

VSP 5600 Open System FastPath Program

FY25 Hitachi Vantara Partner Program

Future-Proof Value for Your Customers – At No Extra Cost

The countdown is on: Virtual Storage Platform (VSP) G1x00 and VSP F1500 systems are reaching end of service life on September 30, 2025. Now is the time to act. With the new VSP Upgrade promotion, your customers can seamlessly transition to the high-performing VSP 5600 and unlock Modern Storage Assurance (MSA) at no additional cost.

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

Program Incentive

Purchase an eligible **All-Flash NVMe VSP 5600 2-Node system** today:

- Take advantage of a free upgrade to your Digital Core with eligibility to next generation VSP One High End in the future when the Data-In-Place feature becomes generally available.¹
- Upon performing the upgrade, obtain 4:1 NQA ADR Guarantee coverage on all new or migrated pools.

Promo code:

041-100269-01.P *VSP 5600 Open System FastPath Program*

Qualifying Products:

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

- Must conform to similar MSA terms (SSD only, Open Systems, Fibre Channel)
- Quantity 17+ drives @ 7.6TB SSD pricing at Best-in-class Discount or less
- Quantity 17+ drives @ 15TB/30TB/60TB SSD pricing at Target Discount or less
- Support term must be a minimum of 3 years



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

Upgrade to the Future with VSP 5600 and Secure Your Digital Core with the All-Flash NVMe VSP 5600 2-Node System

- **Start Migrating Today:** Experience the cutting-edge performance and capabilities of our VSP 5600 system.
- **Future-Proof Your Investment.** Buy VSP One Block 5600 today and seamlessly execute a Data-in-Place upgrade to next-generation platforms at best-in-class value at no additional cost!
- **Unbeatable Capacity Guarantees:** Purchase now with NQA 2:1 effective capacity and unlock extra capacity in the future, with guarantees supporting up to 4:1 effective capacity.
- **Peace of Mind:** Enjoy 4:1 NQA ADR Guarantee coverage on all new or migrated pools upon upgrade.
- **Future-proof VSP One** by upgrading to next-gen controllers .
- **100% Data Availability. Guaranteed.** Meet service level agreements with continuous access to VSP One data.
- **No Questions Asked Effective Capacity Guarantee.** Lower storage costs by increasing capacity while protecting performance.

Additional Features include:

- Storage Virtualization
- In System Replication
- Copy Management
- Infrastructure Analytics
- Non-disruptive Migration

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 is applicable for all VSP G1x00 and VSP F1500 Open System or Net-New Customers
 - Net-New Customers are defined as those who have not purchased products including upgrades from Hitachi Vantara during the previous 36-month period.
- 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

- Data-in-place upgrade must be performed within 12 months of the Data-in-place upgrade path availability from VSP 5600 to VSP One Block next gen.
- Customer must be willing to return the VSP 5600 upgrade components.
- NQA 4:1 Guarantee will only be applicable to customers who have:
 - Purchased VSP 5600 @ 2:1 NQA.
 - Not previously remediated or executed NQA concession on the platform.
 - Pools that have purchased fully migrated / converted to the New ADR enabled pools on VSP Block next gen.
- 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 VSP 5600 OPEN SYSTEM FASTPATH 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 Open System FastPath 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.