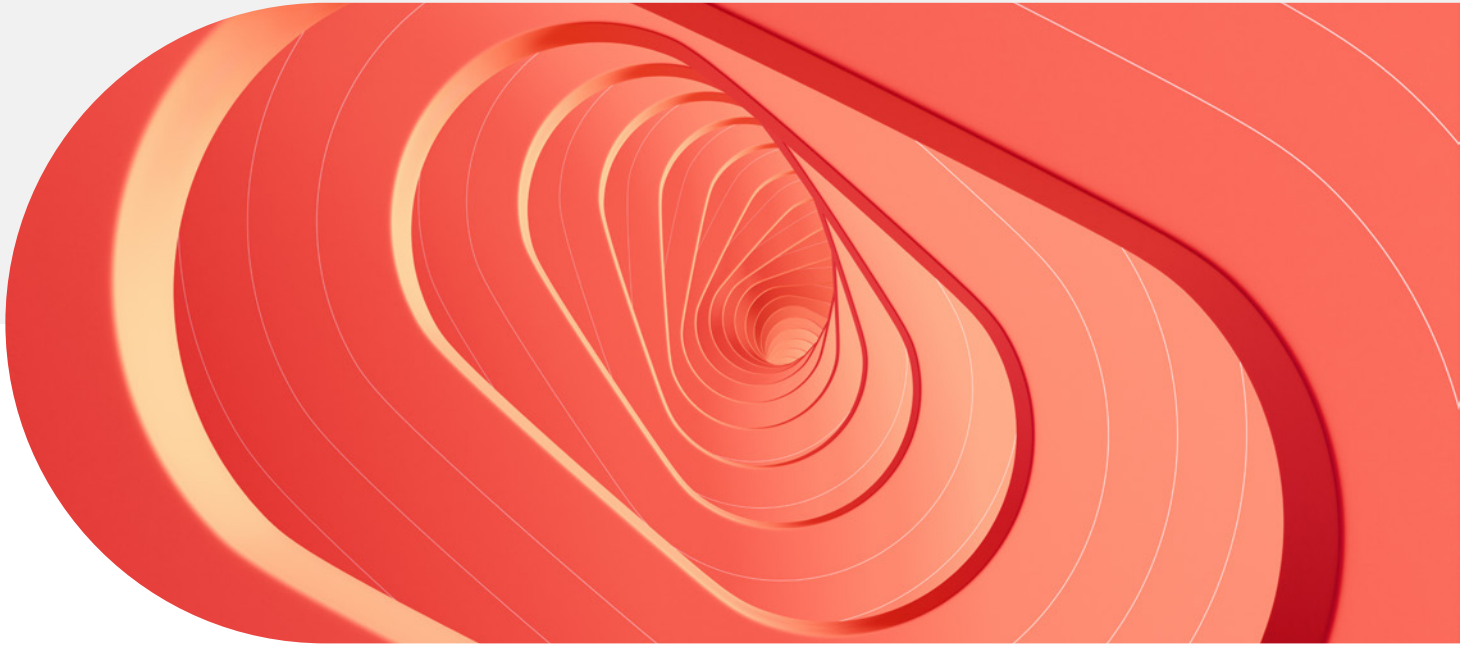


**Hitachi Vantara**

# Inject agility into your infrastructure

*Your guide to getting the most from IaaS:  
lower TCO, higher agility*





# Agenda

|                                                                                     |    |
|-------------------------------------------------------------------------------------|----|
| <i>The state of the infrastructure</i>                                              | 3  |
| <i>Considerations when navigating IaaS offerings</i>                                | 4  |
| <i>Cut the cost of hybrid cloud with IaaS</i>                                       | 5  |
| <i>Free-up investment for AI and analytics with IaaS</i>                            | 6  |
| <i>Get cyber resilience and compliance that scales with your business with IaaS</i> | 7  |
| <i>Increase the value of AI in financial services with IaaS</i>                     | 8  |
| <i>Make the shift to IaaS and future-proof your IT agility</i>                      | 9  |
| <i>IaaS in practice: customer stories</i>                                           | 10 |



# The state of the infrastructure

## Why it's time for a new way forward

Enterprise infrastructure has evolved significantly – from legacy systems to virtualization, and now to cloud and hybrid models. As businesses seek greater flexibility and reliability, Infrastructure-as-a-Service (IaaS) has emerged as a powerful solution, offering on-demand resources with cloud-like benefits.

While public cloud adoption brought about challenges around cost and security, hybrid and multi-cloud strategies have gained traction by giving organizations more control and avoiding vendor lock-in.

But now there is a solution that takes reliability, flexibility, and ROI one step further, and that's the next generation in IaaS, with the features to free innovation, close the skills gap, and guarantee productivity and resilience.

## *A modern IaaS solution will give you:*

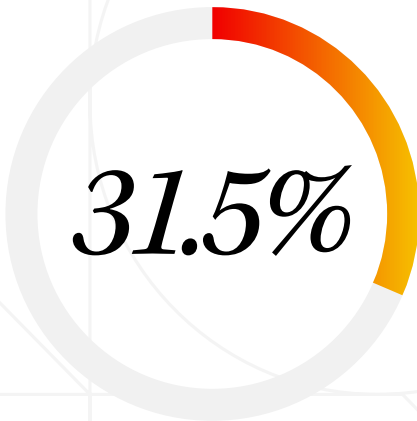
- Operational excellence with reduced downtime and seamless tech integration
- Cost optimization through pay-per-use models
- Scalability and agility to meet dynamic demands
- Governance and compliance with built-in controls

As demand for flexible infrastructure grows, understanding the levels of management within IaaS is key to unlocking its full potential – a topic we'll explore more in this guide, along with the more unexpected benefits of IaaS.



50%

*By 2027, consumption-based platform service-level agreements (SLAs) are expected to replace over 50% of product feature requirements in storage selection decisions.<sup>1</sup>*



31.5%

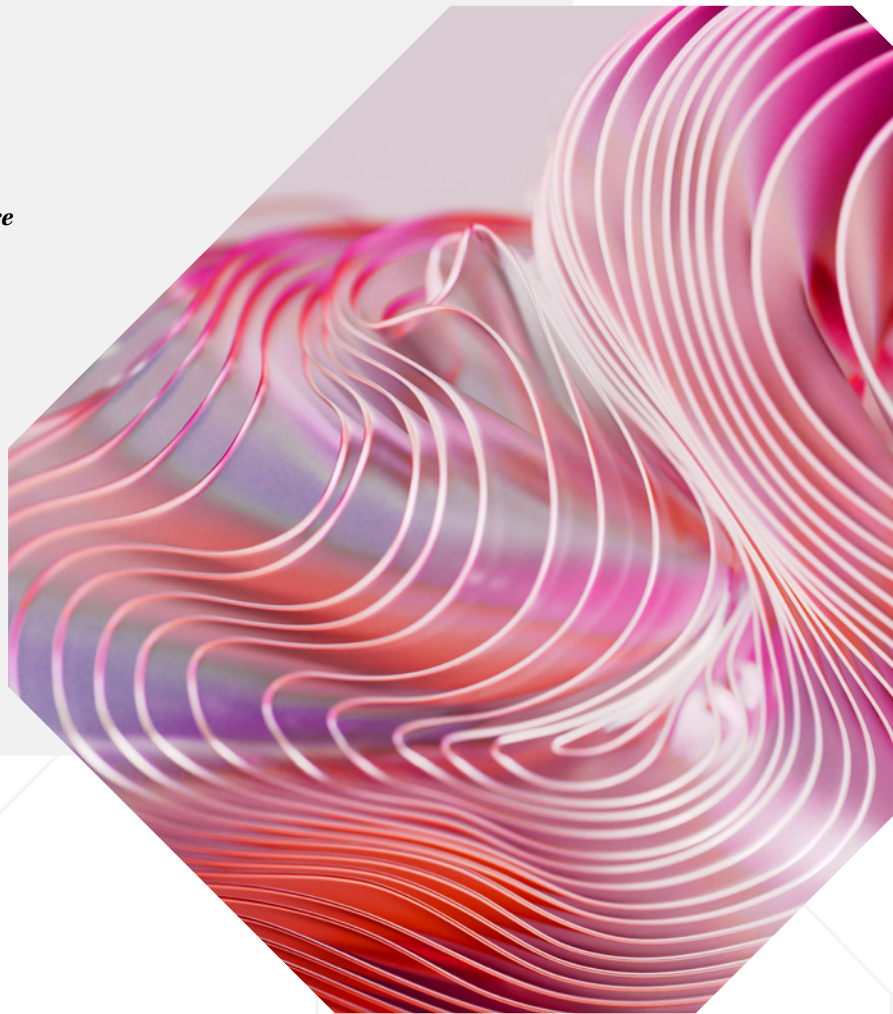
*The compound annual growth rate (CAGR) of the global storage-as-a-service market from 2024 to 2031.<sup>2</sup>*

# 10 considerations when navigating IaaS offerings

While IaaS is a great bet for reducing costs, increasing scalability and boosting resilience, it's crucial to do your due diligence before you make a selection; there are many subtleties between offerings that can make or break your experience and success.

**Here are the top things to consider when making your decision...**

- 1** *Cost transparency and predictability*
- 2** *Scalability and elasticity*
- 3** *Service Level Agreements (SLAs)*
- 4** *Integration with existing infrastructure*
- 5** *Security and compliance*
- 6** *Operational control and visibility*
- 7** *Vendor lock-in and exit strategy*
- 8** *Support and services*
- 9** *Deployment time and logistics*
- 10** *Use case suitability*



# Cut the cost of hybrid cloud with IaaS

Your hybrid cloud environment delivers both the flexibility and control you need to deal with spiraling data and competitive demands. But, if not managed effectively, hybrid cloud can come at a price, with complexity, poor integration and management, and on-premises infrastructure all driving up costs and impacting ROI.

But, with Infrastructure-as-a-Service (IaaS), a flexible consumption-based model for compute and storage with pay-as-you-go cloud-like pricing, you can dramatically reduce the TCO of data and infrastructure management.

## *The benefits of a Hybrid Cloud Data Platform delivered by EverFlex – the IaaS solution from Hitachi Vantara:*

### *Cut costs and drive ROI*

Cut CAPEX by only paying for what you use.

Reduce TCO by an average of 30%.

A scale of management levels, so you can choose the one that's best for you. From simple cloud-like pricing to a fully managed service.

### *Boost flexibility and agility*

A scalable data storage architecture to meet your changing needs.

One platform for all your present and future needs.

Overcome resource issues or skills shortages when you opt for a fully managed service.

### *Increase productivity and simplicity*

Say goodbye to downtime with a scalable, secure and robust always-on platform.

Hyper automation built in speeds processes.

High-level guarantees keep your business moving.

# Free-up investment for AI and Analytics with IaaS

The world of AI moves fast, but the distributed data landscape can make it difficult to keep up – leading to high costs and low ROI of AI projects and deployments. You need a clear view and access to all your structured and unstructured data so AI models can query data in-place – speeding time to value and more accurate outcomes, and the ultimate success of AI initiatives.

With Infrastructure-as-a-Service (IaaS) you can better manage and integrate data, overcome silos, and cut the cost of AI innovation. With access to a range of consumption models, you can reduce management overheads and even access expert services to support the integration, preparation, and governance of data for AI.

## *AI solutions delivered by EverFlex AI Data Hub as a Service – the AI IaaS solution from Hitachi Vantara:*

### *Cut costs and drive ROI*

Manage costs more easily and speed time to value for AI initiatives.

Allow for querying data in place with a data lakehouse to support AI training.

Access external services and industry expertise from across the Hitachi Group to determine the right use cases to drive value faster.

Choose from a range of consumption models to cut costs and reduce management overheads.

### *Boost flexibility and agility*

Access data wherever it is to improve AI training and outcomes with an AI data lakehouse.

Get real-time data insights for scalable and adaptable AI-driven outcomes.

Spin up a variety of AI use cases fast, using our pre-built selection born from cross-industry expertise.

Support for AI model training through to inference across varied AI environments.

### *Increase productivity and simplicity*

Simple access to your own data for RAG to rapidly operationalize AI models that produce meaningful results.

Integrated, readily accessible data can speed AI training by up to 20x.

Scalable capacity and on-demand consumption so nothing has to slow you down.

Alleviate resource and management headaches and hand over the complete management of your AI infrastructure.

# Get Cyber Resilience and Compliance that scales with your business with IaaS

As cyber threats evolve and grow in capability and unpredictability – even using AI to undermine enterprise defenses – it's no longer a case of 'if' an attack happens, but 'when'. Complex infrastructure and the widening skills gap only adds to the risk.

It's vital to have an efficient, effective, and reliable backup and recovery service in place to make sure data can be quickly restored in the event of a cyber-attack. This reduces the costs associated with data loss and prolonged downtime.

## *Cyber Resilience and Compliance delivered by Data Protection as a Service – an IaaS solution from Hitachi Vantara:*

### *Cut costs and drive ROI*

Reduce TCO by 20% with a tailored solution that addresses evolving threats and regulations.

A scale of management levels, so you can choose the one that's best for you. From simple cloud-like pricing to a fully managed service.

Avoid costly fines; pinpoint and remediate compliance risks with ease with Hitachi's Data Governance and Regulatory Compliance (GRC) service.

### *Boost flexibility and agility*

A scalable solution to meet your changing needs.

One partner for tailored assessments, remediation, and end-to-end solutions.

Overcome resource issues or skills shortages when you opt for a fully managed service.

### *Increase productivity and simplicity*

Get a 95% downtime reduction with business continuity SLAs.

The fastest ransomware recovery, with clean data recovery in under 30 seconds per copy.

High-level guarantees keep your business moving.

# Increase the value of AI in financial services with IaaS

To reduce the TCO of AI, financial services organizations also need a way to scale up and down easily in storage and compute capacity, with seamless unified cloud management across private and public cloud. And this needs to be done without jeopardizing risk or compliance.

By eliminating silos and with a clear view of data wherever it resides, financial services

organizations can ensure more accurate, real-time insights and reduce the risk of incorrect AI outputs. While complete scalability and observability – with automation to help monitor, move capacity, and diagnose issues across hybrid environments – ensures high availability and performance, both of which are non-negotiable in the business of finance.

## *AI solutions for banking and finance delivered by EverFlex AI Data Hub as a Service – an AI IaaS solution from Hitachi Vantara:*

### *Cut costs and drive ROI*

Manage costs more easily and speed time to value for AI initiatives.

Determine the right use cases to drive value faster in finance with expert finance industry insights from across One Hitachi.

Choose from a range of consumption models to reduce management overheads.

### *Boost flexibility and agility*

Access data wherever it is to speed AI training and improve outcomes with an AI data lakehouse for more agile performance and accurate results.

Spin up a variety of AI use cases fast, from fraud to customer service applications, to stay ahead of the competition.

### *Increase productivity and simplicity*

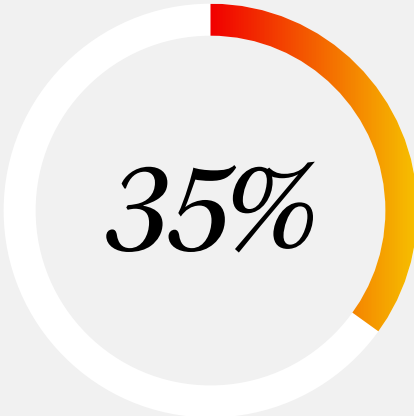
Downtime isn't an option in finance: get advanced observability and automation to monitor, move capacity, and diagnose issues across hybrid environments before it can cause an issue.

Overcome the skills gap with a fully managed level of support.

# Make the shift to IaaS and future-proof your IT agility

## Scale and build resilience, whatever the landscape

Gain a cloud-like agility and free your focus on delivering innovation with IaaS plus the hardware, software, and services you need, and the flexibility to adapt at any time – without the upfront cost. Dramatically cutting TCO, boosting scalability, and driving resilience.



35%

*average reduction in TCO  
with as-a-service models.*

## Dive into EverFlex by Hitachi Vantara

EverFlex goes beyond traditional purchasing and leasing, offering a cloud-like model with the flexibility of different management options according to your specific needs. Whether you decide to manage the infrastructure yourself or leverage a partner and/or Hitachi Vantara to manage it for you with global resources and deployment methods, you can rapidly scale up or down as required. EverFlex gives the ability to lower risk by offering guaranteed, contractually backed SLAs.

EverFlex can support your sustainability efforts, too, with pre-defined service solutions to monitor power usage, optimize systems, automate processes, and enable more effective data management.

**With Hitachi EverFlex, you get a scalable data storage architecture to meet your changing needs, and a flexible consumption model means you only pay for what you use.**

## IaaS for AI with EverFlex AI Data Hub as a Service

Speed AI innovation while reducing cost and complexity of your distributed data landscape with Hitachi EverFlex AI Data Hub as a Service. With it, you get a virtualized data lakehouse that delivers a unified view of data – regardless of where it resides – allowing for querying data in-place. Offering real-time, accurate insights and delivered as a service for completely scalable AI data preparation and peace of mind. Scale freely and forget the worry of data growth.

# laaS in practice: customer stories

## BMW: Storage that performs

Hitachi delivers a fully managed storage-on-demand solution for BMW. To meet the company's growing storage volumes, Hitachi Vantara deployed a new all-flash solution to meet BMW's capacity and performance specifications and support the storage expansion. Deploying the new solution as a managed service within pre-agreed quality and service levels, the process was completed 30% faster than previous migrations. The new system has increased storage capacity while reducing the physical footprint in the data center, offering significant savings on energy and cooling, with flexible capacity to meet changes in demand without compromising performance.

## Helping CBTS deliver flexible cloud services

Technology solutions provider CBTS helps support customers who no longer want to manage their own data centers or infrastructure refresh projects. But, much like their customers, CBTS also wants to avoid CAPEX in infrastructure that could become redundant. For a solution, CBTS uses EverFlex from Hitachi Vantara for a true utility-based program, and sources around 20 petabytes of storage on this basis, including Virtual Storage Platform and Hitachi Content Platform. Now CBTS can easily scale up to meet customer demand, and scale back down just as easily – cutting out the risk of paying for infrastructure that is not being used.

**Learn more and see what laaS could do in your business**

**Find out more** →

**Request a consultation** →

### Sources

1. <https://www.coolspirit.co.uk/blogs/2024-gartner-quadrant-storage/>
2. <https://www.verifiedmarketresearch.com/product/storage-as-a-service-market/>

### Hitachi Vantara

Hitachi Vantara is transforming the way data fuels innovation. A wholly owned subsidiary of Hitachi, Ltd., we're the data foundation the world's leading innovators rely on. Through data storage, infrastructure systems, cloud management and digital expertise, we build the foundation for sustainable business growth.