

# VSP 5600 Accelerated Path to Mainframe Modernization

*FY25 Hitachi Vantara Partner Program*

## Provide a Technology Refresh Path for Your Customers – At No Extra Cost

Although available for any customer, this incentive is designed to help you encourage Dell Mainframe customers to purchase our VSP 5600 mainframe today, rather than wait for the next-gen VSP One. With this new incentive customers can migrate today to the latest performance and capabilities of our VSP 5600 system and receive an upgrade path to next generation platforms when available for no additional costs.

**Program Period: July 28, 2025 through March 31, 2026**

## Program Incentive

Purchase an eligible **VSP 5600 Mainframe 2-Node system** today:

- Receive a free upgrade to your Digital Core with eligibility to next generation VSP One High End in the future once generally available.<sup>1</sup>

Take advantage of this selling motion with two options for migration paths for mainframe professional services.

- Your migration services.
- EverFlex migration services from Hitachi Vantara.

## Promo code:

041-100270-01.P

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## Qualifying Products:

VSP 5600 Mainframe System, 2-Nodes Only (VSP 5200, 5600 4-Nodes/6-Nodes, not applicable)

- NVMe Backend, SSD only, Mainframe Only System, FICON adapters
- Quantity 17+ drives @ 15TB/30TB/60TB SSD pricing at Target Discount or less
- Support term must be a minimum of 3 years



<sup>1</sup> Upgrades to VSP One Block high-end next gen available within 24 months of VSP 5600 purchase.

## Program Participation

To maximize your profitability, Hitachi Vantara provides qualified partners with incentive opportunities tied to specific products and solutions. Hitachi Vantara Partners with a current executed Partner Program agreement with Hitachi Vantara and Discover Program Participants 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 booked during the promotion duration.



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 and Discover Program Participants.

### Other criteria include

- VSP Block High end next gen upgrade must be performed within 12 months of the General Availability of the VSP One VSP Block High end next gen upgrade.
- Customer must be willing to return the VSP 5600 components (Must return drives).
- 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.

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

**Terms and Conditions** THE FOLLOWING TERMS AND CONDITIONS: (“**TERMS**”) APPLY TO THE ACCELERATED PATH TO MAINFRAME MODERNIZATION PROGRAM (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 VSP 5600 Accelerated Path to Mainframe Modernization Program offers Hitachi Vantara Partners 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 July 28, 2025, through March 31, 2026, subject to the rights of Hitachi Vantara herein (“**Program Period**”).
- 4. Eligible Participants:** This Program is open to Hitachi Vantara Partners who have a current executed Partner Program Agreement with Hitachi Vantara and Discover Program Participants (“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 available to Participants in AMER, APAC, and 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 a discount applicable to those requirements set out in page 1 of this document. If a Participant achieves the Program Requirements, Hitachi Vantara will apply the relevant Program Incentive to the Participant at the date when the qualifying solution is sold.
- 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 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.