Hitachi Vantara

A Fresh Approach for Hybrid Cloud

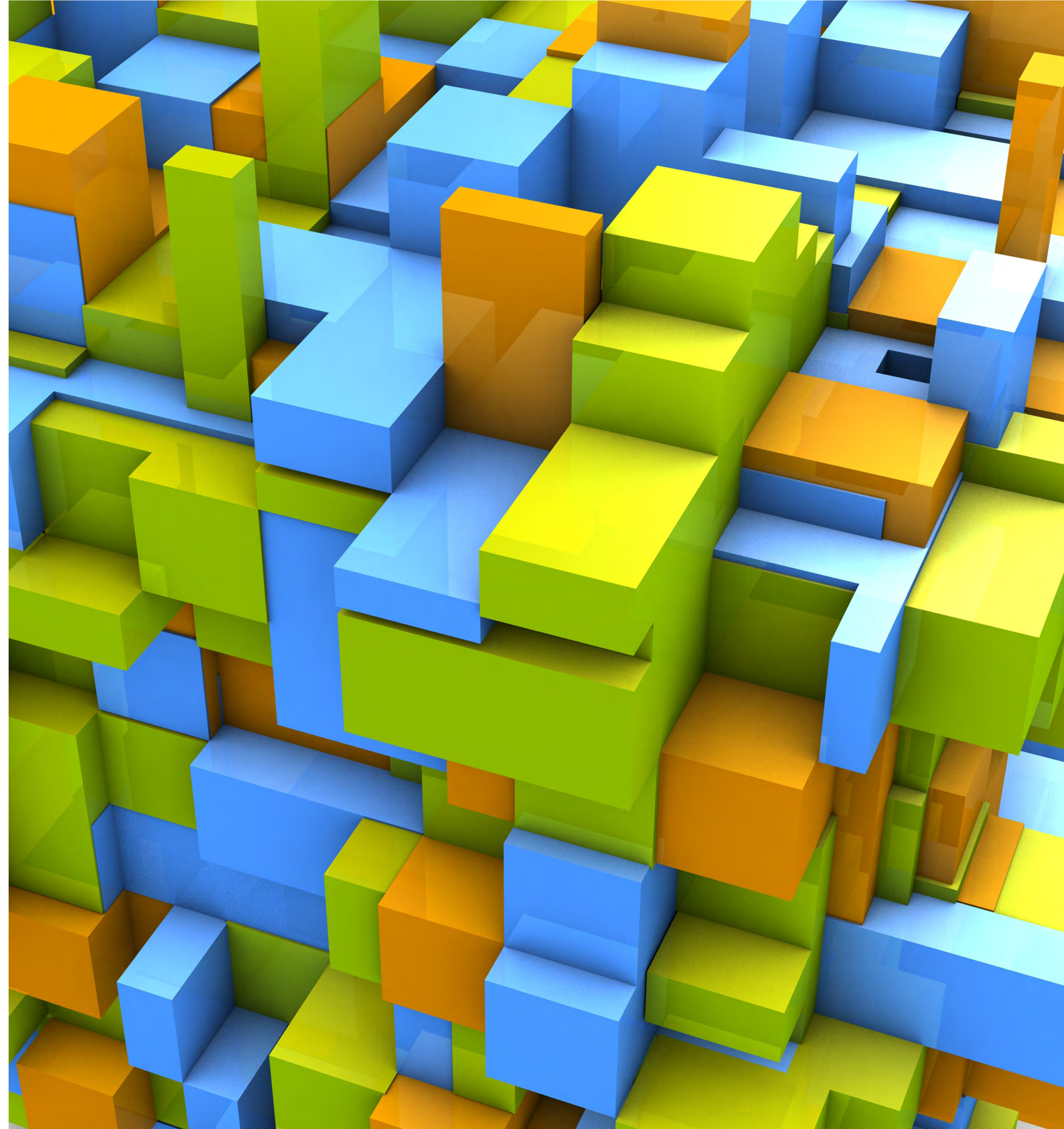## How to Build and Activate an Effective, Sustainable Enterprise Infrastructure

EBOOK

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The onslaught of business challenges is not letting up. In fact, adversities seem to come faster and with more urgency. But just as data transformed business into today's accelerated environment, data is also the path toward managing business better.

Data strategies themselves are transforming. Once seen simply as a new technology, the cloud has become the key enabler of business transformation across industries. Enterprise hybrid cloud in particular is now more advanced and capable than ever to support the many demands of modern business. We would like to explain what today's hybrid cloud now offers, how to approach growing and managing your hybrid cloud estate and introduce you to an innovative collaboration on hybrid cloud as a service between Cisco Systems and Hitachi Vantara.

With Data, It's Two Steps Forward and One Step Back

Today's enterprise generates and consumes vast quantities of data. It's the lifeblood of competitiveness in business transformation, operational efficiency, and customer experience. And all the data must be retained for future analysis and regulatory compliance. Data stores are growing like digital wildfires.

At the same time, enterprises struggle with severe constraints. Where budgets are not shrinking, they are not expanding very much either. Supply costs seem to rise faster than pricing can cover them. Global interconnectivity has fostered debilitating cyberattacks. New technologies, such as AI, offer new benefits even as they demand adoption and investment. Innovation has become an endless treadmill where today's breakthrough must outshine yesterday's. Now you need to expand your company's expertise across many different and new disciplines, yet today's talent gaps mean you can't hire enough of the right people.

How does the enormous growth of data mesh with these enormous business challenges? Not well. Because data strategies evolve as quickly as data volume grows and new technologies arrive, outdated data practices are common throughout business. The results are devastating: unmanaged data growth, poor data availability, higher cloud costs and complexity, increasing difficulty in data security and regulatory compliance, growing inability to meet sustainability goals. But most of all, enterprises that can't stay ahead of the curve lack the agility to manage next week's business interruption, pulling them even further behind.

Our Customers are seeking to balance their public and private cloud strategy, aligning to a common Hybrid Cloud Operating Model.

Hybrid Cloud Needs a New Approach

It's time to think differently about cloud.

The cloud has evolved from a technology solution to become a key enabler—perhaps "disruptor"—of digital transformation because it gives you unprecedented agility, flexibility, and scalability. In reality, today's cloud is actually a hybrid cloud now that public cloud is so often added to companies' infrastructure data estates. The opportunity arises to find the best way to manage, manipulate, and optimize this new environment.

The concurrent evolution of technologies such as cloud, AI, and unified data platforms now gives you the unprecedented ability to build a strong data foundation much faster and more easily than ever. What's more, today's hybrid cloud lets you adopt new technologies faster, as services, letting you reap greater value from them at a lower cost and much lower risk.

But the benefits of modern hybrid cloud don't stop there. By adopting a cloud-like operating model through hybrid cloud, you can break down data silos, streamline workflows, and enable cross-functional collaboration throughout your organization. You can also employ powerful, advanced analytics to drive informed decision-making and optimize your operational performance.

How To Choose Your Hybrid-Cloud Service Provider

As effective as they are, hybrid cloud models can be prohibitively complex at first. It takes experience, resources, and collaboration to make your hybrid cloud work for you. Look for these capabilities in your provider:

01
Infrastructure Advisory and Consulting Services

- Works with you to co-create a bespoke hybrid cloud strategy that combines their experience with your specific environment and need
- Assesses your existing infrastructure and identifies opportunities for migration and modernization.
- Develops a plan for seamlessly integrating your on-premises and cloud environments.

02
Hybrid Cloud Architecture Enhancement and Build

- Designs and extends a secure, scalable, and cost-effective hybrid cloud architecture that meets your specific needs.
- Implements a robust disaster recovery and business continuity plan.

03
Infrastructure-as-a-Service (IaaS) Consumption Models and Platforms

- Delivers flexible, elastic consumption self-service IT services in a hybrid cloud framework.
- Provides managed services for customized configurations that are backed by expertise.
- Offers consumption-based pricing with rapid ROI in a scalable OPEX model and predictable , transparent pricing, pay as you go for a small entry point, no upfront costs.

04
Infrastructure Orchestration, Automation and Managed Services Approach and Expertise

- Brings an additional layer of value by offering a heterogeneous management platform with observability and integrated workflow solutions for enduring optimal performance and reliability that has been proven with Global 100 customers..
- Self service environment with integrated automation blueprinting and web portal for end users.
- Controlling risk with Enterprise backed SLA's in managed service.

How To Work With Your Hybrid Cloud Service Provider

As with most anything worth doing, preparation is vital for your transition to a modern hybrid cloud.

First of all, take some time to develop and define your objectives with your internal and external teams. Analyze your workloads, understand your data, and choose the services that best align with your business priorities. Ask questions and challenge assumptions while you socialize your plan.

Remember to look at your overall data foundation. Examine and evaluate the data infrastructure you're deploying within this hybrid ecosystem. Ensure you have adequate flexibility, intelligence, resilience, sustainability, and most of all, trust. Build in capacity and capabilities for future growth and course corrections.

By taking a proactive and informed approach, you can extent to a hybrid cloud environment that delivers true value and success.

The Collaborative Advantage of Hitachi Vantara and Cisco Managed Services

Hitachi EverFlex with Cisco Powered Hybrid Cloud solutions offer the full breadth of both companies' portfolios, an integrated management platform, and a flexible consumption model.

The solutions' advantages include a financial consumption model that is more flexible, featuring just-in-time delivery of equipment. This drives greater savings for you in total cost of ownership.

The platform is inherently heterogenous and allows the management of third-party equipment along with both Cisco Systems and Hitachi Vantara equipment to drive refreshes and technology consumption. Cisco unified networking and Hitachi storage systems can dramatically reduce requirements for floorspace, power and cooling in the datacenter and still provide the same level of service.

COMPUTER SERVICES INDUSTRY

"CBTS delivers agile services and boosts competitive advantage with EverFlex."

— **Bill Ehrman**, Senior Manager, Data Storage, CBTS

No matter where your data originates, travels, and powers other applications, insights, and users, we and our partner ecosystem can deliver benefits like these for existing and emerging data worlds:

Significant Reduction in Total Cost of Ownership (TCO)

Hitachi Vantara Managed Services has traditionally reduced customer TCO by 30-50% through just-in-time delivery, consumption-based and go-forward pricing, automation, financial engineering, and labor optimization. In addition, a smaller footprint for power and rack space for deployed capacity provides greater sustainability savings over other vendors' offerings.

Cloud-Like Support and Consumption Model

Hitachi Vantara Managed Services also brings a highly flexible support model that integrates the full power of the product suites of Hitachi Vantara and Cisco Systems. It is a strategic mix of pay-as-you-go pricing and flexible consumption models.

In total, you pay only for the resources you use, avoid upfront capital expenses, and gain more accurate budgeting despite broad flexibility to scale. Just-in-time delivery also avoids upfront purchase contracts for extra capacity seen from other vendors.

Automation and Observability

Hitachi's Infrastructure Orchestration integrated with Cisco Intersight® enhances your customer experience with a comprehensive view across the entire hybrid environment, including third-party systems and valuable insights into costs, configurations, and optimal usage across the portfolio.

As a result, you can automate routine tasks such as provisioning, patching, and scaling resources to improve operational efficiency and reduce human error. You can also implement infrastructure as a service to automate deployment and configuration management, ensuring consistency and compliance. And the platform lets you apply machine learning and AI to automate your decision-making and optimize resource allocation.

FINANCIAL INDUSTRY

"With Hitachi Vantara's Storage-as-a-Service solution, we're free to grow and scale. We'll be able to cope with additional customer data in an affordable way, no matter how big the business gets."

— **IT Manager**, FNZ

Put Next-Gen Hybrid Cloud to Work

Hitachi EverFlex with Cisco Powered Hybrid Cloud solutions are a fresh approach that lets you consume the most reliable, highly available, consumption-based hybrid cloud solutions in the industry.

It is backed by rock-solid SLAs, intuitive flexible operating model, transparent pricing, and analytics to support that promise.

It's the right cloud for today's enterprise. As you continue your transformation to reap the most value from your data, experience the advantages of greater ROI, expanded interoperability and observability with existing systems, and reduced deployed power and footprint requirements.

Get assistance in your fight against tightening budgets, rising costs, cyberattacks, talent gaps, and ongoing demand for innovation.

Learn More →
Learn more about Hitachi EverFlex with Cisco Powered Hybrid Cloud solutions.

ABOUT HITACHI VANTARA

Hitachi Vantara, a wholly-owned subsidiary of Hitachi Ltd., delivers the intelligent data platforms, infrastructure systems, and digital expertise that supports more than 80% of the Fortune 100. To learn how Hitachi Vantara turns businesses from data-rich to data-driven through agile digital processes, products, and experiences, visit hitachivantara.com.

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