

Partner Enablement Guide

FY25 Hitachi Federal Partner Program

Accelerating Federal Partner Success

At Hitachi Federal, we are committed to accelerating your success in the unique federal marketplace. Supporting government missions requires more than technology alone—it requires partners who understand how to position, deliver, and integrate solutions in complex federal environments. Whether your focus is selling into an agency or implementing mission-critical infrastructure, your success depends on mastering these offerings and articulating their value to government customers. Our enablement program provides the training, resources, and support you need to overcome challenges, expand opportunities, and deliver outcomes that matter.

Explore our Training and Enablement

The table below summarizes the training and enablement available for your role. Where available, the links will take you directly to the relevant areas on Partner Connect or related resources. Find more details in the descriptions below the table.

	Sales	Presales/Technical
Certification Requirement	Certification Courses & Process	
Competencies	Learning Path for Sales	Learning Path for Presales
Partner Webinars	Built to Win Series	
On-Demand Learning Library	On-Demand Learning Library	
Sales Plays	Federal Sales Plays	
Self-Guided Demos	Demo Center	
Product Launch Library	Product Launches & Updates	

Competencies & Certification

Our competency training is designed to give federal partners the essential knowledge and skills to confidently position, sell, and deliver Hitachi Vantara Federal solutions. The program covers:

- **Sales Foundation** – Tailored for partner sales teams to build a strong understanding of how to position Hitachi Vantara Federal’s portfolio.
- **Data Infrastructure, Data Solutions, and Data Operations Competencies** – Designed for partner presales teams, aligned to your technology focus areas.
- **AI Solution Competency** – Focused on “AI Sales Success,” equipping partner sales teams to lead AI-driven customer conversations, unlock new opportunities, and inspire federal missions.

Through this training, partners will gain a deep understanding of our solutions and value propositions, backed by proven federal use cases. Completion ensures your teams are prepared for more effective customer engagements. Successfully passing the related assessments also brings your organization into compliance with our Partner Program—unlocking eligibility for financial benefits such as volume-based discounts, back-end rebates, market development funds, and more.

Check out the certification process and requirements here: https://www.hitachivantarafederal.com/wp-content/uploads/2025/09/FY25_Partner-Training-Guide_HVF.pdf

Partner Webinars

Hitachi Vantara Federal hosts quarterly webinars as part of our “Built to Win” series for partner sales, presales, technical, and marketing personnel. These webinars cover the latest information about our products, solutions, platforms, and benefits, helping you continuously increase your knowledge. Watch live each quarter or catch the On Demand Replays in the [Partner Connect Portal](#).

On-Demand Learning Library

Our subscription-based digital learning library—available free of charge to all partners—provides anytime, anywhere access to more than 200 streaming, on-demand learning assets and 10 guided or sandbox labs. Role-based learning paths help you easily identify the next course to build your skills and expertise.

In addition to Hitachi Vantara Federal solutions training, the library includes courses designed to strengthen partner functions, such as sales skills (e.g., social selling, story-based selling) and other professional development topics. This flexible, self-paced resource ensures your teams have the knowledge they need to stay competitive, expand opportunities, and deliver greater value to government customers.

Sales Plays

Our Sales Plays are designed to align with the solutions driving our go-to-market strategy, making it easier for partners to engage customers. Each play comes packaged with ready-to-use resources—including presentations, sales guides, email templates, and solution profiles—that enable you to position and execute effectively. These plays spotlight Hitachi Vantara Federal’s key focus areas while providing actionable insights into customer needs and opportunities for deeper collaboration.

Self-Guided Demos

An interactive experience to explore each of our products, including video demonstrations and guided tutorials. Our objective is to make you proficient at a sales and presales level with Hitachi Vantara’s products in simulated and realistic customer environments. Check out the demos: <https://demos.hitachivantara.com/>.

Product Launch Library

View the latest information on our product updates and launches, displayed by date published. By staying current with each new product release, partners will discover new and expansive opportunities to help their customers realize even greater value from their technology investments.

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