

EBOOK

 Hitachi Vantara

# Hybrid Cloud Buyer's Guide

Strategies for cloud agility,  
performance and efficiency.

[hitachivantara.com](https://hitachivantara.com)

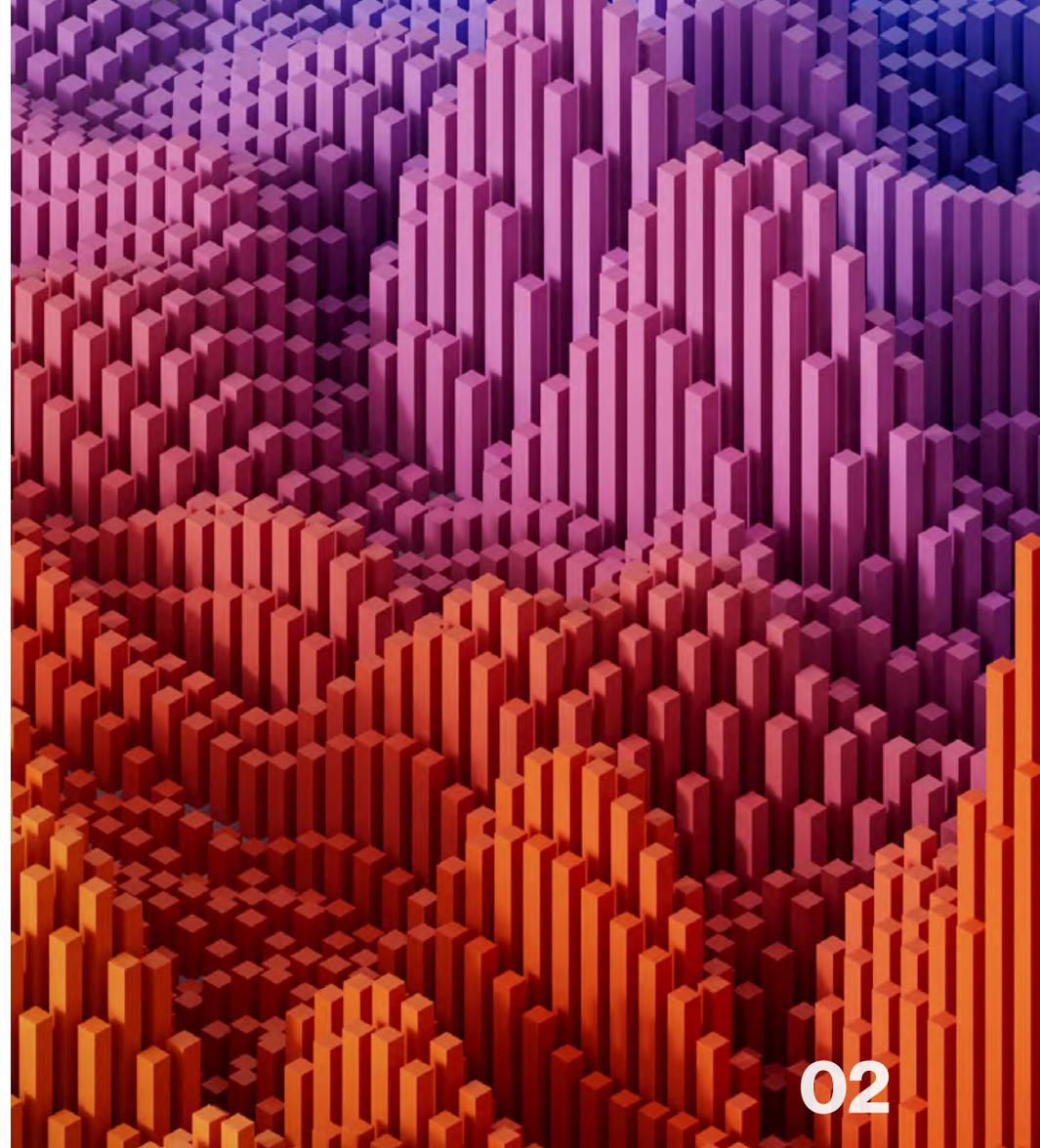
# Executive Summary

As data center infrastructure ages, businesses start to feel the pain of increasing technology costs and diminished agility. While the public cloud can be a simple, scalable way to optimize and modernize, many organizations are turning to the hybrid cloud to gain the flexibility they want with the performance, availability, security and sustainability requirements they actually need.

To implement a hybrid cloud with a balanced architecture of on-premises, hyperscalers, managed co-locations, and edge resources and services, many IT teams are choosing to engage with platform-independent partners to reduce complexity.

A single hybrid cloud solution gives businesses a central operating model across all private datacenters and cloud partners so they can focus on managing IT service levels, not infrastructure.

**This guide will show you how to enhance agility and overcome operational complexity with the hybrid cloud.**



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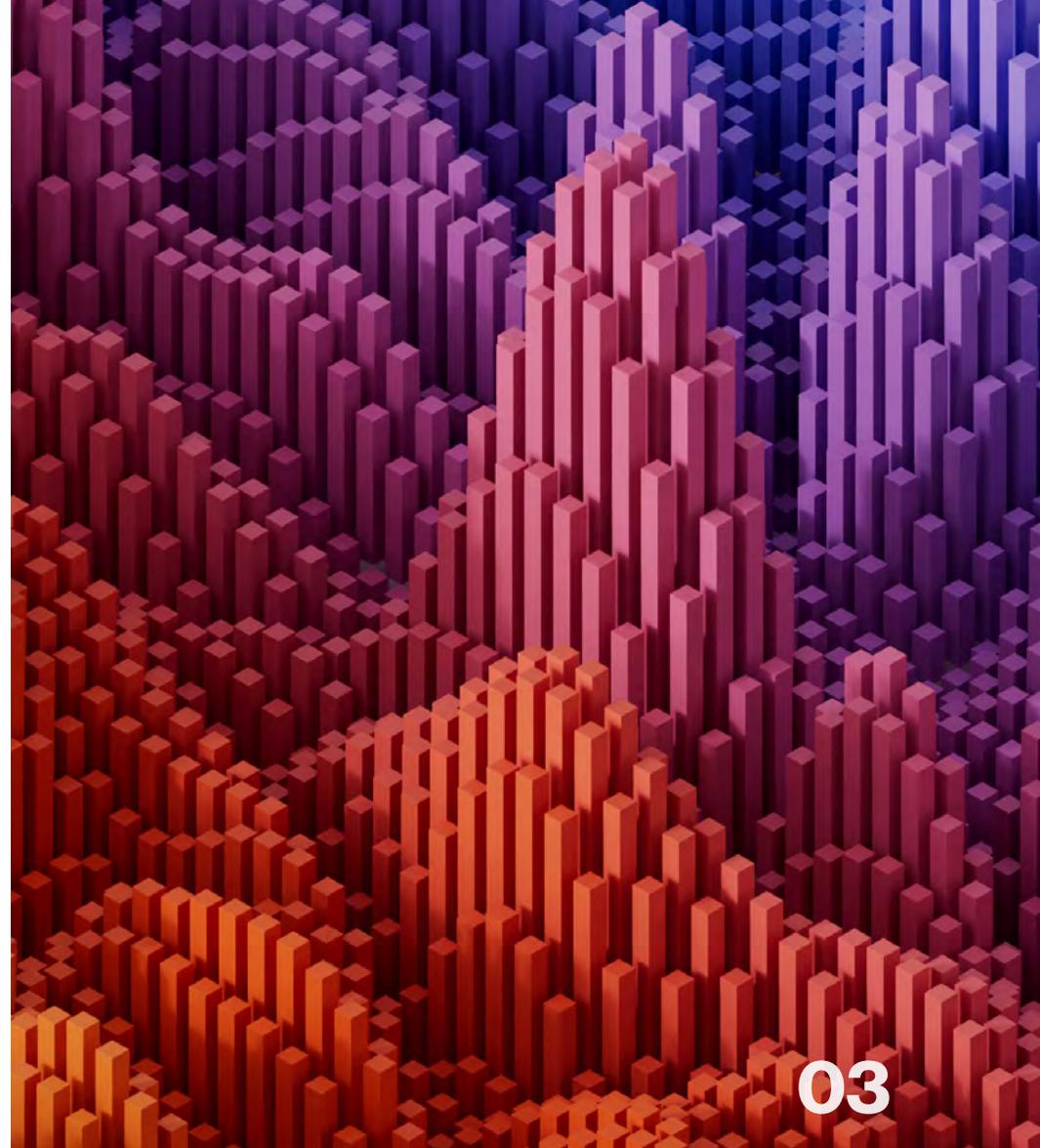
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# Why Hybrid Cloud?

With common workload management and data services across the core, cloud, and edge infrastructures, hybrid cloud gives you the freedom to build and deploy apps whenever you need them on whatever platform best fulfills the service-level agreement (SLA).

With a central, flexible platform in place, you can innovate quickly, while optimizing for performance, cost, compliance, availability, security and scalability.

## Benefits of the Right Hybrid Cloud



Innovate anywhere



Accelerate production



Optimize costs



# Buying Criteria for Hybrid Cloud

To implement a central operating model across all storage and cloud partners, look for the following criteria when evaluating the hybrid cloud:



Cost optimization



Performance



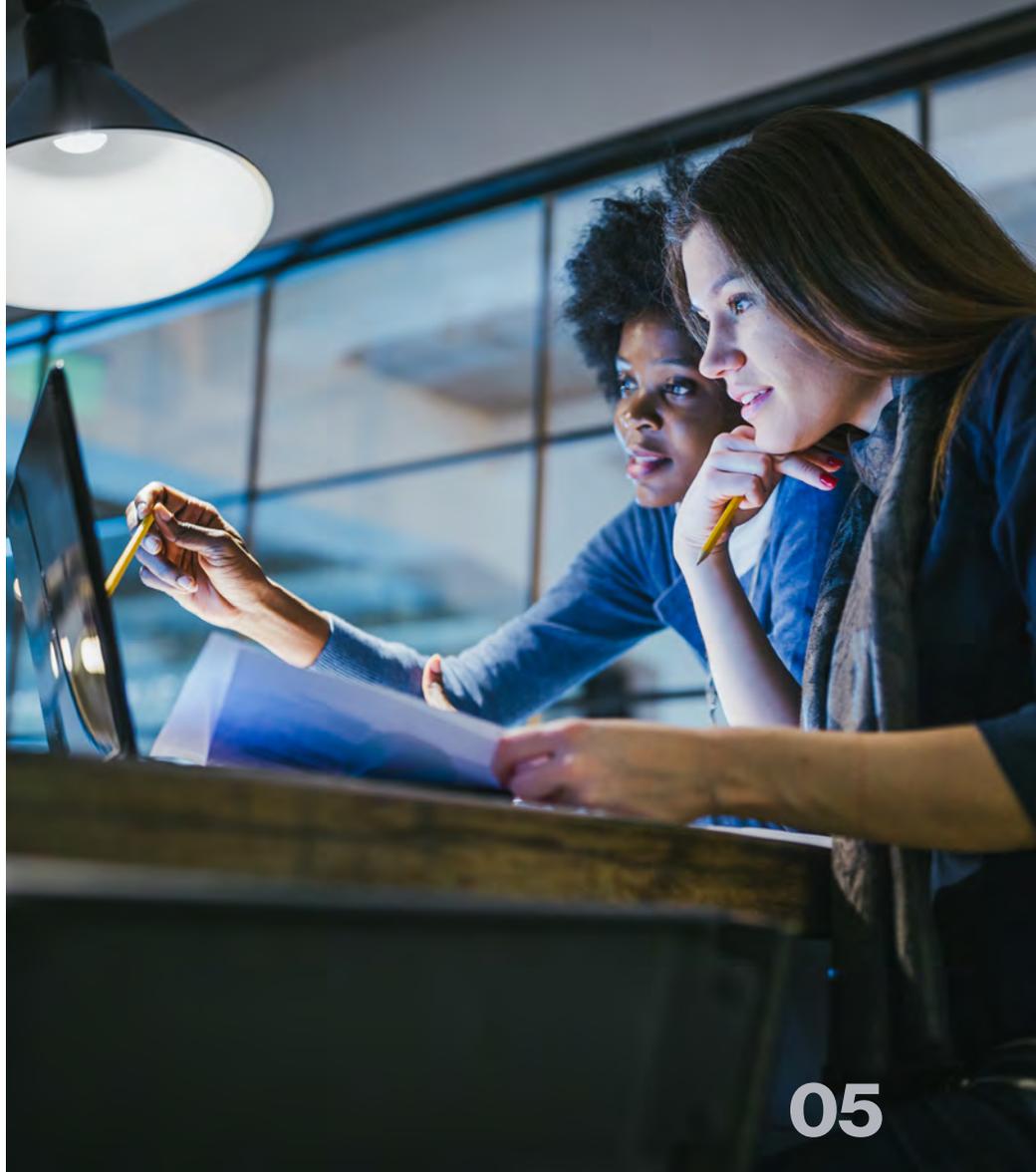
Availability



Security



Sustainability



# Cost Optimization

To improve ROI and gain cost predictability, businesses are looking for flexible ways to budget for technology acquisition, utilization and operations, while continuing to maximize on existing SAN investments. Depending on financial objectives, businesses may want to pay for new projects with acquisition model CAPEX, as-a-service or consumption-based pricing.

The right hybrid cloud improves asset utilization and puts efficient cost controls in place to avoid budget overruns. How? By analyzing and rebalancing workloads across on- and off-premises sites and using AI-powered automation technologies to orchestrate manual tasks and help do more with less. Businesses can strategically use technology resources with fewer people and software to manage. This approach better aligns technology investments with business growth for greater efficiency and economics.

## Did you know?



Hitachi Vantara's hybrid cloud solution offers 3-4x lower TCO.



Hitachi Vantara's hyperconverged cloud infrastructure solutions blend with existing SAN systems to provide a seamless storage architecture.



## Checklist:

- Acquisition cost
- Operational overhead
- Training required for people, software
- Ability to consume resources as required vs. upfront

# Performance

Businesses want high performance with low latency to support business-critical applications, without resource contention issues.

The **right hybrid cloud** allows product development and engineering teams to innovate with a flexible, extendible solution that they can trust. Whether on- or off-premises, low latency and high bandwidth cloud infrastructure lets you run more workloads while improving application performance. As a result, you can build and run applications faster for new and incremental releases.



## Did you know?

Hitachi Vantara's hybrid cloud solution offers:

 **Zero**  
cloud lock-in

 **80%**  
faster time to production

## Checklist:

-  Accelerate infrastructure deployment and configuration
-  Turbo-charge mission-critical apps with a high-performance, infrastructure
-  Accelerate modern workloads, from AI and data analytics to HPC, with an AI-driven infrastructure
-  Meet data locality requirements

# Availability

To maximize revenue and deliver on SLAs, business applications need to run without any performance issues, downtime or data loss due to system issues, outages or breaches. In case of a breach, disaster recovery plans need to quickly restore data and get the system back to the pre-disaster stage.

Look for the highest availability guarantee to ensure business operations are always on. The right hybrid cloud should provide built-in resilience that protects customers against data and application loss if a component, node, rack or site fails. The backup and recovery plan should also specify how quickly they can restore data in case of a breach, ensuring no customer data is lost.



## Did you know?

Hitachi Vantara delivers the fastest enterprise storage with 100% Data Availability Guarantee, consistently ranked highest by Gartner for RAS (reliability, availability and serviceability).

<https://www.hitachivantara.com/en-us/solutions/sustainability/data-center-ecosystem.html>

## Checklist:

- 100% data availability
- Eight 9's of uptime

# Security

Businesses often hesitate on a convenient cloud-first strategy due to security reasons. When you can't trust your data to be managed by third-party platforms, choose a cloud-smart strategy that combines on- and off-premises resources on a common platform for enhanced central control.

A hybrid cloud with a common platform allows development teams to write, build, test and run lightweight containerized applications more quickly while allowing infrastructure teams to maintain security and compliance with IT policies, using familiar proven management tools. IT teams can continue to protect against cyberthreats with granular data protection, advanced security fabric and micro-segmentation for business continuity.

## Did you know?



Hitachi Vantara in partnership with VM2020 provides the world's fastest ransomware recovery from immutable snapshots for VMware environments



Hitachi Vantara provides zero-worry software and firmware upgrades for the entire infrastructure stack with vSphere lifecycle management.



## Checklist:

- Ransomware protection / recovery
- Integrated solution for faster recovery
- Various methods for ensuring only authorized user access

# Sustainability

Your hybrid cloud can help you get more from your existing storage solutions, while bringing down energy consumption at the same time. For example, enhanced data compression technology allows you to store more user data consuming the capacity your company has already purchased. Storage virtualization can apply this technology to existing storage systems and reduce energy consumption and carbon emissions.

With centralized data, you can get a clear overview of past, current and future energy consumption, taking into account electricity, CO<sup>2</sup> emissions, overall carbon footprint and potential cost savings.

## Did you know?



Hitachi Vantara offers the only virtual storage platform and products to hold the Carbon Footprint of Products (CFP) certification by the Japan Environmental Management Association for Industry.

Hitachi Vantara storage solutions are certified to reduce your energy consumption by up to 60% (CFP, Energy Star).



## Checklist:

- Enhanced data compression technology to reduce energy consumption
- Storage virtualization to decarbonize legacy systems
- Central portal with overview of past, current and future energy consumption
- A partner that takes a holistic approach, including decarbonizing offices and factories

# Strategy Recommendations

**Implement your hybrid cloud with the right infrastructure and tools.**



## **Innovate**

Look for a one-stop hybrid cloud solution seamlessly spanning across on-premises, hyperscalers, managed colocation, edge, and offline sites maximizing innovation.



## **Automate**

Turnkey integrated cloud solution and policy-based automation significantly expedite business value. Low-latency infrastructure accelerates biz apps.



## **Consolidate**

High-performance infrastructure allowing customers to extract more value with high app density while extending the utility of existing SAN investment.



## **Optimize**

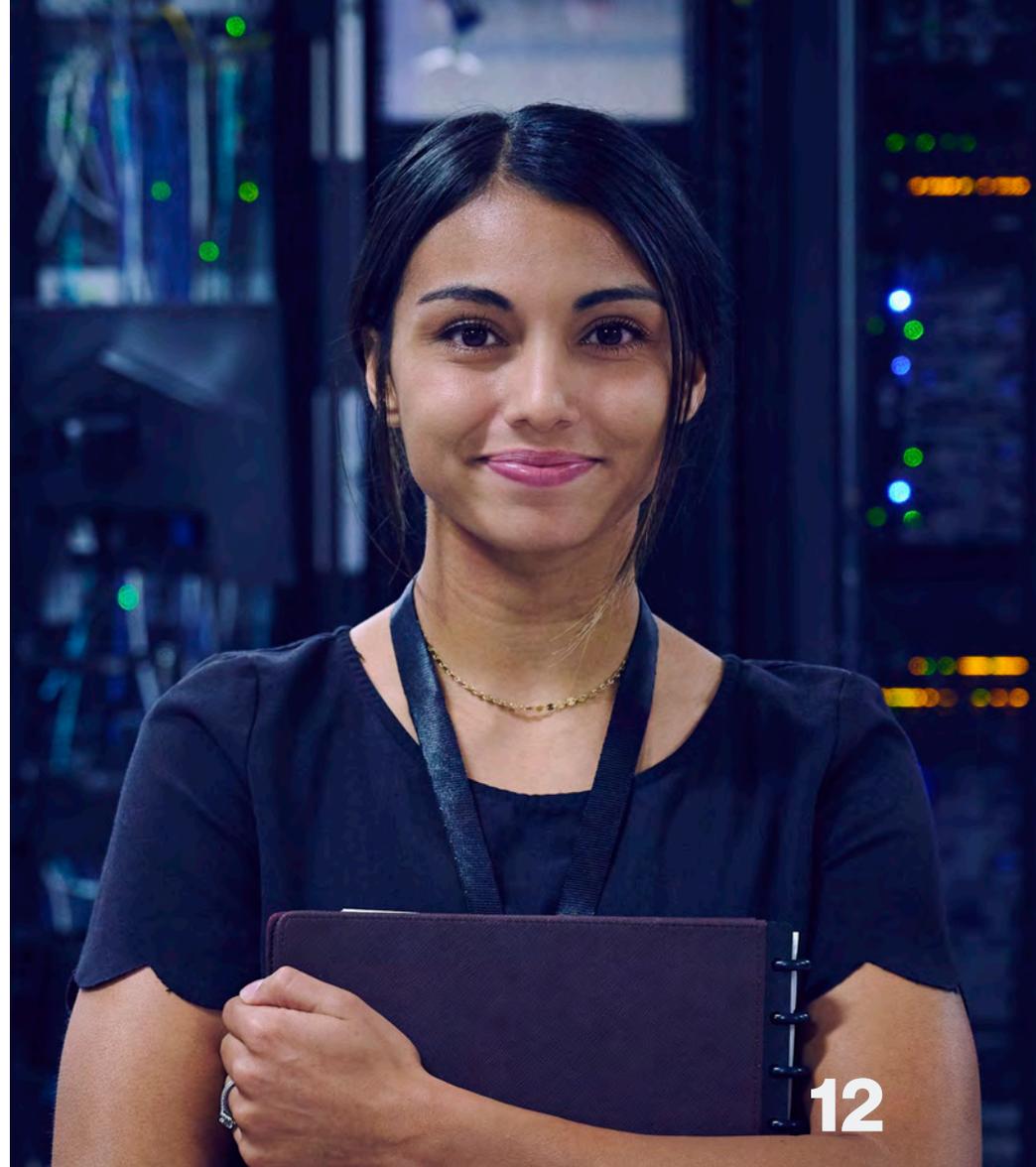
Reduce costs of IT and cloud operations by analyzing and rebalancing workloads across on-and off-premises sites.



# Build a Flexible Hybrid Cloud with Hitachi Vantara for Today and Tomorrow!

**Seamless integration, limitless possibilities, better operational cost flexibility.**

Hitachi hybrid cloud solutions help you accelerate business services to drive new revenues and retain customers, while maintaining cloud-like velocity with better operational cost flexibility.



## Innovate

### Proven Hybrid Cloud Infrastructure

Trusted by thousands of customers globally, Hitachi converged, hyperconverged, storage, and Cloud Connect solutions provide a powerful, scalable, and available platform for hybrid cloud deployments.

**Learn More** [↗](#)

### Bi-directional Cloud Migration

Trusted experts and time-tested processes to assess, identify, and plan for cloud migration while minimizing the business risk. Seamless workload mobility for day-2 across clouds to meet dynamic workload needs.

**Learn More** [↗](#)

## Consolidate

### Virtualized and Modern Cloud-native Services

Help customers run traditional, virtualized and modern container apps consistently together with comprehensive data services across the infrastructure platforms and hyperscalers to accelerate application deployment.

**Learn More** [↗](#)

### Single-Vendor Simplicity

Avoid vendor finger-pointing with a single business partner for the end-to-end hybrid cloud transformation. Gold standard in customer service and support resulting in customer delight.

**Learn More** [↗](#)

## Automate

### Data Services

Automation for virtualization and containerized environments to deliver comprehensive data services including block, file, object, high-performance file, database services, plug-ins across multiple ecosystems.

**Learn More** [↗](#)

## Collaborate

### Managed Services

Worldwide team of cloud experts to guide your cloud modernization and run day-to-day operation so that you can focus on your customers.

**Learn More** [↗](#)

**Learn More** →

Discover more information about Hitachi Vantara's hybrid cloud solutions.

# EcoSystem Partnerships

Integrate With These Cloud Providers



## Amazon Web Services

Flexible foundation to accelerate operations, simplify management, and reduce the TCO of VMware-powered hybrid cloud.

Learn More [↗](#)



## Microsoft Azure

Modernize local infrastructure with a future-ready hybrid cloud solution designed to accelerate innovation, simplify management, and meet data residency needs.

Learn More [↗](#)



## Google Cloud Platform

Accelerate innovation and operational consistency across multicloud infrastructure with Google Anthos container orchestration and management.

Learn More [↗](#)



EQUINIX

## Equinix

Cloud Connect for Equinix provides a defined path to hybrid cloud. Manage, move and protect vital data seamlessly, while driving greater resiliency, agility, and efficiencies in IT operations.

Learn More [↗](#)

## HITACHI VANTARA AT A GLANCE

Hitachi Vantara, a wholly-owned subsidiary of Hitachi Ltd., delivers the intelligent data platforms, infrastructure systems and digital expertise that supports more than 80% of the Fortune 100. To learn how Hitachi Vantara turns businesses from data-rich to data-driven through agile digital processes, products, and experiences, visit [www.hitachivantara.com](http://www.hitachivantara.com).

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HV-BTD-EB-Hybrid-Cloud-Buyers-Guide-6Dec23

**Buyer's Guide for Data Protection and Cyber Resiliency Solutions**

