our next-gen, all-in-one data platform to build a solid foundation for infrastructure, data, and apps—especially in greenfield or competitive accounts.
High-Performance, AI-ready Infrastructure (Hitachi iQ)	Cross sell into existing environments where customers are exploring or piloting AI and HPC workloads.	Offer as the infrastructure backbone for AI, modeling, and high-performance data use cases in key federal programs.	Prioritize accounts with growing AI and HPC needs by promoting our AI-ready infrastructure as the base to speed up insights, scale workloads, and drive innovation.
Mission-Driven Expertise & Training (Professional Services, Training)	Attach services and training to renewal and refresh quotes to ensure faster adoption, reduced support burden, and better ROI.	Offer services + training as a force multiplier to reduce risk and ensure mission success for large-scale programs.	Leverage training and expert services to reduce risk during new implementations while building lasting trust and in-house expertise.

High-Performance, AI-ready Infrastructure Sales Play Deep Dive

Innovate AI with Hitachi Vantara

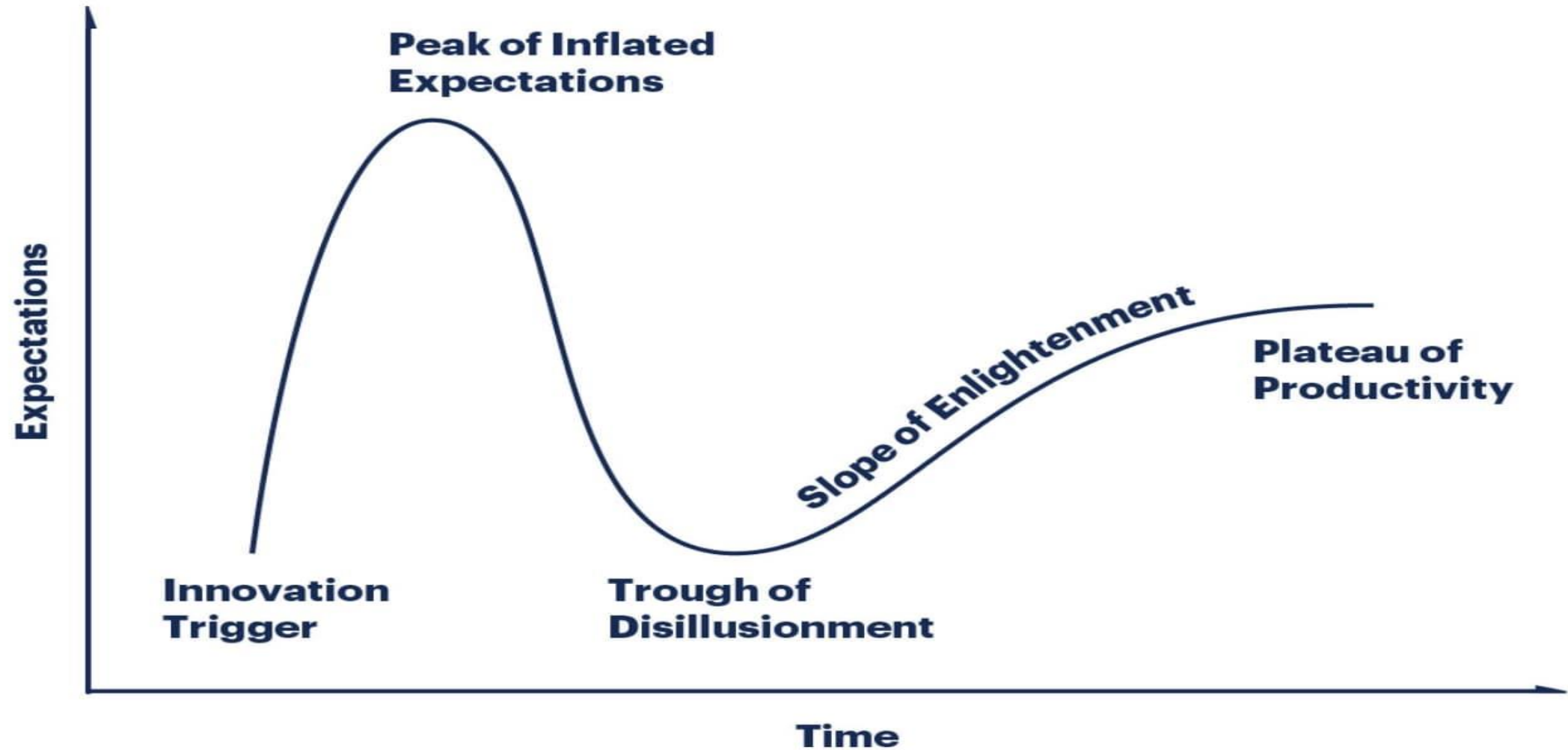
David McCarty

Sales Specialist – AI and High Performant systems

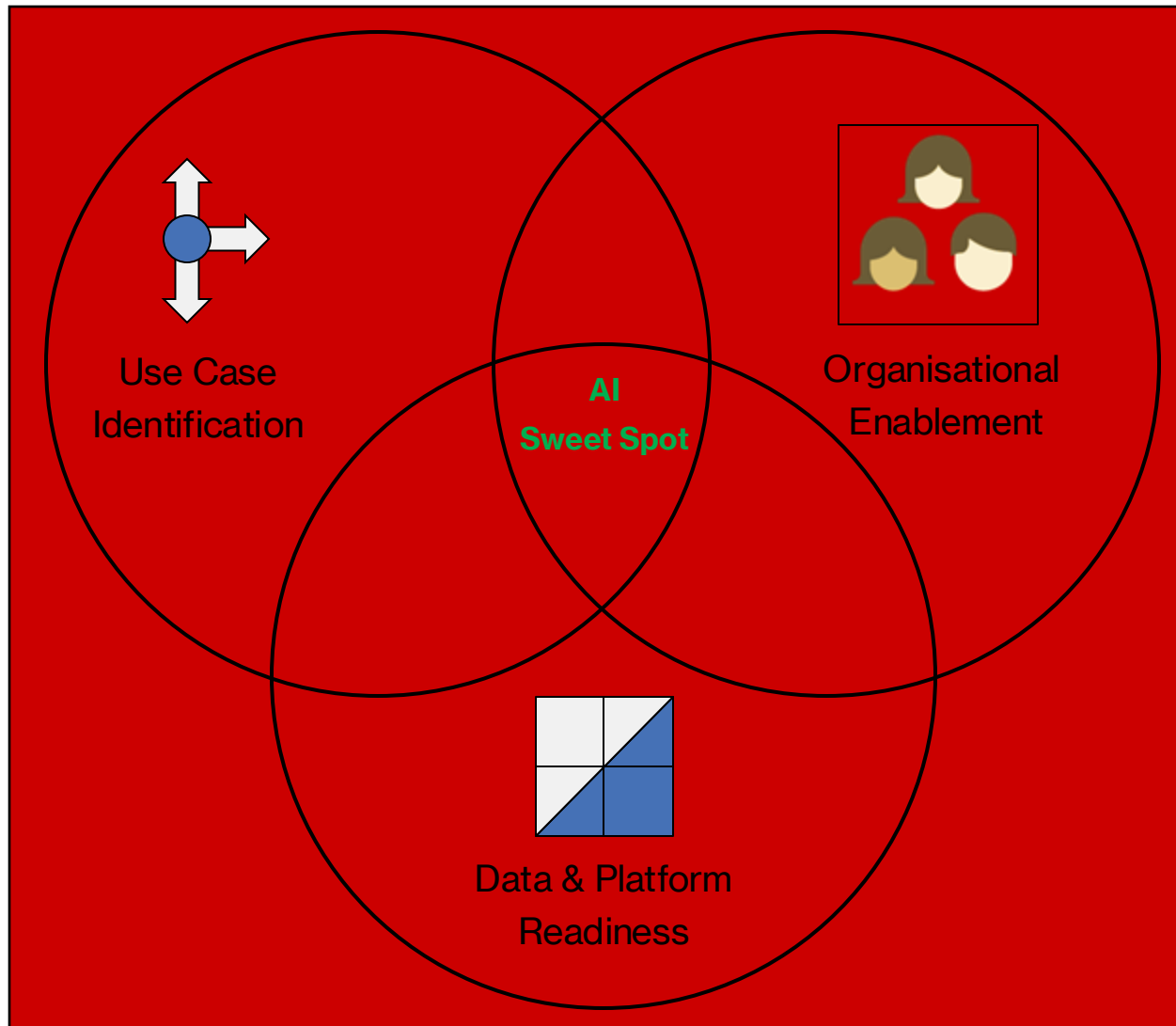


Technology Hype Cycle

Where would you position AI?



Why?



Business value first, not a Data & AI first approach!

Start at the problem the business wants to solve, and work backwards to **how AI can help** & **what Data is required**.

–Value Up

What **new offerings** or **services** can companies create from data and AI?

–Cost Down

Opportunities for **meaningful efficiency gains** and **cost reduction**...

–Resilience

How can data and AI help to **foster business agility** and prepare for **unpredictable times**?

–Execution Considerations

Availability of human capital, data & platform assets and organisational inertia.

Current Market

→ *Democratization of AI*

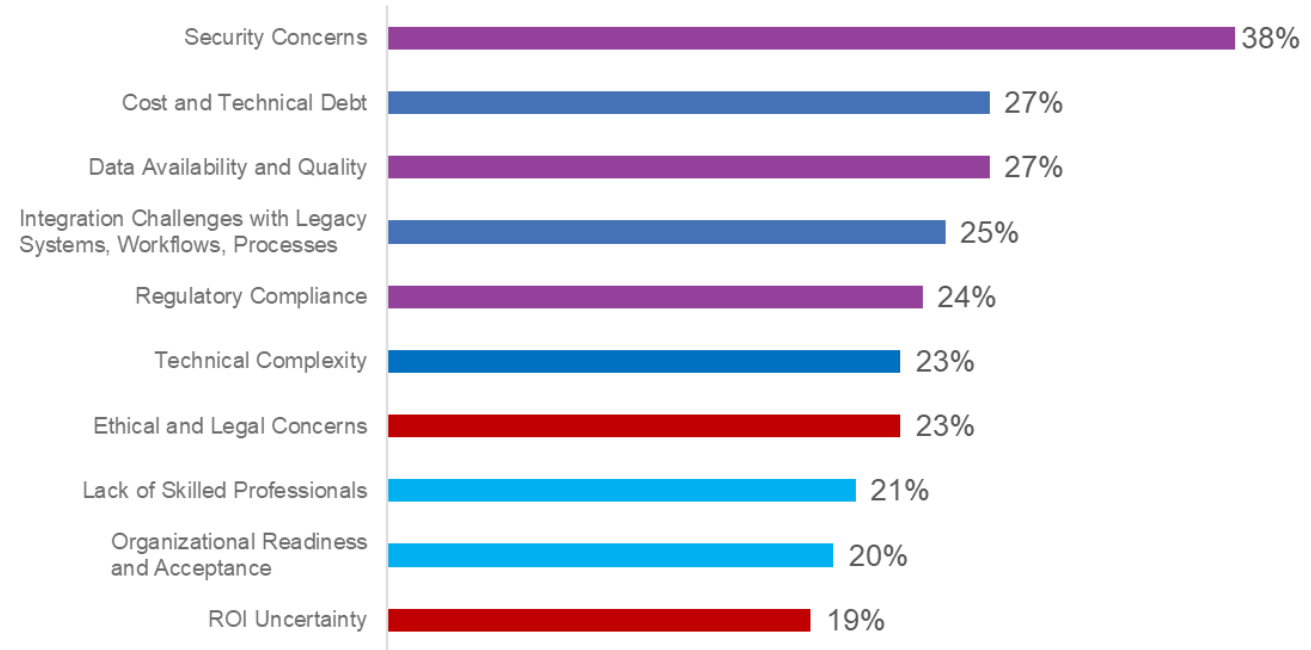
- Increased accessibility
- Open-Source advancements
- Unlimited potential

→ *AI Saturation*

- Increased focus on ethics
- Platform lock-in
- Confusing offerings & shadow AI

→ *Enterprise Readiness*

- Responsible AI
- Robust Security & Compliance
- Ecosystem Integration



Question text: Which of the following is most holding your organization back from adopting generative AI technology to augment or execute business processes and workflows? (Percent of respondents, N=458*, five responses accepted)
*Terminated respondents



Business Challenges



Infrastructure Challenges

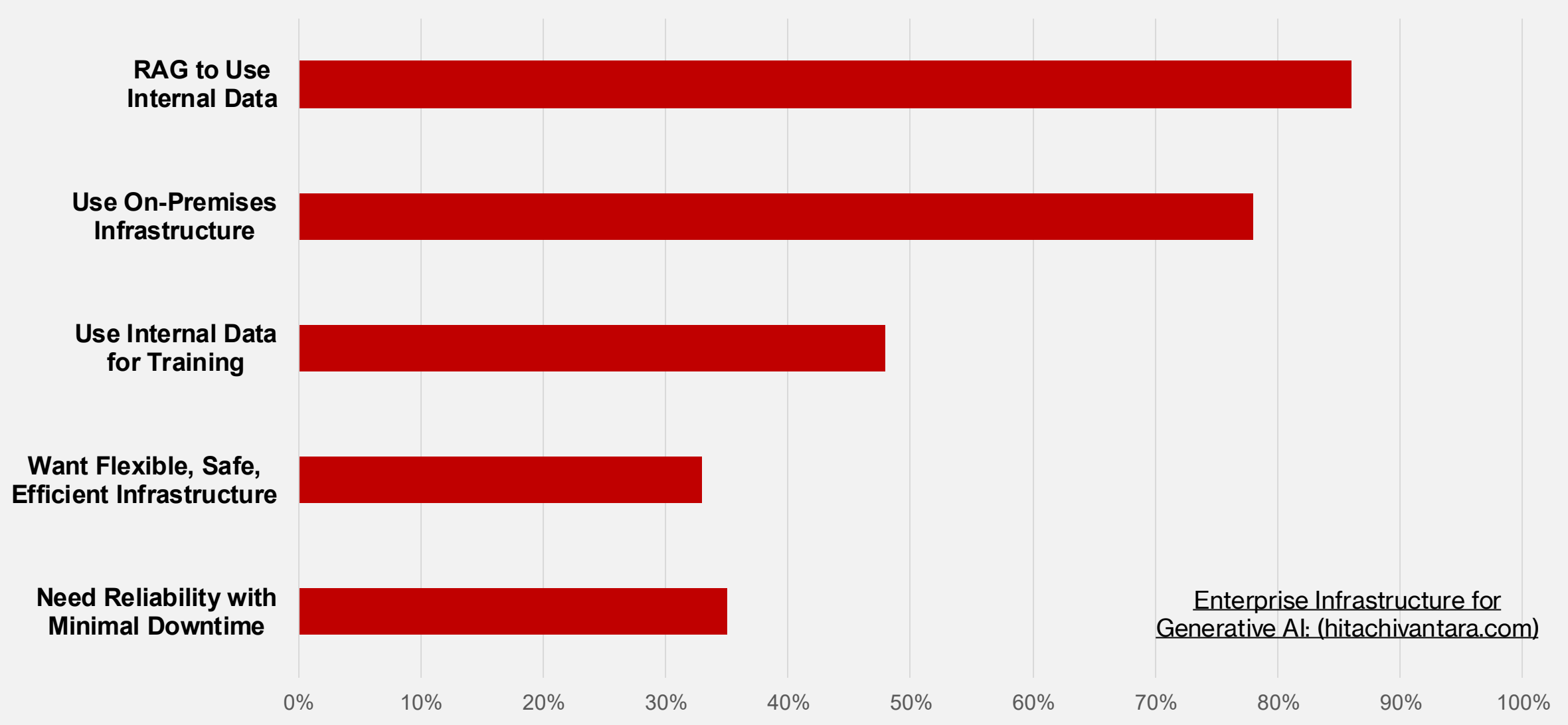


Data Challenges



Operational Challenges

AI Infrastructure Demands and Data Usage



Industry Leaders Unite to Advance AI

Leader in data
infrastructure
technology &
solution frameworks



Leader in Artificial
Intelligence
Computing

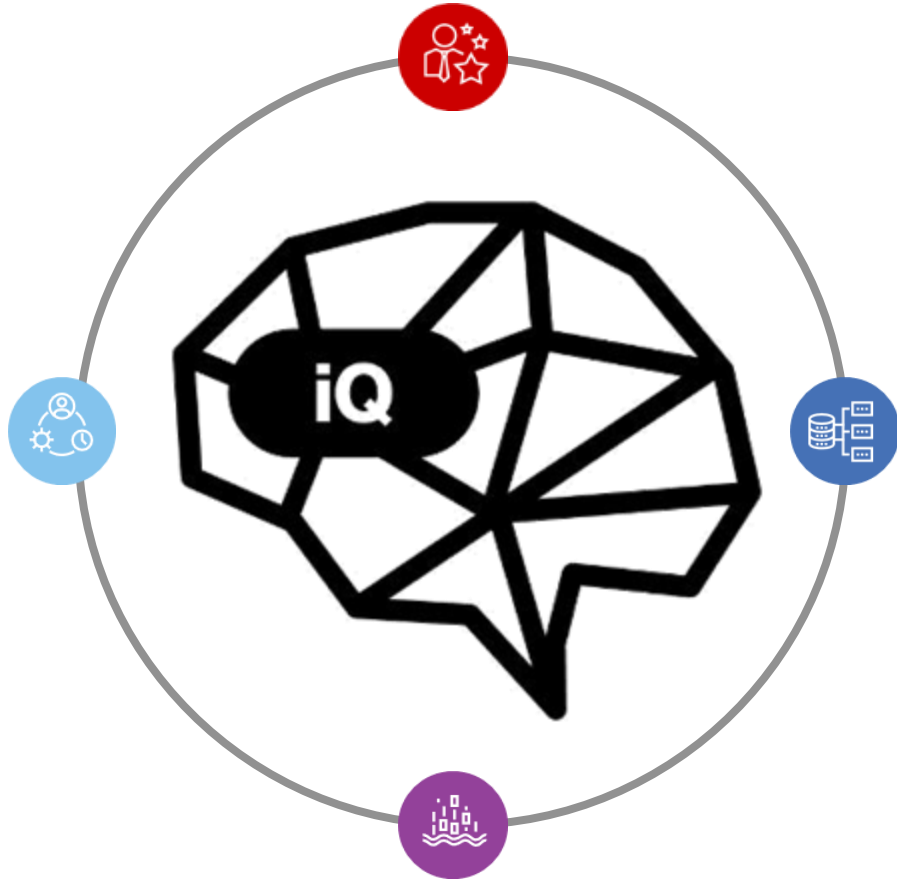


**DELIVERING CUSTOMER
VALUE THROUGH
STRATEGIC PARTNERSHIPS**

Leader in industrial
and operational
technologies



AI Readiness with Hitachi iQ



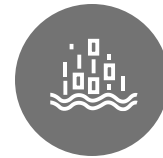
Business Readiness

AI Discovery Service for Hitachi iQ to determine the right AI pipelines and workloads to drive business growth with fast time-to-value.



Infrastructure Readiness

Hitachi iQ for fast, scalable, cost-optimized, reliable infrastructure with trusted, validated blueprints to simplify deployment, management and support.



Data Readiness

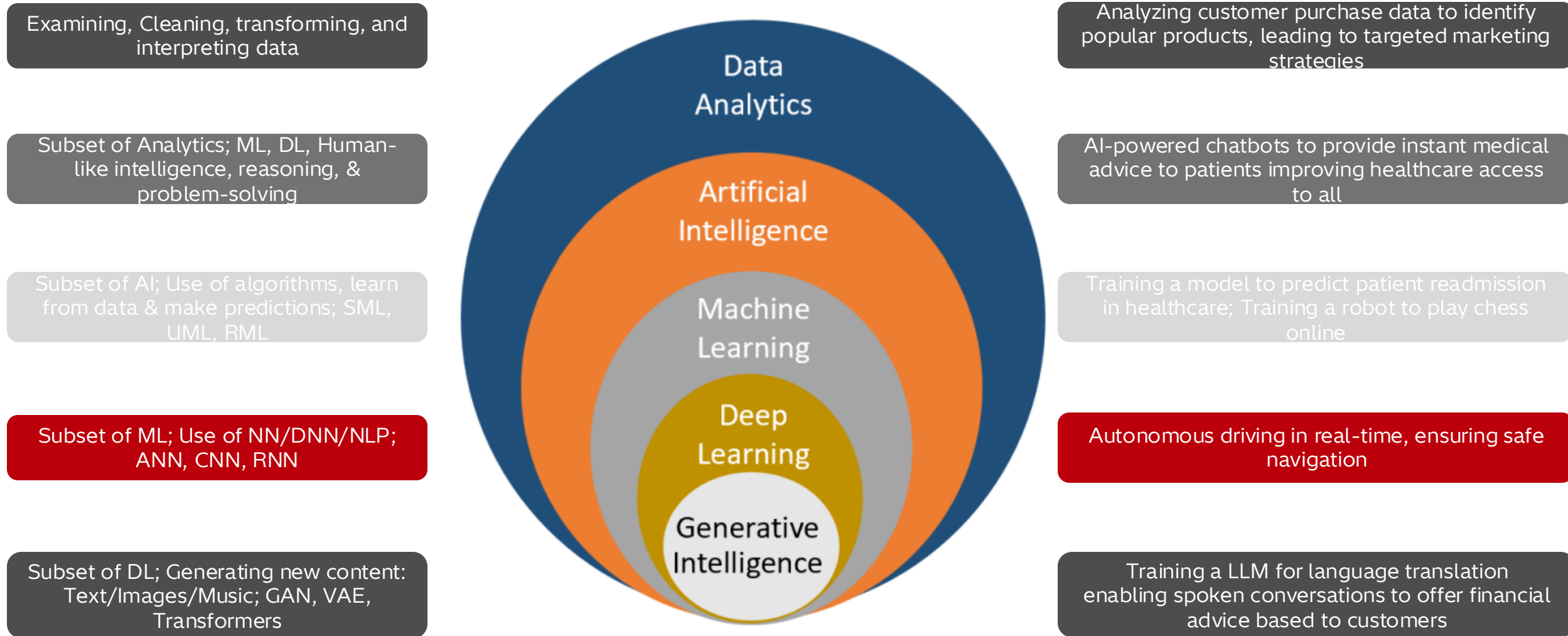
Intelligent data management to improve data selection, quality, preparation, curation, security, movement, and governance.



Operational Readiness

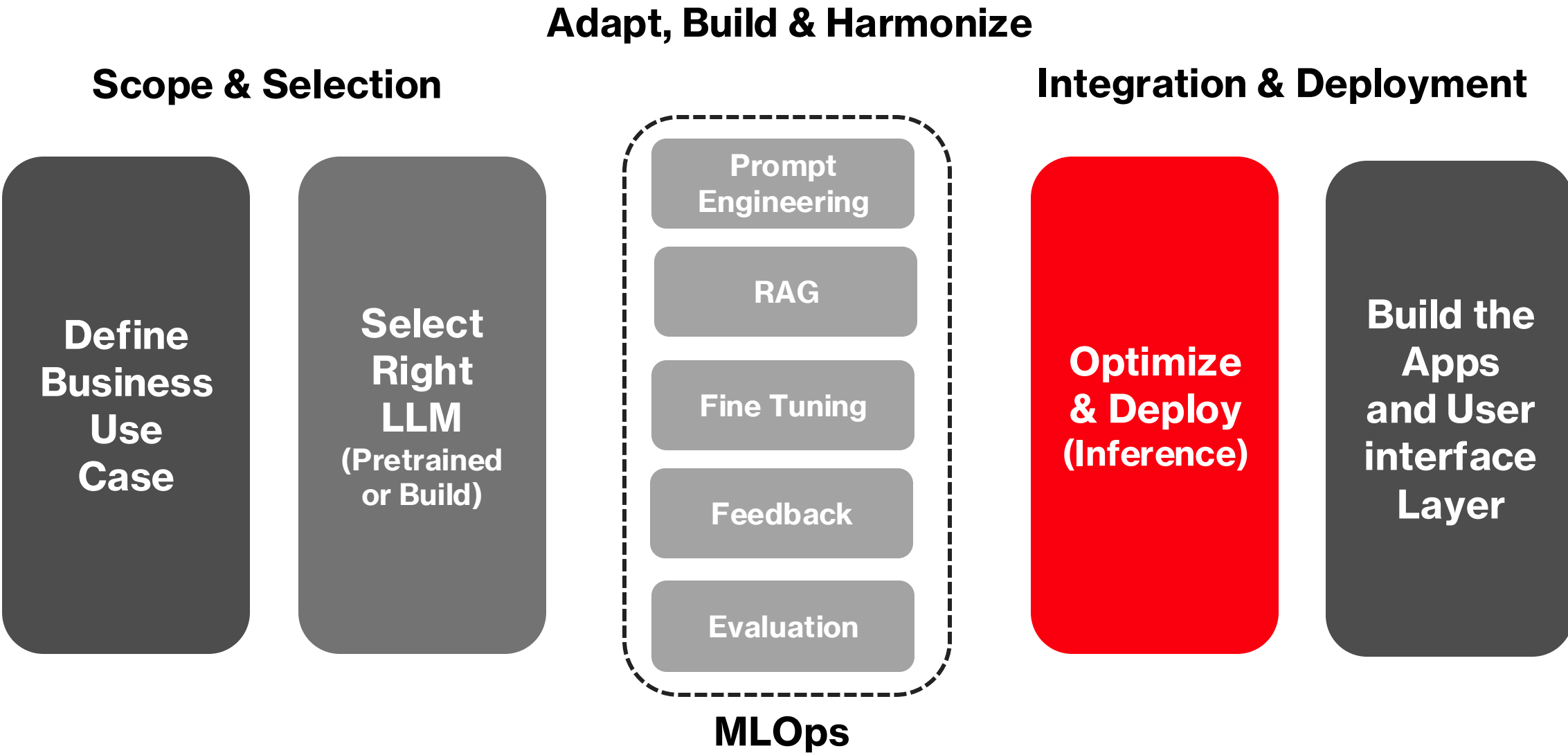
AI solutions for industries and applications that combine tools, technologies, platforms and frameworks to standardize the toolkit and prepare for evolving needs.

AI Vs ML Vs DL Vs Gen-AI

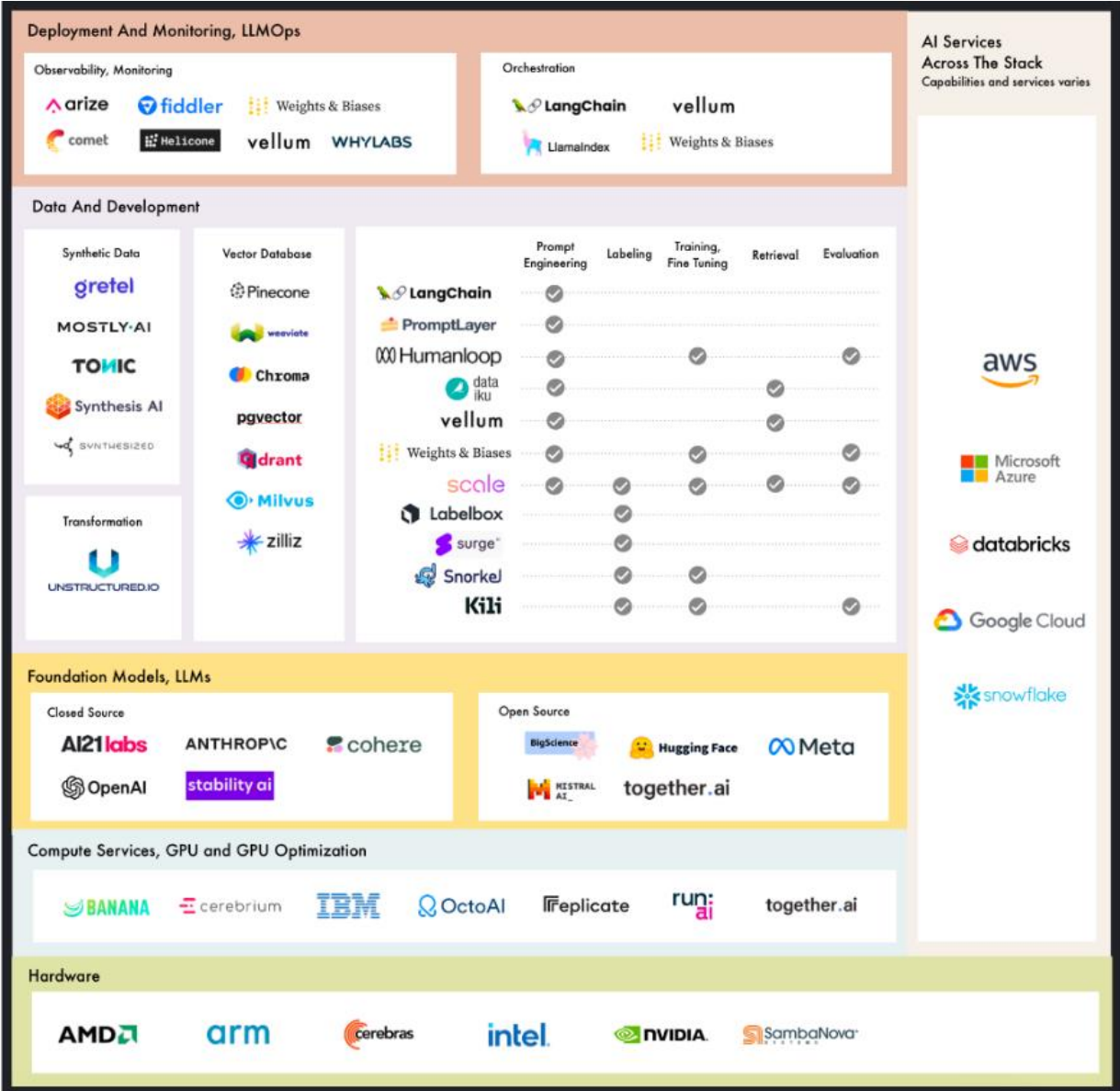


Source: [How does AI, ML, DL, GI fit together? | LinkedIn](#)

Gen AI Project Lifecycle



Gen AI Landscape



Source: [The GenAI Stack Landscape for Enterprises in 2024](#)

The Data Foundation for Meaningful Outcomes

Creating the AI-Ready

110+ years of domain expertise



OUTCOMES

Customer Service Voice Assistant

Coding & Development Copilot

Edge Inference

LLM Recommender System

Financial Reporting & Accounting

Document Processing & Analysis

DATA TYPES

Knowledge Graph



Relational Data



Unstructured Data



Embeddings



ECOSYSTEM



 NVIDIA

 influxdata

 databricks

 snowflake

 SQREAM

INFRASTRUCTURE



VSP One with
Hammerspace



Content
Software for File



Object
Storage



Hitachi iQ



Edge
Compute



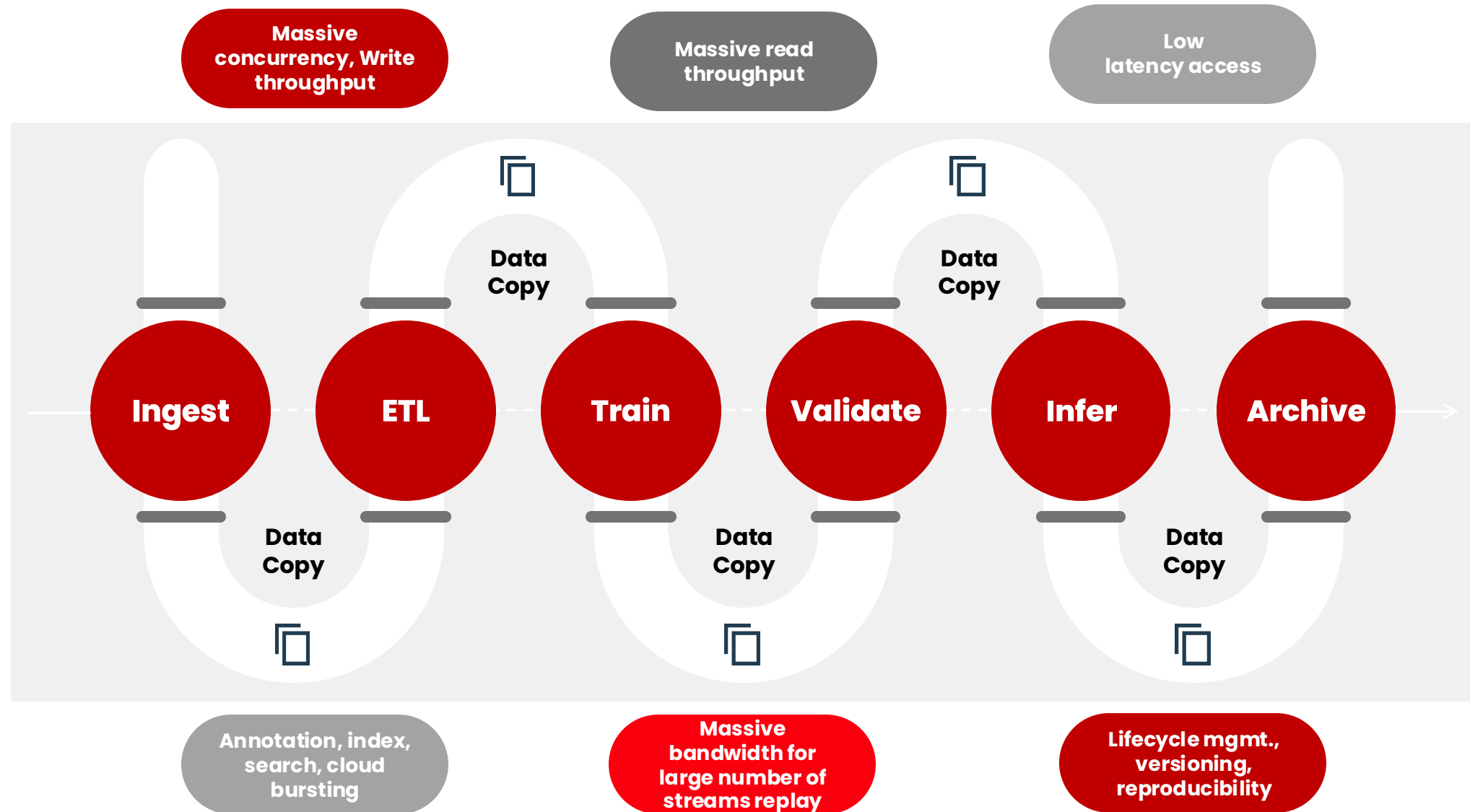
Data Center
Modular



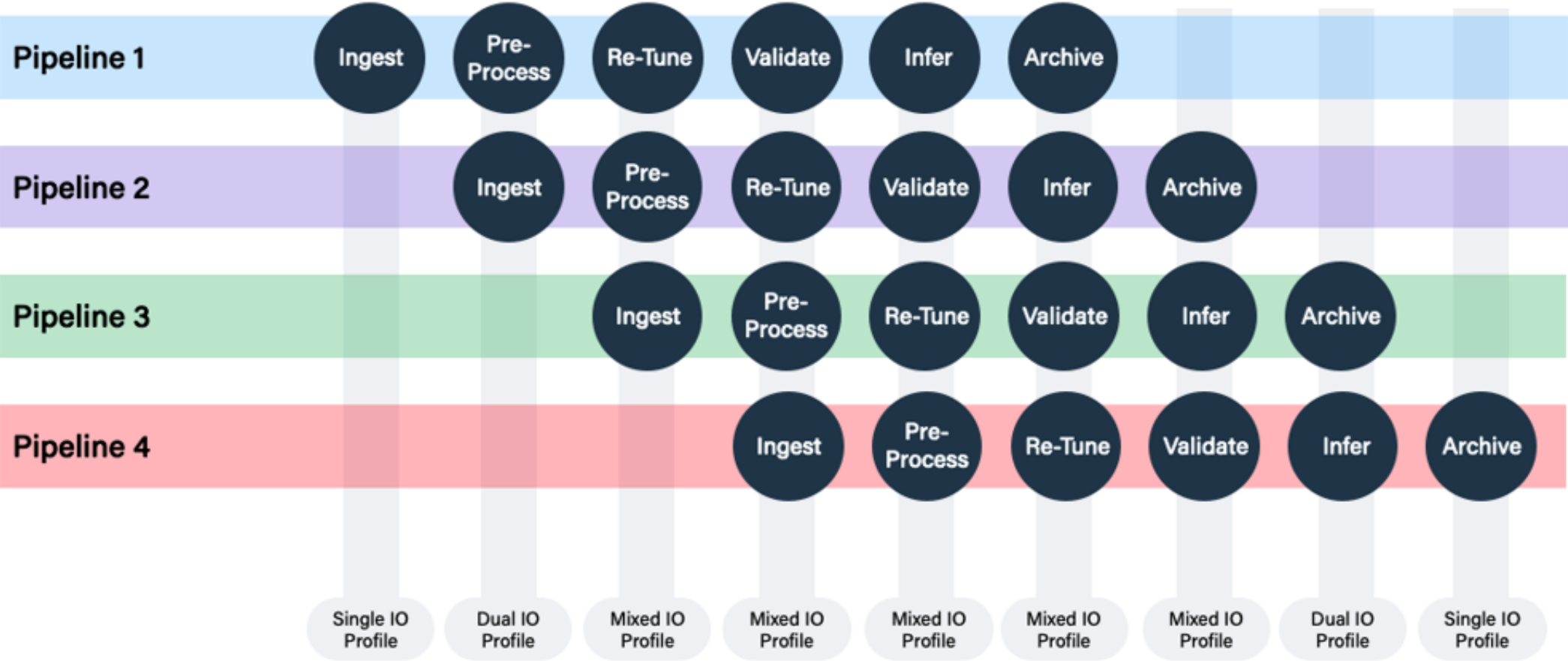
NVIDIA DGX®
Hitachi HGX

- Unified Data Access for [GEN]AI applications customizable for industry specific outcomes
- Incorporate disparate data sources and data types
- Extreme Performance and Resiliency at scale, engineered with Hitachi Vantara and NVIDIA®

Simplified Data Pipeline AI/Gen-AI/HPC



Overlapping IO/Multi-pipeline



Innovate AI with Hitachi Vantara

Hitachi iQ



Why AI Infrastructure Matters

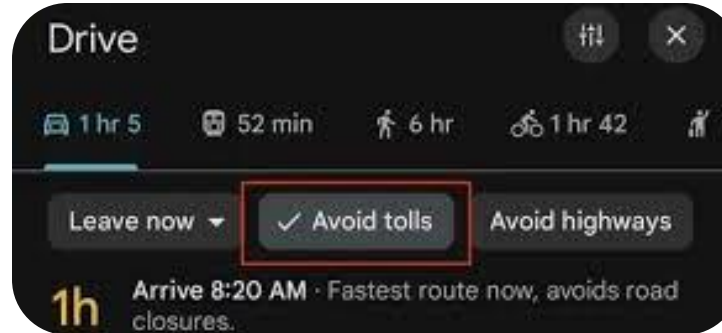
PUBLIC CLOUD



Like driving on toll roads

- *Pay per mile (per token)*
- Decisions and interactions are autonomous and potentially limitless
- Unpredictable, every action, interaction and response can drive up costs

HYBRID CLOUD



Like avoiding some toll roads

- *Use toll roads when needed*
- Can determine amount of toll road usage
- Balance cost and performance by combining owned infrastructure with scalable cloud

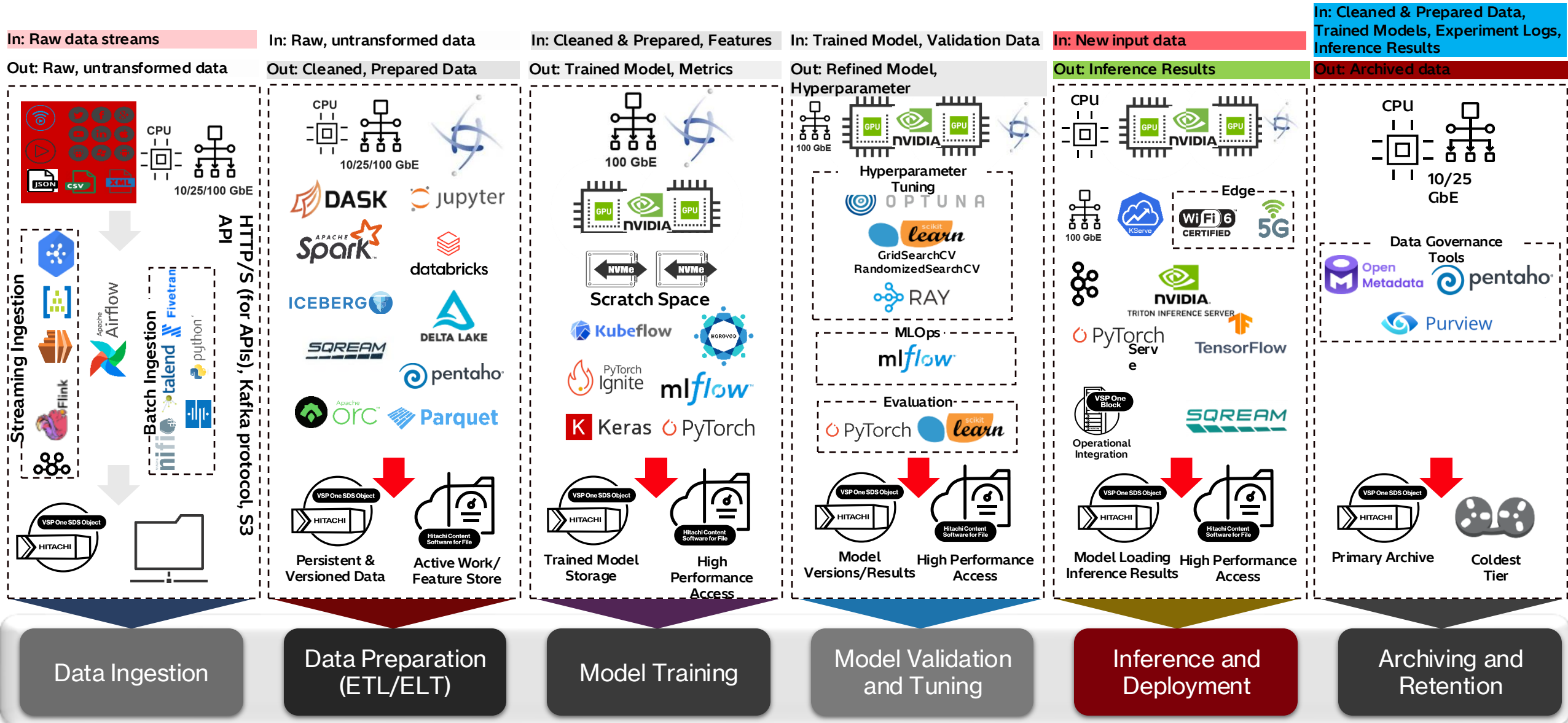
PRIVATE CLOUD



Like avoiding all toll roads

- *Fixed costs to drive*
- Decisions and interactions don't incur incremental costs (tokens)
- Predictable cost and full control over AI execution

The Impact of Storage Architecture on the AI Lifecycle - Detailed



Hitachi iQ Strategy

HITACHI iQ STRATEGY



Address AI market demand with key HV differentiators



Creating the 'AI-Ready' Solutions through Hitachi's unique capabilities



Outcome-led approach integrated with Digital, GlobalLogic, & Front-BU offerings

Innovation: Key Differentiation through engineered solutions and Front-BU collaboration



Collaboration with NVIDIA and partners within key verticals including FSI, Mfg., & HLS.

Strategic One-Hitachi initiatives with joint customers/partners

Enrichment: Enriched offering with intelligent data management IP and key partners



Advisory services guiding customers to outcomes through HV led AI Discovery engagement

Modern consumption models through Everflex, aaS, or CapEX

Foundation: Requirements aligned with other technology provider offerings

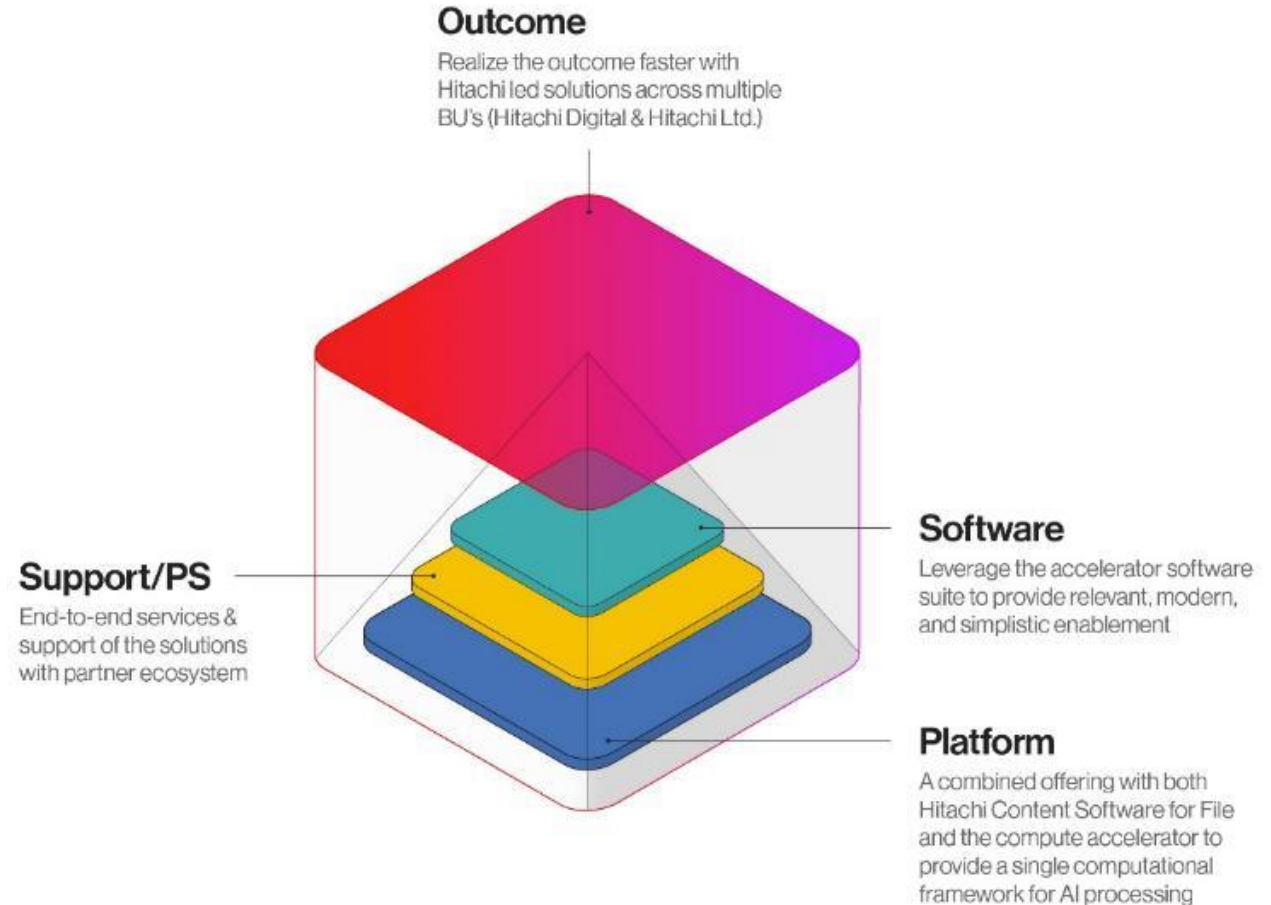


End-to-End offering equivalent to AI Factory for rapid deployment and time to value

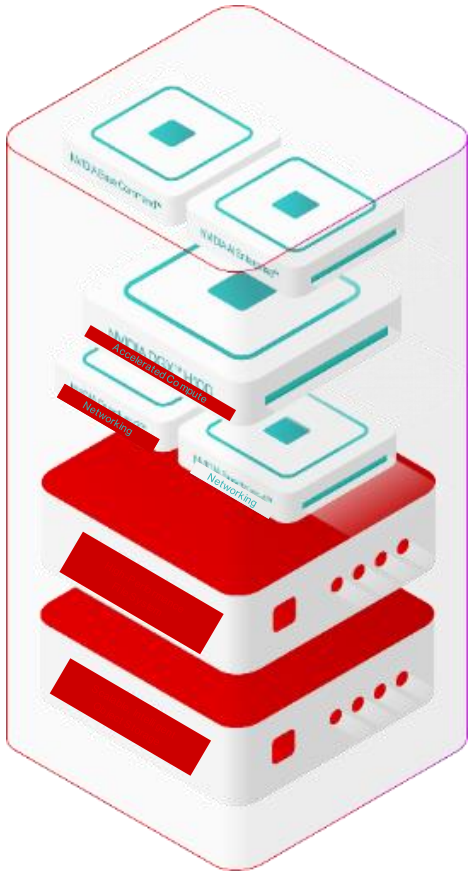
More capable than pure-play storage providers

Discover Hitachi iQ

*“The tailored AI solutions suite designed for industrials and businesses committed to AI emergence. **Empower your organization** to automate processes, accelerate time-to-insights, and unlock innovation.”*



AI-Ready Infrastructure



Benefits

Meet performance, scale, efficiency, integration, and reliability demands.

- Single vendor approach
 - Reliable infrastructure
 - Reference architectures
 - Easy-to-use microservices with enterprise-grade security, support, and stability
- Hitachi iQ M Series
- NVIDIA DGX BasePOD™
- Hitachi iQ with NVIDIA HGX™
- Scale compute and storage independently
- Improve economics and sustainability

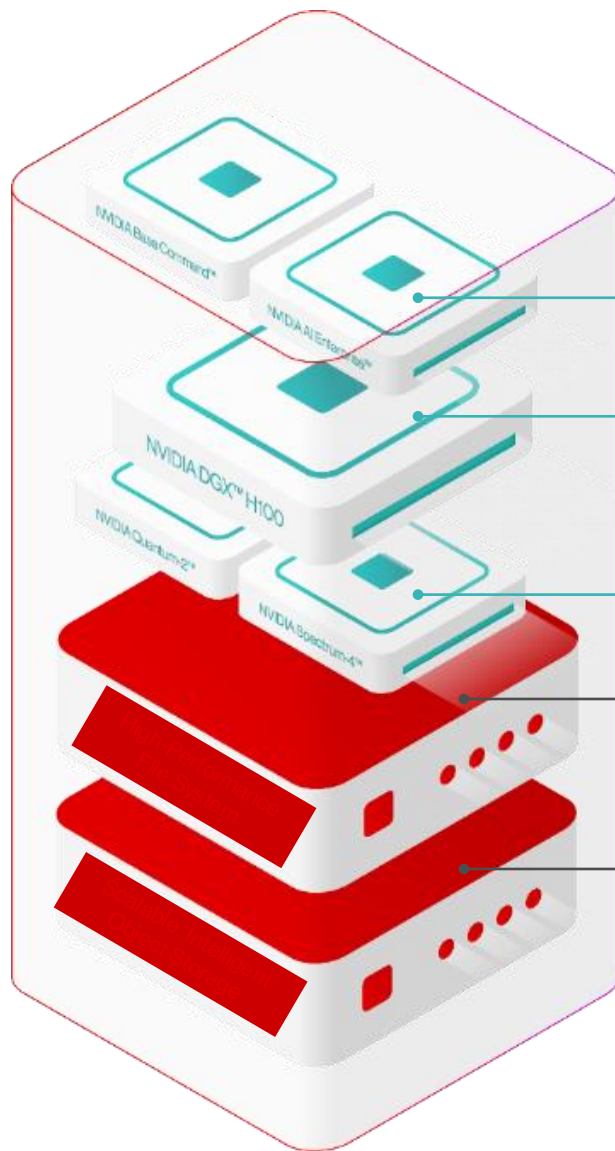
AI-Ready Solutions



Benefits

- Realize faster outcomes with Hitachi led solutions across multiple BU's (Hitachi Digital & Hitachi Ltd.)
- Outcome-led design
- Engineered with Hitachi & NVIDIA Solutions
 - Long history of domain expertise in industries such as rail, energy, manufacturing
- Accelerated integration based on a pre-built foundation
- Bespoke customization & delivery

Hitachi iQ AI-Ready Infrastructure with NVIDIA DGX or HGX



AI Software Stack

- NVIDIA AI Enterprise
- Enterprise-class platform for AI training
- End-to-End software for accelerated AI pipelines
- Production grade pretrained AI models

Accelerated Compute

- Fully integrated hardware and software solution on which to build your AI Center of Excellence
- Proven reference architectures for AI infrastructure delivered with Hitachi's leading storage technology

Switching

- 400Gb Ethernet & NDR400 InfiniBand Connectivity
- Highly scalable & self-healing network capabilities
- High-speed, extremely low-latency, and scalable networking

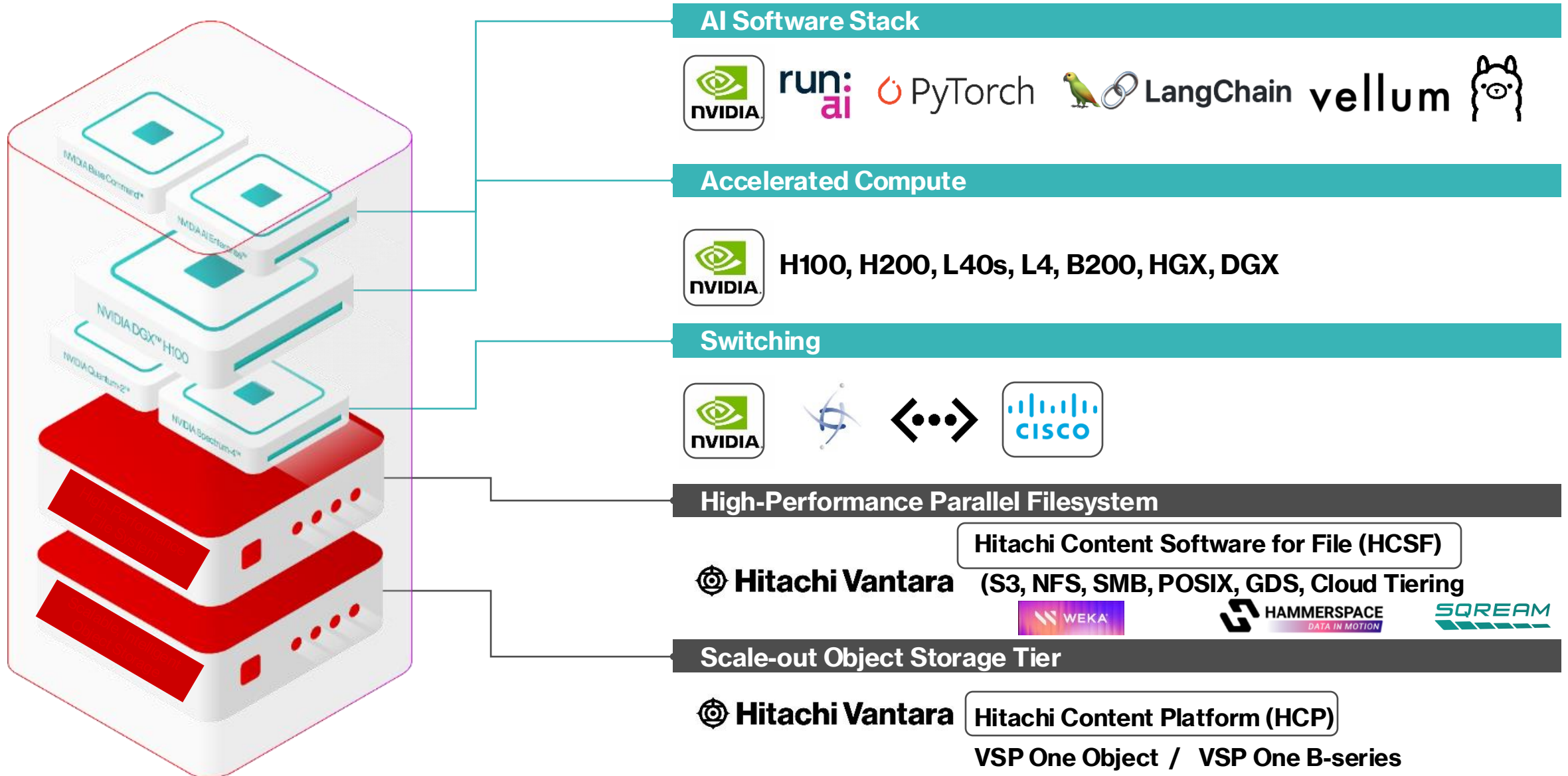
High-Performance Parallel Filesystem

- Accelerated filesystem to match the mixed AI workload
- Modern consumption improving AI workloads (NVIDIA GPUDirect®, POSIX, S3)
- Latest generation platform to support the highest concentrated workloads
- Native data offloading capabilities to support better economics at scale

Scale-out Object Storage Tier

- Object storage density to provide best storage economics at density
- Erasure coding protection designed for large scale volumes of data
- Data reduction & compression for ultimate capacity efficiency

Hitachi iQ AI-Ready Infrastructure with NVIDIA



Introducing Hitachi iQ M Series

Right-sized, Modular Solutions For AI Processes And Applications

INCREMENTAL SCALABILITY

- Modular design to right-size initial deployments, protect infrastructure investments, and evolve as demands change.

AFFORDABLE COMPUTE, NETWORKING, STORAGE

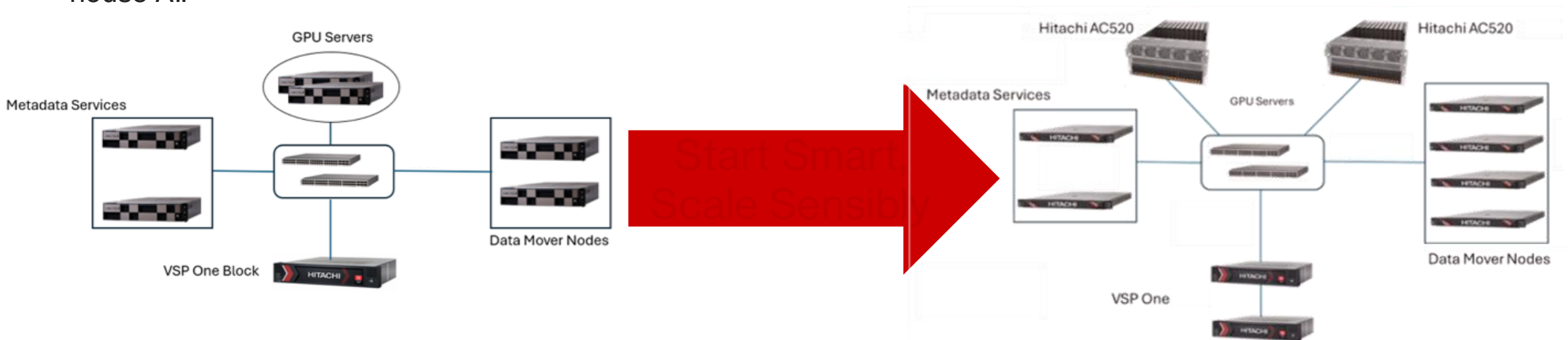
- Reduced entry costs and operational expenses for in-house AI.

CONSOLIDATED INFRASTRUCTURE

- Simplify management and maximize utilization with an integrated, flexible, and scalable AI infrastructure.

MIXED WORKLOADS

- Run mixed, multi-modal workloads, such as language and graphics models or model customization and inferencing projects on the same infrastructure.

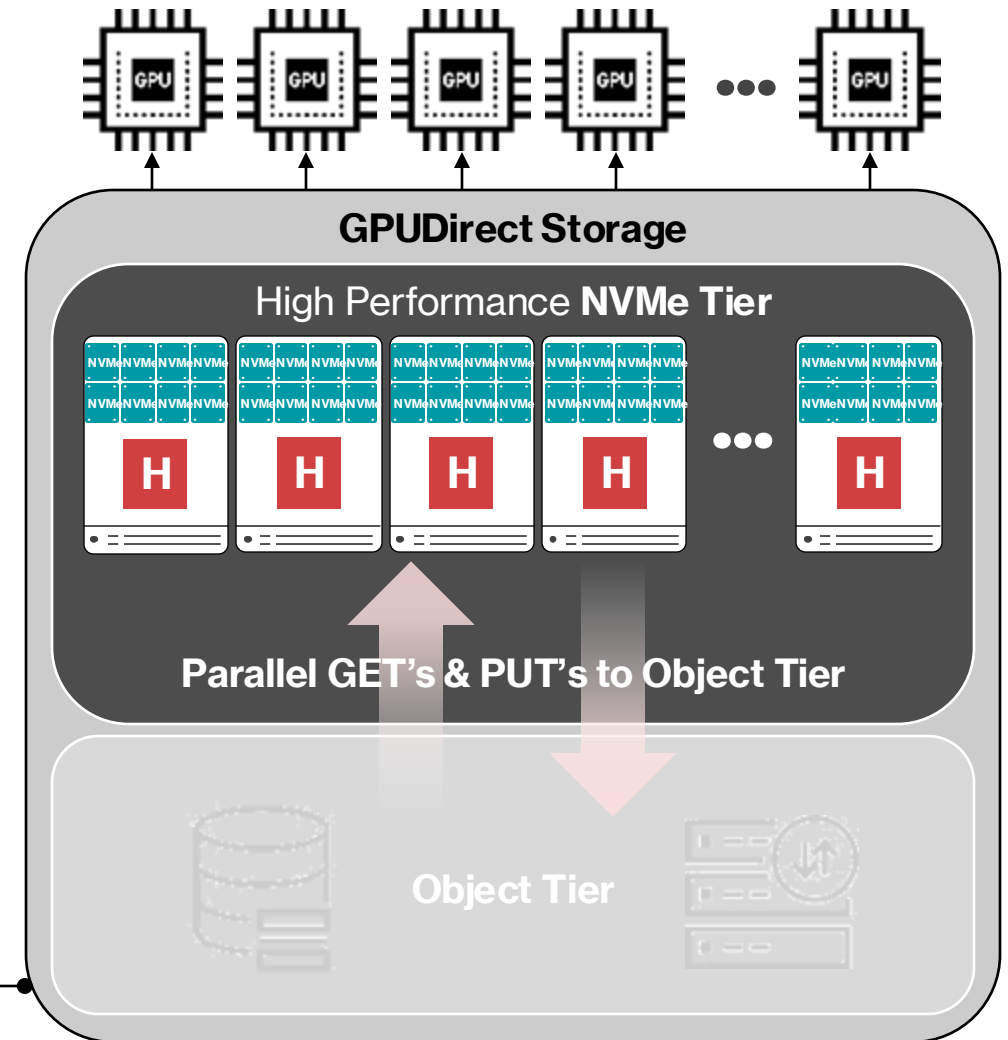


Hitachi Content Software for File

Ultra High-performance Parallel File System For AI Workloads

The Zero-Copy Architecture for AI Data Pipelines

- HCSF collapses the typical GPU-starving “multi-hop” AI data pipeline into a single, Zero-Copy high performance, data platform for AI
 - High-capacity object storage is “fused” with high-speed HCSF storage
 - Sharing the same namespace, and accessed directly by the GPU with the NVIDIA GPUDirect Storage protocol
 - Reduces infrastructure costs by up to 75%
 - 95% - 98% reduction in time for data to be actionable (first to market advantage by decades)
 - 20X reduction in management overhead
- Single Namespace** —



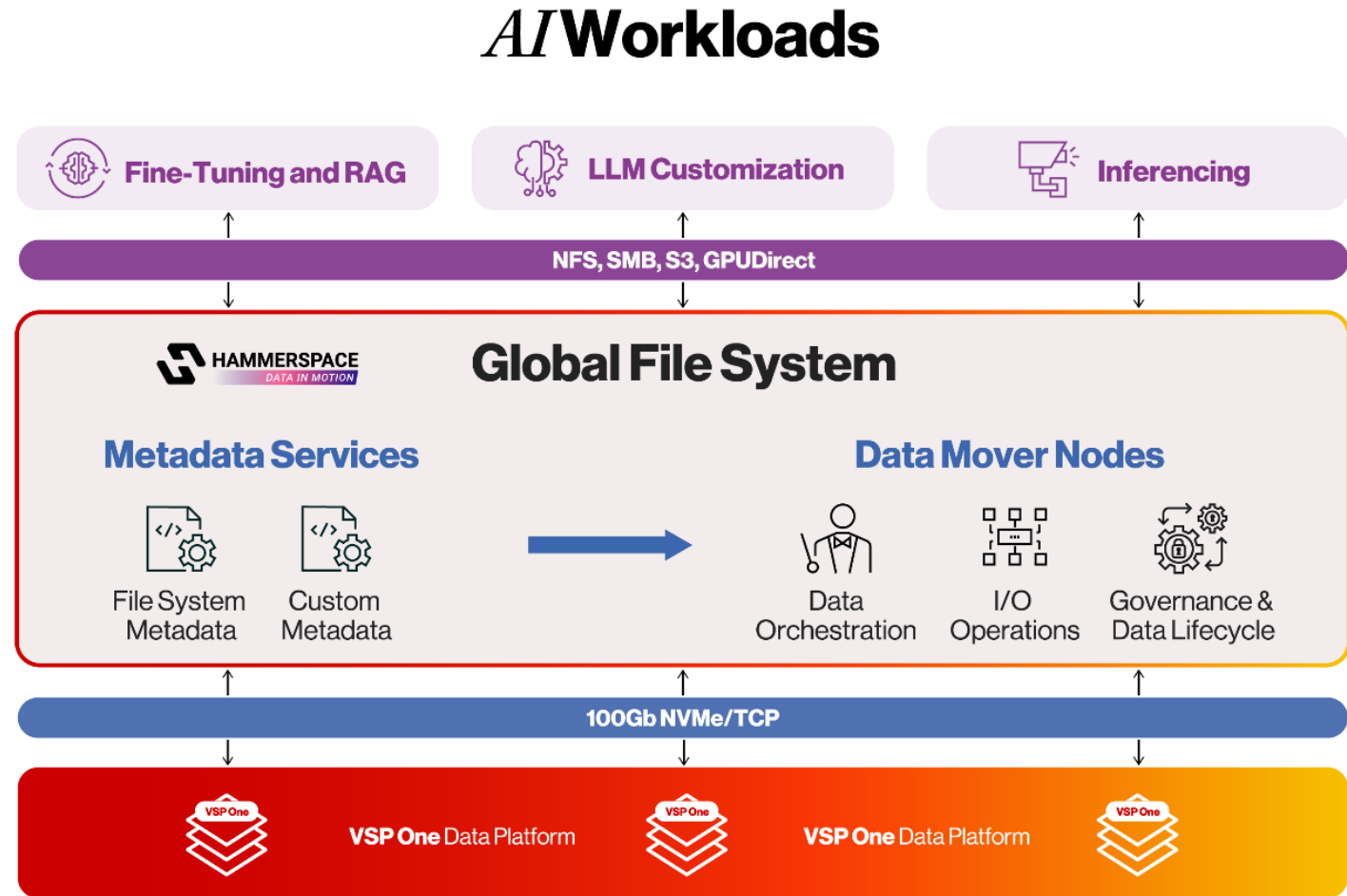
Hitachi and Hammerspace Solution Overview

Hitachi VSP One Data Platform

- VSP One is a next-generation, all-in-one solution that powers infrastructure, data and apps without constraints. It's a scale out hybrid cloud data platform backed by 100% data availability and 4:1 data reduction guaranteed.

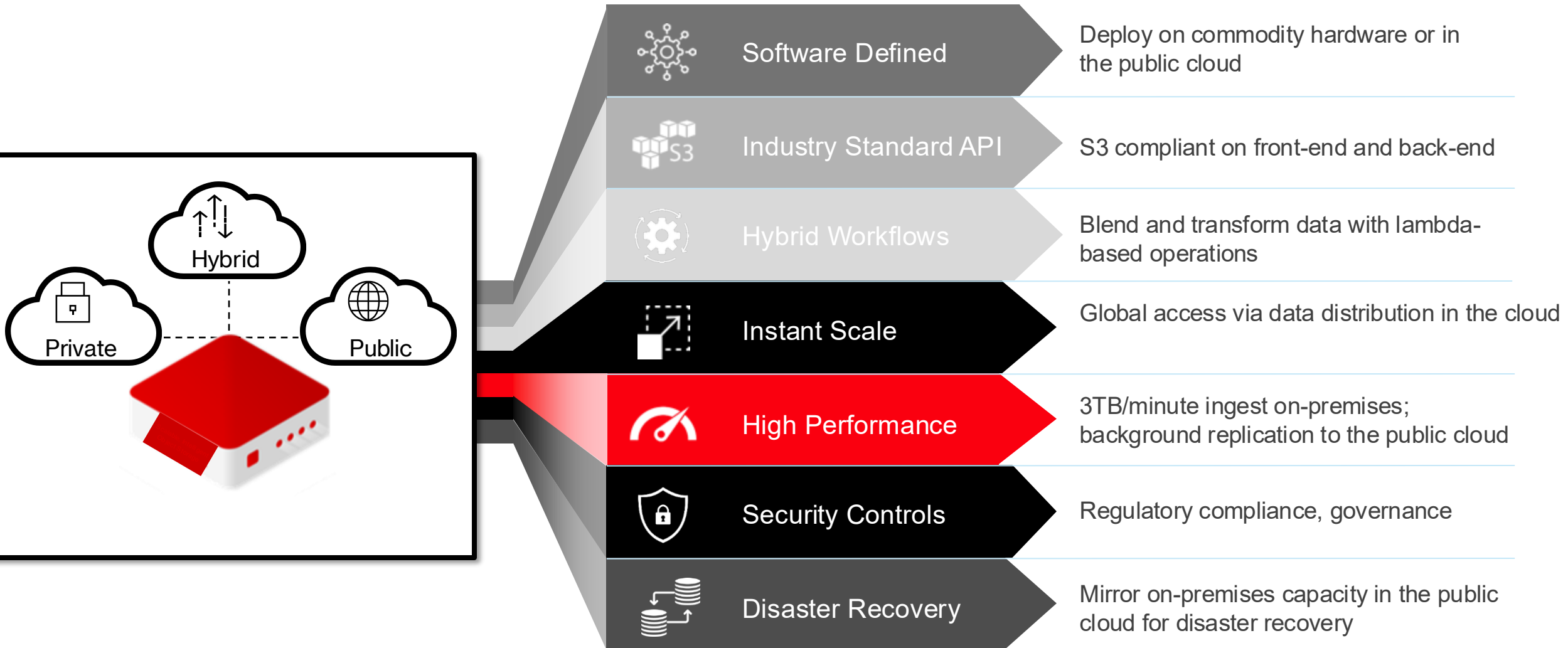
Hammerspace Global Filesystem

- **High Performance Data Access** Using Industry Standard Protocols
- **Metadata Services** - Manages all the metadata within the system, and controls all the I/O and other actions performed by the Data Mover Nodes
- **Data Mover Nodes** - Provides scale-out engines that connect data and storage to users and applications, and performs all I/O operations, replication, data movement, and so on.



VSP One Storage Platform

Next Generation Object Storage



Architected for Performance and Scale

Faster Access to More Data at a Lower Cost



Blazing Speed

3x faster than local flash drives
Fully saturates compute resources
for great efficiency



Massive Capacity

Effortlessly presents PB data sets
Seamlessly handles large & small
files



Lower Cost

Integrated object data lake with
seamless movement of data
Full elasticity with public cloud

Intelligent Data Management

Client writes data to **HOT** NVMe tier.

Metadata applied to **HOT** data, including creation time.

Data stays in **HOT** tier until policy threshold.

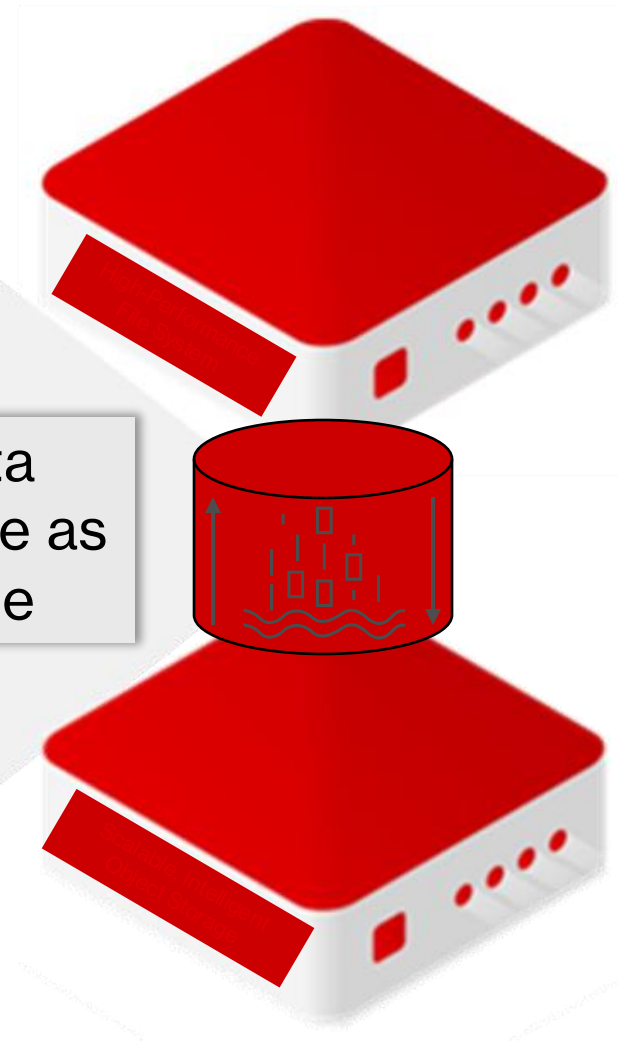
Client interaction monitored, watching for idle data.

Idle data will be moved to HCP tier once idle policy threshold is reached.

Capacity safety net monitors **HOT** tier for consumption. When capacity threshold met, least recently used data moved to HCP proactively.



The Right Data
In the Right Place as
Needs Change



AI Your Way

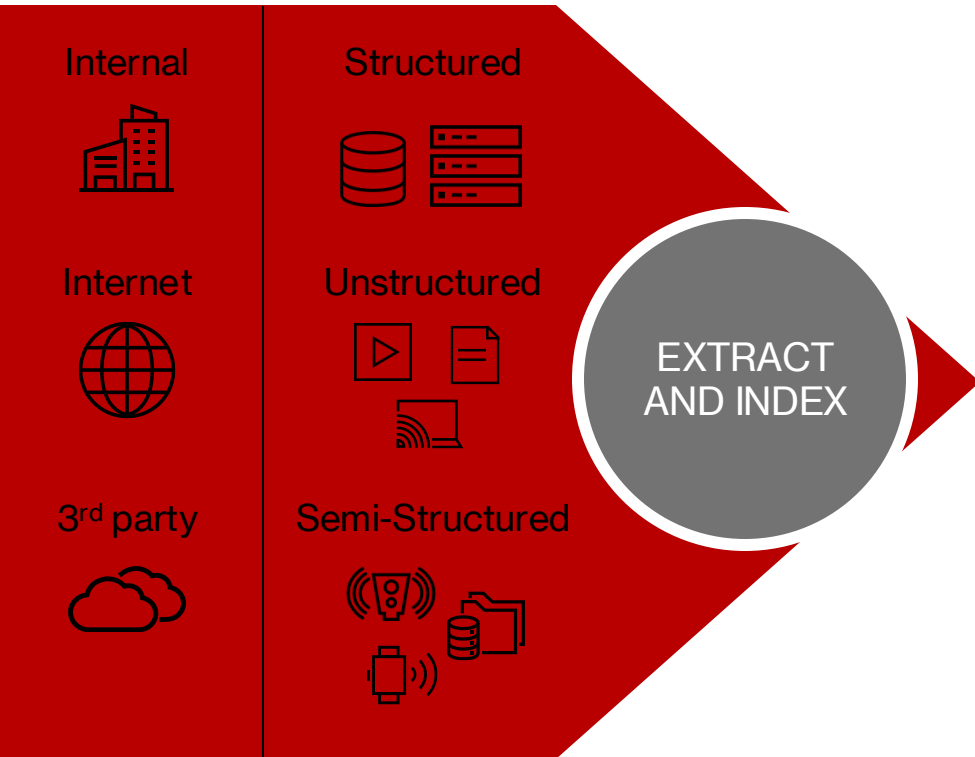
Extracting Value From AI



What About the Data?

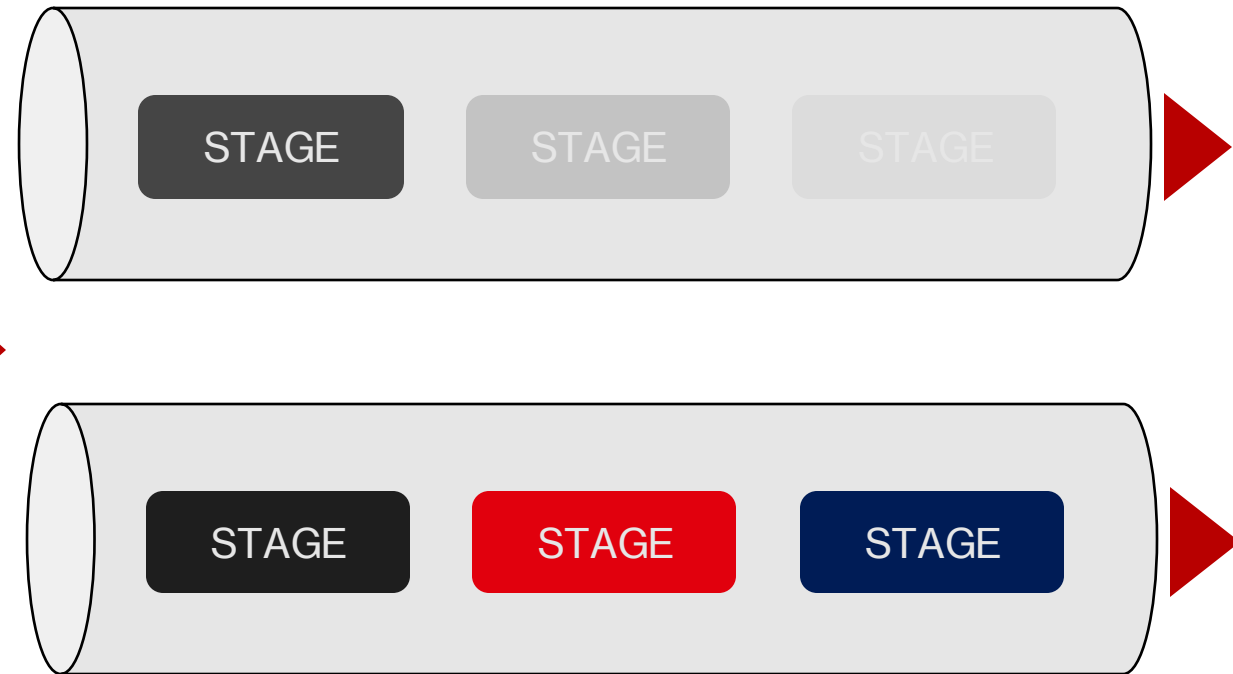
Workflows = Data sources + Pipelines + Index

DATA SOURCES



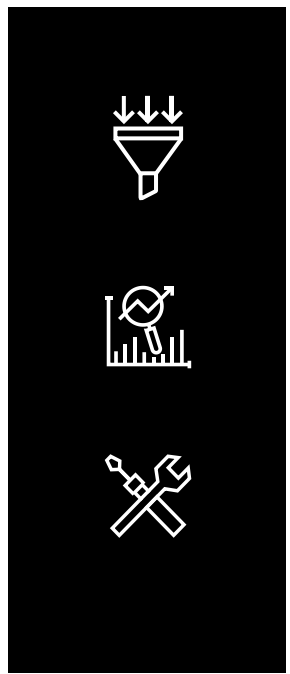
Sources and inputs that are crawled

PIPELINES



Prepare, extract, cleanse, normalize, transform and enrich data

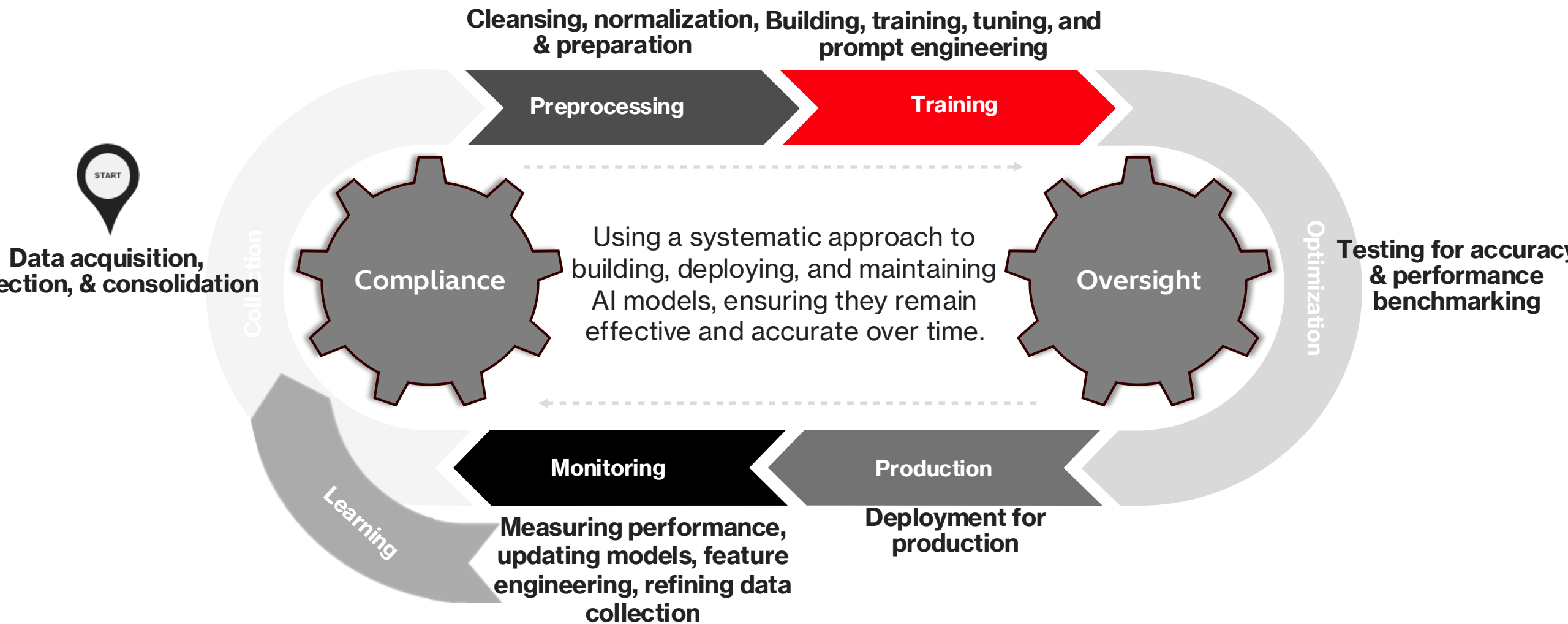
INDEX



Collect results and query

AI Data Model Workflow

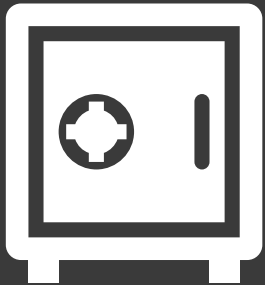
FEEDBACK LOOP





Compliance

- Retention classes, date in object, or deferred options
- Privileged delete, supports multiple retention holds
- Prevents overwrite/deletion before retention expires
- Ensures no trace is recoverable from disk after deletion
- Complies with US DoD 5520-M spec.



Security

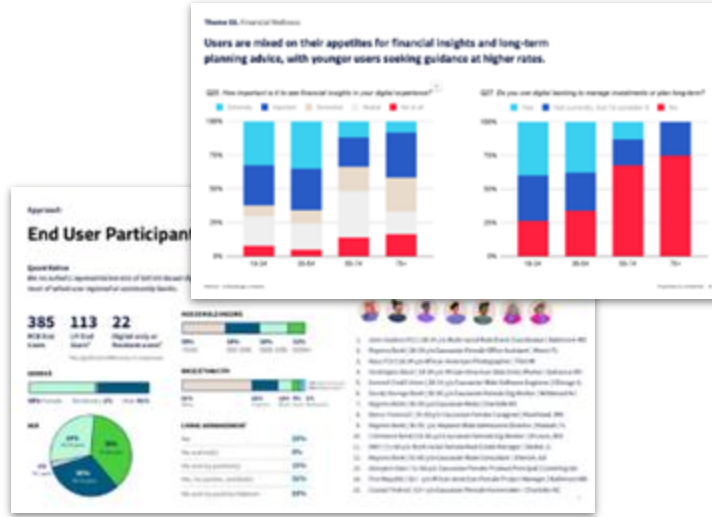
- Encryption of all content, metadata and search index protects content recovery from stolen media using patented “Secret Sharing” technology
- Implements a distributed key management solution
- Guards against corruption or tampering
- WORM file system with the ability to set file-level and event-based retention



Oversight

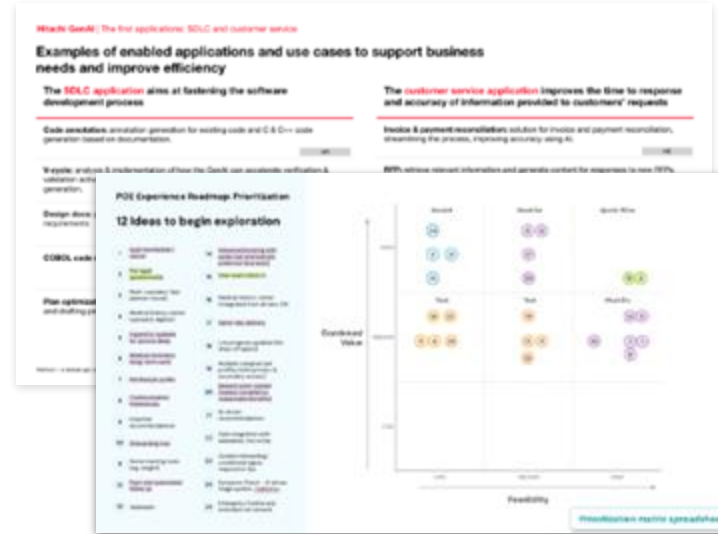
- Advanced metadata architecture enables structured queries for data selection and intelligent automation of tiering, data protection, and retention of data
- Content indexing to power search and e-discovery
- Comprehensive activity logs for full auditability

Getting Started | AI Discovery Service



Research Report

We create a research report summarizing all user learnings captured during interviews and workshops with the intent of capturing the main pain points and areas of opportunity.



Use Cases Definition & Roadmap

List of identified use cases relevant to the customer. Prioritization of the use cases organized as a now, near and next vision roadmap.



Concept Documentation & POC Plan

A summary of the top AI business concepts along with a proof-of-concept for an AI enabled solution.

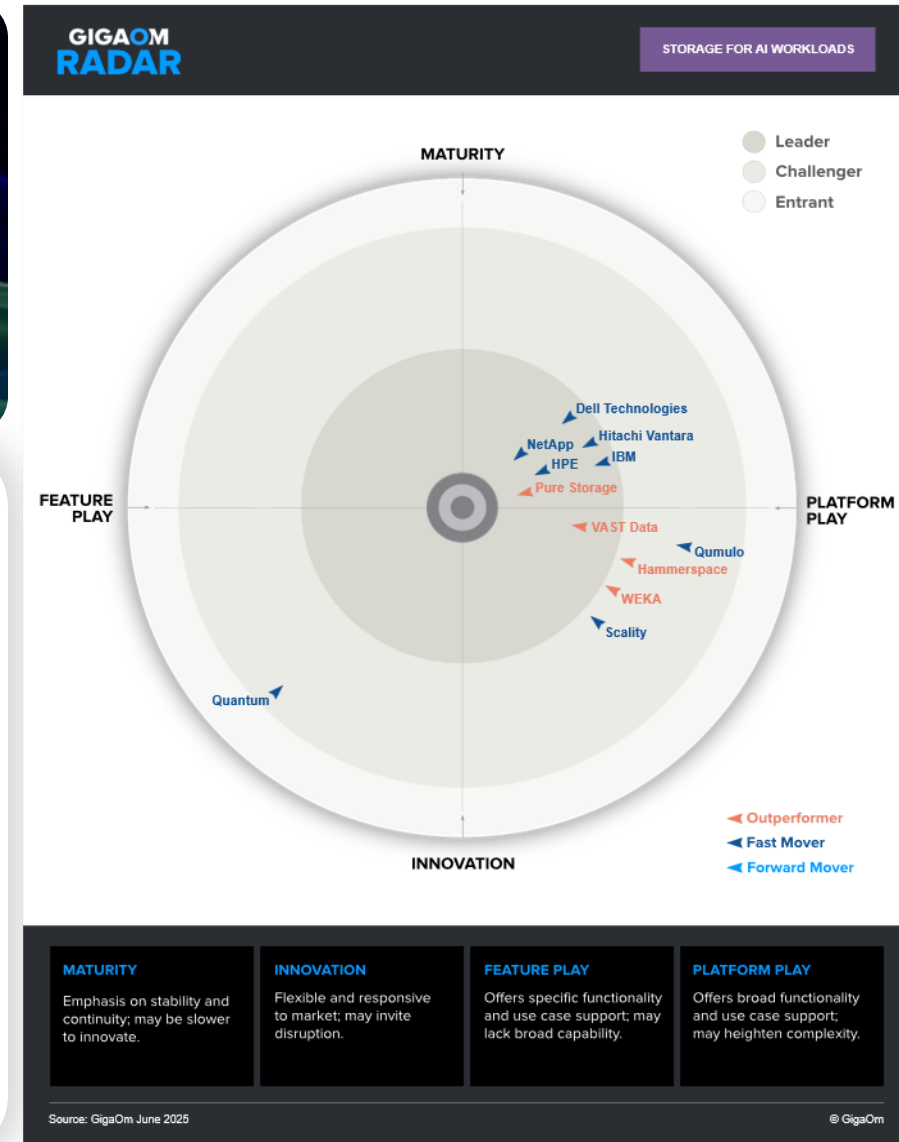
GigaOm Ranks Hitachi Vantara a Leader and Fast Mover

In High-Performance Storage Optimized for AI Workloads

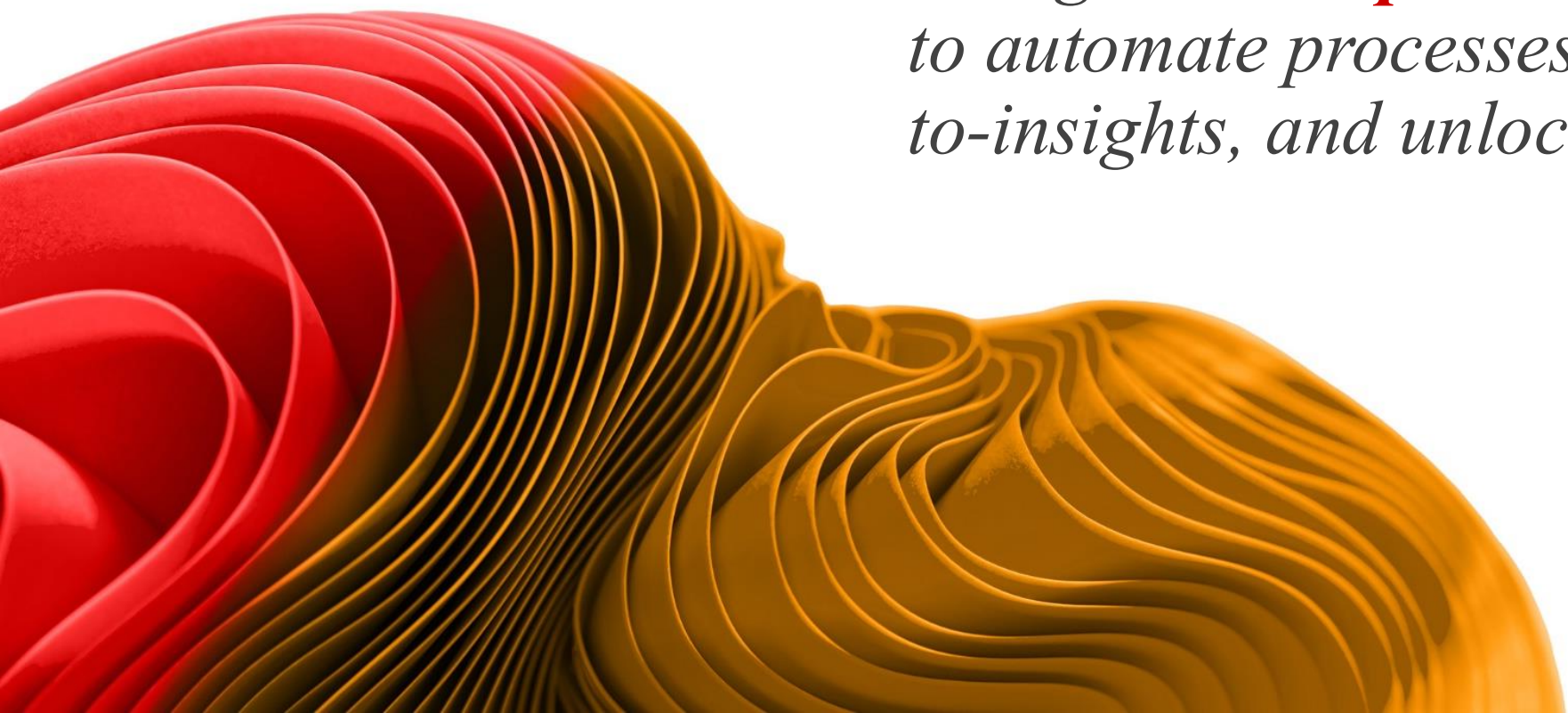


"What really stood out about Hitachi Vantara's offerings is the quality of service and the ability to isolate workloads. They've delivered a well-integrated, scalable platform in Hitachi iQ, backed by enterprise-proven storage. This combination gives organizations a powerful and flexible foundation for operationalizing AI at scale, especially as large-scale AI and GenAI workloads will require the ability to manage data and performance as demands continue to grow."

Whit Walters, Field CTO and Analyst, GigaOm



*“Discover Hitachi iQ: the tailored AI solutions suite designed for industrials and businesses committed to AI emergence. **Empower your organization** to automate processes, accelerate time-to-insights, and unlock innovation.”*





Example Federal Workloads and Use Cases:

- Cyber threat detection and behavior analytics
- Predictive maintenance for aircraft, ships, vehicles
- Battlefield simulations and digital twins
- Climate and weather forecasting
- Smart infrastructure monitoring
- Genomics, bioinformatics, precision medicine
- LLM/NLP models for document classification
- Claims processing
- Warfighter Health Monitoring & Predictive Analytics

Next Steps: Schedule a session to discuss joint accounts, use cases and a go-to-market plan to co-sell and bring this AI/HPC play to market together.

Introduction to Hitachi Training Program

Training & Certifications

Transform Talent into Mission Impact

Flexible Learning Options

Designed to meet any team structure or procurement requirements.

- Instructor-Led Training
- Virtual Instructor-Led Training
- On-Demand Learning
- Private Training
- Learning Subscriptions & Training Units

Training for Your Entire Tech Stack

Advance your team's knowledge - from Hitachi and the rest of your vendors.



Industry Recognized Certifications

Validate skills and earn recognized certificates to accelerate your career.

- **Associate Qualification:** For introductory-level technical knowledge.
- **Professional Qualification:** For a specific job role.
- **Expert Certification:** For advanced level technical skills, industry experience, and high-value solutions.



Limited-Time Training Promotion

Maximize end-of-year funds with discounted Training Units

Buy Now, Train Anytime.

Exclusive savings through September 30th

What are Training Units?

- Flexible credits valid for 12 months
- Redeemable for Hitachi AND third-party training (e.g., Red Hat, Brocade, Cisco)
- Use for instructor-led, virtual, or on-demand training
- Eligible for conferences and certification prep

Why Act Now?

- Use “use-it-or-lose-it” funds before Sept 30
- Avoid new vendor setups—procure fast through Hitachi
- Upskill staff on storage, SAN, hybrid cloud, AI, and more
- Increase team readiness and reduce support dependency

Package	Value	Price	Bonus
10 Units	\$10,000	\$10,000	N/A
26 Units	\$32,000	\$23,400	+ 1 On-Demand Learning Library
51 Units	\$63,000	\$40,800	+ 2 On-Demand Learning Libraries

Wrap Up & Call to Actions

Partner Happy Hour

Wednesday, August 13, 2025
5:00 p.m. – 7:00 p.m.

Barcelona Wine Bar
Reston Town Center



Thank you

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