



HITACHI

LATAM Partner Summit FY26

Built to Grow. Powered by Data.

The background of the slide is a vibrant tropical beach scene at sunset. The sky is filled with soft, colorful clouds in shades of orange, pink, and yellow. The sun is low on the horizon, casting a warm glow. The ocean features waves with a rainbow-like iridescent sheen. In the foreground, the sand is marked with concentric, rainbow-colored lines. Palm trees are visible on the left and right sides of the frame.

HITACHI

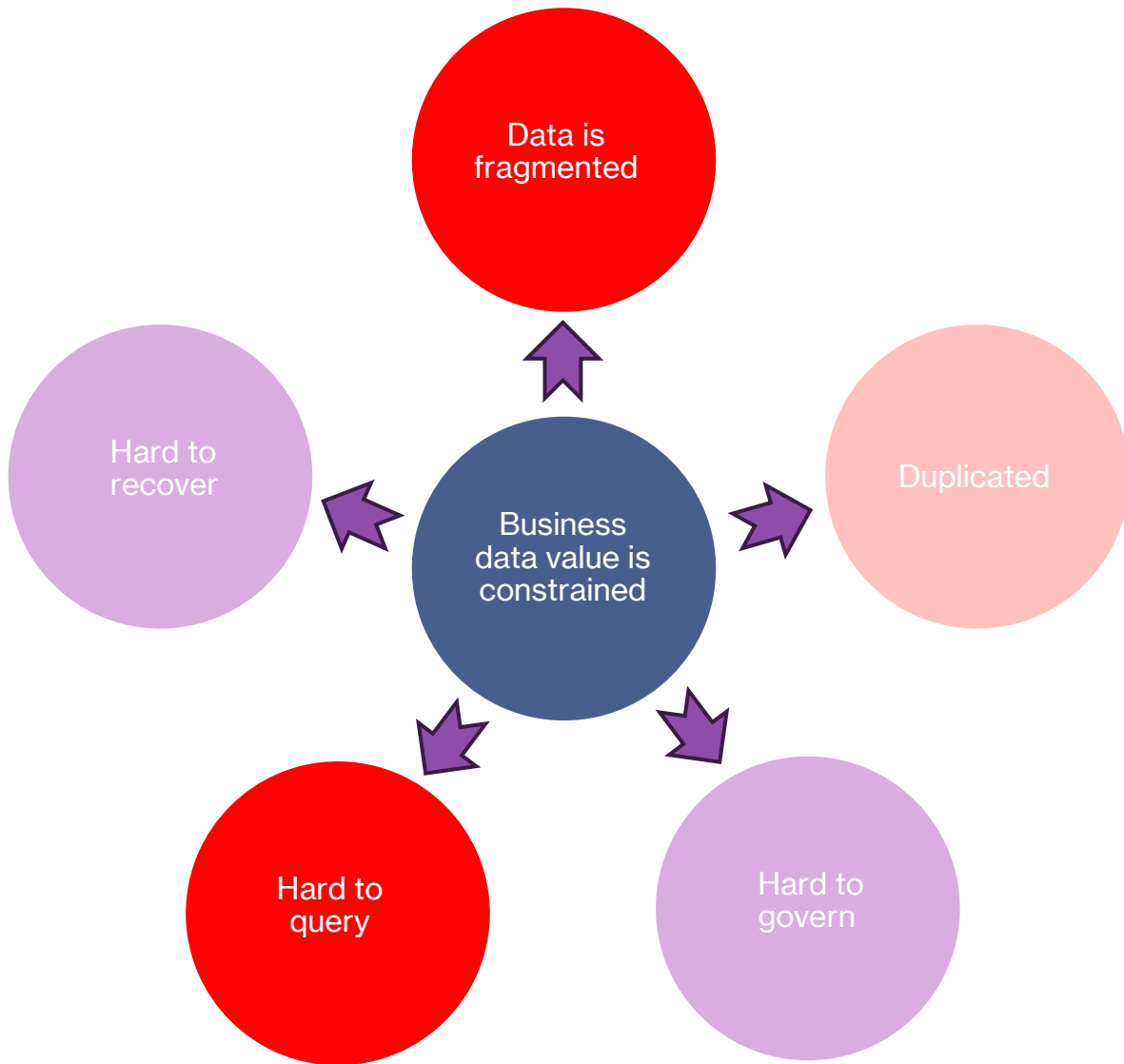
Portfolio & Roadmap Update

Change Demands Modernization, AI, Resilience

Why Data First Matters for ALL

Data is where strategic value begins

Data Friction



Data friction
shows up as
operational and
business pain

Delayed Insight

Copy Sprawl

Governance Risk

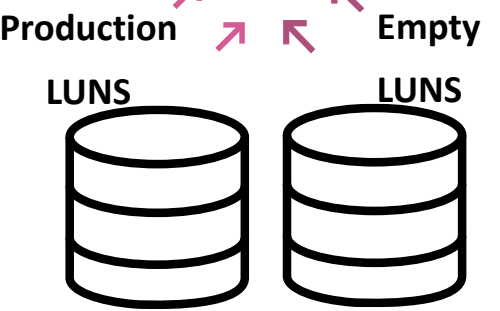
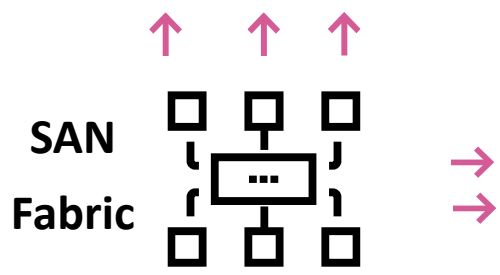
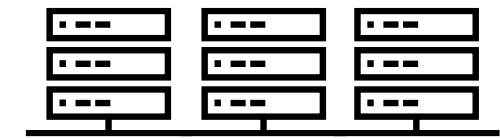
Recovery Complexity

Analytics Latency

AI Retrieval Gaps

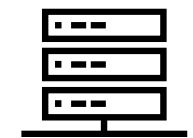
The Modern Data Center

Production, D.R., Tests,
Analytics, I. A., Vault



Storage Arrays
Hitachi or Non-Hitachi

Hosts see Virtual LUNS
through VSP

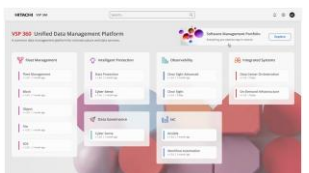


- HDPS
- Commvault
- Veeam



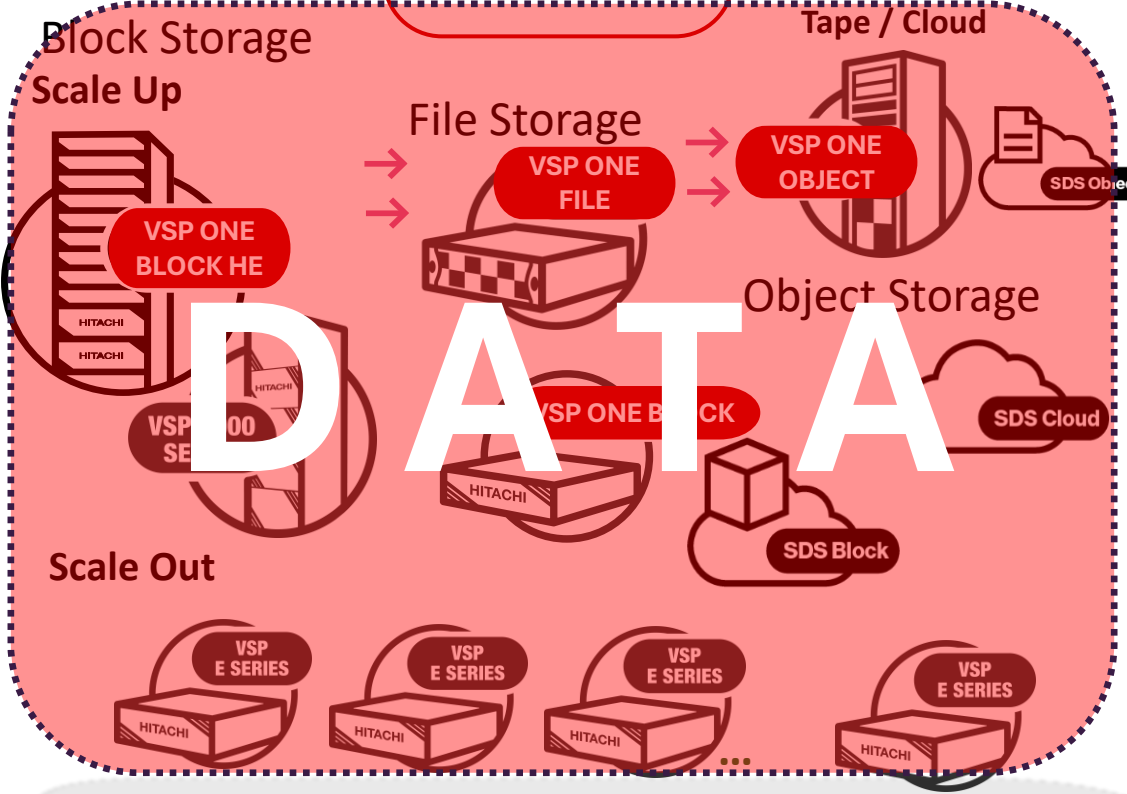
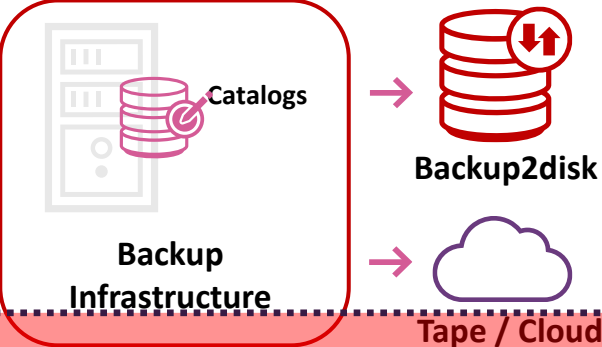
Diskless VSP

Improved Capacity
De-Dup & Compress
Better Performance

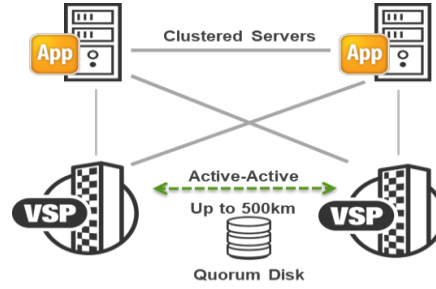


AI Ops, Control
Observability

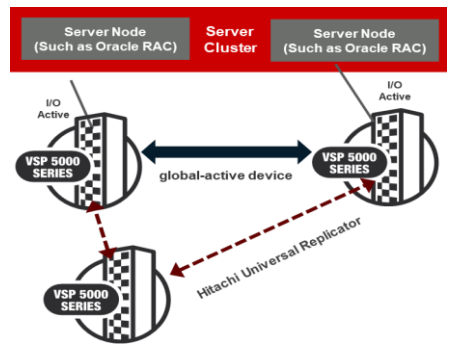
Hitachi Vantara



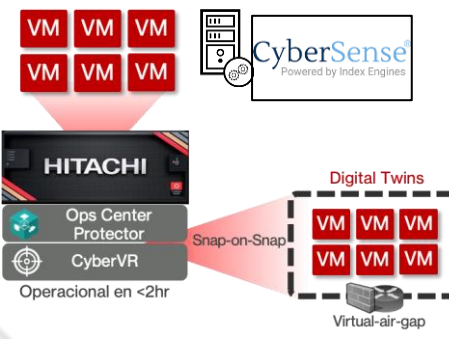
Global Active Device



3 Data Center D.R.



Cyber-Resilience

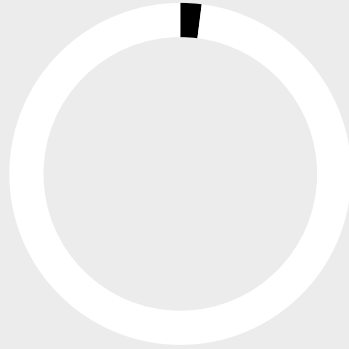


Four Points That **Rewrite** the Infrastructure Playbook



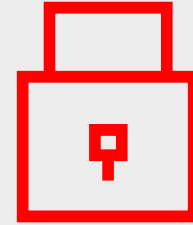
78%

of organizations expect to operate more data centers in 5 years than they do today.



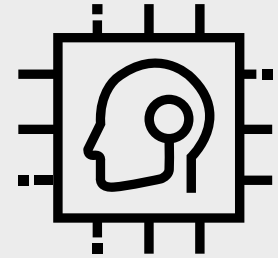
Only 2%

of organizations expect to have visibility into all their data centers.



Security

incidents are everywhere:
Cloud, GenAI, Hybrid Cloud.



AI

will act as the catalyst for a data deluge.

Why Data First Matters for ALL

Data Center modernization needs data reuse

Enterprise modernization creates more value when data can be reused across reporting, analytics and process intelligence

Resilience needs data

Recovery depends on clean, protected, auditable data copies that can be trusted when operations are under pressure.

A.I. needs data

Models, agents, and analytics need approved access to structured, unstructured, historical, and operational data.

Data is where strategic value begins: analytics, A.I., cyber resilience, and operational continuity all depend in trusted data.

The real measure is whether data can be:

- Governed
- Found
- Queried
- Protected
- Reused

A data-first foundation reduces friction across multiple technology programs instead of creating isolated platforms.

Data Needs are Evolving

Managing Data Silos

- Business-critical Applications
- Virtualization & Containers
- Unstructured Data
- Edge Storage
- Public Cloud
- Modern Mainframe

Data Engine



Building Data Pipelines

- Explainable AI
- Regulatory Compliance
- RAG
- Cyber Resiliency
- Agentic AI
- Data Driven Alerting

Customer Pain Points

Cost | Continuity | Compliance | Complexity | Speed | Scale | Security | Skill Set

Is Data important?



AS YOU CAN SEE, NEW CASES OF THIS NEW DISEASE
HAVE FALLEN BELOW ZERO.

BUT I'M NOT 100% SURE ABOUT THOSE NUMBERS...

The Portfolio

The Data Foundation for Innovation

Our Strategic Framework

The Data Foundation for Innovation

Hybrid Cloud
Infrastructure

Platforms for Growth

Data
Management

Value Maximization



Artificial
Intelligence

Outcome Driven

Green
IT

Global & Social Impact

Strategy to Product Portfolio

What Customers and Partners Want



1

Data Resiliency & Compliance

Risk-smart, complete data resilience—automated, compliance-ready, with the simplicity of one platform

2

Unified Data Platform (data plane)

VSP One: integrated block, file, object, mainframe, cloud, reducing data silos, enabling simplicity at scale

3

Unified Data Management (control plane)

VSP 360: streamlines hybrid cloud operations with integrated control, observability, and automation across all storage types.—with predictive AIOps and policy-driven automation

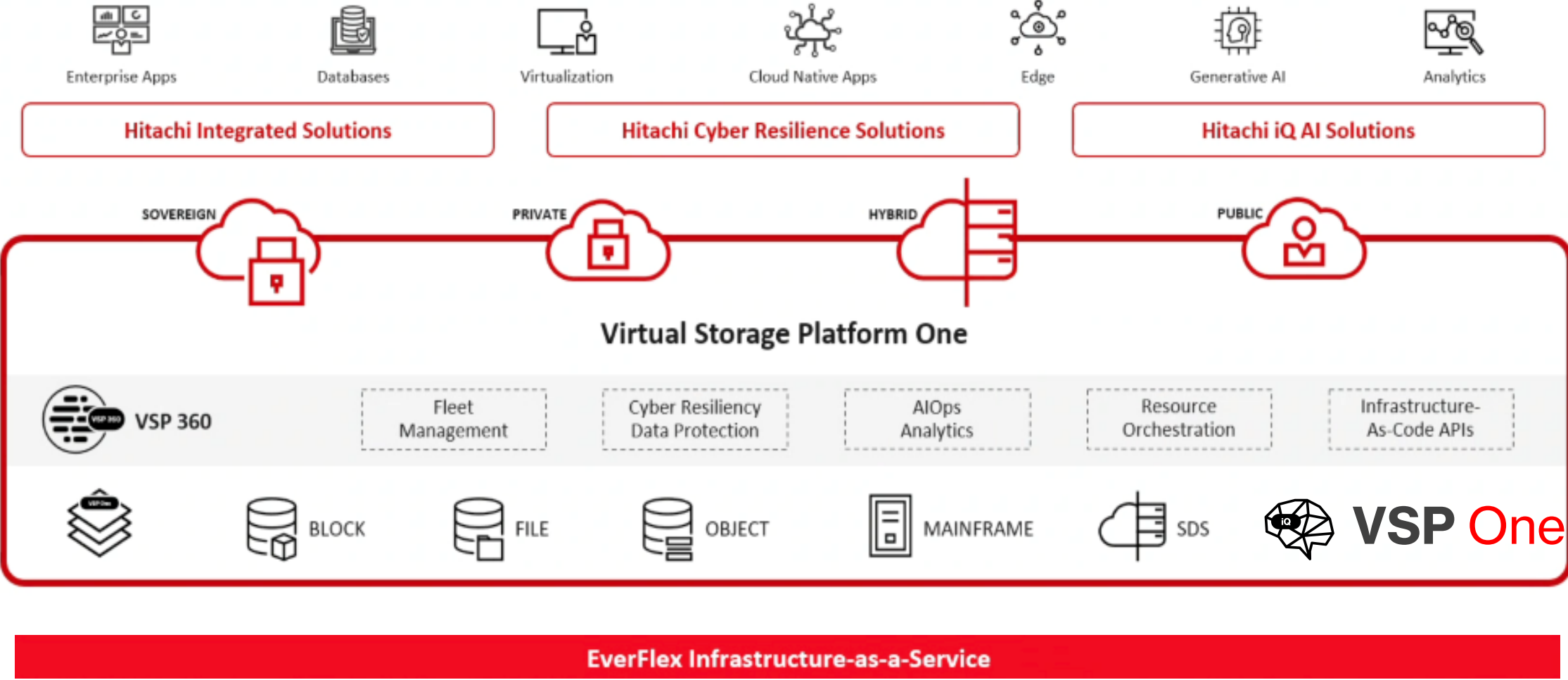
4

AI/GenAI/Agentic AI

Hitachi iQ: unified AI infrastructure and orchestration platform accelerates GenAI, analytics, agentic workloads

Sustainability Economics

Virtual Storage Platform One



Digital Infrastructure Portfolio



All Types of Workloads



Compute & Networking



Partners & Alliances



Storage Portfolio

Solutions

Hybrid/Multi Cloud

Private Cloud

Mission Critical Apps

Big Data / Analytics



VSP 360



Infrastructure Automation



Ecosystems Integrations

Rack Servers



HITACHI ADVANCED SERVER



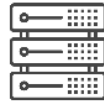
Hitachi Integrated Systems

CONVERGED & HYPERCONVERGED



Cisco and Hitachi Adaptive Solutions for Converged Infrastructure

Scalable Blade Servers



 BROADCOM

 CISCO

 Commvault

 NVIDIA

 VEEAM

 VM20/20

VSP 360



Fleet Management



Intelligent Protection



Clear Sight Observability



Data Governance

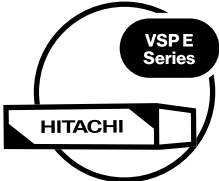


Integrated Systems

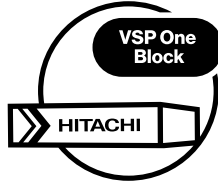


IaC

VSP One



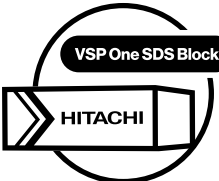
VSP E Series



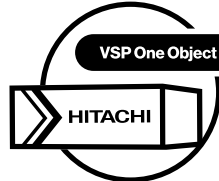
VSP One Block



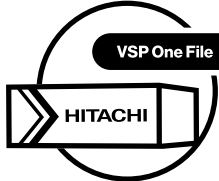
VSP One High End



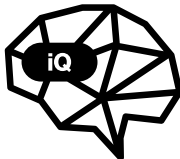
VSP One SDS Block



VSP One Object



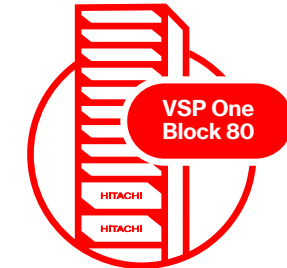
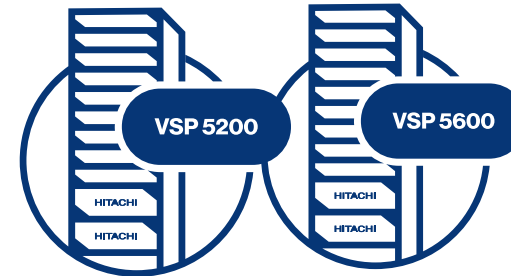
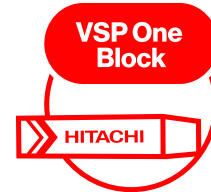
VSP One File



iQ

VSP One Block

The Data Foundation for Innovation



SVOS: Common Hitachi Storage Operating System VSP 360 Management

Midrange Hybrid Storage NQA 2:1 Up to 10.6PB raw Open Systems 2U Form Factor	Midrange Hybrid Storage NQA 2:1 Up to 26PB raw Open Systems 4U Form Factor	Midrange AFA (NVMe) NQA 2:1 Up to 14.1PB eff Open Systems 2U Form Factor	High-End AFA and Hybrid NQA 2:1 Up to 23.1PB raw Open/Mainframe 18U Form Factor	High-End AFA and Hybrid NQA 2:1 Up to 69PB raw Open/Mainframe 18U Form Factor	High-End AFA (NVMe) NQA 4:1 (Open) Up to 43PB eff Open/Mainframe 18U Form Factor
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VSP One Block HE

The Data Foundation for Innovation

Third Generation to take advantage of NVMe's massively parallel IO capabilities with very high availability (true 8 9's for standalone storage)

- Open System and Mainframe support
- Flexible scale-out and/or scale-up architecture
- Flash-optimized
- 100% data availability guarantee for peace of mind
- Second generation with FICON 32 Gbit IFCES



VSP One Block 24, 26 & 28

The Data Foundation for Innovation

- **3 New models - 2U NVMe AFA flash system**

- Latest Intel Xeon Gen 4 (Sapphire Rapids) processor with PCIe Gen4
- New, always-on Compression Acceleration Engine¹ & Algorithm
- End-to-end NVMe with 100G NVMe TCP and 64G FC-NVMe
- Increased NVMe drive scalability to 72 drives and faster Gen 4 drives
- Dynamic Drive Protection (DDP) equivalent to RAID6 levels of data protection
- Increased front-end IO slots (up to 32 ports FC)
- QLC Media Support Ready

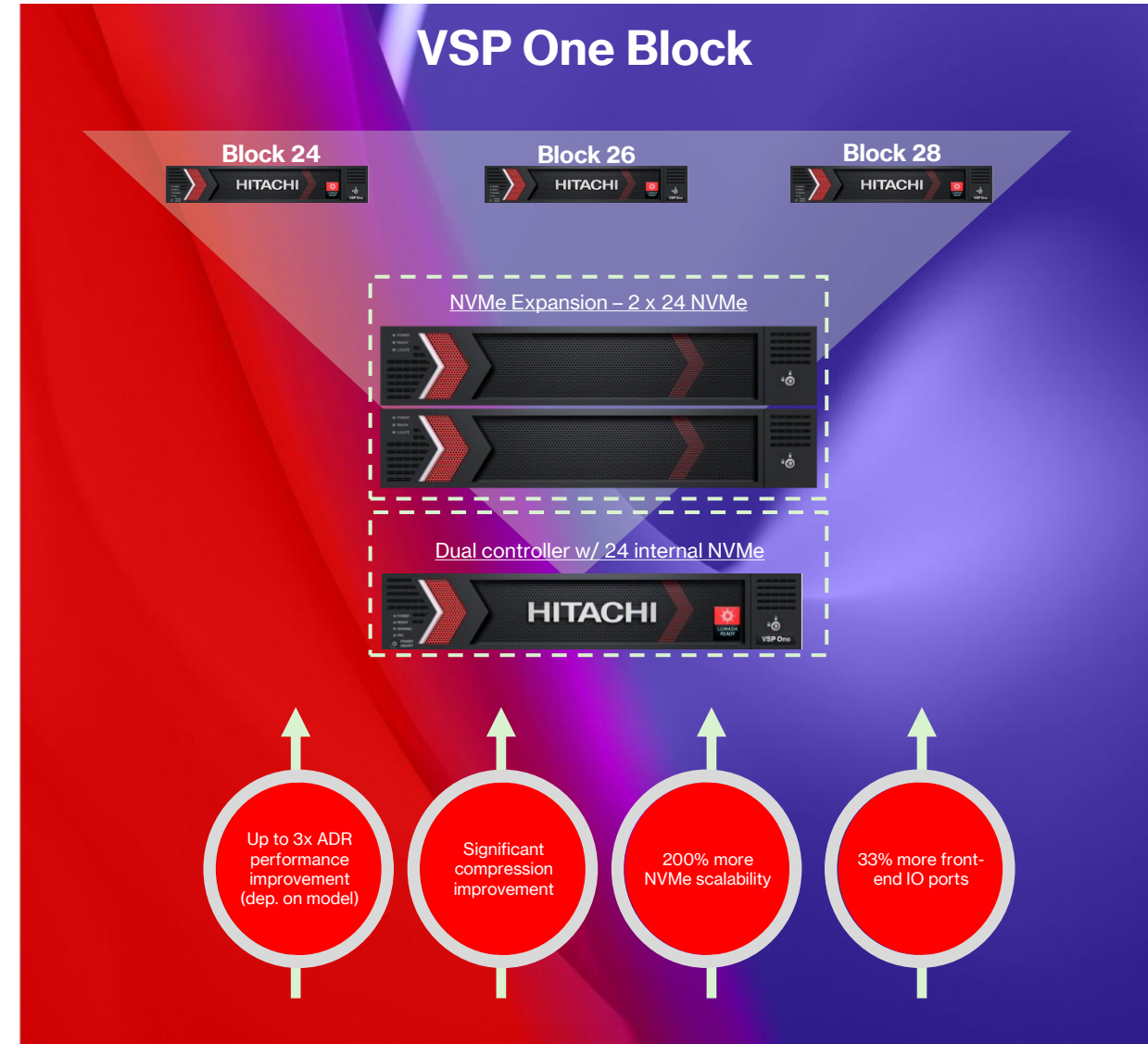
- **Improved Ease of Use and Capabilities**

- Embedded GUI (VSP One Block Administrator) and Virtual Storage Scale Out enhancements
- Thin Image Advanced Data and Ransomware Protection with Safe Snap
- Replication to VSP One in the Cloud

- **Lower Total Cost of Ownership**

- Supports self-install
- Extended maintenance
- Hitachi Modern Storage Assurance program from VSP E790/E590 and to next-generation

¹ HW accelerator available on Block 28 and Block 26



VSP One File

Delivering Flexibility without Complexity



Over 1,200PB of File Storage in Production

Performance
and Scale



- **FPGA Accelerated file system**- Perf & Scale (2x)
- **Scale up and Scale out**- Capacity & Performance
- **Network flexibility** 10/25/100GbE & near-cloud extension

Simplified



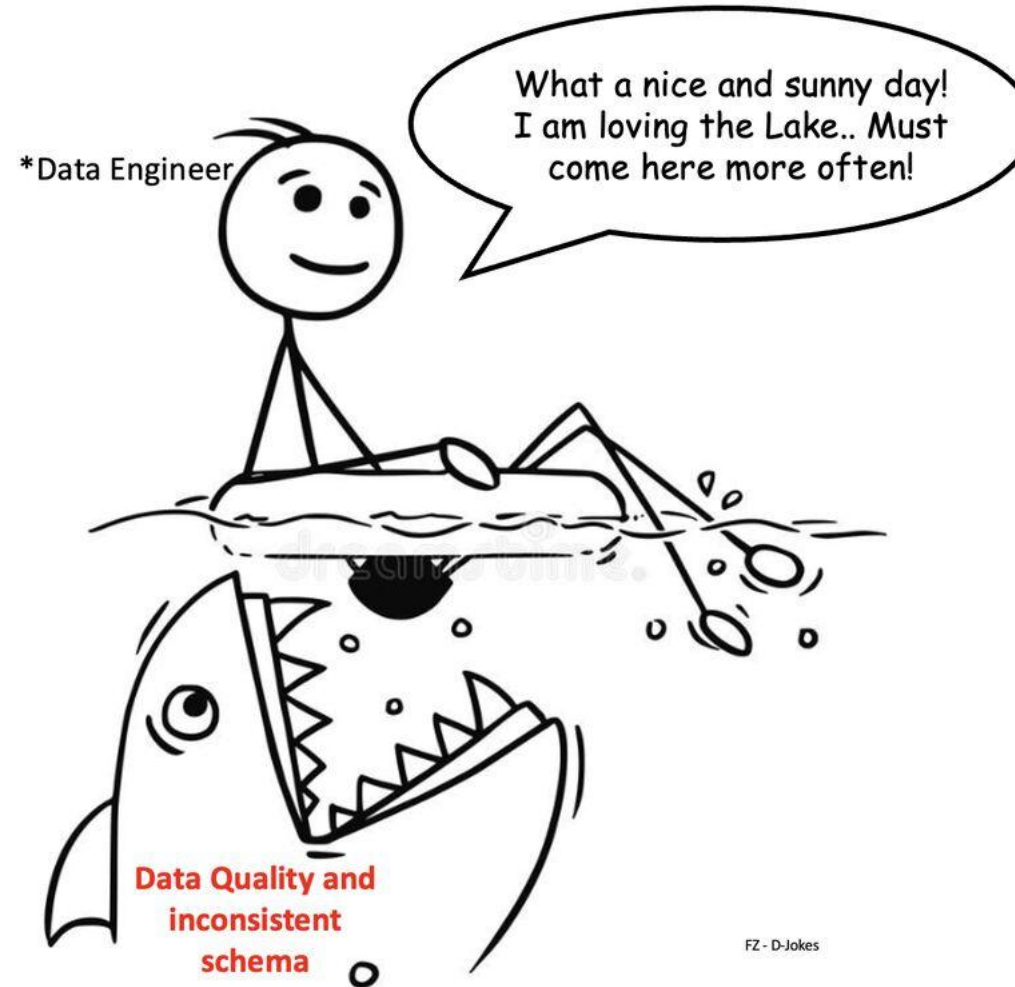
- **Simplified management**- VSP integration & ClearSight
- **Hybrid Cloud Enabled** with Native cloud tiering
- **Multi-protocols**- SMB, NFS, Secure NFS, VMW datastore

Trusted



- **Cyber Resiliency**- Immutability, DOS attack prevention
- **Enhanced Security**- MFA, SSO, NFS 4.1, CyberArk
- **Ransomware detection** partner integrations
- **Enterprise Feature set** Data services & Ecosystem

A Day In The DataLake



VSP One Object

Delivering Flexibility without Complexity

Intelligent

S3 Compatible

PII Service

On-prem native
S3 Tables

Integrated
Telemetry

Direct SQL
queries

Open table
format support

Resilient

- System is designed for maximum data resilience and data availability
- Includes advance storage services
- Includes advance data protection
- Replication, long term-retention, versioning object lock, encryption, lifecycle mgt.

Simplify Lakehouse Architecture

A fit for your data lakehouse, AI/ML and analytic workloads



Amazon S3
Table Buckets



Apache Iceberg
Catalog



Light weight
SQL Engine



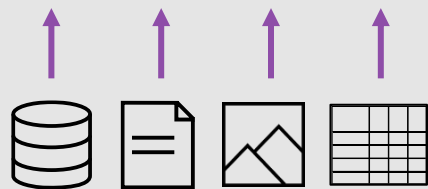
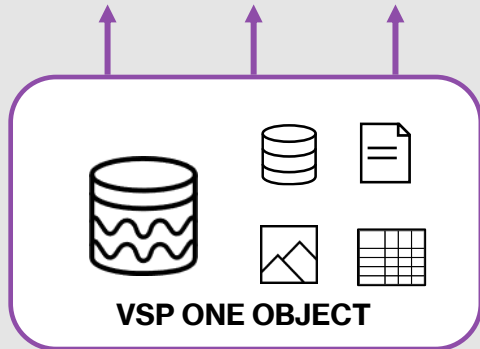
SQL Query
on Object

Bridging the gap between
data lakes and data warehouses

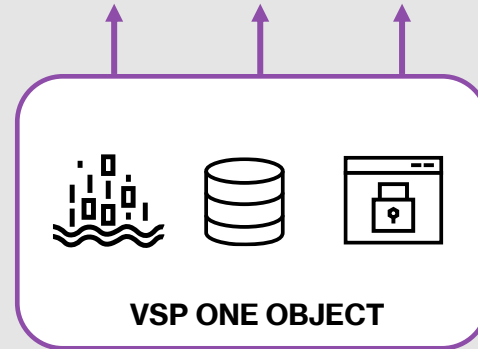
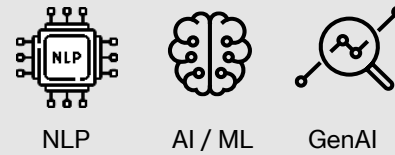
VSP One Object

The Top 3 Use Cases

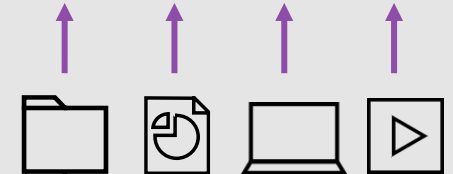
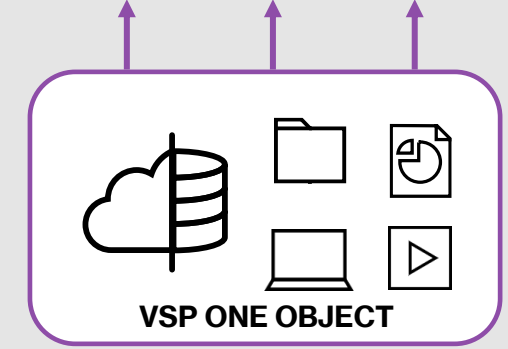
Data Lake / Lakehouse



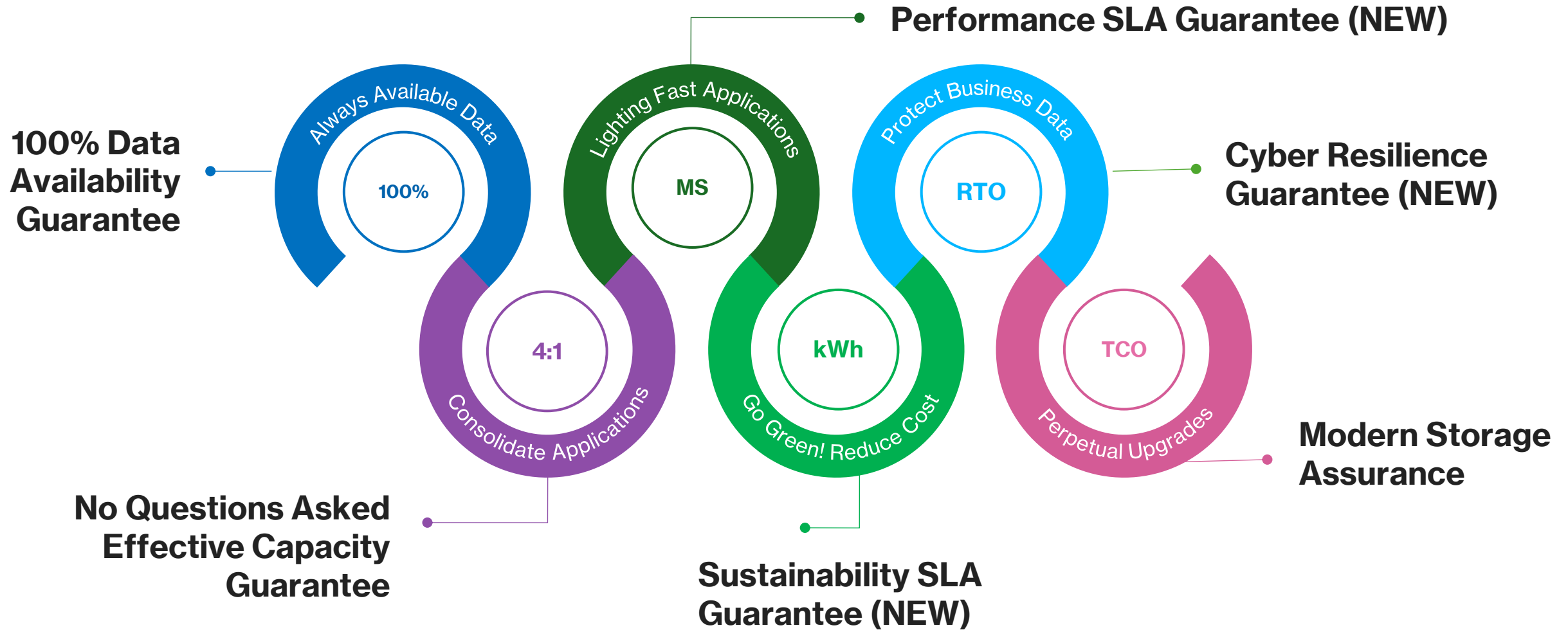
AI/ML & Analytics



Data Protection & Long-term Retention

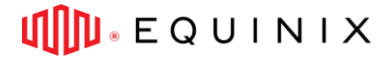


VSP One Data Guarantees



Our Technology Ecosystem Partners

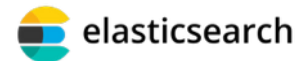
Cloud Alliances



Managed Service Providers



ISV and Technology Partners



Technology Alliances

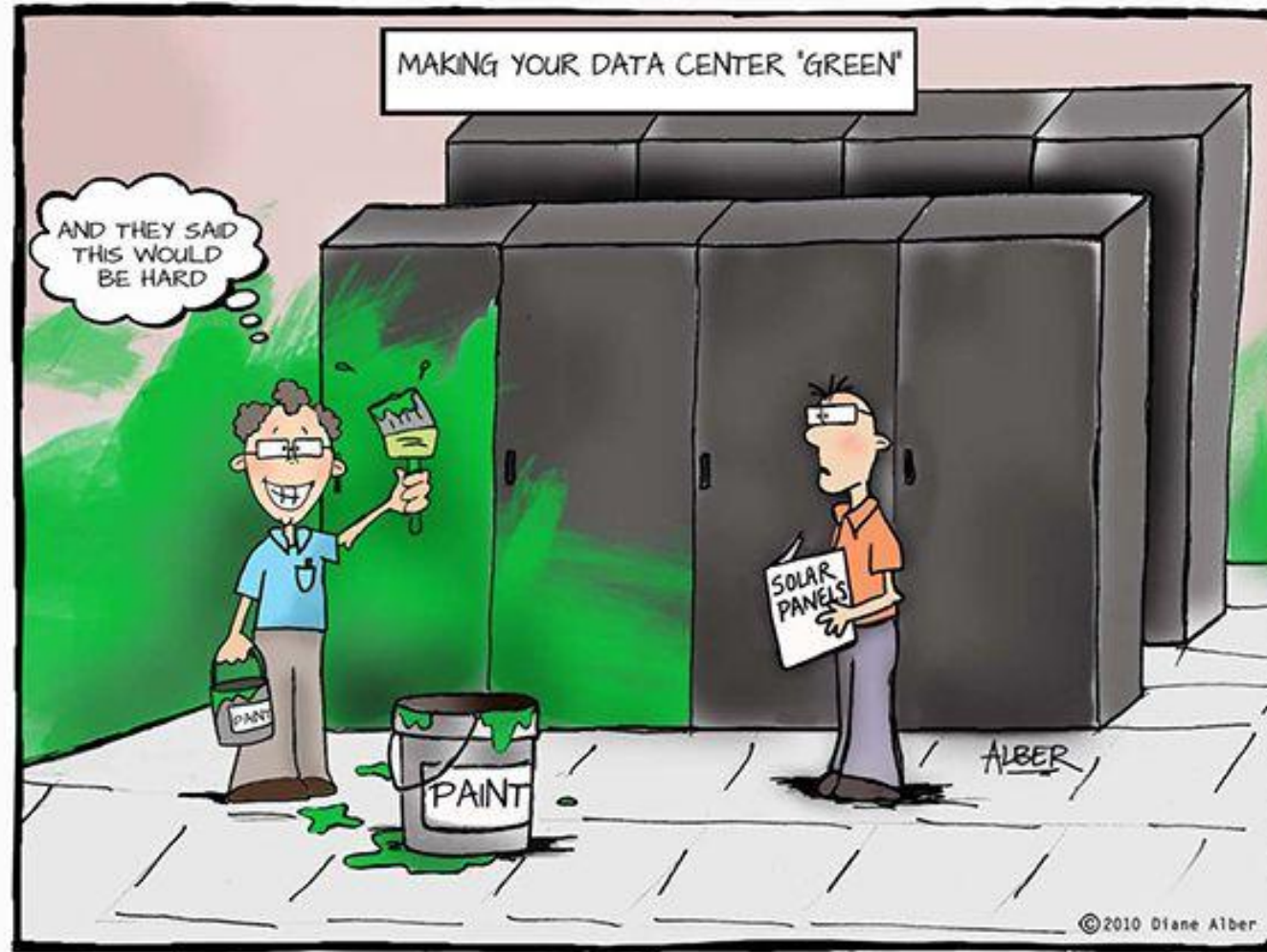


Sustainability

Eco-Storage

Achieving Sustainability

The Green Initiatives



VSP Sustainability Leadership

Energy
Star



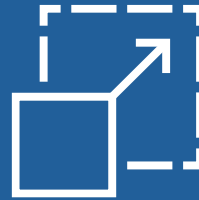
*Ranked
number #1 for
IOPS per
WATT*

Carbon
Footprint of
Products



*The only vendor
with entire
circular
economics
measured*

Automated
Compression
Switching



*Switch between
in line and
post process
on the fly*

Patented

Dynamic Carbon
Reduction



*Automatically
lower power
consumption
on the fly*

Patented

Modern Storage
Assurance



*Controller
upgrades while
extending
media life*

Patented

38% Less CO2 Compared to Any Vendor

Sustainability - Eco Friendly



Power Saving

Reduce environmental impact and running cost

- Smart power saving for HW components (FAN, CPU) according to environment temperature and IO traffic



FAN
Fine Control



CPU
Power Saving



Power Consumption
Up to **-17%**



Configuration Flexibility

Make less materials (drives) for needed storage capacity

- Expand system capacity flexibly with one-drive increase
- Better Compression & Dedupe also means you need less



Dynamic Data Protection
(DDP)



Add 1 Drive



High Efficiency

Minimize footprint by higher efficiency than competitors

- Consolidate storage system by more than twice efficiency to competitors



Performance Efficiency
[IOPS/W]

x 2.7



Capacity Efficiency
[TB/U]

x 2.2



Power Efficiency
[W/TB]

x 2.0

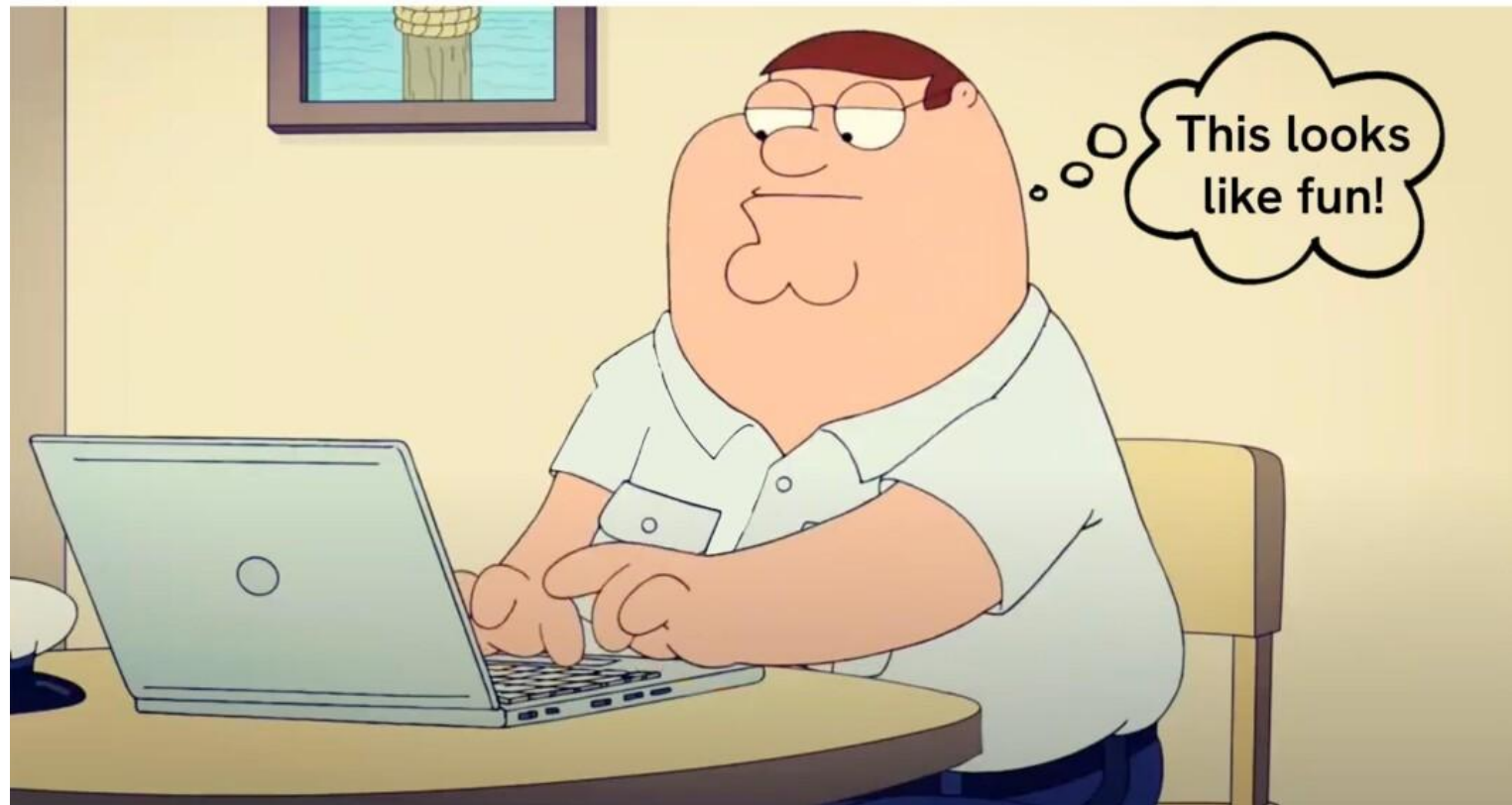
Data Protection & Recovery

Cyber Risk Mitigation Solutions

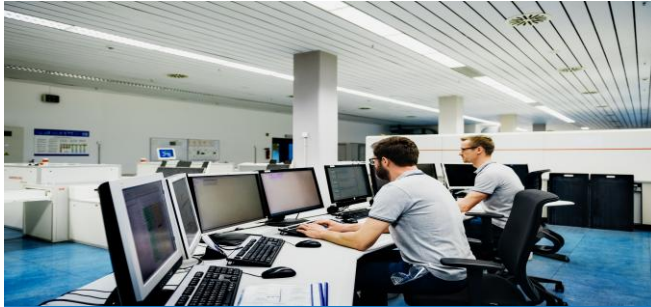
The Risk Is Always ON

From Reactive to Resilient

When you think you've closed all the security gaps,
but your employee clicks on a phishing email!



Modernize Data Protection: 3 pillars



Cyber Resilience

- Ransomware Resilience
- Data Protection & Resilience
- Incident Response



Data Protection & Resilience

- Data Protection
- Data Backup
- Disaster Recovery



Data Governance & Regulatory Compliance

- Regulatory Data Governance
- Compliance Reporting & Audit Preparation

Business continuity and resiliency

Cyber Resilience strategy : Hitachi VSP One

1

Business Continuity

100% Data Availability

High Availabilty & DR

Rapid Recovery (Snapshots)

Immutability (Block.& Object)

2

Predictable Continuity

Cyber Resilience Guarantee

100% Clean Data Recovery

**(VSP One Block +
Ransomware Detection
powered by CyberSense)**

CyberSense®
Powered by Index Engines

3

Predictable recovery

VSP One Block + CyberVR

m20/20

One Click Recovery

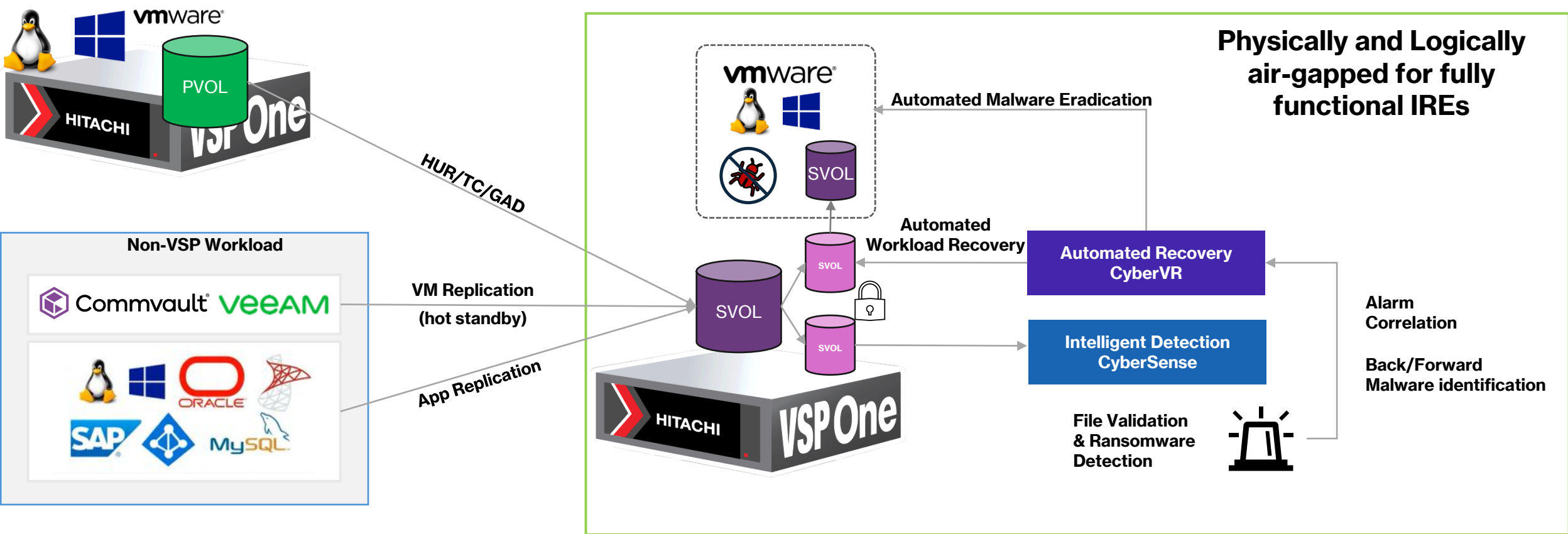
Pentesting

Compliance with Regulations

Full Integration with



Built for Detection + Automated Recovery



The Hitachi Difference

Why Hitachi? Achieve **predictable, continuous operations** with clean data recovery in seconds after a ransomware attack – guaranteed¹.

1

Minimize Downtime

RTO faster – in as little as 30 seconds per snapshot². 2X+ faster than competing solutions.

2

Mitigate Data Loss

Recover to the nearest recovery point using production data snapshots, not outdated backups.

3

Reduce Reinfection Risk

Clean data recovery post ransomware attack guaranteed, unlike standard recovery-only SLAs.

Cyber Resilience Guarantee for Hitachi Vantara's Hybrid Cloud Data Platform

100% Data Availability Guarantee | 5-Star rated ransomware protection - *GigaOm* |

Trusted by 86% of the global Fortune 100

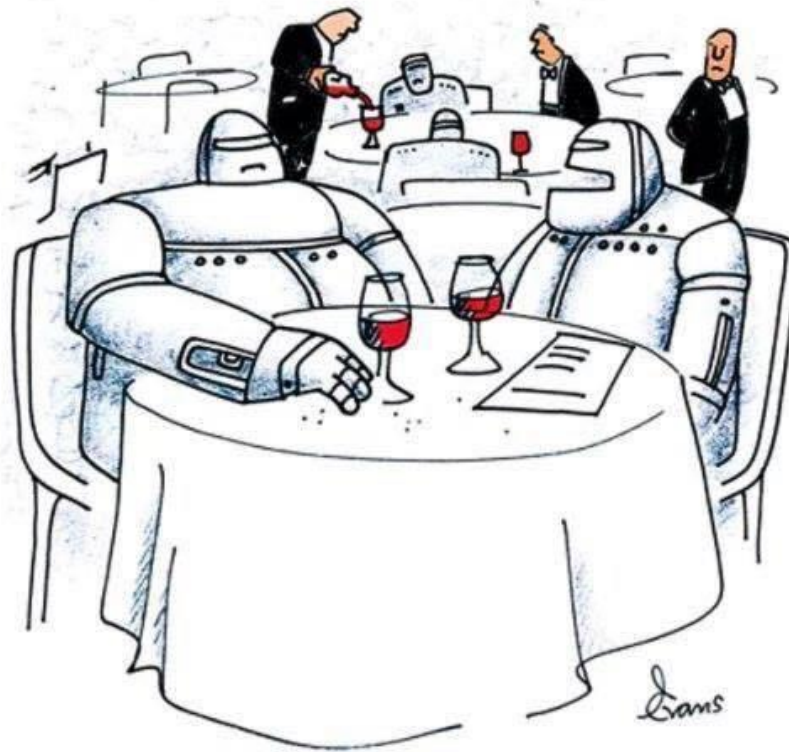
¹Subject to Hitachi Vantara's terms and conditions; please contact your Hitachi Vantara Representative for details.

²Hitachi lab tests Thin Image Advanced Safe Snap snapshot recovery for snapshots taken of 16 TiB datastores or less on VSP One Block

Hitachi iQ AI Solutions

The Data Foundation for Innovation

Do You Work for AI?



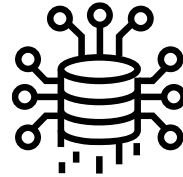
*'I can't imagine why they ever thought
we'd take their jobs away.'*

The Solution



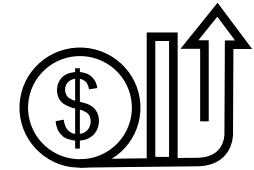
Retain control with sovereign AI

- Bring AI infrastructure and tools in-house
- Build on existing data management/governance tools, processes, and practices



Simplify AI through integration

- Deploy faster with less complexity
- Leverage data where it lives with less overhead



Accelerate Time-to-Value for AI

- Speed adoption with relevant use cases
- Enable non-technical teams to build their own AI agents with guardrails and sanctioned data use

AI Innovation with Hitachi iQ

PERSONALIZE YOUR AI

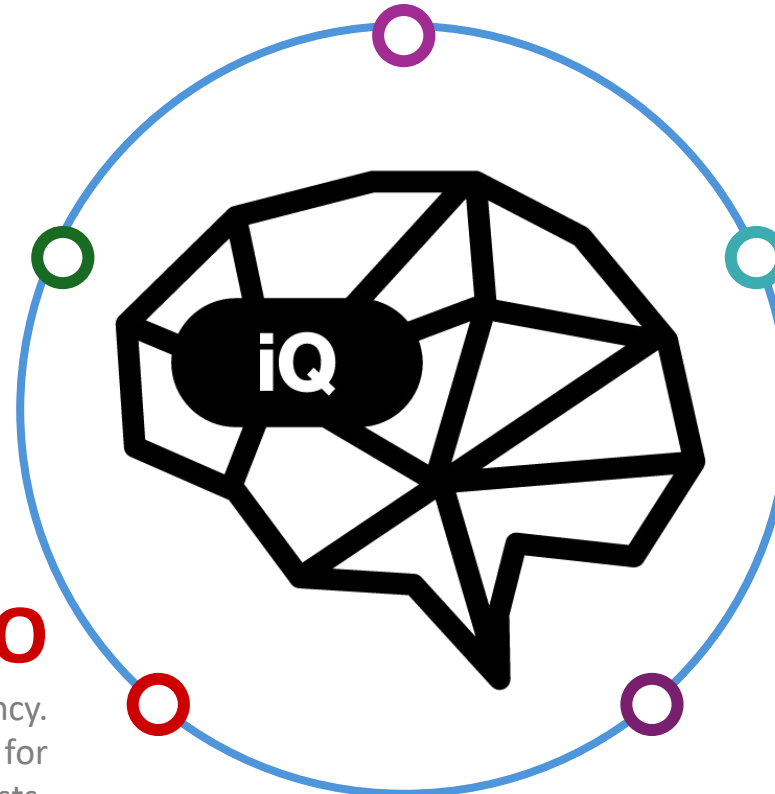
Fully in-house, end-to-end AI solutions to leverage sensitive data/IP. Role-based access controls and AI guardrails for safety. Model governance, explainability and auditability with policies that govern what agents can do, can say, can explain and can store.

IMPROVE ACCURACY

Increase quantity and quality of data to improve reliability of results. Identify, classify, transform, move, consolidate and prepare data to get the most value out of AI/ML initiatives.

LOWER TCO

Modular, lower cost infrastructure for cost efficiency. Intelligent data lakehouse to safeguard data, catalog for re-use and store data long term while optimizing costs.



SPEED TIME-TO-VALUE

Accelerated architecture delivers massive performance. Low-code/no-code agent builder speed AI adoption. Agent blueprints jumpstart agent development. High performance infrastructure for faster results.

SIMPLIFY TO SCALE

Validated designs, agent builder, solution blueprints MCP tools, NVIDIA AI Enterprise (NVIDIA Nemotron), NVIDIA AI Data Platform compatibility,

Hitachi iQ

Turn AI Into ROI With AI-Ready Infrastructure, Solutions and Services Tailored For Business Growth

Data Analysis and Transformation



- Advanced data analytics
- Automated reporting / visualization
- Predictive analytics
- Data mining / business intelligence
- Data cleaning / error correction / integration

Process Automation and Optimization



- Process automation
- Resource allocation
- Asset management
- Scheduling
- Route planning
- Document analysis

Conversational AI and Virtual Assistants



- Natural language processing
- Chatbots
- Voice assistants
- Speech recognition / synthesis
- Sentiment analysis
- Intent recognition

Information Exploration and Decision Support



- Information retrieval
- Knowledge discovery / extraction
- Summarization
- Risk assessment
- Classification / trend analysis
- Strategic planning

Content Generalization and Personalization

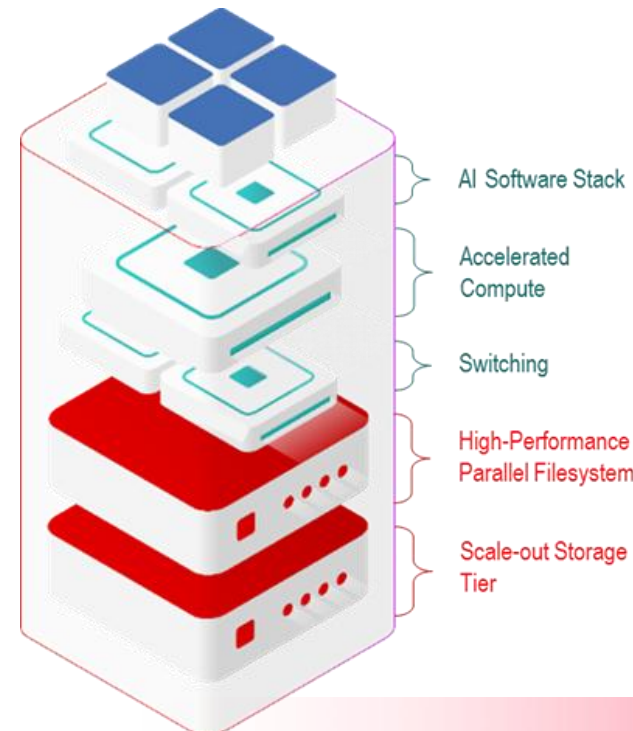


- Automated writing
- Personalized content
- Personalized marketing / learning
- Image, audio, video, and graphic creation
- Synthetic data generation

AI-Ready Infrastructure

Meet performance, scale, efficiency, integration, and reliability demands.

- Single vendor approach
- Reliable infrastructure
- Reference architectures
- Scale compute and storage independently
- Improve economics and sustainability
- Easy-to-use microservices with enterprise-grade security, support, and stability



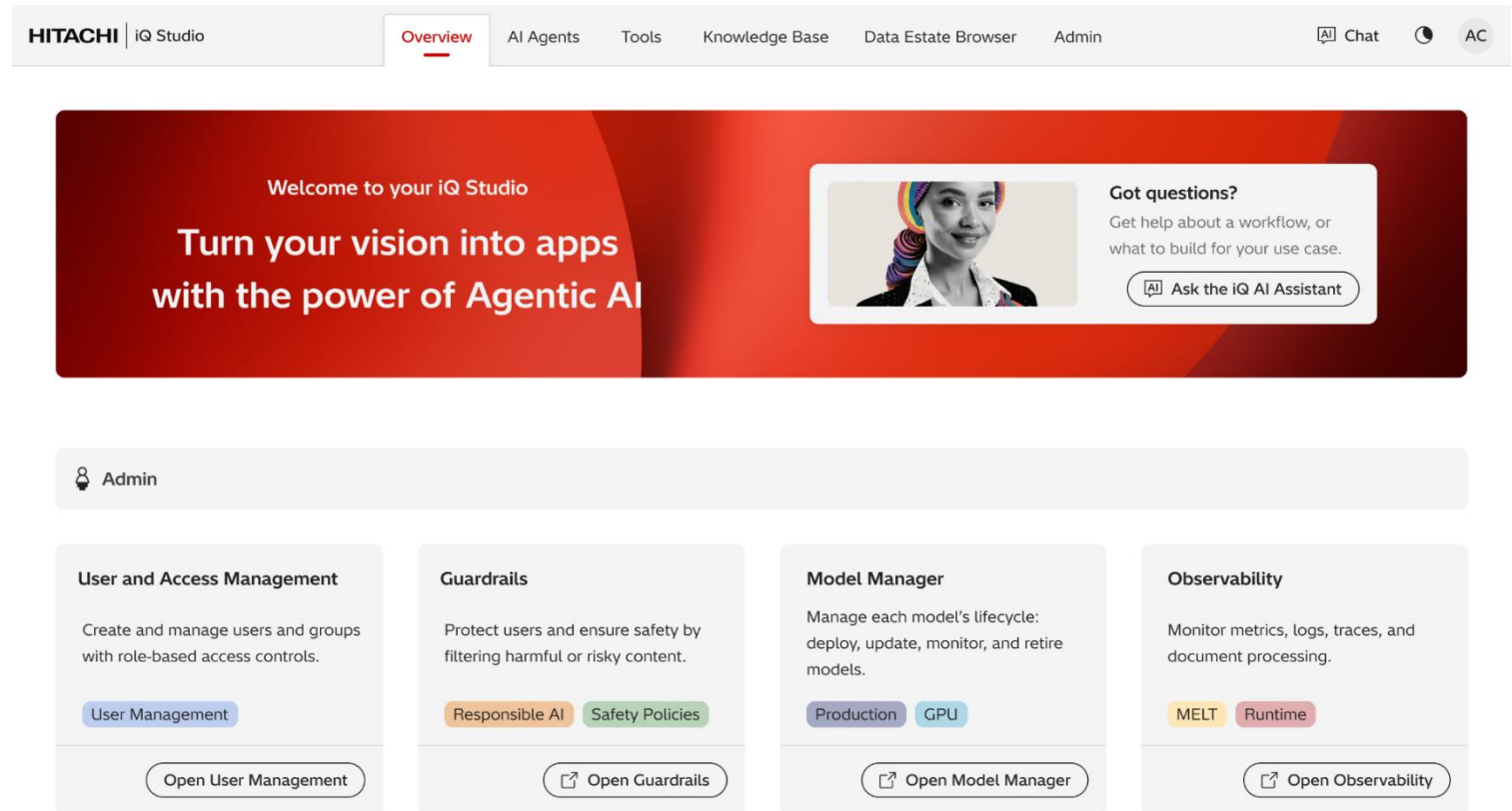
AI-Ready Solutions

Tailored AI solutions suite to automate processes and accelerate outcomes.

- Realize faster ROI
- Outcome-led design
- Engineered with Hitachi & NVIDIA Solutions
 - Long history of domain expertise in: rail, energy, manufacturing, etc.
- Accelerated integration based on a pre-built foundation
- Tailor-made customization & delivery

Hitachi iQ Studio

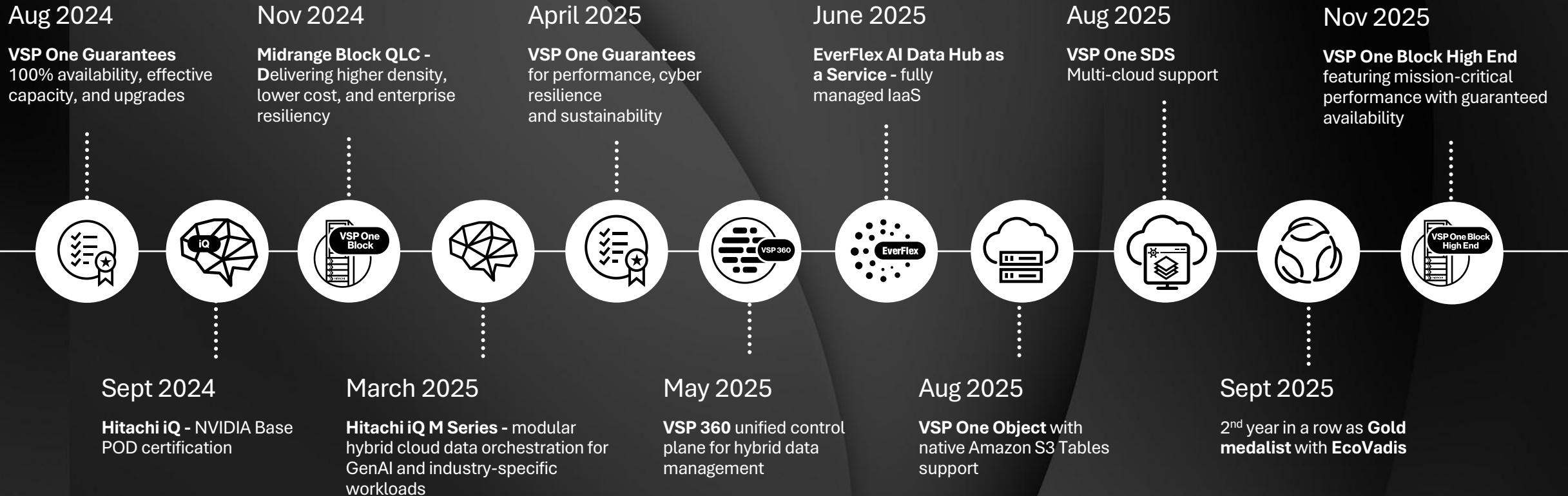
Designed to help organizations *build, deploy, and manage* AI agents and applications — at scale.



The Roadmap

The Data Foundation for Innovation

Innovation Momentum



Our Vision

1-yr ➤ 3-yr ➤ 5yr

Differentiated Value. Market Driven. Customer Outcome Oriented. Platform Vision.

Purpose-Built AI Infrastructure for accelerated business outcomes

Validated AI-ready infrastructure with GPU-optimized performance



Tiered, autonomous AI fabric, optimized multi-modal pipelines and agentic control



Turnkey blueprints for OTxIT vertically integrated solutions, incl. physical AI

Data Services powered by intelligent, ecosystem-integrated control

Simplified, centralized control plane, with enhanced observability & infra-as-code



Enriched policy-driven orchestration, autonomous ops & real-time telemetry



Advanced ecosystem integrations enabling rich data services catalog

Unified Platforms delivering seamlessness across multi-domain environments

Unified architecture across Block, File, Object and SDS, on-prem & on the cloud



Strengthened use cases for hybrid/multi-cloud & edge-core-cloud interoperability



Single, seamless experience, mobility and management across multi-domain setup

Sovereign Environments for trust and resilience

Certified sovereign architectures for priority jurisdictions



Modular sovereign blueprints for jurisdiction/regulated industry combinations



Tech + services ops + data + regional ecosystems co-optimized for sovereignty

Outcome-Driven Business Models powered by market-leading SLAs

Expanded mission-critical guarantees and SLAs, with aligned sales motions



SLA-as-Code for continuous management, and scaled outcome-based offerings



Outcome-based, adaptive SLAs as default commercial model



Gracias