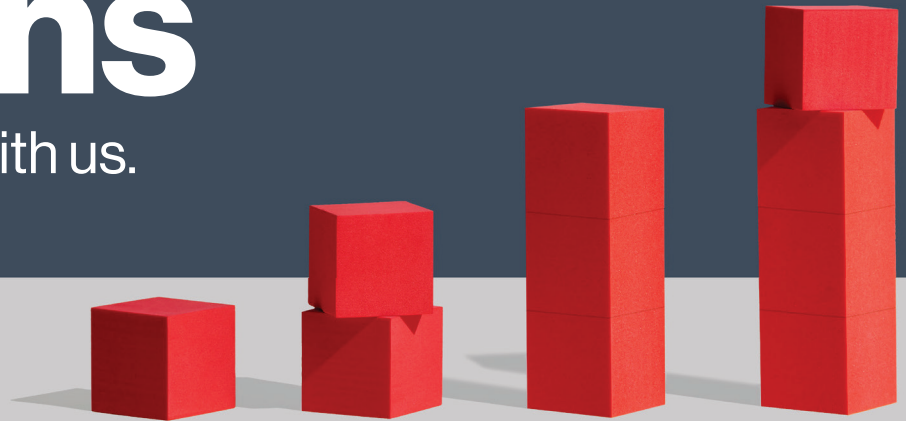


Top 10 Reasons

You'll want to partner with us.

The Hitachi Vantara Federal Partner Program equips you with the tools and resources to secure more government business, enhancing profitability and driving business growth.



- 1 We exclusively focus on the U.S. federal government.**

Unlike other storage and infrastructure providers juggling multiple verticals, our sole mission is to address the U.S. government's most pressing data challenges. This means we have the time and dedication to understand your unique challenges and create tailored solutions and approaches to help you win more federal business. We maintain a TS Facility Clearance, providing round-the-clock federal support based in the US, with Active Authority to Operate (ATO) for NIPR, SIPR, and JWICS.
- 2 We value quality over quantity.**

Sales is a numbers game, but our partnerships are not. We prioritize quality over quantity in our partnerships. By focusing on a select group of partners, we ensure each one receives our dedicated time and attention. This approach allows us to build strong, collaborative relationships that drive success in winning government business.
- 3 You'll expand your network and customer base.**

We specialize in providing IT products and services tailored for the U.S. Federal Government, including Civilian, Department of Defense (DoD), and Intelligence Community accounts. Our clients encompass all 16 cabinet-level agencies and military branches. Our employees, dedicated exclusively to federal accounts, bring extensive experience and strong relationships from their careers in government service or support roles. Our third-party partner ecosystem includes many of your current or potential tech partners, ISVs, strategic alliances, Federal Systems Integrators, and ISPs, enabling you to offer your government customers a seamless, one-stop solution for all their technology needs.
- 4 Gain a bigger portfolio for a bigger opportunity.**

We don't enable you to sell point products that limit your opportunity. Instead, you are trained to position our extensive mature, multi-vendor, cloud-agnostic portfolio. You'll be able to build customized and consultative offerings for each government customer to help them modernize and leverage the full potential of their data to drive mission outcomes.

- 5 Sell industry-leading infrastructure solutions.**
Our solutions are globally recognized by top analysts such as Gartner, Forrester, and IDC across all areas of our portfolio – from storage and cloud services to industrial software and IoT. We empower you to provide customers with the most reliable and resilient data foundation, ensuring access to any data type – unstructured or structured – across any environment: cloud, on-premises, or hybrid cloud.
- 6 Build unrivaled trust.**
We are renowned in the industry for our unwavering commitment to keeping promises. For over two decades, we have upheld our 100% data availability guarantee. Our partners can assure their customers unparalleled confidence in the security and reliability of their infrastructure, unmatched by any other provider.
- 7 Leverage in-depth resources and support.**
We enable our partners with an expanded set of tools to help you win new business. It starts with onboarding your team with training that can be leveraged towards certifications. We then facilitate strategic planning to identify specific accounts and areas we can target together. Then we enable you with messaging and go to market materials including emails, social media posts, collateral and presentations to offer your customers comprehensive solutions to support their missions.
- 8 Offer financial flexibility.**
Access a range of XaaS consumption options including purchase, lease and EverFlex – an elastic pay-as-you-go model. Give your customers the power to align their IT costs with their intended use, meet SLAs and scale up and down as needed. Flexible financial models allow your customers to reach time to value sooner and give you more versatility in meeting their outcomes.
- 9 Meet customer sustainability requirements.**
Agencies are being asked to make sustainability of their data centers a priority. Recognizing the sustainability imperative, we are constantly innovating to deliver certified energy efficient data storage and data reduction technology. Our storage solutions are certified by the CFP (Carbon Footprint of Products) and Energy Star. As a result, our solutions help agencies slim down their data's physical infrastructure and reduce energy consumption.
- 10 We are fun and easy to work with.**
We believe that collaboration should be as enjoyable as it is productive. We pride ourselves on being fun and easy to work with. We foster a dynamic and engaging work environment where innovation thrives and partnerships flourish. Through activities like our partner happy hours and trainings, we are investing in getting to know our partners personally and enjoy having a little fun in the process. also dedicated to making the journey fun and rewarding.

Let's partner together.

With more solutions and tools to help you win more government business. There has never been a better time to be part of the Hitachi Vantara Federal Partner Program.

Contact Us →