

# Low Touch Promotion – Distributor VSP One Block

FY24 Hitachi Vantara *Partner Program*

## Let's Innovate Together

Strong partnerships are key to expanding opportunities, penetrating markets, and solving new and emerging customer challenges. In addition to incentive programs like this, the Hitachi Vantara Partner Program is committed to providing more resources, technical and marketing support, and training on our [Partner Connect Portal](#).

**Program Period: June 17, 2024 through March 31, 2025**

## VSP One Block

PTO Code	VSP One B24 Low Touch Bundles	NVMe SSD	Host IO Connectivity	Partner Buy Price [US\$]
041-100259-01.P	VSP One Block 24 LTB 15TB*	9 x 1.9TB	8 x 32Gb FC	\$24,084
041-100262-01.P	VSP One Block 24 LTB 15TB* iSCSI	9 x 1.9TB	4 x 25Gb iSCSI	\$25,754
041-100260-01.P	VSP One Block 24 LTB 30TB*	9 x 3.8TB	8 x 32Gb FC	\$27,704
041-100263-01.P	VSP One Block 24 LTB 30TB* iSCSI	9 x 3.8TB	4 x 25Gb iSCSI	\$29,370
041-100261-01.P	VSP One Block 24 LTB 53TB*	15 x 3.8TB	8 x 32Gb FC	\$34,872
041-100264-01.P	VSP One Block 24 LTB 53TB* iSCSI	15 x 3.8TB	4 x 25Gb iSCSI	\$36,537

\*Base 2 effective capacity based on ADR of 2:1 and pool depletion of 90%

- Bundled Software: Essentials software.
- Support Term: 36 months is the minimum term and is included in the pricing above.
- Support Level: Flexible support/installation level. Week Day Basic Support and Self Installation is included in the pricing above.



Alongside the Low Touch Promotion, access [marketing materials](#) available to help tailor and distribute content to your clients and prospects. Content includes a customizable email template and flyer.

## Program Participation

To maximize your profitability, Hitachi Vantara provides qualified partners with incentive opportunities tied to specific products and solutions. Hitachi Vantara Distributors with a current executed Partner Program agreement with Hitachi Vantara are eligible to participate in this Program.

- Program Incentives earned under this program are conditional upon the registration of the qualifying deals in accordance with Hitachi Vantara's Deal Registration process.
- Eligibility and availability of certain programs, benefits and/or features may be based on Partner's partnership program entitlements, unique partnership level, designation, geography and/or business plan.
- Hitachi Vantara reserves the right to discontinue the program at any time.
- Qualifying products must be sold to an end customer that is considered a commercial account by Hitachi Vantara and the bill to account must be an indirect account.
- Qualifying products must be booked during the promotion duration.
- No automated program incentives are eligible with the Low Touch Promotion (Net New, Competitive take-out, Tech Refresh).



For more information on Partner resources, visit [Partner Connect Portal](#), or speak with your Hitachi partner manager.

## Program Details

This program is for Hitachi Vantara Partners who have a current executed Partner Program agreement with Hitachi Vantara.

Other criteria include:

- Requests with support term, support level and/or Installation which differ from that detailed on page 1 will be priced higher than the approved quotes - by only pricing the Product Net Revenue and the support price will follow accordingly.
- Any product configuration changes or add on in the same solution will NOT be eligible for the Low Touch Promotion - will require to follow the standard quoting and approval process (Partner Pricing Guidance approval process); there will be no exceptions.
- To receive the preapproved entry level incentive, configuration in the tables within the brief cannot be changed outside of selection for maintenance and installation. Support terms and levels for additional charge when configuring and pricing.
- The rack is not included in the configuration.
- Partner program discount is applied to suggested net sell price and shown as the quotation price and where applicable on top of Partner Velocity Pricing.
- Deal Registration discount is not applicable on Low Touch Promotion pricing.
- Program pricing is for net new systems only, upgrades are not eligible for the program.

## How to Configure Bundles

VSP One B24 Appliance Product

Configure VSP Block 20

Configure Product

Search

Model Selection

Hitachi Vantara's latest Mid-Range... More...

Configuration Mode

Simple

Model

VSP One Block 24

Low Touch Bundle Option

15TiBe Low Touch Bundle

Choose I/O Features

☒

Fibre Channel - 8 x 32

☐

iSCSI - 4 x 25Gbps

Installation

☐

Self Install

☒

Hitachi Business Hours Installation

☐

Hitachi 24x7 Installation Option

Maintenance Type

☐

None

0

Weekday Basic

36

Standard

0

Premium

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 November 2024

## See Program Terms and Conditions for further restrictions on qualifying criteria.

**Terms and Conditions** THE FOLLOWING TERMS AND CONDITIONS: ("TERMS") APPLY TO THE LOW TOUCH PROMOTION VSP ONE BLOCK (THE "PROGRAM"). THESE TERMS AND CONDITIONS MUST BE READ IN CONJUNCTION WITH THE SPECIFIC TERMS SET OUT IN THE PROGRAM DETAILS DOCUMENT TO WHICH THESE TERMS AND CONDITIONS ARE ATTACHED ("PROGRAM TERMS"), THE ONLINE TERMS IN SECTION 10 INCORPORATED HEREIN BY REFERENCE, AS WELL AS THE TERMS OF THE HITACHI VANTARA PARTNER PROGRAM, INCLUDING THE PROGRAM MANUAL, BUSINESS MODEL GUIDES AND PARTNER AGREEMENT ("PARTNER PROGRAM").

1. **The Program:** The Low Touch Promotion VSP One Block offers Hitachi Vantara Authorized Distributors the opportunity to earn the Program Incentive(s) described below when selling eligible Hitachi Vantara solutions.
2. **Program Promoter:** The Promoter of this program is Hitachi Vantara LLC. References to "Hitachi Vantara" in this Program mean the Promoter and its worldwide-related companies within the Hitachi Vantara corporate group, as applicable.
3. **Program Period:** This Program will operate during the period of June 17, 2024 through March 31, 2025, subject to the rights of Hitachi Vantara herein ("Program Period").
4. **Eligible Participants:** This Program is open to Hitachi Vantara Distributors who have a current executed Partner Program agreement with Hitachi Vantara ("Participants"). In order to be eligible under the Program, Participants must also be in good standing with Hitachi Vantara throughout the Program Period. By participating in this Program, Participants are deemed to have accepted these TERMS and to have entered into a binding agreement with Hitachi Vantara. If any Participant does not wish to accept these TERMS, they should refrain from participation. If, during the Program Period, the Participant's status changes so that they are no longer eligible to participate in the Program, they will be automatically excluded from the Program.
5. **Government Sales:** Sales to United States Federal Government agencies and entities are not eligible for the Program. Government sales opportunities other than sales to the United States Federal Government are included in the Program, except where excluded or prohibited by local law or regulations. "Government Opportunities" include sales to State-Owned Entities (SOEs), which are corporations or other entities owned or controlled, in whole or in part, by a government. Partner is singularly responsible for: i) verifying whether or not a customer is a government agency or a SOE; ii) verifying which local laws and regulations prohibit incentive awards; and iii) reporting the incentive to the end-user customer, if required by applicable law and/or procurement guidelines.
6. **Program Location:** The Program is open to Participants who reside in the following location(s): AMER, APAC, EMEA.
7. **Claims and Program Requirements** In order to have a valid claim for the Program Incentive as described in these TERMS ("Claim"), Participants must demonstrate to Hitachi Vantara's satisfaction that they have fully met all the TERMS of the Program, including (where applicable) the requirements under the Partner Program ("Program Requirements"). For a Claim to be valid, it must also be made in accordance with all applicable TERMS referenced at the head of these TERMS. Unless stated otherwise in the Program details, a Participant cannot be awarded more than one Program Incentive per Claim and per Program. For the purposes of this Program, the Program Requirements are set out in the heading "Program Details".
8. **Program Incentive:** Participants who fully and completely meet the Program Requirements will be eligible for an incentive applicable to the requirements identified in the payout table on page 1 of this document. If the Program Requirements are achieved, the relevant discount will be applied at the time the qualifying solution is purchased.
9. **Governing Law:** This Program will be governed by the governing law stated in the Participant's Partner Program agreement with Hitachi Vantara, and if no governing law is stated there, the TERMS and conditions of the Program are governed by the laws of the State of New York, United States of America.
10. **Additional Terms:** Additional TERMS apply to this Program and are hereby incorporated by reference. These additional TERMS are located on the Partner Connect portal and can be accessed [here](#). By participating in this Program, Participants are deemed to have downloaded and accepted these additional TERMS. Any questions regarding this Program should be addressed to the Participant's Partner Manager or Authorized Distributor.

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