



HITACHI

**LATAM Partner
Summit FY26**
Built to Grow. Powered by Data.

Break Out Session | Brazil FY26 Partner Program

Tools and Initiatives

José Camargo
Partner and Alliances Director | Brazil

Ver. Aug/2026 – Partner Summit FY26

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The advertisement features a large, dark server rack on the left side, with a person sitting on the floor in front of it, working on a laptop. The person is wearing a grey shirt and blue jeans. A coiled yellow cable is on the floor next to them. The background is a server room with blue lighting. The Hitachi logo and tagline are in the top left corner. The FST logo is in the top right corner. The main text is in the bottom left corner.

HITACHI
Inspire the Next

FST
Fiber Service Technology

HITACHI

**Transform
Your Business with
World-Class Infrastructure**

The background of the slide is a vibrant tropical beach scene. In the foreground, the ocean waves are depicted with a rainbow color gradient, transitioning from purple and blue on the left to red and orange on the right. The waves are breaking, creating white foam. The sky above is a mix of soft, pastel colors, including pink, orange, and yellow, suggesting a sunset or sunrise. A palm tree is visible on the right side of the frame, and another one is partially visible on the left. The overall atmosphere is bright and positive.

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FY26 Partner Program

Principais Destaques e Fundamentos

Destques Principais

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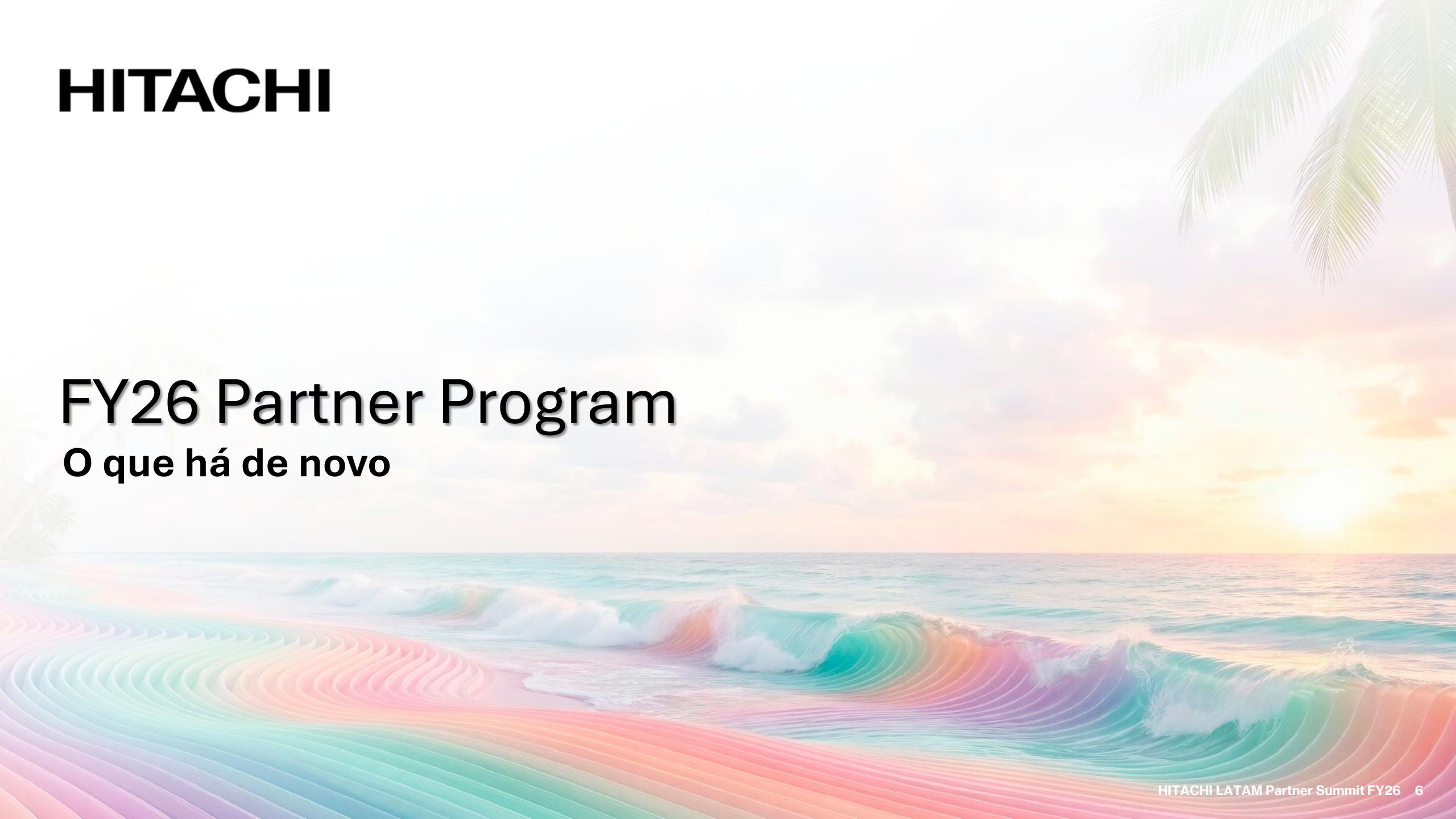
- Aceleração por AI
 - Assistente de IA Enhanced Partner Connect.
 - Plataforma de Busca Impulsada por IA*.
- FY26 Partner Program - Garantias
 - Múltiplos idiomas.
- FY26 Partner Program - Competências
 - Treinamento e Teste de Vendas – atualização completa.
 - Treinamento e Testes de Pré-venda – atualização completa.
- Digital Learning Subscription
 - Novo formato, mais intuitivo.
- Programa de Treinamento Técnico de Serviços
 - Novos Caminhos de Aprendizagem para Parceiros de Prestação de Serviços.
- FY26 Incentivos Financeiros
 - Promoções.
 - Back-End Rebates.
- Novo Welcome Center
 - Experiência aprimorada para novos parceiros e usuários.

*Launch Target: Q2 FY26

FY26 Partner Program: Fundamentos

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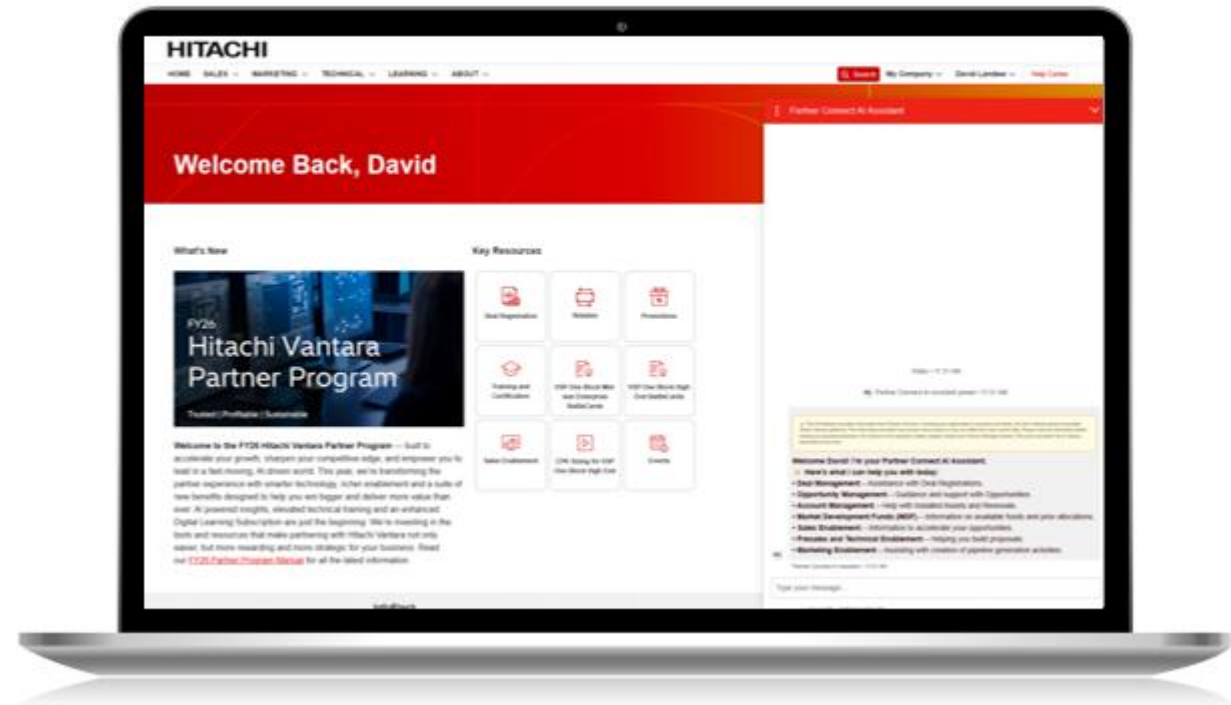
FY26 Partner Program

O que há de novo

FY26 Partner Program: Aceleração por IA

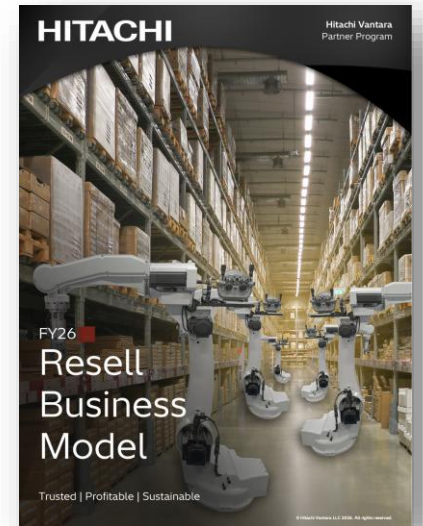
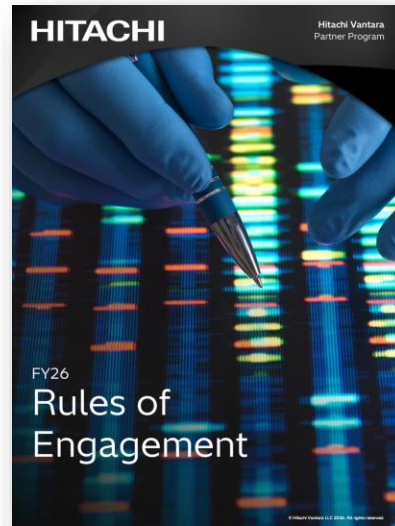
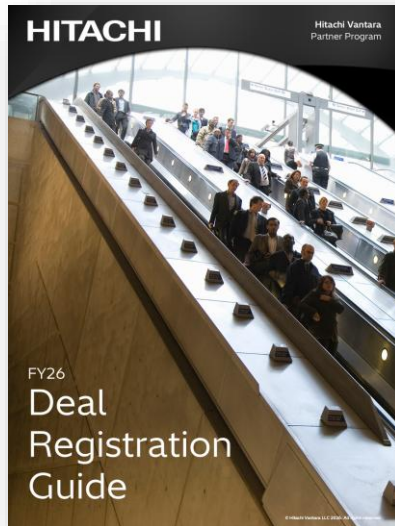
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- O **Assistente de IA Partner Connect** está sendo lançado para ajudar parceiros a encontrar informações rapidamente, resumir dados e obter insights por meio de uma única interface conversacional.
- **Simplificar** as interações com os dados e fontes de conhecimento do Salesforce.
- **Capacitar parceiros** com habilidades inteligentes de autoatendimento, para melhorar a tomada de decisões e aumentar a produtividade.
- **Busca baseada em IA** está sendo implementada ao longo do FY26



FY26 Partner Program: Garantias

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HITACHI Discover Program

FY26 Hitachi Vantara Partner Program

Explore Key Benefits of the Hitachi Vantara Partner Program

The **Discover Program** is a great way for companies interested in partnering with Hitachi Vantara to learn more about our solution portfolio and program. When you sign up for the Discover Program, which enables you to transact through an Authorized Distributor, you'll be given a Discover account that lets you access Partner Connect Portal Lite, where you can browse a selection of program offerings, such as e-learning, product information, tools, marketing, and more.

Discover Program Enrollment

Joining the Discover Program is easy!

1. Complete the [Partner Enrollment Form](#), choose "No Contract Option", and "Discover Participant".
2. Click on the "Terms and Conditions" button on the form to continue.
3. If you do not have an existing agreement with an Authorized Distributor, Hitachi Vantara will arrange for one to contact you.

Once Hitachi Vantara Partner Operations has activated the account, your employees will need to complete the [User Registration Form](#) to gain access to [Partner Connect Portal Lite](#).

Discover Program Benefits

Participants can access the following through the Partner Connect Portal Lite home page, including:

- **Tools and Resources:** Links to online demos, "Ask an Expert," Hitachi Vantara Communities, and more.
- **Training Platform:** Search training by role, solution areas, or certification learning paths.
- **Marketing and Sales Enablement Support:** Search the Marketing Hub by type, campaign, and solution to find resources such as collateral and technical documentation.

A complete list of Discover Program benefits can be found in the [FY26 Hitachi Vantara Partner Program Manual](#) in the "Partner Program Benefits" section.

HITACHI Scholarship Program

FY26 Hitachi Vantara Partner Program

Use Funded Training to Accelerate Understanding of Hitachi Vantara Offerings

The Hitachi Vantara Scholarship Program is designed to enhance the productivity, skill growth and understanding of Hitachi Vantara technologies, solutions and services among partners' sales and technical teams. With plan approval and subject to program compliance, qualifying Hitachi Vantara Partners may receive technical, sales and solutions training at no cost or reduced cost, based on Scholarship availability and alignment of joint business plans.

Eligibility for the FY26 Hitachi Vantara Scholarship Program is based on the criteria of competency, business model, unique partner level, business plan, geography, market focus, strategy, business plan, capital resources and operating goals.

Before making an application, all Partner employees requesting Scholarship training must be registered on the Partner Connect Portal ([click here](#) to register). Following their registration, Partner employees must login to the Learning Center to activate their learning account.

For more information regarding training and certification tracks for Hitachi Vantara Partners, [click here](#).

Opportunity Lifecycle

The opportunity lifecycle is continuous and interconnected, much like an efficient continuous integration / continuous delivery (CI/CD) pipeline in software development. Within the CoE, this journey is meticulously structured to support and enhance partner capabilities at every stage.

Stage 1: Discovery Service

The journey starts with the CoE Discovery Service, where partners are given the insights to deeply understand customer challenges and aspirations with infrastructure transformation, structured and unstructured data, cost and energy reduction, and risk mitigation. This is a critical phase where data is gathered and objectives are set.

HITACHI Center of Excellence

FY26 Hitachi Vantara Partner Program

Empowering Partner Success

In a competitive market where customers are rapidly shifting their requirements to address AI and other modern workloads, partners can find it challenging to differentiate their offerings and accelerate go-to-market strategies.

Get the innovation and support you need to address these challenges at the Hitachi Vantara Global Center of Excellence (CoE). The CoE gives you access to advanced tools, customized demonstrations and expert-led workshops that help you turn obstacles into opportunities for growth by exceeding customer expectations and staying at the forefront of technological advancements and market trends.

The CoE is dedicated to **fueling partner success at every phase of the opportunity lifecycle**.

Opportunity Lifecycle

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HITACHI Demo Equipment Program

FY26 Hitachi Vantara Partner Program

Expand Your Capabilities and Increase Profitability

Hitachi Vantara gives eligible partners access to demonstration equipment so they can build hands-on expertise, deliver effective demos and support training and testing activities. This program helps partners deepen their understanding of Hitachi Vantara's modular portfolio and better position solutions to maximize market opportunity.

Demo equipment is available via loan or purchase and can be used in partner offices, briefing centers or lab environments. Partners that initially obtain demo equipment through a loan may purchase the equipment at a discounted rate at the end of the loan period.

Demonstration hardware may include the following:

IT Infrastructure	Object Storage
• Storage	• Data Mobility
• Data Protection	• Data Governance
• IT Ops Management	• Archive and Retention
• Converged and Hyperconverged	

Accompanying demonstration software available via the Not-for-Resale Software Program at no cost.

Requirements

Partners must be compliant with the Hitachi Vantara Partner Program and in good standing with Hitachi Vantara. Partner must contact their Partner Manager or Authorized Distributor and present their growth initiative and return on investment (ROI) plan for review and approval by Hitachi Vantara. It is the partner's responsibility to track the installation location and status of the demo equipment, whether it is on loan or purchased, and partners must cooperate with Hitachi Vantara by providing any documents or records requested in support of audit activities.

For more information on partner resources, visit the [Partner Connect Portal](#) or speak with your Hitachi Vantara Partner Manager.

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HitachiVantara.com/contact

HITACHI EverFlex for Partners

FY26 Hitachi Vantara Partner Program

Accelerate Transformation from Infrastructure to Outcomes

Hitachi Vantara offers a range of **Infrastructure as a Service (IaaS)** solutions designed to help Partners consume, host, extend, and manage their Hitachi portfolio while delivering measurable business value. Flexible, pay-as-you-go consumption models simplify cost management, improve agility, and support better business outcomes as customer needs evolve.

EverFlex from Hitachi

Hitachi EverFlex is a comprehensive, SLA-backed, converged IaaS solution that combines enterprise-grade compute, storage, and networking with flexible, pay-as-you-go pricing. With support for heterogeneous infrastructure, modular architectures, and centralized orchestration, EverFlex enables Partners to deploy and operate infrastructure more efficiently, reducing time to value and operational risk.

Whether managing mission-critical workloads or hybrid environments, Hitachi Vantara Partners gain agility, control, and profitability through a scalable solution, allowing a seamless transition from consumption-based infrastructure to managed services while preserving choice in operating and delivery models.

Benefits	TYPICAL FINANCIAL BENEFITS	TYPICAL OPERATIONAL BENEFITS
	• Lower TCO	• SLA-backed infrastructure
	• Improved cost predictability	• Faster deployment
	• Labor, licensing, and other operational cost reductions	• Hybrid environment support
	• Improved Partner profitability	• Flexible service models
		• Streamlined operations and management

Business Value	WIN MORE CUSTOMERS	ACCELERATE SALES	IMPROVE MARGINS
	Hitachi EverFlex enables Partners to compete more effectively and grow more profitably by simplifying how infrastructure is sold, consumed, and delivered—aligning cloud-like consumption with enterprise-grade infrastructure to meet customer transformation goals.		

FY26 Partner Program: Múltiplos Idiomas

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Todos os **documentos** do
Programa de Parceiros

Inglês e + 7 idiomas

- Espanhol
- Alemão
- Italiano
- Francês
- Japonês
- Chinês Simplificado
- Chinês tradicional

Já publicado no primeiro
trimestre/ano fiscal de 2026



FY 26 Partner Program: Novo portal de aprendizagem por subscrição

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- Acesso à versão atualizada e renomeada da nossa Biblioteca de Aprendizagem Sob Demanda sem custo para parceiros.
- O modelo de subscrição oferece a você a flexibilidade de acessar o conteúdo das soluções Hitachi Vantara que você precisa, a qualquer hora e onde quiser aprender.
- Nossos laboratórios permitem que você aplique o conhecimento adquirido durante o treinamento ao seu data center, possibilitando que você teste e faça troubleshooting antes de se comprometer com seu ambiente ao vivo.

MANAGEMENT

BLOCK

OBJECT

FILE

INTEGRATED

AI

SERVERS



Show All



VSP 360



Ops Center



Ops Center Administrator



Ops Center Analyzer



Ops Center Automator



Ops Center Protector

Foundations	Digital Learning	Videos	Labs	Certification
Storage Concepts				
Hitachi Vantara Infrastructure Product Portfolio				

VSP 360	Digital Learning	Videos	Labs	Certification
Introduction to Hitachi Virtual Storage Platform 360				
Managing Hitachi VSP 360				
Transitioning to Hitachi VSP 360				

Hitachi Ops Center	Digital Learning	Videos	Labs	Certification
Introduction to Hitachi Ops Center Product				
Quick Start Training for Hitachi Ops Center	 EN ES FR IT KO RU ZH			
Working with Hitachi Ops Center				
Getting Started With Hitachi Ops Center API Configuration Manager				

Hitachi Ops Center Administrator	Digital Learning	Videos	Labs	Certification
Managing Hitachi Ops Center Administrator	 EN KO ZH			

Hitachi Ops Center Analyzer	Digital Learning	Videos	Labs	Certification
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FY26 Partner Program: Programa de Treinamento Técnico de Serviços para Parceiros

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O programa de Treinamento Técnico de Serviços permite que parceiros focados na prestação de serviços entreguem serviços com competência, confiança e consistência.



O conteúdo é agregado em caminhos de aprendizagem ou "stripes", incluindo treinamento técnico sob demanda e auto-ritmado, laboratórios práticos, certificação e treinamento avançado. As melhores práticas são incorporadas ao conteúdo do treinamento.



Os parceiros podem começar com o treinamento do Processo de Entrega ou ir direto ao que precisam. Quando prontos para demonstrar sua expertise, podem obter uma certificação.



O programa irá evoluir e expandir-se continuamente para oferecer uma plataforma abrangente de capacitação.



A disponibilização regular de novos conteúdos garantirá que os parceiros se mantenham atualizados com as melhores práticas e avanços mais recentes.



Show All



Block



File &
Content

Block	PS Training
VSP One SDS Block	- Introduction to Hitachi VSP One SDS Block - Installing Hitachi VSP One SDS Block - Managing Hitachi VSP One SDS Block
Storage Management	- Ops Center Administrator - Ops Center Overview - Ops Center Quick Start - Managing Hitachi VSP 360 - Transitioning to Hitachi VSP 360
Implementation and Provisioning	Block Storage Implementation and Provisioning
Performance	Analyzing Block Storage Performance
Replication	- Block Storage In-System Replication - Block Storage Remote Replication
File & Content	PS Training
VSP One Object	- VSP One Object KT SRT 2025 - VSP One Object v3.2 KT SRT 2025 - Implementing VSP One Object
HCP for Cloud Scale	- HCP-CS L2 Training - Installing HCP for CS
HCP Anywhere Enterprise	HCP AWE ENT
Hitachi Content Software for File powered by Weka	HCSF Powered by Weka Training
VSP One File (NAS)	- File System and User Access - Data Protection and Performance

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Hitachi Vantara Distributors

Rebates & Promotions

Available through

Jun 2026

Mar 2027

As part of the FY26 Partner Program, Hitachi Vantara offers numerous incentive programs to increase profitability when selling key Hitachi Vantara products. Detailed information on each program can be found on [Partner Connect Portal > Sales > Incentives](#)

VSP One

VSP

VSP E260 / E290

VSP E390 / E395

HCP

VSP 6000 Partner

Pentaho

Virtual Stack

Other

Front-End Incentives

Low Touch Promotion							Veeam Low Touch Promotion
Fast Start Promotion							Veeam High-Capacity Promotion
							Cisco Low Touch Promotion

Back-End Incentives

					Pentaho New Business Up to \$40K	CSP/XaaS Up to \$10K	
Midrange and Object Storage Up to \$40K							
Net-New Account Up to \$40K							
Target Revenue 1%							

Hitachi Vantara

Corporate Headquarters

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Hitachivantara.com | community.hitachivantara.com

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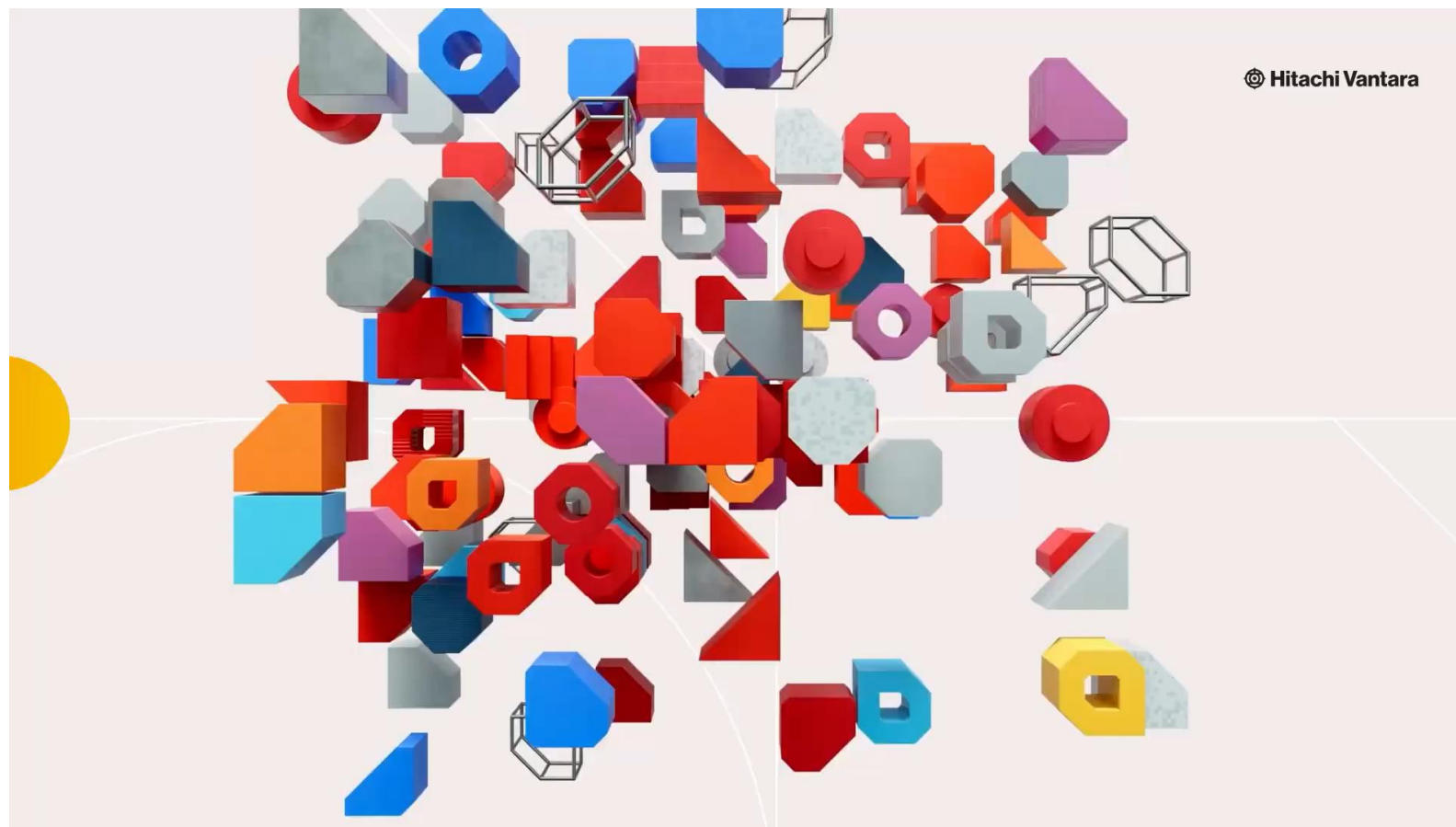
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FY26 Partner Program: Marketing Hub

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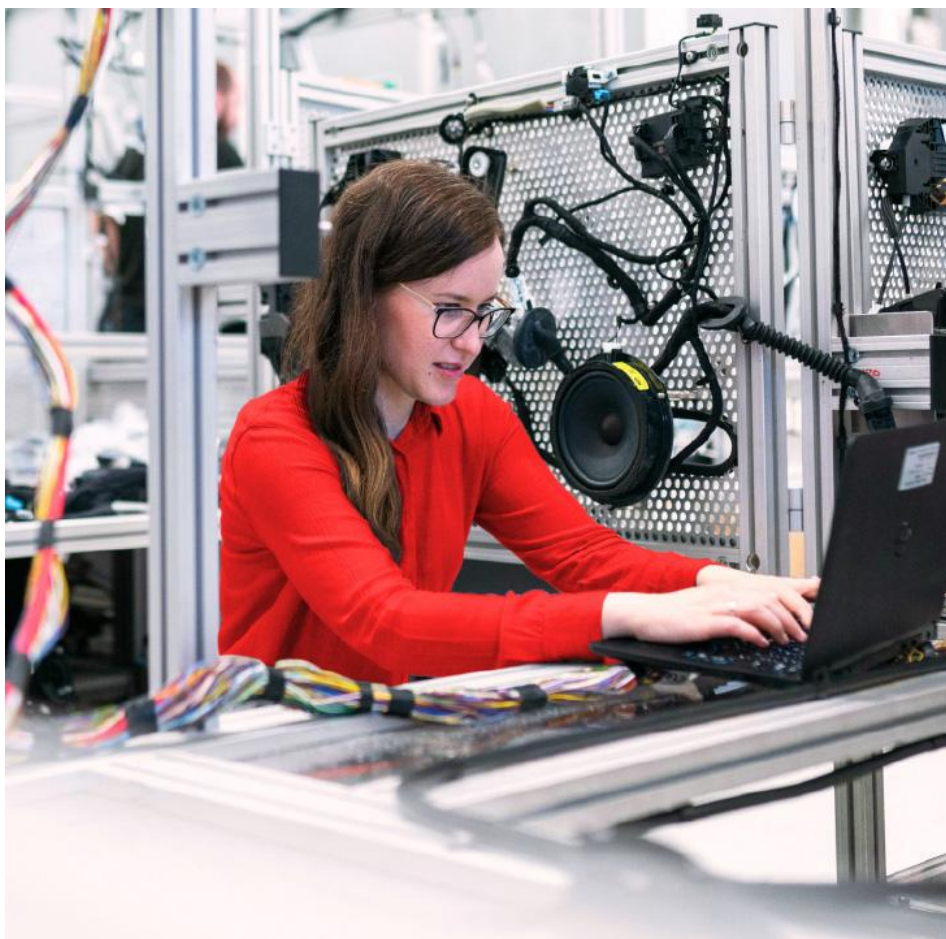
Campanhas de marketing escaláveis e prontas para execução, projetadas para:

- Expandir o alcance
- Impulsionar a demanda
- Gerar leads de alta qualidade
- Fazer crescer os negócios dos parceiros
- Assistência por AI: Maia Assistance



FY26 Partner Program: Novo Welcome Center

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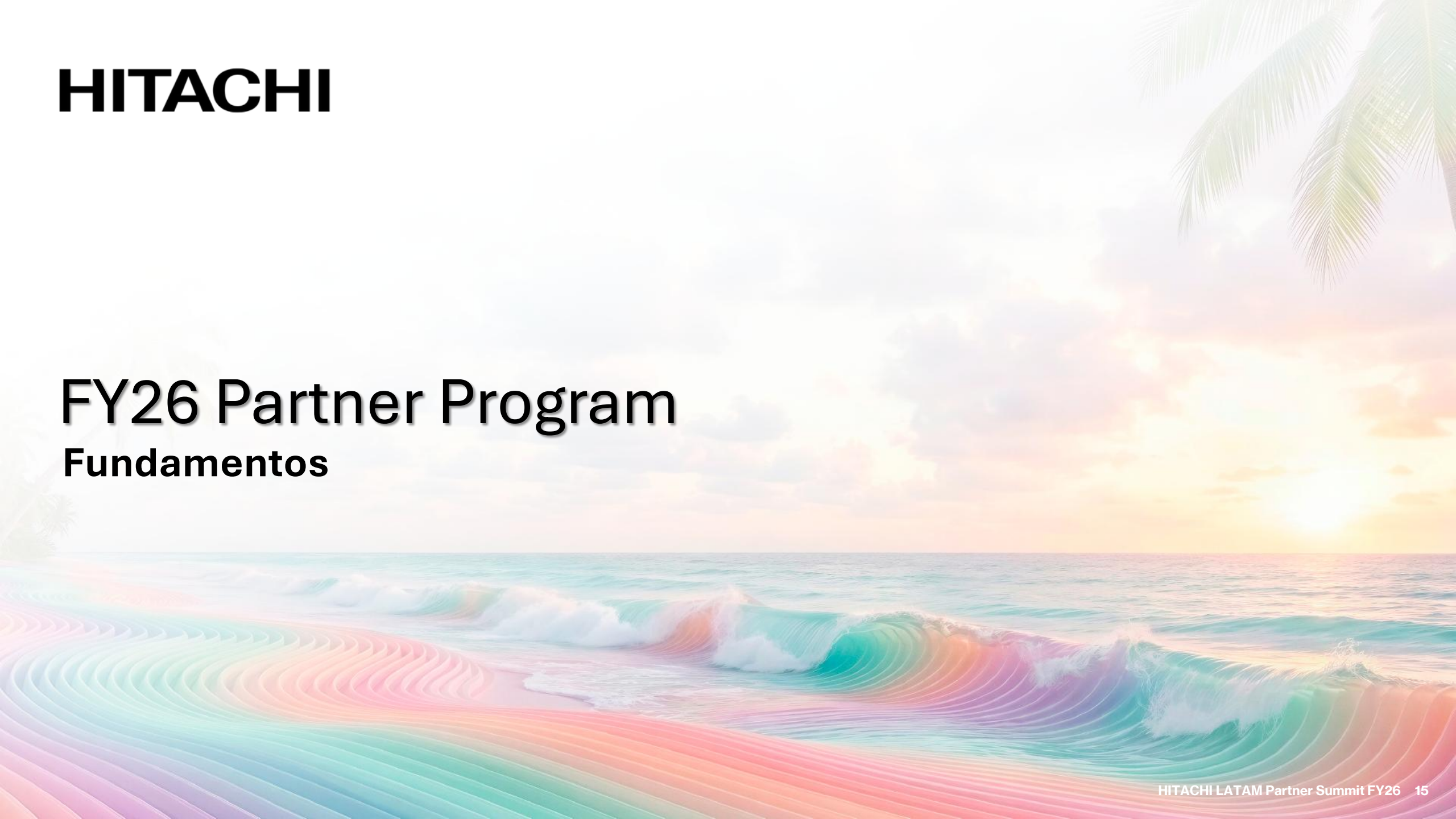
Atualização do Centro de Boas-Vindas no Partner Connect!

Onboarding – uma experiência guiada que cobre as atividades mais importantes para novos parceiros e novos usuários nos primeiros 30, 60 e 90 dias.

Suporte à Navegação de Portais – um infográfico interativo e vídeos específicos para vagas para ajudar os usuários a entender e navegar pelo Portal de Parceiros.

Recursos de Uso e Vídeos de Tutoria.

Programa e Recursos de Aprendizagem.



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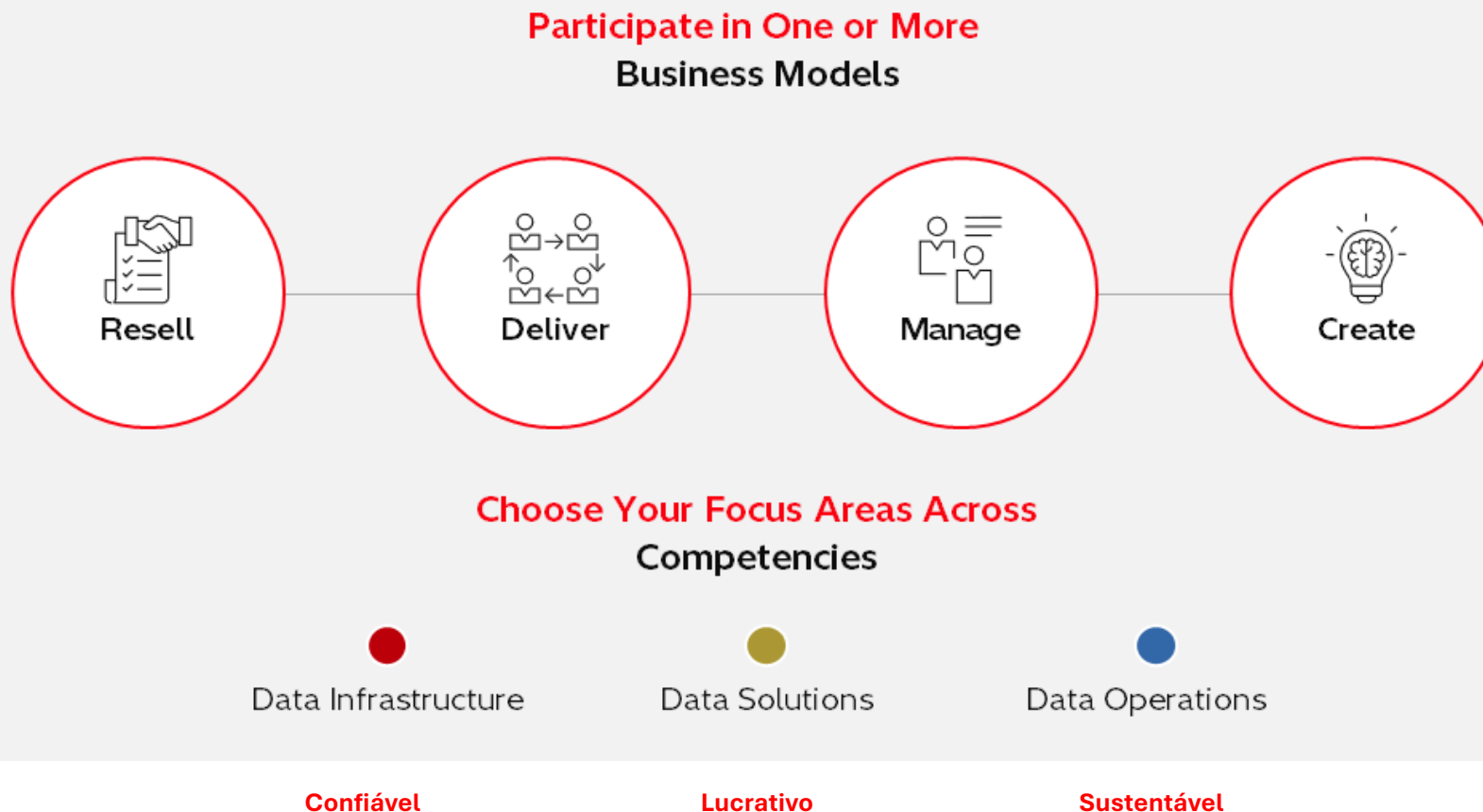
FY26 Partner Program Fundamentos

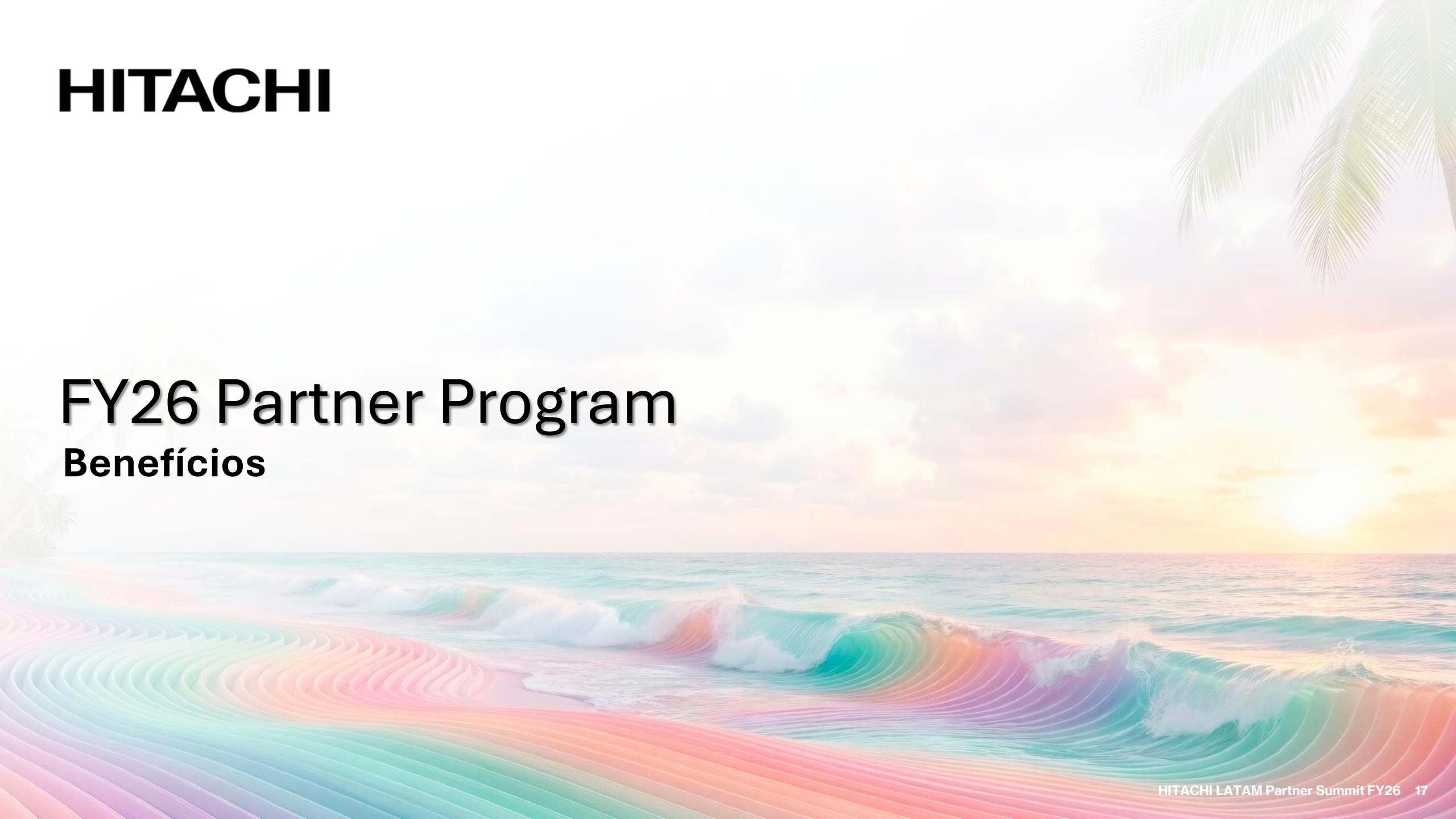
FY26 Partner Program: Estrutura

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Hitachi Vantara Partner Model

One Global Program | Supported by Business Models and Competencies





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FY26 Partner Program

Benefícios

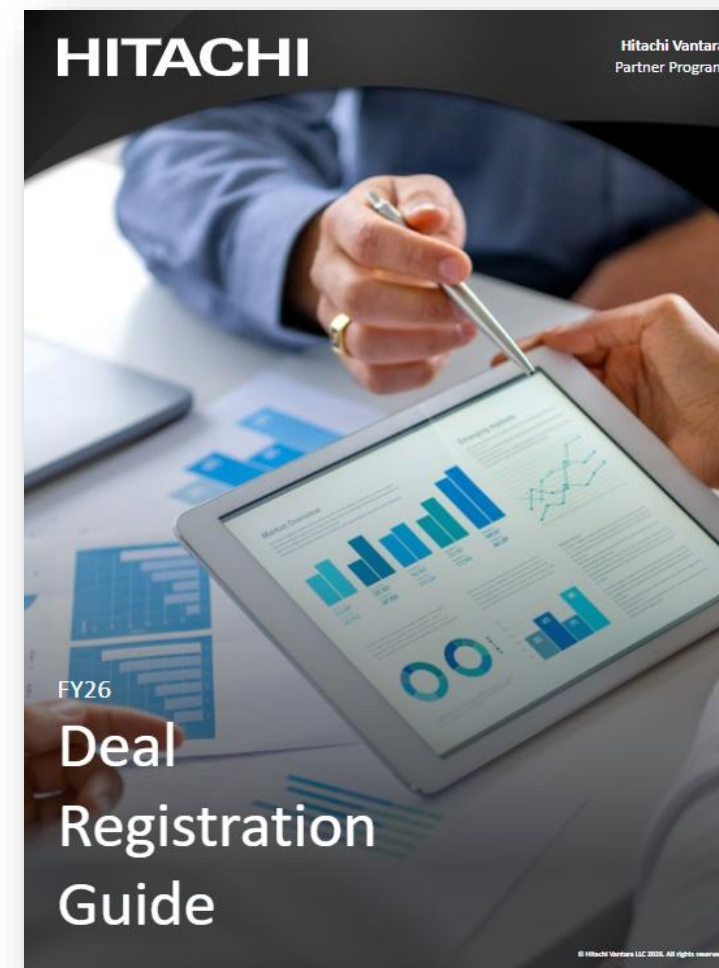
- As verbas de **MDFs** podem ser utilizadas para uma variedade de atividades de marketing, incluindo:
 - Materiais de Marca e Itens de Sorteios
 - Campanhas
 - Equipamento de demonstração
 - Champion
 - Incentivos de Vendas
 - Feiras e Patrocínios
 - Treinamento e Oficinas
- O financiamento dessas iniciativas é determinado por fatores como:
 - Retorno previsto sobre o investimento
 - Elegibilidade para atividades de conscientização
 - Força e foco da atividade
 - Orçamento disponível
 - Engajamento de advocacy



Registro de Oportunidade

HITACHI

- Os benefícios do **Registro de Negócios** são substanciais, incluindo:
 - Desenvolvimento Eficiente de Oportunidades
 - Vantagens de Preços
 - Engajamento e Colaboração Iniciais
 - Velocidade Acelerada do Acordo
 - Descontos Exclusivos
 - Gestão do ciclo de vida
 - Relatórios e Acompanhamento



*Launch Target: Q2 FY26

COE: Centro de Excelência

Experience

Provides immersive product demonstrations, proof of concepts, and tailored showcases to illustrate the capabilities and benefits of our solutions. This group ensures that partners and customers experience firsthand the value and impact of our technology.



Mission

The Center of Excellence is the showcase for Hitachi Vantara's innovation solutions, facilitates a accelerated RFP responses and provides comprehensive RFP templates to streamline the proposal process. This group leverages data and expert insights to enhance the efficiency and accuracy of technical responses.

We help our, partners experience the full potential of our technology—through immersive demos, tailored proofs of concept, discovery insights, and realistic lab environments.

Discovery

Identifies and analyzes new opportunities by examining data, cost, market utilization, performance, and end-of-life scenarios. This group helps in uncovering potential areas for growth and optimizing existing assets.

Discovery

Experience



Mission



Location



Lab

Offers customized, white-label lab environments for partners & customers and internal groups to conduct testing, experimentation, and solution validation. This group provides flexible access to specialized test environments to support various partner needs.

Global Presence

The CoE is strategically located within key Hitachi Distribution Centers around the world:

- European Distribution Center (EDC) - Netherlands
- American Distribution Center (ADC) - Oklahoma, US
- Asia Distribution Center (ADC) - Singapore

While these locations provide physical access to infrastructure, the majority of our services are delivered remotely.

We host partners onsite or virtually, delivering more than **3,000** engagements annually across every region and industry.

Center of Excellence

Services



Programa de Demonstração

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- Programa de Demonstração oferece vantagens importantes:
 - Desenvolvimento de Habilidades
 - Demonstrações Eficazes
 - Treinamento e Testes
 - Compreensão aprimorada do portfólio
 - Maximização de Oportunidades de Mercado
- Detalhes adicionais:
 - Opções de Equipamentos de Demonstração
 - Múltiplas Soluções Incluídas
 - Programa de Demonstração de Software de Não Venda (NFR).



*Launch Target: Q2 FY26

Partner Technical Ambassador Club

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•O **Partner Technical Ambassador Club (PTAC)** oferece múltiplos benefícios aos membros, aumentando a credibilidade, promovendo o engajamento comunitário e proporcionando acesso exclusivo a recursos e oportunidades:

- Convites Exclusivos: Iniciativas piloto e pré-GA.
- Inteligência Competitiva: Acesso a Klue.
- Habilitação Técnica: Acesso exclusivo a especialistas.
- Eventos PTAC ao Vivo: Eventos PTAC Live apenas por convite.
- Portal exclusivo para membros: portal exclusivo para membros do PTAC.



- Webinars Exclusivos: Obtenha informações pré-GA.
- Canal Privado do Teams: Canal dedicado do Microsoft Teams para o PTAC.
- Conselho Consultivo Global de Parceiros: Influenciar o desenvolvimento futuro de produtos e soluções.

Programa de Prêmios e Reconhecimento de Parceiros

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- Programa Anual de Premiações para Parceiros.
- Categorias globais e regionais.
- Destaca as conquistas dos parceiros.
- Prêmios Digitais e Físicos.
- Promoções internas pelo canais oficiais da Hitachi, como:
 - Site
 - Canais de redes sociais.
 - Partner Portal
 - Outras ferramentas internas

HITACHI

Partner Awards and Recognition Program

FY26 Hitachi Vantara Partner Program



Gain Recognition for Innovation and Outstanding Results

The Partner Awards and Recognition Program is a prestigious element of the FY26 Hitachi Vantara Partner Program. It will recognize the most successful and innovative partners that have delivered outstanding results around Hitachi Vantara products and solutions during the previous financial year. This will enable both Hitachi Vantara and our partners to celebrate achievements in the channel and recognize exceptional effort. Partner awards will take place on an annual basis with both Global and Geo-level categories.

Benefits

Our Partner Awards and Recognition Program is designed to highlight partner achievements with Hitachi Vantara. Recognized partners will be supplied with digital awards, which we will encourage to be promoted on the partner's website, social media platforms and any other external outlets you choose. Additionally, Hitachi Vantara will run internal promotion by creating a marketing campaign to showcase through our company's website, social media, Partner Portal and public relations. Partners will also be given a physical award, which you can display as another token of your hard work and success with Hitachi Vantara.

Process Overview

This program will run based on a combination of metrics and nominations on a Global and Geo-level.

Assessment	Nominations	Reviews/Decisions	Awards
Assessment process commences following the close of the preceding Hitachi Vantara financial year.	Awards that are not based on empirical data will be based on internal nominations.	Channel Chiefs and Partner Team Managers will review nominations and make final decisions.	Regional and/or global Hitachi Vantara events will be held for the presentation of awards.

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Hitachi Vantara

Programa de Eventos Virtuais para Parceiros

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➤ O **Programa de Eventos Virtuais** para Parceiros oferece múltiplos benefícios para as equipes de vendas, pré-vendas e marketing de parceiros:

- Série Partner Connect: Atualizações mensais para desenvolvimento de negócios.
- Série Técnica Partner Connect: Voltada para arquitetos de soluções, engenheiros de pré-venda e consultores.
- Webinars de Marketing para Parceiros: Ajuda parceiros a acelerar o desenvolvimento de negócios, gerar pipelines e adquirir novos negócios.
- Todos os webinars estão disponíveis sob demanda via Partner Connect ou através de convites realizados pelo time de canais da Hitachi

HITACHI

Virtual Partner Events Program

FY26 Hitachi Vantara Partner Program



Events That Strengthen Our Partnership

Strong partnerships are the foundation for accelerating growth and driving innovation.

The Hitachi Vantara Virtual Partner Events Program for FY26 is designed to empower partner sales, presales and marketing teams with the tools, knowledge and resources to succeed. Through a series of targeted webinars, we will help you stay informed, enable better decision-making and connect you with the latest business opportunities, tools and technologies. These events are part of our commitment to building a resilient, data-driven future together.

Partner Webinars



These three virtual partner event types regularly cover key areas where we can help you accelerate business development, generate pipeline and win new business. Each webinar will also be available [on-demand via Partner Connect](#), so you can share with colleagues and watch again 24/7.

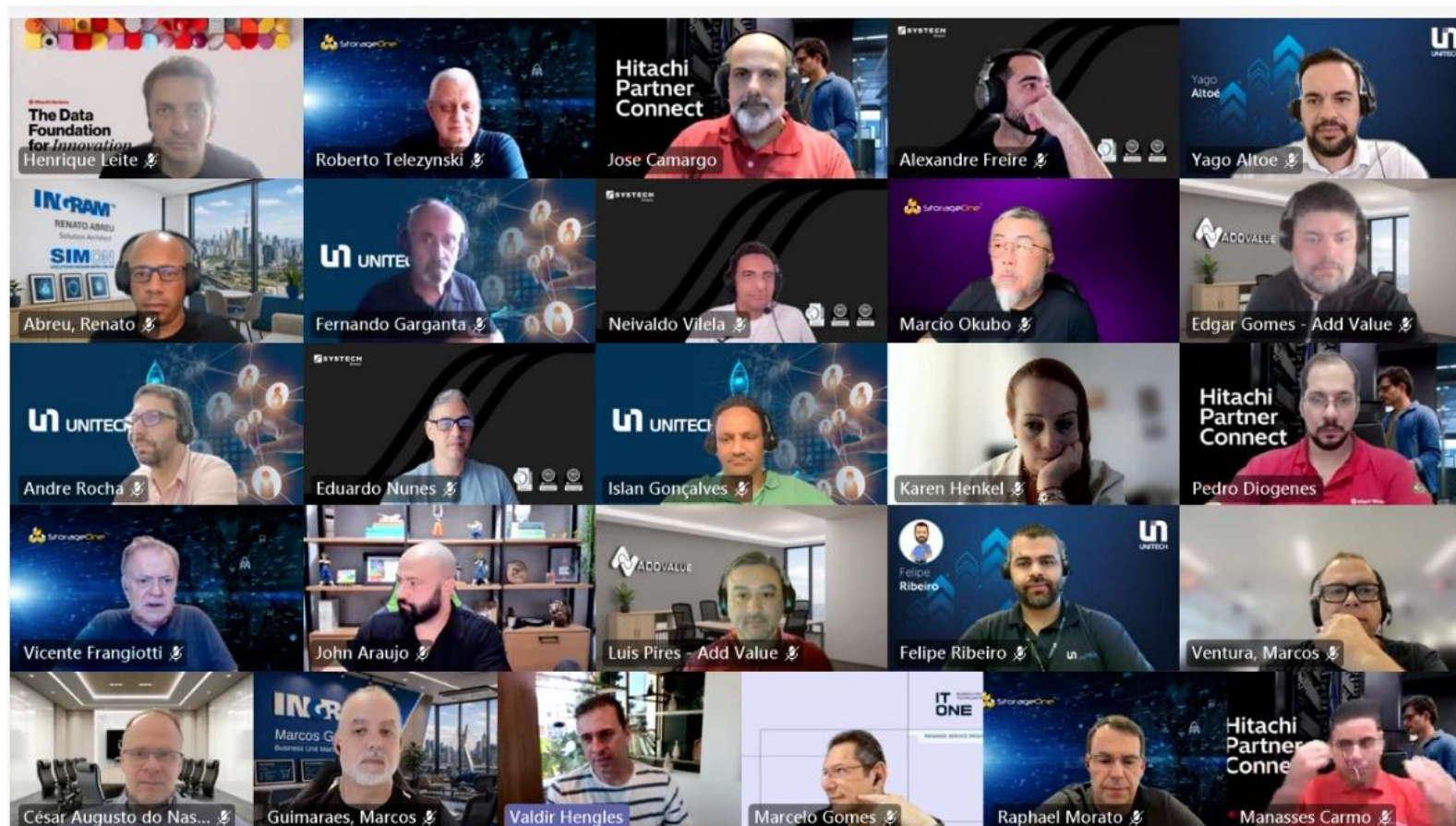
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Hitachi Vantara

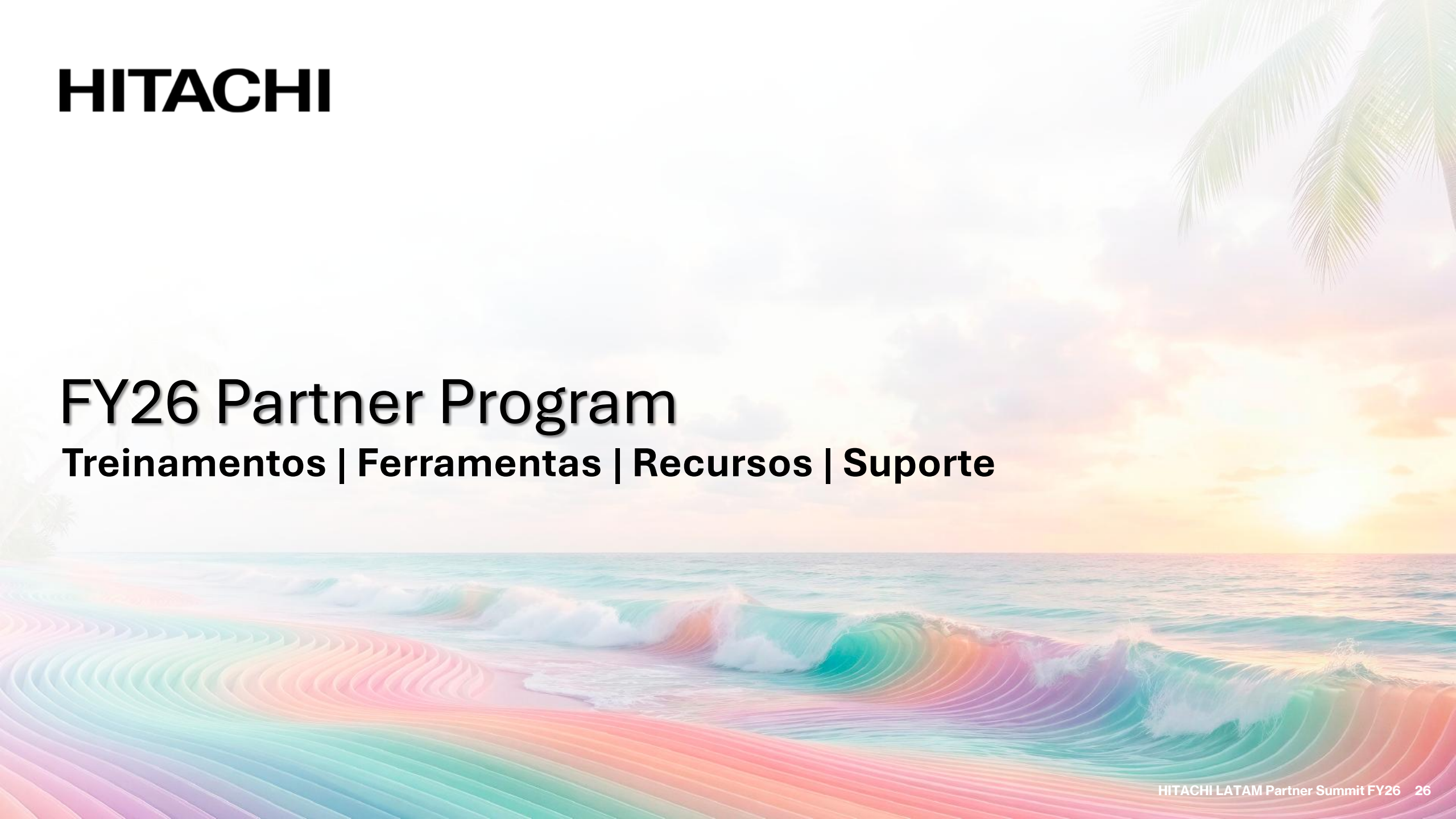
Programa de Eventos Virtuais para Parceiros

HITACHI

Hitachi Partner Connect Sales | Pre-Sales Sessions



- Mais de 25 canais Hitachi
- Mais de 65 participantes simultâneos em cada sessão
- Apoio a jornada de certificação

The background of the slide is a vibrant tropical beach scene. In the foreground, the ocean waves are depicted with a rainbow color gradient, transitioning from purple and blue on the left to red and orange on the right. The waves are breaking, creating white foam. The sky above is a mix of soft, pastel colors, including pink, orange, and yellow, suggesting a sunset or sunrise. A palm tree is visible on the right side of the frame, and another one is partially visible on the left. The overall atmosphere is bright and cheerful.

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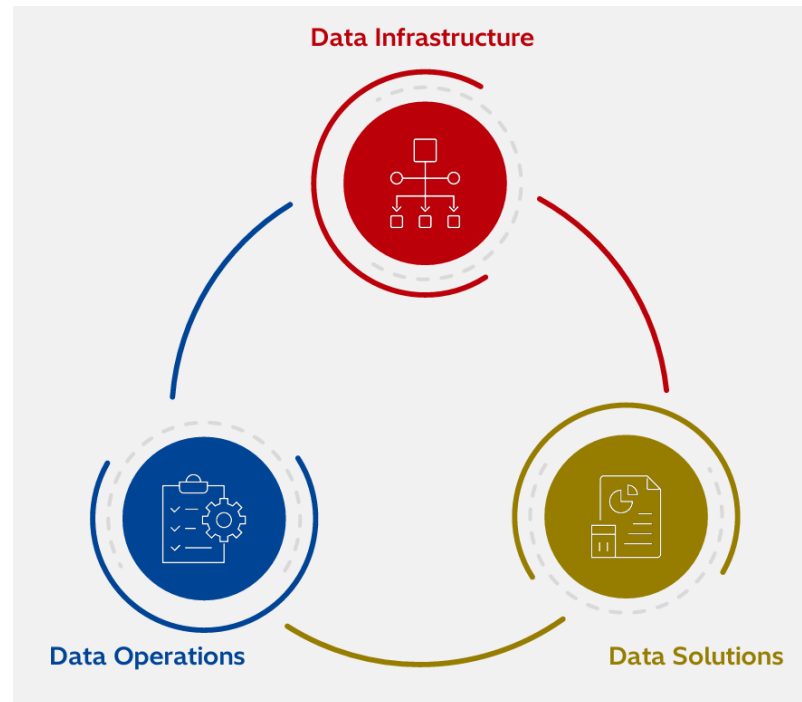
FY26 Partner Program

Treinamentos | Ferramentas | Recursos | Suporte

Treinamento e Certificação de Parceiros

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Plataforma do Centro de Aprendizagem
Base de Conhecimento



Treinamento de Produto
Programa Profissional Certificado
Digital Badgings



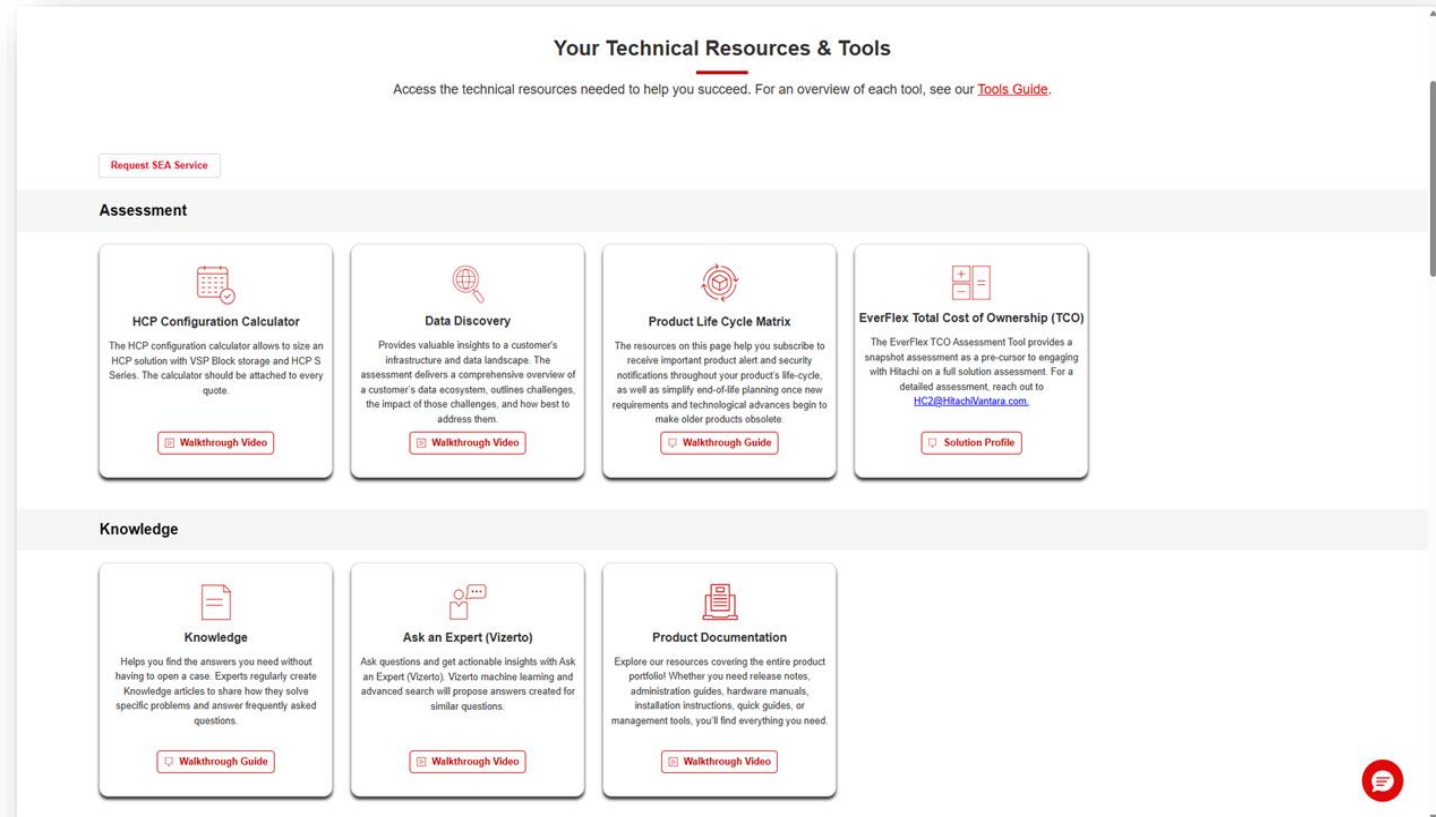
Recursos e Ferramentas Técnicas de Pré-venda e suporte

HITACHI

- Nossa seção de Recursos Técnicos e Ferramentas é mais fácil de navegar e usar.

– As categorias incluem:

- Avaliação.
- Conhecimento.
- Demonstração.
- Configuração.
- Desempenho.
- Proposta.
- Monitoramento.
- Engenharia de Soluções e Arquitetura.





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ONE LATAM Executive Briefing Experience

One Latam EBC Experience

Hitachi Office São Paulo | Brazil

HITACHI



- **Projetado para Clientes e Parceiros em toda a América Latina**
 - Uma experiência executiva personalizada para explorar inovação, transformação de negócios, IA, resiliência cibernética, nuvem híbrida e o futuro da infraestrutura de dados mais próxima da sua realidade, mais próxima do seu negócio.

Aproximando a experiência de briefing executivo em LATAM

HITACHI

Criamos o LATAM EBC em São Paulo para oferecer aos clientes e parceiros uma experiência executiva mais acessível, personalizada e focada em região, inspirada em nossa abordagem global EBC, mas projetada em torno das realidades e prioridades de negócios LATAM.

Destaques:

- Sessões executivas adaptadas aos desafios do seu negócio
- Demonstrações interativas e conversas estratégicas
- Especialistas regionais que entendem a dinâmica do mercado LATAM
- Acesso mais rápido e logística mais fácil para clientes em toda a região
- Engajamento colaborativo com a Hitachi Vantara, parceiros e alianças
- Foco na inovação com resultados práticos para negócios



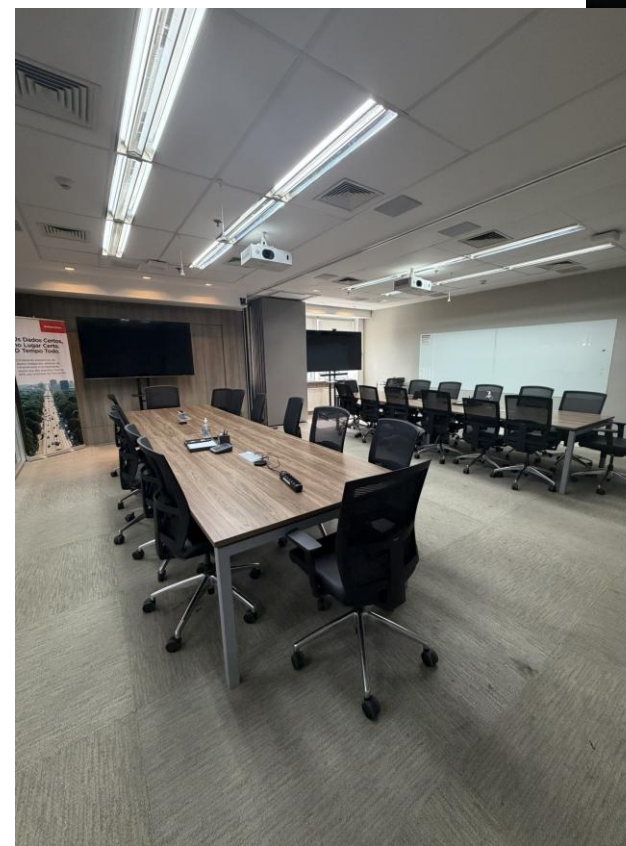
Um Centro Estratégico para a Colaboração LATAM

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O escritório da Hitachi em São Paulo foi projetado para sediar engajamentos executivos estratégicos em um ambiente moderno, colaborativo e flexível para clientes e parceiros em toda a região.

Incluso:

- Espaços modernos de briefing executivo
- Salas flexíveis para oficinas e sessões de inovação
- Capacidade para engajamentos executivos e de grupos maiores
- Áreas de networking e colaboração
- Conectividade fácil para viajantes da região
- Recomendações opcionais de hotéis e apoio local



Expertise executiva que compreende a LATAM

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Conheça alguns dos especialistas por trás da experiência



Nossas sessões são conduzidas por executivos experientes da LATAM e especialistas técnicos com profunda expertise em:

- Transformação digital
- Infraestrutura empresarial
- IA e análise
- Resiliência cibernética
- Estratégias de nuvem híbrida
- Ambientes críticos para a missão

Palestrantes:

- Pedro Diógenes
- Alessandro Brito
- Italo Cocentino
- Leandro Gomez Chavarria
- Roberto Parraguez
- Juan Botero
- Daniel Reggiani
- Marcelo Maggi
- David Cerón

Como agendar?

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Landing Page

Cada visita é totalmente personalizada. Selecione os temas de interesse e elaboraremos uma agenda personalizada com demonstrações interativas conduzidas por especialistas da Hitachi Vantara.

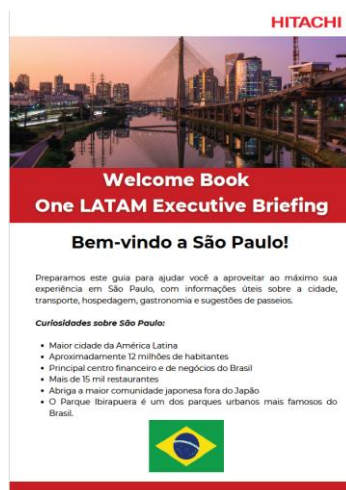
Tópicos

Explore áreas-chave como:

- Data & Analytics
- Artificial Intelligence
- Cyber Resilience
- Hybrid Cloud
- Automation

Logística

- Localização: São Paulo Office
- Duração: Sessões de meio período ou dia inteiro
- Coffee break: incluído
- Recomendações opcionais de hotéis
- Solicitar com 30 dias de antecedência



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Home Experience Lab Agenda Speakers Registre-se agora



Descubra, Experimente e Inspire

One LATAM Executive Briefing exclusivo no escritório da Hitachi

Registre-se agora

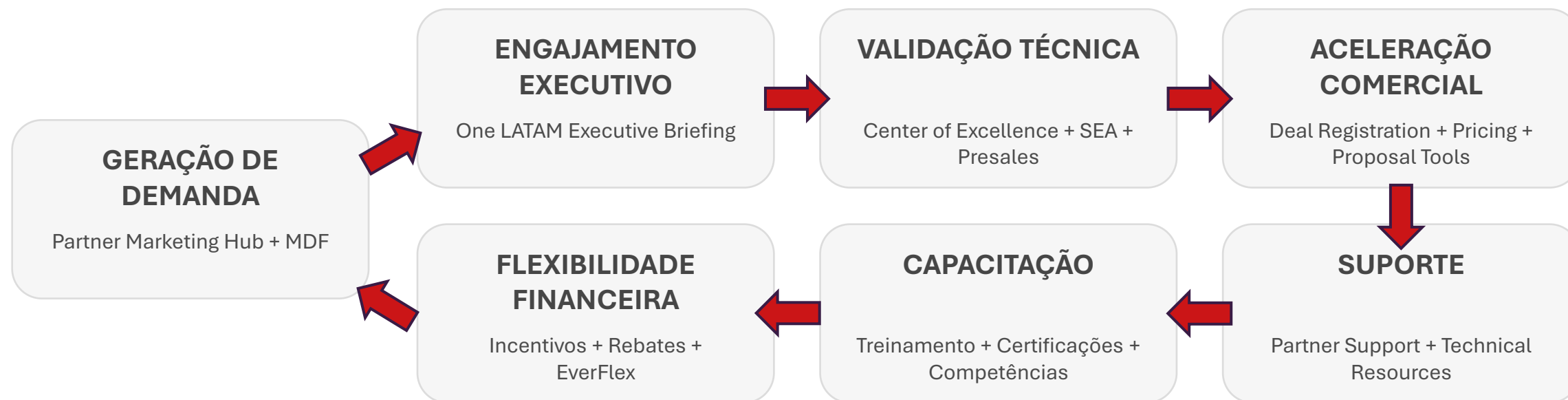
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Sumarizando

Temos toda estrutura de suporte ao parceiro

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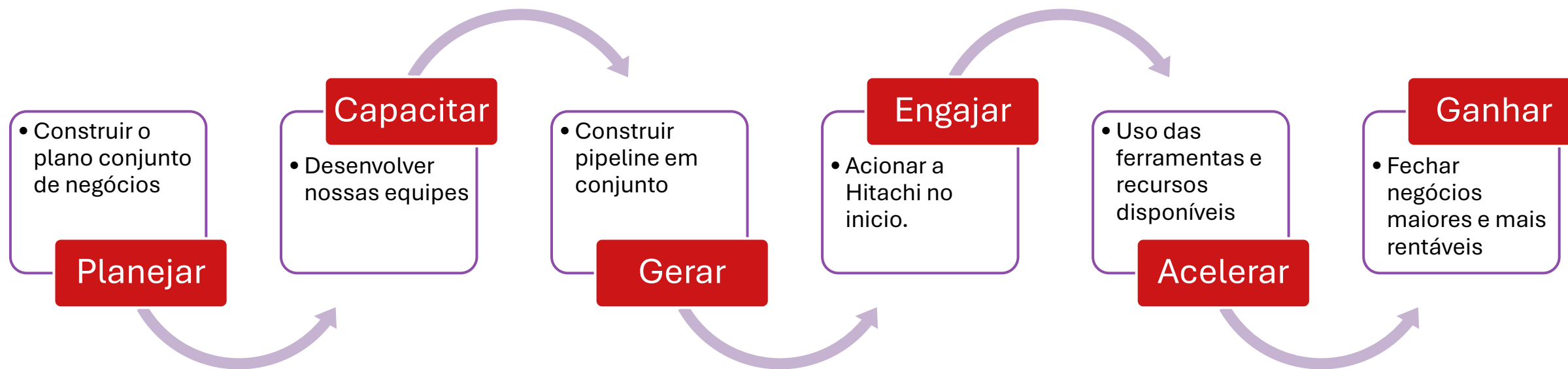
Tudo que sua empresa precisa para ganhar



O que precisamos fazer juntos?

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O programa funciona quando nós o ativamos



➤ *O programa FY26 estabelece acordo ativo, plano conjunto de negócios/marketing e requisitos de competências como elementos da estrutura para parceiros contratados*

Nosso Playbook Brasil FY26

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Como vamos transformar o programa em negócios

Prioridade	Ação do parceiro	Apoio Hitachi
Pipeline	Identificar contas estratégicas	Sales + Marketing
Executivos	Levar clientes C-Level	One LATAM Executive Briefing
AI	Identificar oportunidades de AI	Hitachi iQ + especialistas
Cyber	Criar oportunidades de resiliência	CoE + especialistas
Modernização	Mapear ambientes legados	Presales + Engenharia + Arquitetura
Competição	Envolver Hitachi antecipadamente	Deal Registration + Pricing
Rentabilidade	Estruturar melhor os negócios	Incentivos + modelos financeiros

O Nosso ecossistema

HITACHI

Um ecossistema transparente. Uma estratégia linear. Um objetivo: crescer juntos.

As ferramentas estão prontas.

A oportunidade está diante de nós.

Agora precisamos acelerar juntos.

Hitachi Vantara + Partners

Trusted | Profitable | Sustainable

O Nosso ecossistema

HITACHI

Um ecossistema transparente. Uma estratégia linear. Um objetivo: crescer juntos.

Storage One | NTT | Decision | Systech | Wisepath | Garage Tech | Columbia TI | LTA-RH

HITACHI

Ingram Micro
+
Lume Grupo | Ontec

**Muito
Obrigado**