

# **Get to know IT/OT inside out through AWS and Hitachi Vantara.**

**Steer a course to Industry 4.0  
with Hitachi Vantara.**

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



# Contents.

HITACHI VANTARA FOR AMAZON WEB SERVICES



**“IT/OT  
convergence  
is not optional  
at this point.  
It’s becoming  
table stakes  
to compete in  
any market.”**

## **Introduction**

# **The difficulty of reaching Industry 4.0 is no secret.**

**According to IDC, most organizations in their quest to achieve Industry 4.0, are only in the ‘early to middle’ stages of IT/OT convergence and data maturity. Even with several successful pilot projects under your belt, you’re coming up against roadblocks that make it difficult to scale promising initiatives.**

Cloud as a combined technology is a key piece of the puzzle – and Amazon Web Services (AWS) are comprehensively embracing IoT. IT-OT convergence is a technological and cultural minefield and to steer your way through, you’re going to need domain expertise deep and wide. To drive an end-to-end revolution, you need end-to-end thinking.

In this eBook, we’ll build the case for a single strategic lens and jointly developed solutions for IT and OT and AWS. The case for choosing a partner who deeply understands all *three*.

**The case for choosing Hitachi Vantara. To move you from your pilot purgatory to a stage of innovation with a solid digital foundation.**



# If you can't see it, you can't fix it.

**If you can't see it, you can't fix it, optimize it or secure it. Visibility is set to become the great new digital divide; between organizations that can gather and analyze high volumes of data from across large-scale distributed environments – and those who can't. Operational silos make it difficult for everyone to do great things with data:**

- Execs want a single source of truth for smart decision-making, innovation and competitive edge.
- Ops leaders need access to timely supply chain, logistics, production data so they can react to disruptions and maintain SLAs.
- IT teams want to keep a lid on the legwork involved in tracking and managing cybersecurity, compliance and availability.
- Business leaders want to see where automation can offer efficiencies and ROI gains, or where transformation priorities should be.

The rich migration toolkit offered by AWS represents an opportunity to meet all these demands and move towards Industry 4.0. But knowing how to use that toolkit and truly bridge IT and OT through industry specific analytics and outcomes, is a specialized skill and calls for a blended skillset. Hitachi Vantara has it.

Take our 110+ year real-world heritage as one of the world's biggest conglomerates. Hitachi is a manufacturer, Hitachi is a transport company, Hitachi is an energy systems provider – and more.

Layer that OT track record with our 60+ years at the leading-edge of IT, you can see why we're best placed to support digital transformation that demands advanced IT/OT integration. That integration is baked into our Cloud, IIoT and Smart Spaces portfolio and our partnership with AWS. We can make sure your implementations move you straight towards Industry 4.0 in a way that no other tech provider can.

# Tailor-made transformations on AWS and through Hitachi Vantara.

Every cloud migration is unique. And if it's not, you're doing it wrong. As a longstanding AWS Premier Consulting Partner and Global Managed Services Provider, we understand the devil is in the detail. No matter how demanding your applications, Hitachi Vantara can deliver cost-optimized, end-to-end implementations – without compromise on security, compliance or service levels.



**Scale innovation** – harness a cloud platform with customizable, pre-packaged capabilities to create a modern data, analytics, AI/ML solutions, without sacrificing security or manageability.



**Faster transformation** – accelerate your AWS deployment regardless of how large or complex your architecture, modernizing apps to take full advantage of the AWS cloud infrastructure.



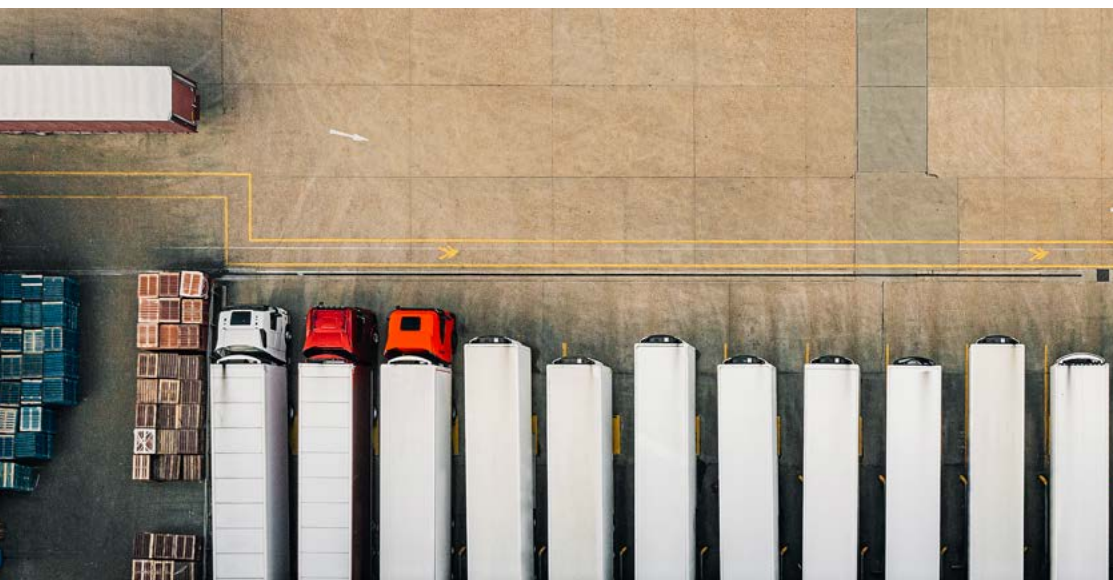
**Tailored solutions** – deploy pre-engineered and architected solutions for AWS services specifically for the Manufacturing, Energy, and Transportation industries.



**Cost-efficiency** – our Cloud Consulting team brings expertise in CloudOps, DevOps, security and compliance, making sure every AWS project is optimized for cost, resiliency and speed-to-value.



**Security/de-risking** – using automation to guarantee a secure and compliant cloud environment (to Secure Cloud Computing Architecture (SCCA) standards), reducing risk and ROI timelines.



## Hitachi Vantara Cloud Portfolio for Industry 4.0

Our industry-focused portfolio is designed to offer comprehensive, enterprise-grade, AWS-validated capabilities from edge to core to cloud.

- Cloud Advisory Services
- Cloud Migration Services
- Cloud Modernization Services
- Application Modernization Services
- Hitachi Application Reliability Center (HARC)
- Cloud FinOps Services
- Digital Product Engineering Services
- Digital Strategy Advisory Services
- Data Modernization Services
- AI & Insights Services
- ERP Modernization Services SAP & Oracle
- End-to-end, Modern Digital Experience



### See the benefits of cloud in weeks not months

Our **Cloud Accelerator Platform** reduces AWS deployment time by 90% or more. Find out how on our **[AWS Hitachi page](#)**.



### Be secure at every level with Hitachi and AWS

The Hitachi Application Reliability Center (HARC) experts can design your cloud architecture for reliability, cost and resilience. AWS provides a layer of always-on security for mission-critical applications, ensuring resources are optimized while costs are contained.



# IT/OT and everything in between.

We know large-scale IT/OT integrations can be tough because we've done hundreds of them. We know what works perfectly as pilot doesn't just roll out across the factory floor with ROI ready overnight.

We know Industry 4.0 savings and productivity gains come from a whole new hybrid skillset; from technology that modernizes your business at pace without blanket rip-and-replace.

- **Rich operational insights** – sophisticated predictive analytics and ML/AI-led forecasting to allow you to predict failures, reduce downtime, optimize productivity and resource usage.
- **Faster transformation** – move past IIoT pilots faster and digitalize factory floor processes to achieve on-time shipments, dynamic data-driven production schedules, OEE and efficient maintenance.
- **End-to-end visibility** – control-tower solutions that integrate diverse data sets from across your supply chain in multiple formats, from several owners, locations or sensors.
- **Industry experience** – a 110+ year heritage as a large and diverse manufacturer – the 26th largest in the world. We reinvest our domain expertise into our technologies and services that can help you.
- **Deep sector expertise** – Digital Industrial Advisory Services provides capabilities that include extensive industrial domain experience across manufacturing, transportation, and energy.



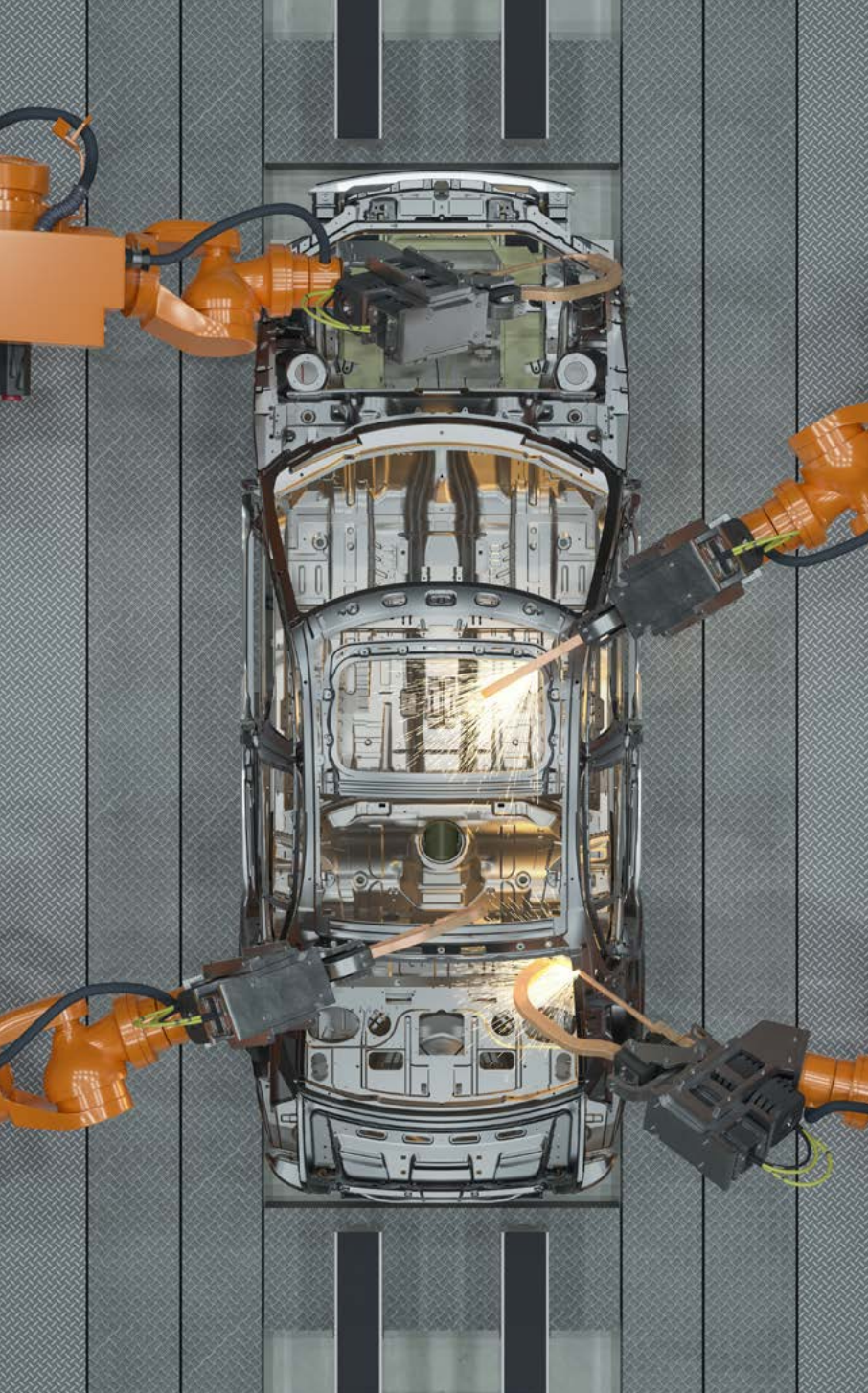
## Unify complex physical and digital worlds

With our Lumada portfolio, Hitachi has created ground-breaking technologies to leverage AI, ML, and advanced data management for industrial organizations.



## Turn your places into smart spaces

Our video intelligence solutions use sensors, cameras and lidar analytics to give you assembly line and process improvements as well as worker health and safety.



## Customer story

# Strides towards Industry 4.0.

### Challenge

A leading global manufacturer of automotive components, this customer wanted to accelerate their progress towards Industry 4.0 while maintaining order fulfillment metrics. Tackling specific issues including:

- Reduce frequent expensive downtime across several plants.
- Improve insight into operational/equipment efficiencies.
- Improve maintenance efficiency and reduce costs.

### Solution

This customer chose Hitachi Vantara for both our experience in automotive manufacturing/OEM space and the power of our portfolio (Hitachi Lumada Manufacturing Insights, Lumada Asset Performance Management with prognostics) to scale and offer insights across a wide operational footprint.

### Outcomes

- **Insights across plant efficiency.**
- **Reduction in equipment downtime.**
- **Meet order fulfillment metrics.**
- **Lowered maintenance spend.**



## Customer story

# Migration for security, trust, and compliance.

### Challenge

With the growth of customer expectations around open banking, Canadian bank Portfolio+ needed to urgently accelerate plans to migrate to the cloud, while remaining fully secure and compliant.

### Solution

Hitachi Vantara worked with Portfolio+ to design a flexible, futureproof, hybrid solution – currently supported on AWS, with the option to scale according to demand.

With the Portfolio+ team alongside us to gain practical experience, we implemented a DevOps practice to automate the delivery of its banking software and provide a PCI- and SOC2-compliant managed service offering to customers.

As part of the service, Hitachi Vantara helped develop a business plan with multiple implementation phases to shorten the time to monetize on the platform and recognize revenue.

### Outcomes

- Meets customer demand for SaaS open banking solutions.
- Boosts competitive advantage.
- Reinforces reputation as an open banking pioneer.

**“Security, trust and regulatory compliance are the utmost priority for us. Hitachi helped us leverage the security services that are available as part of the cloud marketplace and ensure that we align with data residency requirements.”**

Michael Swan,  
VP, Research and Development, Portfolio+

# Recognized for deep expertise with AWS.

**5**

## **AWS Partner Programs**

A deep knowledge and expertise of AWS services and solutions to support any use case across the full customer lifecycle.

**9**

## **AWS Service Validations**

The deepest understanding and relevant customer experience or products that integrate with specific AWS services.

**11**

## **Analyst-recognized awards**

In the last four years.

**13**

## **AWS Competencies**

The highest level of specialization showing deep AWS technical expertise and proven customer success against business goals.

**Over  
300**

## **AWS Certifications**

The technical skills to design, deploy, and operate applications and infrastructure on AWS.

# Unlocking Industry 4.0.

Hitachi Vantara's heritage in industry, combined with its ability to implement complex, scalable Application architectures on the AWS, makes us the perfect partner for any cloud migration/ IT/OT /IIoT project. Here's how we can help:

1. **Reduce business risk** and build resilience through agile supply chain processes.
2. **Accelerate innovation** by delivering end-to-end cloud transformation initiatives.
3. **Optimize ROI** and unlock efficiencies through data visibility across operations.
4. **Transform** to a data-driven business while maintaining continuity and service levels.

## WE ARE HITACHI VANTARA

Hitachi Vantara solves digital challenges by guiding you from what's now to what's next. Our unmatched industrial and digital capabilities benefit both business and society.

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Hitachi Vantara, a subsidiary of Hitachi, Ltd. (TSE: 6501), turns data-rich businesses into data-driven ones. For more information, please visit [hitachivantara.com](https://hitachivantara.com).

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