

Branchenkonferenz Behörden
Wien, 11.09.2025

Simple, Sustainable & Secure

The Better Cloud

20 min

Tom Di Marco
Solution Consultant



Agenda

1 Hitachi Everflex: Cloudlike Consumption

2 Sustainability: State of the Art

3 THE Better Cloud



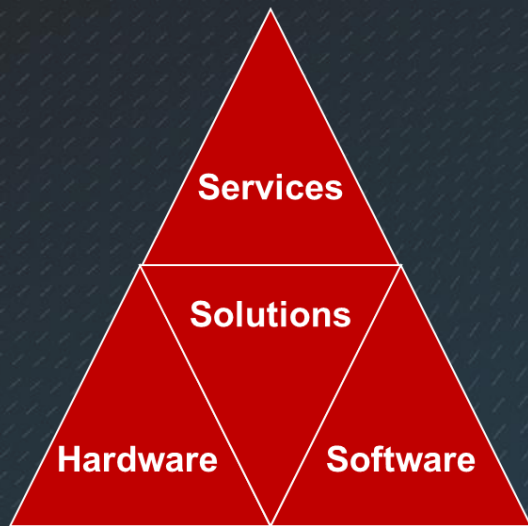
Hitachi Portfolio

Everflex

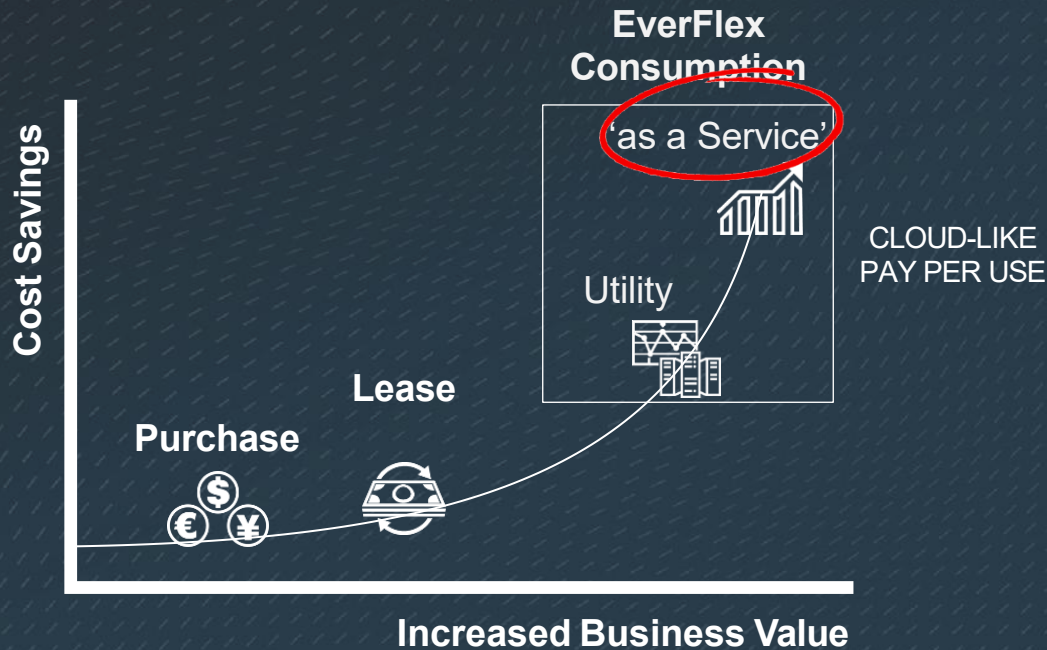
Pay per Use



Everflex: Frame-Contract, Schedules, Durations

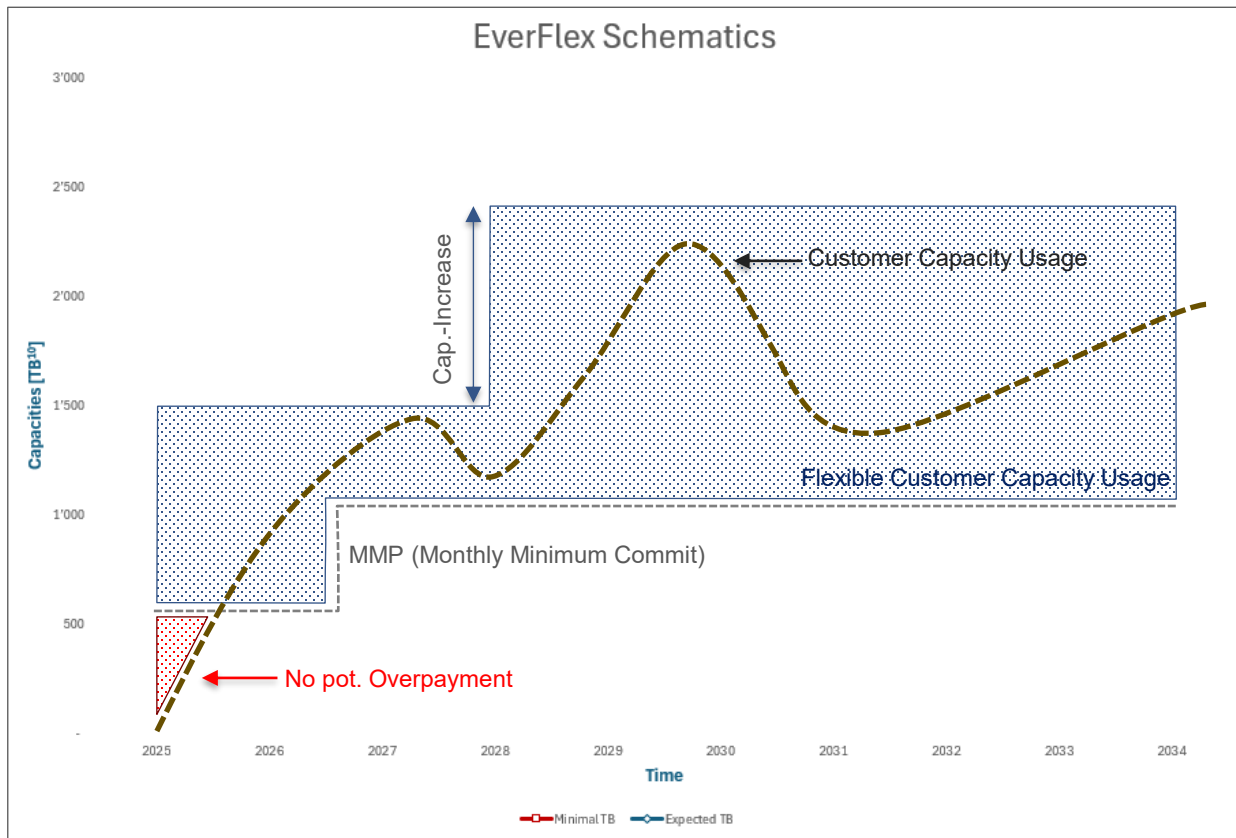


Your Choice of Offerings



Everflex: Frame-Contract, Schedules, Durations

Example-WL [TB ¹⁰]		
Year	Minimal TB	Expected TB
2025	-	-
2026	750	1'000
2027	1'150	1'500
2028	1'350	1'800
2029	1'450	2'000
2030	1'500	2'150
2031	1'500	2'250
2032	1'500	2'350
2033	1'500	2'400
2034	1'500	2'400



Everything-as-a-Service

Hitachi EverFlex Consumption

Flexible Capacity as a Service, with Pay
Per Use Elastic Consumption



Hitachi Vantara Flex Consumption
program includes a variety of Hitachi
Vantara Services that can be tailored to
customer needs

MANAGED SERVICE OFFERINGS	Level 0	Level 1	Level 2	Level 3
Capacity Reporting	☑	☑	☑	☑
Service Monitoring & Availability Guarantees		☑	☑	☑
Capacity Monitoring, Reporting with Trends		☑	☑	☑
Capacity/Hypervisor Management			☑	☑
Capacity Provisioning (Change Management)			☑	☑
Full Access & Security Management				☑
Heterogeneous Estate Management				☑
Custom Solutions & FTE Takeover				☑
Advanced Insights Reporting/Dashboards	Basic	☑	☑	☑
MAINTENANCE SERVICE OFFERINGS	Level 0	Level 1	Level 2	Level 3
HW Support (24/7 on site target response)	☑	☑	☑	☑
SW Support (24/7 remote technical response)	☑	☑	☑	☑
PROFESSIONAL SERVICE OFFERINGS	Level 0	Level 1	Level 2	Level 3
Estate transformation (Migrations, etc.)	Optional	Optional	Optional	Optional
Advanced Automation & Cloud Integration	Optional	Optional	Optional	Optional

Hitachi Portfolio

VSP One

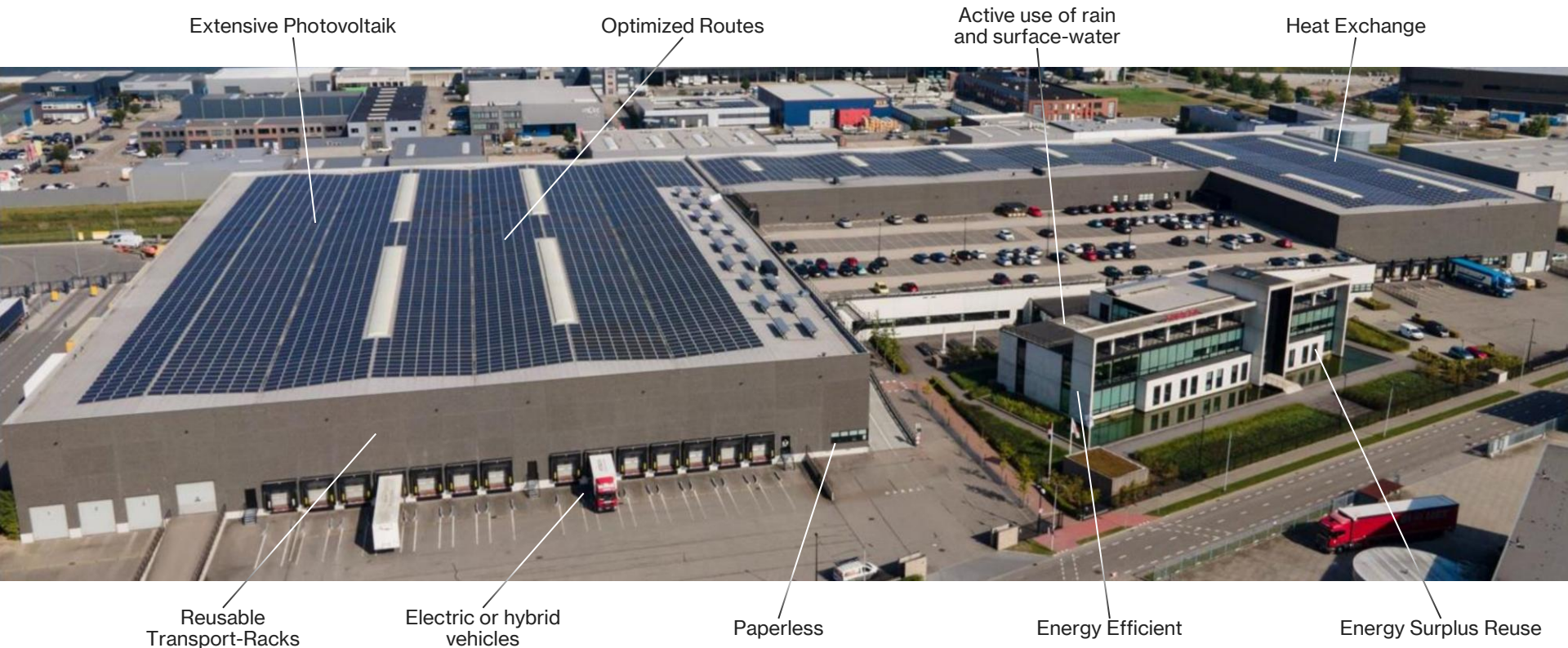
What about...

Sustainability?



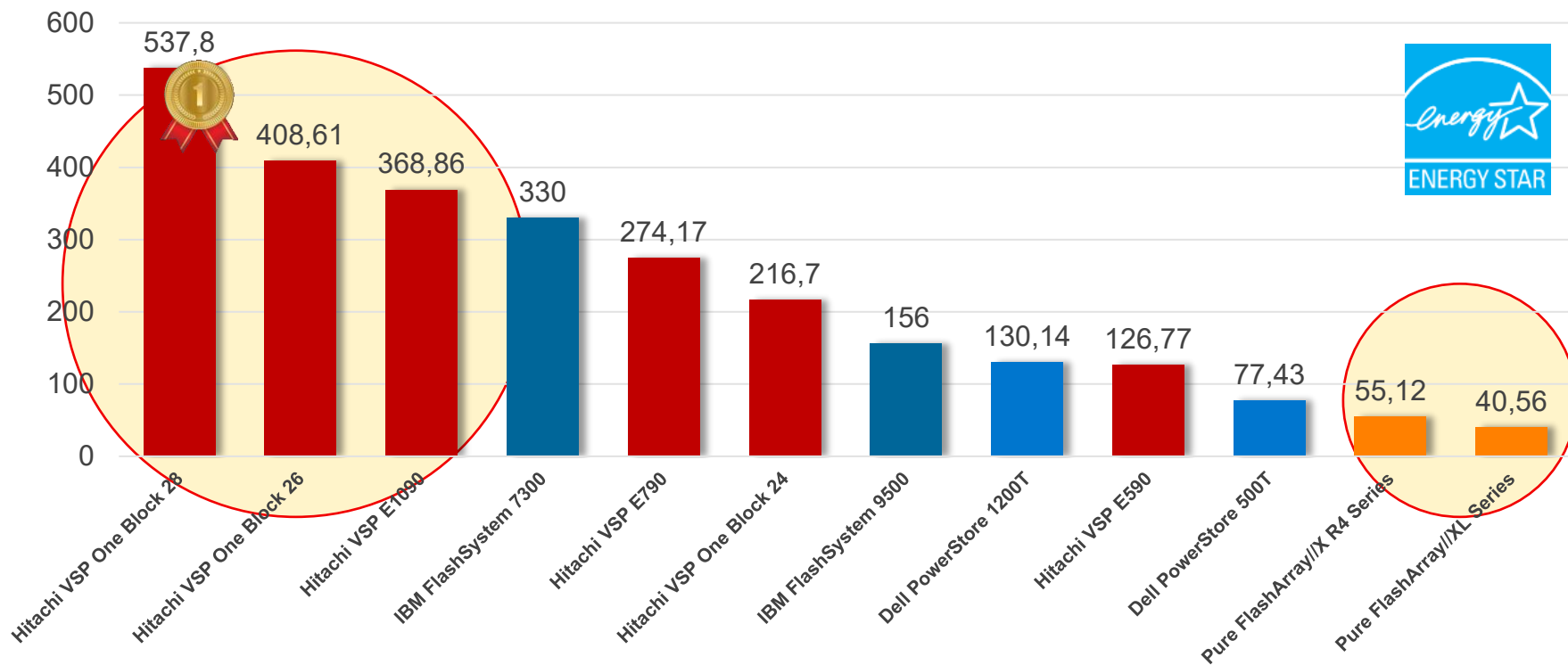
Logistics: EDC in Zaltbommel, NL

Our “ESG – HQ”



Global Leader in Sustainability

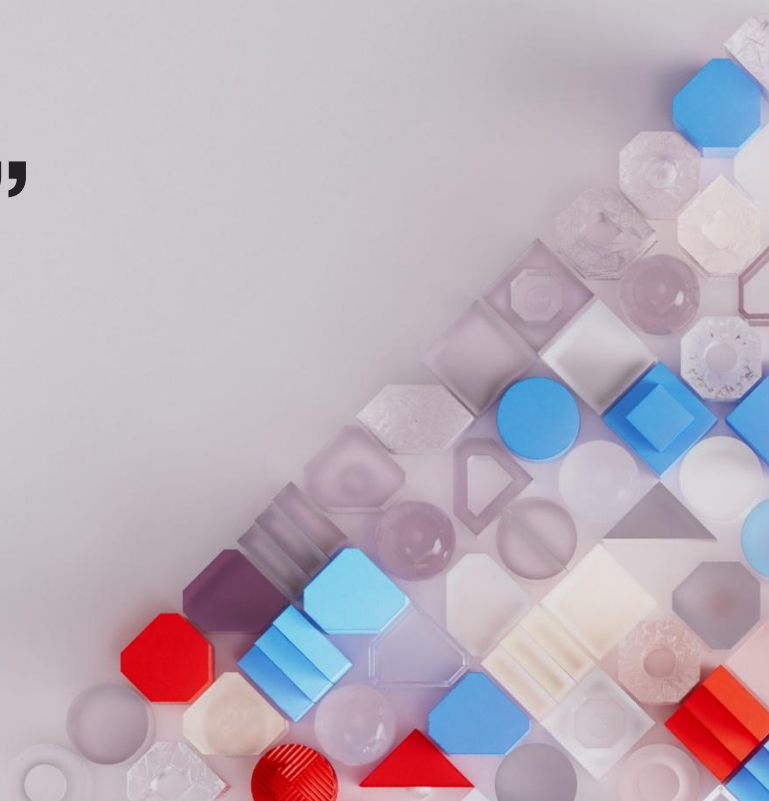
Trans Optimal Point Hot Band Workload Test (IOPS/W):



Source: <https://www.energystar.gov/productfinder/product/certified-data-center-storage/>

Hitachi Portfolio

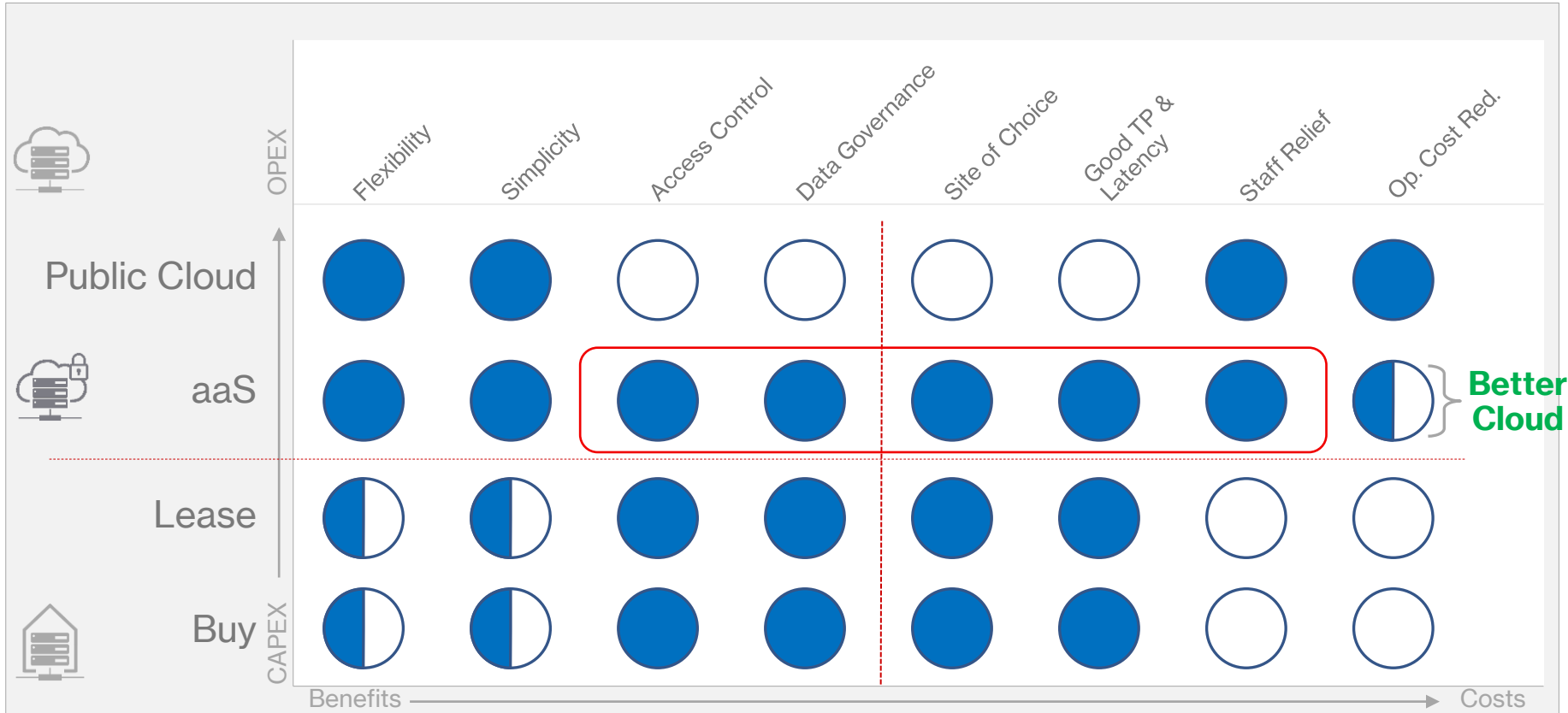
The “Better Cloud”



Savings: Staff Time & Operational Costs



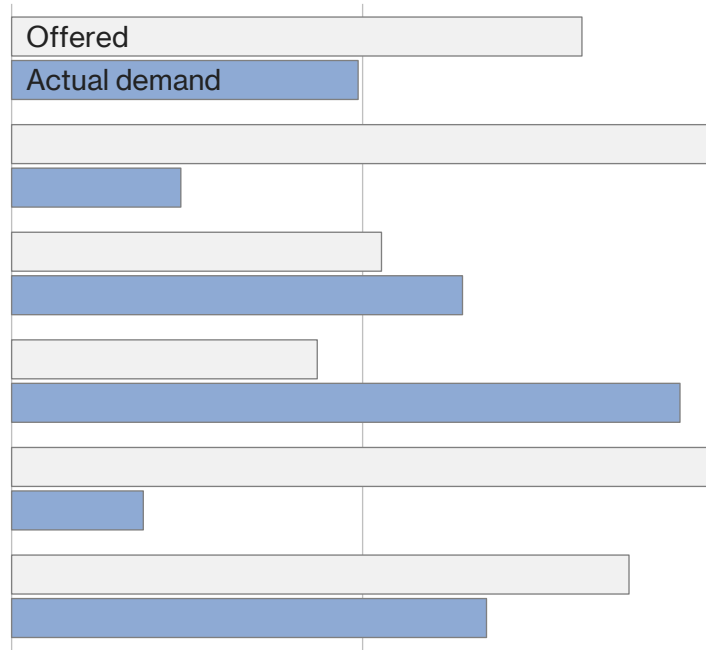
Advantages of a Consumption-Model



Keep in Mind ...

- Pay per Use + Monthly Billing
- Maximum Governance (e.g. CloudAct, MS-News, Politics, ...)
- Shrink **or** grow
- Enables 3rd Party
- Flexible Managed Service
- Zero Cost for Egress + Traffic + SLA
- Overall Better Footprint

Gaining Control:



YOUR Benefit

- **Security**
- **Compliance**
- **Proximity**
- **Governance**
- **Proof**
- **Cost Control**

“

Unbreakable is your brand and you need to drive that.”

Ashish Nadkarni, IDC Group / VP and General Manager

HITACHI

Hitachi Vantara Forum
Wien

Next Steps

