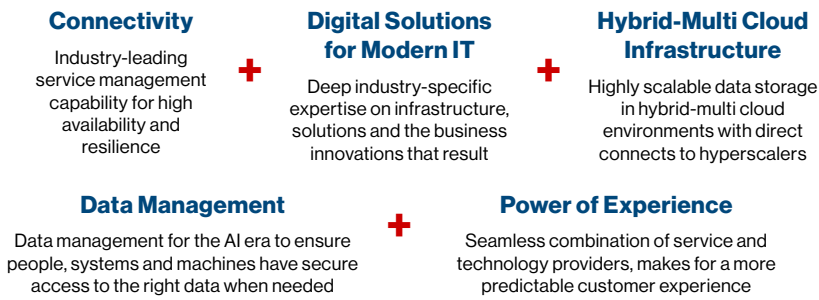


# Powering the Digital Future

## Partnership Value Proposition

### Partnering to Harness and Protect Data Together

#### Partnership Joint Value Highlights



T-Systems and Hitachi have partnered for over 15 years to serve customers globally with relevant solutions in nearly all industry verticals. The two global powerhouses bring seamless connectivity together with unmatched expertise and technologies around IT modernization, digitalization solutions, edge-to-core-to-cloud (hybrid-multi) infrastructure, data analytics, artificial intelligence and operational support. This combined experience, and the seamless combination of technologies and process, provides for a customer experience that is predictable while accelerating transformation and uncovering new opportunities (Figure 1).

Figure 1: T-Systems and Hitachi Vantara Joint Value Proposition Highlights

#### The Power of Experience

#### Market Context

Businesses today are struggling to transform themselves to support the dynamic changes taking place across all industry sectors. The world we have known is evolving – more rapidly than we can imagine. Challenges have been amplified and the need for new models and innovative solutions has never been greater given our world is always on and digital is everywhere.

Over 15 years of partnering to serve customers globally
Unmatched breadth and depth of capability and capacity
Combined connectivity, technology and expertise, across industries and stages of digitalization
Collectively minimize complexity of design and deployment by using a well-defined service catalog
Seamless customer experience for organizations of all sizes

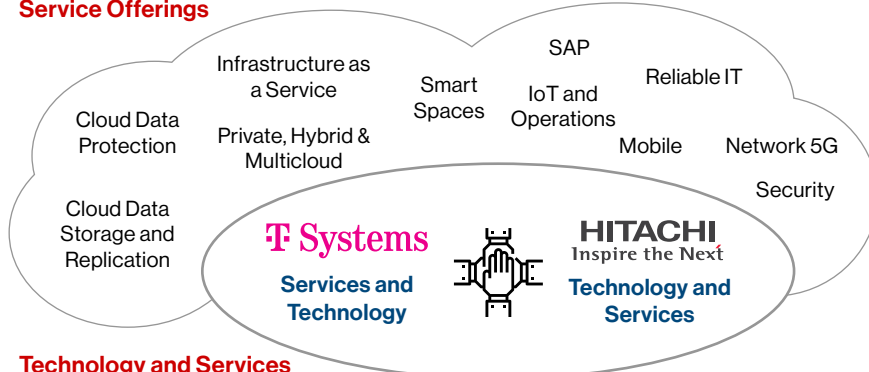
Table 1: T-Systems and Hitachi Vantara Joint Value Proposition Highlights

#### Unmatched Capability and Capacity Together

##### Industry Sectors

Healthcare    Oil & Gas    Automotive    MIS Infrastructure    Other

##### Service Offerings



##### Technology and Services

#### Customer Outcomes

When we jointly apply the full measure of the two companies' unmatched service management, industrial and digital capabilities to your data and applications, we help you unlock the vast potential in your data – bringing potential for precious advantage in your markets with new revenue streams, lower business costs and enhanced customer experiences. Customers of all sizes benefit from the breadth and depth of our joint capability and capacity (Figure 2) The two companies work together to guide and execute with customers, resulting in competitive advantage as joint customers scale digital businesses and propel society forward.

Figure 2: Breadth and Depth of Joint Capability and Capacity

## About T-Systems

T-Systems North America (TSNA), part of T-Systems International and a wholly-owned subsidiary of Deutsche Telekom, delivers information and communication technology solutions to multinational organizations using a global infrastructure of data centers and networks. Providing endless possibilities through our state-of-the-art technology solutions.

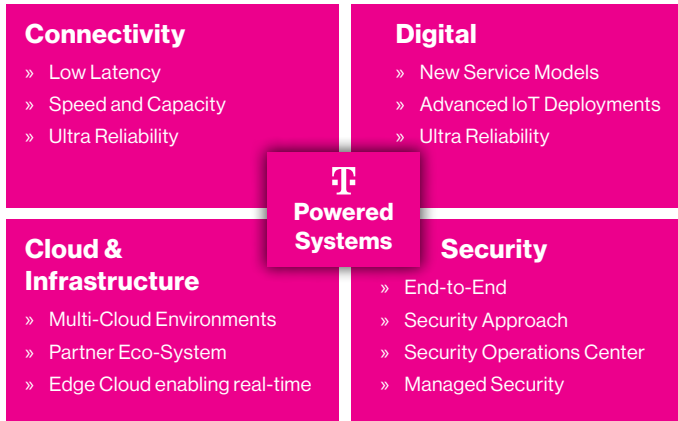


Figure 3: T-Systems Value Proposition

By providing the technology and expertise needed to evolve your business and solve your greatest challenges, you can better manage complexity and focus on opportunities to accelerate your success.

- » **Connectivity:** The basis for digitization with 5G giving us the next level of performance, ultra reliability and massive broadband for speed and cloud empowerment.
- » **Digital:** Our digital pillar includes IoT, Smart Cities, Applications Development, Automation, Application modernization, Big Data, Blockchain and AI and our consulting capabilities.
- » **Cloud:** Use the productivity of the cloud (best of breed: public, private, hybrid, multi) to increase the productivity of your organization and leverage our transformation expertise.
- » **Security:** The new security requires a paradigm shift. This is not about just a device security, but includes end-to-end security, new 5G integration and security into the core network architecture.

## About Hitachi Vantara



Figure 4: Hitachi Vantara Value Proposition

Hitachi Vantara, a wholly owned subsidiary of Hitachi, Ltd., helps data-driven leaders find and use the value in their data to innovate intelligently and reach outcomes that matter for business and society.

We combine technology, intellectual property and industry knowledge to deliver data-managing solutions that help partners and enterprises improve their customers' experiences, develop new revenue streams, and lower business costs. We work with organizations everywhere to drive data to meaningful outcomes.

More than 10,000 customers and 85% of the Fortune 100 trust Hitachi Vantara to help them develop new revenue streams, unlock competitive advantages, lower costs, enhance customer experiences, and deliver social and environmental value.

Hitachi's manufacturing innovations, enterprise-class information technology, and intellectual property – coupled with deep, industry-specific consulting expertise and proven methods to accelerate time to value – enable customers to operationalize digital innovation in a protected, deployment-agnostic and end-to-end approach.

Our solutions are deployed across all industry verticals including financial, healthcare, oil and gas, media, telecom and others (Figure 3). Whether the requirement is for IT, OT or multicloud acceleration, Hitachi Vantara delivers industry leading technology and services to enable our customers and partners address their business challenges.

### Highlights

#### Hitachi Vantara

At Hitachi Vantara, we guide partners and customers from what's now to what's next. We bring together a comprehensive portfolio of edge-to-core-to-cloud infrastructure, AI and analytics, and industrial expertise, in the digital domains that matter most. Technology for your data center, support for your data operations, and enablement for your digital industrial transformation.

#### T-Systems

T-Systems brings together connectivity, IT and digital solutions to help streamline and improve performance across your enterprise — strengthening agility and security, and simplifying the integration of new technology within your existing infrastructure.

Table 2: T-Systems and Hitachi Vantara Joint Value Proposition Highlights

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