

Virtual Storage Platform One Block

Value Proposition

Virtual Storage Platform One (VSP One) Block offers hassle-free, enterprise-class block storage with certified sustainability for mission-critical applications.

Hitachi has designed VSP One Block to deliver enterprise-class block storage for all mission-critical data workloads, from legacy databases to modern applications. Its NVMe all-flash scalable architecture with symmetrical active-active controllers ensures you can use VSP One Block to efficiently accelerate and consolidate workloads at any scale.

With VSP One Block You Can...

Ensure the availability and performance of mission-critical applications. Hitachi Vantara's legendary reliability guarantees 100% data availability, 100% of the time. VSP One Block scales to meet performance challenges.

Build, deploy, and run cloud-native apps across hybrid cloud infrastructure. VSP One Block is a private cloud solution that becomes a hybrid cloud solution when combined with VSP One SDS Cloud.

Simplify infrastructure provisioning and automate data management to consolidation applications. Simplify storage operations with embedded management and deliver operational efficiency for cloud-based observability with Hitachi Clear Sight.

Key Benefits

Simplicity at the Edge

Prioritize performance with an all-flash NVMe design that lets you pick your desired storage performance and data capacity without any hassles.

Sustainable Mindset

Sustainability is ingrained in every aspect of the solution, from a recycled plastic bezel to intelligent power consumption ensuring efficiency without compromise.

Data Management

Manage mission-critical storage resources in one place, simplifying administration and ensuring hassle-free deployment and ongoing management.

Competitive Differentiators

Simplicity and performance

- Innovative all-flash NVMe design scales up and scales out.
- Three models offering fast, faster, or fastest performance.
- Hassle-free effective capacity makes sizing easy.

Eco-friendly efficiency & sustainability

- Intelligent power consumption with automatic ECO mode.
- Sustainability dashboard reports energy usage & CO2 impact.
- Leverage hybrid cloud infrastructure with VSP One SDS Cloud.

AI-enhanced Ops Center automation

- Leverage artificial intelligence for operations (AIOps).
- Observe and manage all VSP One resources in one place.
- Simplify administration and streamline consumption.

VSP One assurances and guarantees

- Modern Storage Assurance future-proofs investments.
- The 100% Data Availability Guarantee ensures data access.
- The 4:1 No Questions Asked Effective Capacity Warranty lowers storage costs.

Hitachi is trusted by global leaders

- 10 out of 10 top insurers and telcos.
- 9 out of 10 top manufacturers and health providers.
- 76% of FORTUNE 100 companies.

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Target Environments - Where to Sell?	Use Cases & Workloads	MSPs & VARs, Why Partner with Hitachi?
<ul style="list-style-type: none"> Challenged with meeting 100% data availability SLAs. Looking to save IT costs, time or simplify data operations. Dealing with large, distributed, and disparate data silos. Considering a storage refresh and/or capacity upgrades. Mixed vendor storage infrastructure including systems that may be approaching its end-of-life. Desire to move to a hybrid cloud operating model across cloud and data center environments. 	<ul style="list-style-type: none"> Mission-critical applications Application consolidation Hybrid cloud Sustainability 	<ul style="list-style-type: none"> One vendor for storage infrastructure and data management. Hitachi Vantara is an enterprise primary storage and data management leader (Gartner). Delivering bulletproof storage with High RAS (reliability, availability, serviceability) ratings (Gartner). Hitachi Vantara is the market leader in storage virtualization. VSP One multi-tenancy enables MSPs to quickly build and offer new custom data services for their customers.
Pain Points - What to Listen for?	Qualifying Questions	Closing Questions to Next Step Engagement
<ol style="list-style-type: none"> Limited IT staff resources to address storage management and desire simple, automated solution. Want to modernize existing storage infrastructure. Need multiple vendors or infrastructure silos to support all storage performance and data capacity requirements. Past and present difficulties sizing storage for data. Data growth is accelerating but budgets are shrinking. Challenges with timely delivery of new data capacity requested by business users. Unable to meet mission-critical SLAs for data availability, capacity, or performance. Supporting transformation with hybrid cloud strategy. 	<ol style="list-style-type: none"> What are the top storage and data challenges you are facing, and how are they impacting your business? How many different types of storage and management software does your storage infrastructure use? Do scaling limitations force you into using infrastructure silos to meet storage performance and data capacity needs? How complicated is it to size and provision data capacity to meet performance and capacity requirements? Can you easily move any storage workloads between private cloud and public cloud infrastructure if asked? 	<ul style="list-style-type: none"> What if you could guarantee 100% data availability for all mission-critical workloads? What if you could future-proof your enterprise-class storage by meeting all performance and capacity requirements? What if you could easily size and scale the performance and capacity of your enterprise-class storage?
Key Feature and Architecture Differentiators		
<ul style="list-style-type: none"> Easily scale data capacity and storage performance. Efficient data reduction that doesn't slow storage performance with 4:1 data reduction, no questions asked. Automated energy optimization with Dynamic Carbon Reduction and validations to sustainability standards by CFP and ENERGY STAR. 100% continuous data availability and security for mission-critical applications. The only midrange storage system available with this guarantee. Increased application consolidation with AI-simplified data management. Dedicated application plug ins for consumption. Hybrid cloud enablement by combining with VSP One SDS Cloud or Cloud Connect for Equinix. VSP One assurances and guarantees for investment protection, data availability, and data capacity. 		