

# Get Up and Running With Hitachi Virtual Storage as a Service

## HOW-TO GUIDE

## Getting Started With Hitachi Virtual Storage as a Service

Welcome to the ABCs of onboarding Hitachi Virtual Storage as a Service (Virtual STaaS). This guide highlights the business benefits of Virtual STaaS for you and your customers.

### A: Adopting With Ease

For providers whose service areas include private or hybrid cloud practices, Virtual STaaS is simple to position within your existing portfolio and with your customers. The benefits of the platform include “pay as you grow” procurement models, agile four-hour deployment cycles, and simplified management, all of which reduce time to revenue and improve customer onboarding.

These benefits help establish meaningful ongoing engagement with your customers and foster positive business outcomes and additional opportunities for cloud and managed service providers.

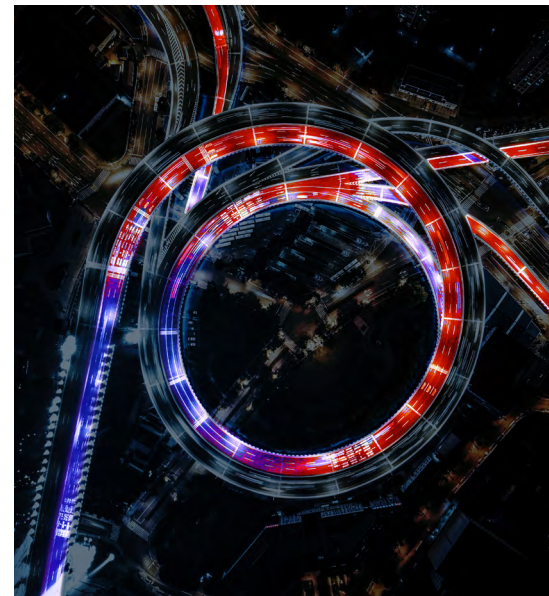
### B: Benefiting Customers

If you're working with a customer who is undecided, show them how Virtual STaaS is designed from the ground up to be fast, easy, and outcome-driven – reducing their risk and improving their competitive agility. CSPs and MSPs that adopt Virtual STaaS can go from initial purchase to full production in as little as 14 days. Additionally, this ease of deployment is further bolstered by the self-service management console, which makes the deployment and management of new services simple and straightforward.

To recap: Hitachi Virtual STaaS is easy to deploy and manage, can boost revenue in as little as 14 days, and uses flexible cloud consumption, where you only pay for what you use.

### C: Contact Hitachi Vantara to Learn More

To learn more or to get started on your own Hitachi Virtual STaaS journey, visit our [website](#) and click on the red “Contact Us” button in the top right corner. You can also call a Hitachi Vantara representative at 858.225.2095.



## We Are Hitachi Vantara

By connecting our unmatched digital industrial capabilities with your data, we spark unparalleled competitive advantage that rapidly scales your digital business and propels society forward.

For us, it's not enough to ask: “What can we do?”

Instead, we ask: “What can't we do together?”