Hitachi Solutions

Outcome-first.
AI-ready. People-led.

That's the Hitachi Solutions way

Microsoft

Introduction

AI is rewriting what's possible for business, but realizing its potential starts well before the first model is deployed. Too often, organizations rush toward AI tools without the strategy, structure, or data foundation to support them.

That's where Hitachi Solutions is different.

We don't start with the technology. We begin by understanding your business model, your goals, and your reality, then build the right data and AI strategy to get you there. Whether you're seeking more predictive insights, real-time analytics, or enterprise-wide AI adoption, we tailor your modernization journey to what matters most: results that stick.

Hitachi Solutions is a partner who listens before building, guides as well as implements, and flexes to fit your unique starting point, not the other way around.

1 We don't start with technology. We start with your business.

AI isn't an install. Modernization isn't just a migration. That's why we never start with a product or platform; we start with your business model, your strategic priorities, and the use cases that will create measurable impact.

We work side by side with your teams to identify what's holding you back and where the greatest opportunities lie. Then we help you build a plan that aligns to your goals and resources, not to someone else's sales quota.

This is about creating a data estate that supports business growth and AI transformation on **your** terms.

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2 Flexibility, not a fixed path

Many partners offer one-size-fits-all modernization templates. We don't. Instead, we offer four distinct paths, each one customizable to your infrastructure, industry, and maturity level:

Platform-in-a-Box: Pre-configured Fabric + Empower solutions for rapid stand-up

Accelerators: Modular components to speed up use case delivery

Hybrid Deployments: Seamlessly blend on-prem and cloud for complex environments

Custom AI Engagements: Fully tailored strategies for enterprise-specific needs

This flexible, customer-centric approach ensures you modernize in a way that works for *your* teams, not ours.

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Microsoft

3   Technology + Advisory = Transformation

Hitachi Solutions isn't just a system integrator, we're a transformation partner.

As one of Microsoft's most recognized global partners, we bring award-winning expertise across the Microsoft ecosystem, from Dynamics 365 Business Applications and M365 Copilot to Azure, Databricks, and the latest in AI innovation.

But we also bring what many others can't: the ability to align technology with governance, culture, compliance, and change enablement.

We help our customers:

- **Assess AI readiness and strategy**
- **Navigate regulatory and security concerns**
- **Drive adoption with change management**
- **Build a future-proof analytics estate**

This is how organizations scale AI:
with clarity, with compliance, and with the confidence that comes from doing it right.

4   Deep Microsoft Integration

We don't just deploy Microsoft technology. We help shape it.

Hitachi Solutions, in addition to being a top Microsoft partner, is embedded across the Microsoft ecosystem. We've delivered over 50 Microsoft Fabric PoCs, we actively contribute to engineering feedback loops, and regularly collaborate with the teams behind Azure, Dynamics 365 (Business Applications), Databricks, M365 Copilot, and Azure AI Foundry.

We're a go-to partner for customers and for Microsoft, trusted to bring clarity, creativity, and execution to complex data and AI challenges.

When you partner with us, you get more than implementation expertise. You get direct alignment with Microsoft's AI roadmap and best practices.

Microsoft

5 | We go beyond implementation to enable transformation

Technology is just the start.
The goal is transformation.

Hitachi Solutions helps businesses shift from data overload to data confidence, and from isolated insights to integrated intelligence. We create the conditions for long-term success with AI by enabling:

- **Better decision-making across teams**
- **Faster, more accurate insights**
- **Scalable, secure AI adoption across the enterprise**

By building smarter, more adaptive systems that work today, we help you prepare for what's next.

What you can expect

By partnering with us for your AI ambitions, you will get:

Faster time-to-insight

Increased AI readiness

Flexible, future-proof modernization

Empowered teams and smarter operations

Confidence in governance, compliance, and scale

Ready to modernize your data estate, your way?

or connect with a Hitachi Solutions strategist to chart your path.

Contact Us

Visit our website or get in touch with our team to discover how we can help you modernize your data estate, scale AI, and achieve measurable business outcomes—your way.

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