

Introducing EverFlex From Hitachi Vantara

Predictable Pricing for Flexible Usage

There has never been more uncertainty, volatility and risk in making long-term technology decisions, or more at stake to get it right. Organizations like yours need more options for technology acquisition to address this uncertainty. And these options must come from someone they trust to guide them on the right choice for each unique buying situation.

We now offer EverFlex from Hitachi Vantara, an easy, flexible and comprehensive way for you to acquire all Hitachi Vantara products, services and solutions. EverFlex provides options for purchase, lease and consumption pricing models spanning the entire Hitachi Vantara portfolio, from storage to IoT. With cloud-like, pay-per-use consumption pricing, EverFlex gives you a range of choices, including customizable utility pricing models as well as predesigned and pre-engineered as-a-service offerings (see Figure 1).

EverFlex delivers flexible and scalable resources that allow you to pay for what you need, when you need it – Pay more when you use more and pay less when you need less. Additional resources are in place as a reserve to provide instant scalability. And, there's no requirement to use – or pay for – resources in reserve.

			Cloudlike Pay-Per-Use	
	EverFlex PURCHASE	EverFlex LEASE	EverFlex CONSUMPTION	
			UTILITY	'as a SERVICE'
When do you pay?	Upfront	Monthly	Monthly	Monthly
How is the price determined?	Fixed	Fixed	Usage	Usage
Who defines the solution details?	Customer	Customer	Customer	Provider
Who runs and manages it?	Customer	Customer	Customer	Provider
What more is included?	-	-	Choice of basic monitoring and capacity management to complete onsite management	Speed and convenience of outcome-based services to choose from a catalog

Figure 1: RANGE OF CHOICES WITH EVERFLEX

A Smarter Way To Consume

The EverFlex consumption model allows you to shift purchases that force you to guess about long-term future needs, to cloud-like consumption-based pricing.

This approach eliminates the need to buy more than is needed and reduces the potential disruption of not buying enough. Cloud-like consumption also means you can reduce

operational costs and improve service delivery by shifting responsibility to our team or Hitachi Vantara.

The scope of services can range from basic services of utility to an as a service approach. Our ability to customize these services for you ensures that you get what you need rather than accept something designed for the “average customer.” Basic services keep your IT operations staff in control of operations while our team or Hitachi Vantara manages the reporting, monitoring, alerting and capacity management. A more extensive scope of services shifts more of the operations responsibility and commitments to us or Hitachi Vantara, so you rely on us for more of the service level outcomes your business needs.

Key Benefits

- Align technology spending with usage and business outcomes to reduce risk of over- or underinvesting in the IT solutions that run your enterprise. Scale up or scale down as business demands change to keep IT costs in line with business needs.
- Eliminate dependence on accurate forecasts for capacity planning to achieve your efficiency targets and lower your effective asset acquisition costs.
- Reduce the cost of IT operations and improve service level delivery in terms of consistency and quality for the services your business relies on.

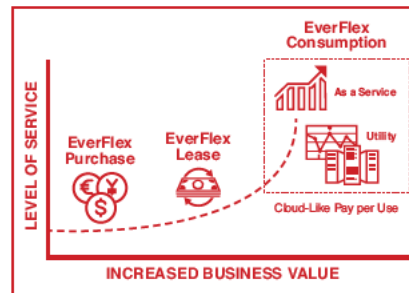
Choose the Options That Serve Your Specific Needs

Matching the right scope of service for each project is straightforward. EverFlex from Hitachi Vantara provides the most acquisition choices in the industry, which makes it easy to apply the best acquisition model for any given situation (see Figure 2). Below are some examples of where to start and we can help guide you in determining the final details for your unique project situation.

- Continue to purchase or lease as before when adding resources to existing, well-managed infrastructure, especially where a track record of high utilization rates exists and is expected to continue. But look for opportunities to add pay-per-use utility pricing with basic services to improve effective utilization rates even more.
- For well-managed environments where capacity requirements are unpredictable and utilization rates are low, utility pricing with basic services will reduce the costs of buying large amounts of reserve capacity. Look for opportunities to reduce costs further by adding more services to reduce operational costs. Compare this approach to your expected operational costs and examine your ability to consistently deliver to your service level agreements (SLAs). In addition to reducing operational costs, this will shift the responsibility for delivering service outcomes to our team or Hitachi Vantara.
- When there is uncertainty about capacity and resource requirements, and cost efficiency and service level improvement is also needed, consider the more advanced scope of services of an as a service offering. This approach provides the pay-per-use advantage to reduce asset costs as well as the outcome-based services that lower operational costs and provide the consistent service level delivery you can count on.

No one offers more choice in flexible consumption to help you improve service delivery, lower cost and reduce the risks of acquiring technology solutions.

FIGURE 2. EVERFLEX: YOUR ACQUISITION CHOICES



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*Depending on VSP model.

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