



HITACHI

LATAM Partner Summit FY26

Built to Grow. Powered by Data.



Brazil Success Stories

Winning together. Scaling what works.

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Hitachi Vantara Brazil

Five sectors. Six wins. One repeatable pattern.

Different industries, different challenges — the same partner-led winning system.

>\$26M

rounded cumulative
Gross Revenue, FOB, excluding taxes

Relationship
+ Business Trigger
+ Technical Differentiation
+ Commercial Model
+ Execution

Scalable growth

Public Sector

Expand



~\$10M

Data Center

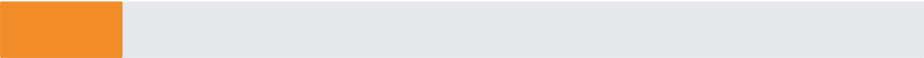
EverFlex at scale



~\$14M

Energy Utility

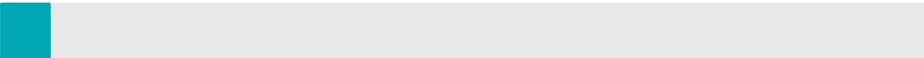
Resilience



~\$1.3M

Healthcare

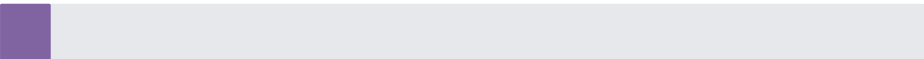
Convergence



~\$0.5M

Manufacturing

Execution

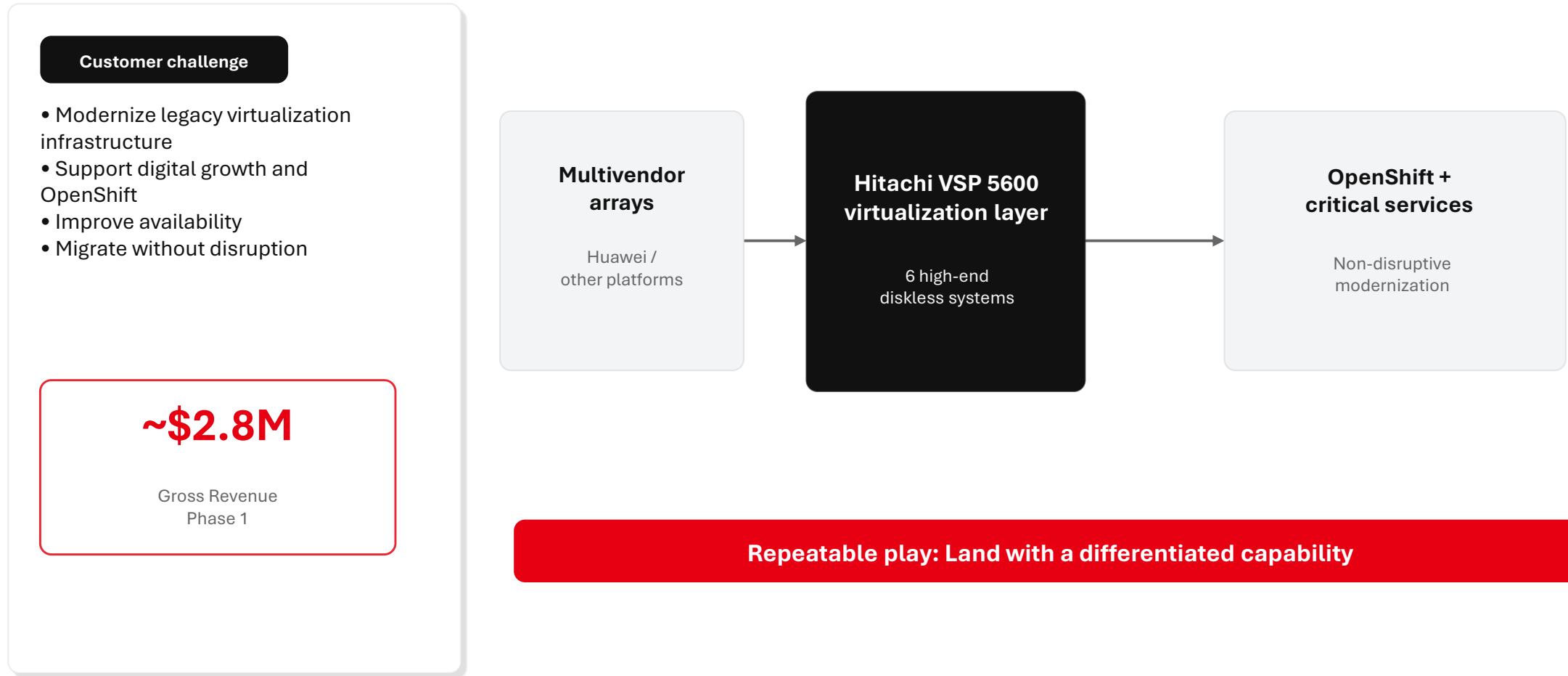


~\$0.5M

All values are in US dollars; gross revenue, FOB, excluding taxes.

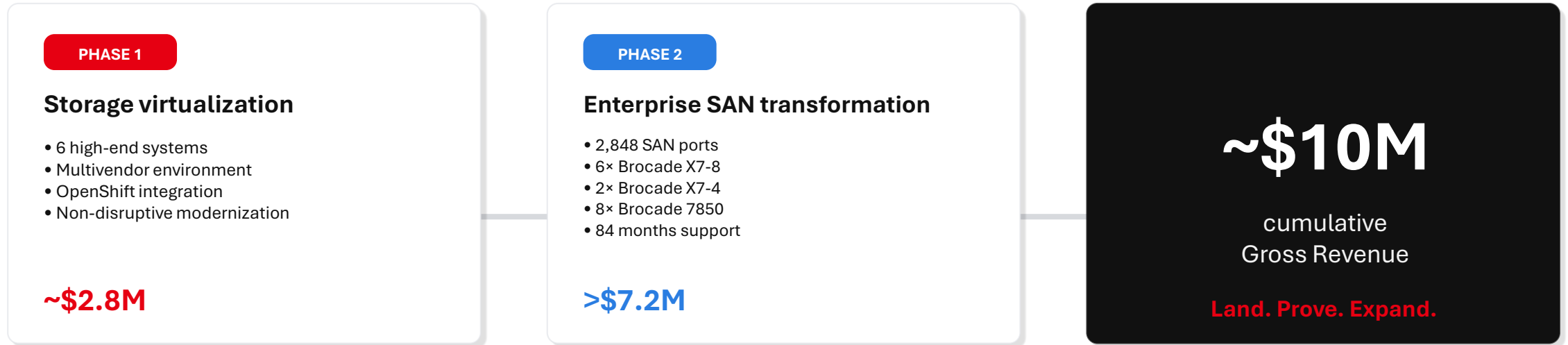
Win the capability others cannot match

Phase 1: multivendor storage virtualization became the strategic entry point.



Turn trust into a ~\$10M transformation journey

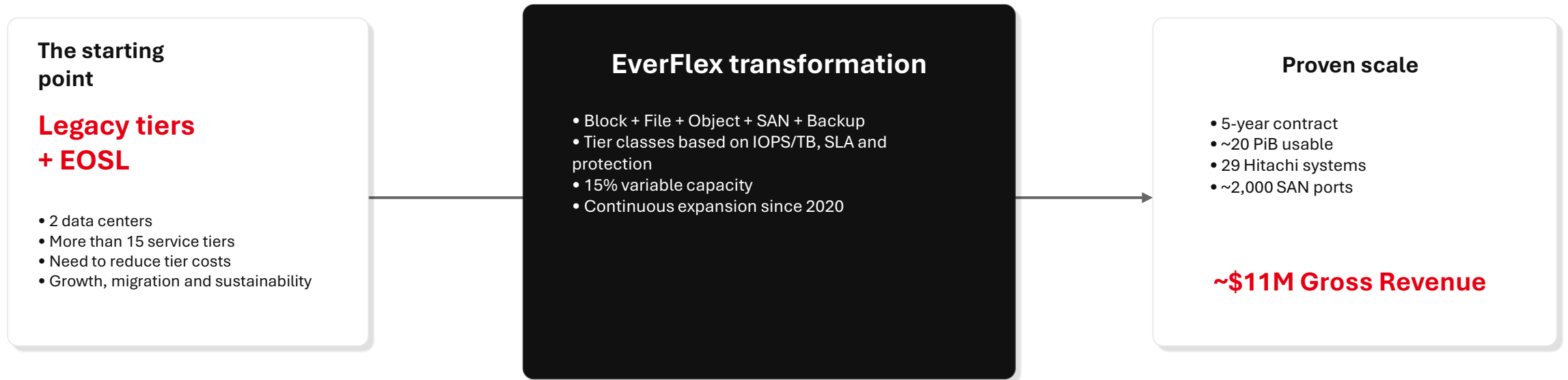
Cumulative journey across two initiatives — not a single contract.



Win a strategic entry point, then expand across the infrastructure stack

Build a differentiated service catalog with EverFlex

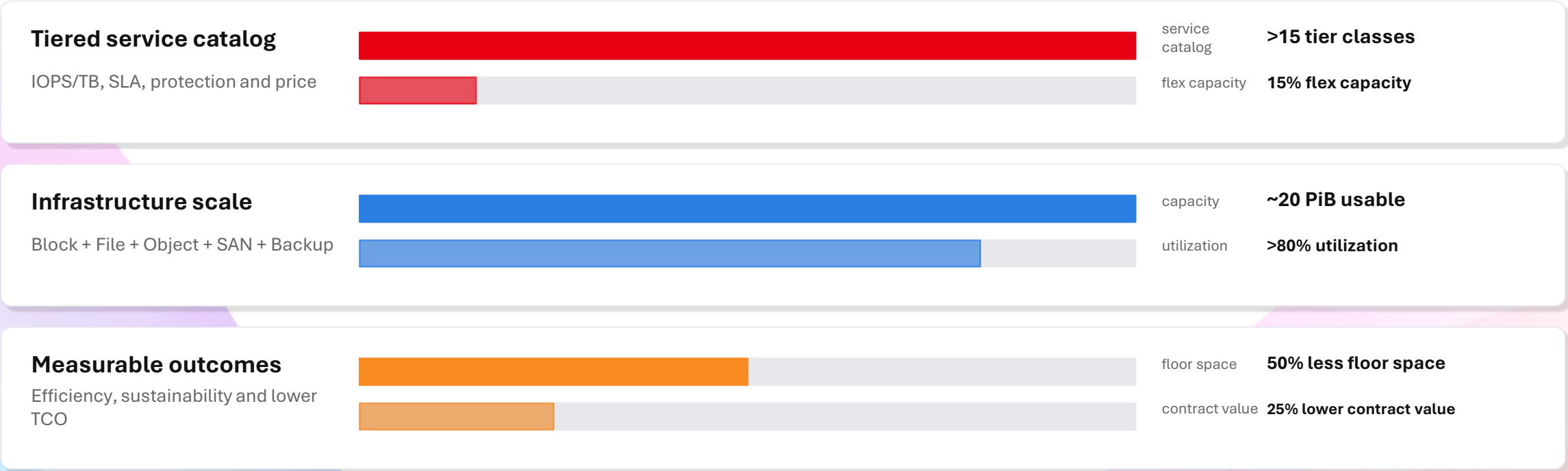
A proven five-year model across tiered SLAs, flexible capacity and continuous modernization.



EverFlex transformed infrastructure consumption into differentiated services for end customers.

Proven outcomes at scale

A multi-year EverFlex model delivering measurable efficiency, cost and resilience.



2 data centers | 29 Hitachi systems | ~2,000 SAN ports | Annual expansions since 2020

A recent new-logo EverFlex win

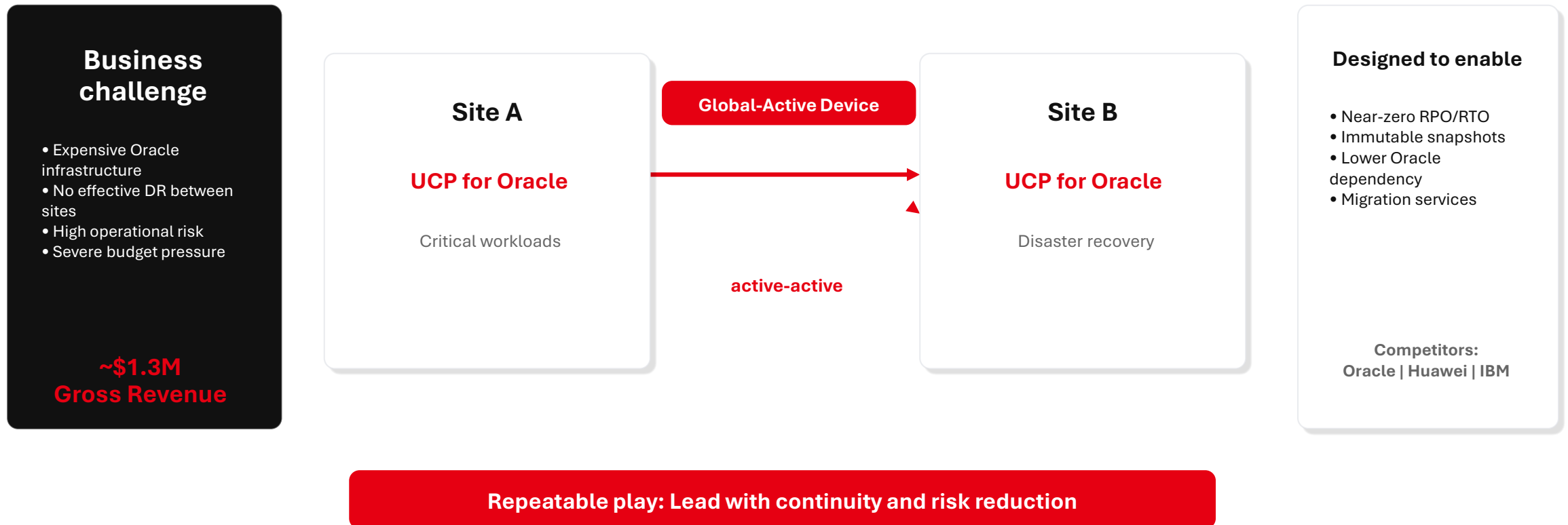
Recently booked; implementation is pending — included to show the model's commercial potential.



The proven EverFlex model continues to create new logos.

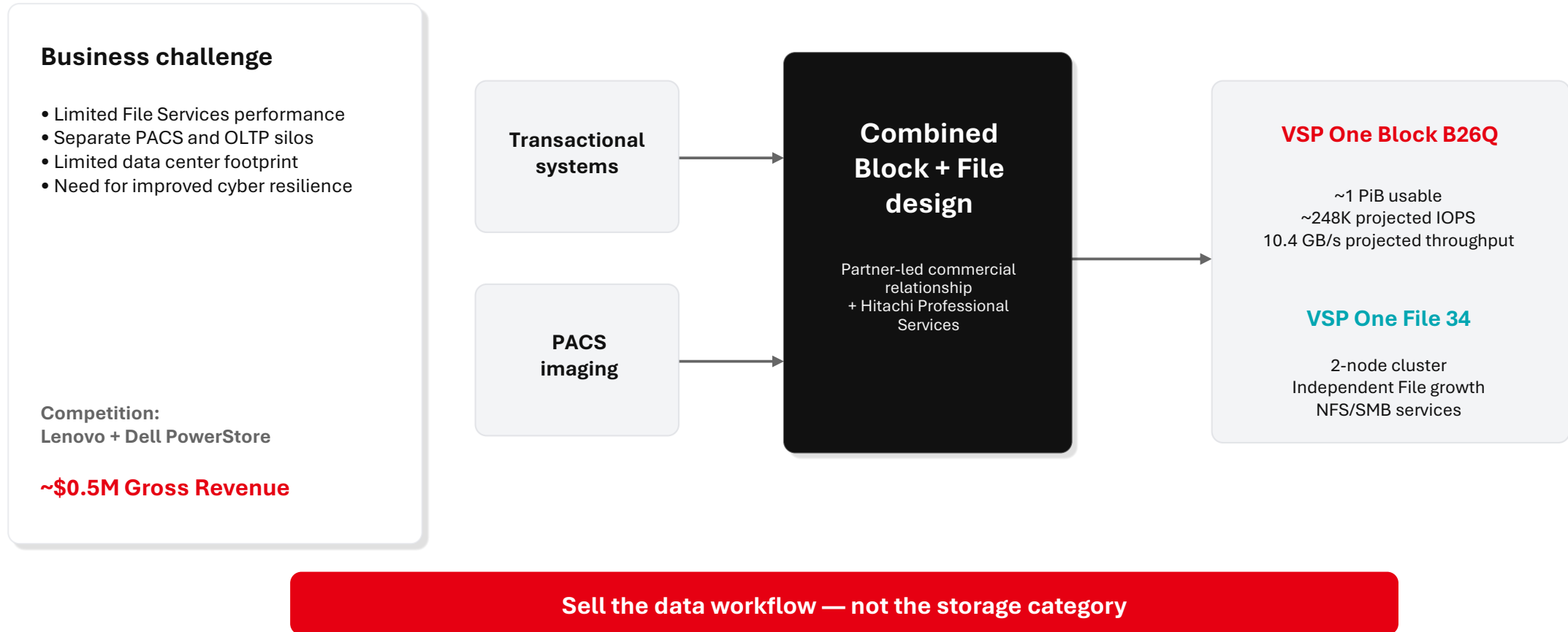
Modernize Oracle around business continuity

Sell resilience and lower dependency — not just infrastructure.



Follow the data workflow across Block and File

One architecture for PACS imaging and transactional systems.



Displace a 12-year incumbent with execution certainty

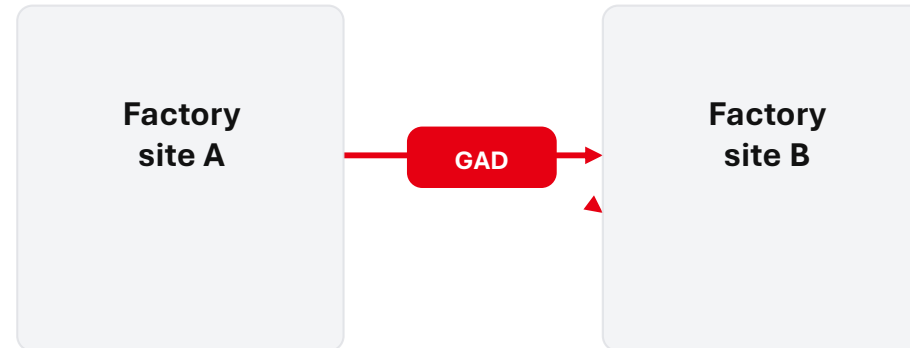
A technical win only matters if the customer can execute on time.

The trigger

- 12-year IBM installed base
- Fiscal-year deadline
- Risk of losing approved budget
- Need for high availability and immutable protection

Competition:
IBM | Dell | Lenovo

~\$0.5M Gross Revenue



The solution

- 4× VSP One Block 26Q
- 4× Brocade G720
- Global-Active Device
- Immutable snapshots
- 30-day snapshot retention

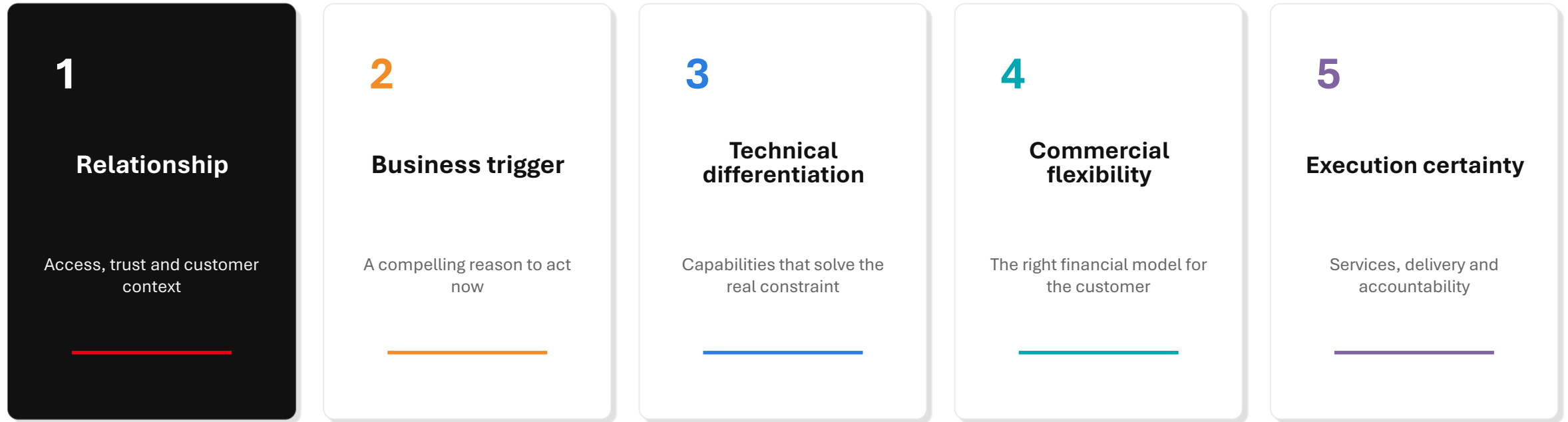
Budget preserved.
Purchase completed on
time.

Execution certainty can be a competitive differentiator

COMMON PATTERN

What these wins have in common

The product changed. The winning system did not.



Partner Relationship × Hitachi Differentiation × Execution = Scalable Growth

PARTNER PLAYS

Five repeatable partner plays

Your next opportunity may already fit one of these patterns.

Public Sector

Land with differentiation. Expand across the infrastructure stack.

Data Center

Build tiered services with EverFlex. Turn renewals into new-logo wins.

Energy

Sell continuity, resilience and lower platform dependency.

Healthcare

Follow the customer's data workflow across Block and File.

Manufacturing

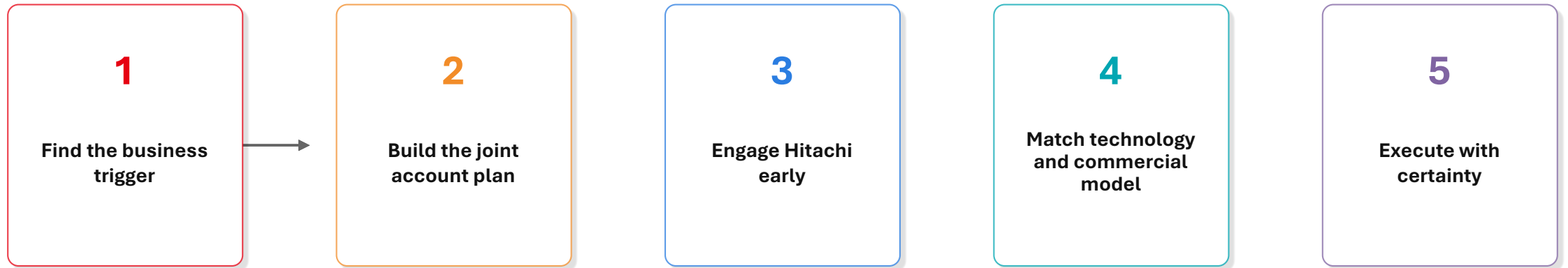
Use execution certainty to displace long-term incumbents.

Different industries. Different challenges. One ecosystem.

CALL TO ACTION

Built to grow. Powered by partner execution.

The opportunity is not to copy the architecture. It is to replicate the winning motion.



Customer Success + Partner Growth

Thank you