SOLUTIONS BRIEF

As businesses today strive to do more with less, it's important that your customers are able to make quick digital pivots, scale as needed, protect their data, stay relevant, and most importantly, thrive.

That's where Hitachi Vantara and Coquina Systems comes in: We help Channel Partners help their customers. Through the Hitachi Vantara partner program, Coquina Systems provides services across storage, analytics, data management and protection, IoT and more. Hitachi's cutting-edge IT technologies such as the newest line of enterprise-grade Virtual Storage Platform (VSP) E Series, was built specifically with small and medium-sized businesses in mind.

Hitachi Vantara has selected Coquina to provide professional services for the E Series Midrange Storage solutions for Hitachi Partners. These expanded services fill a need as Hitachi looks to accelerate adoption for this class of storage in its channel. We provide certified engineers for design, integration and implementation services to help Hitachi Vantara Channel Partners to sell and deliver this exciting new storage platform. We have also expanded our professional services resources for the Hitachi NAS Platform (HNAS) including upgrade services, as the client demand continues to grow.
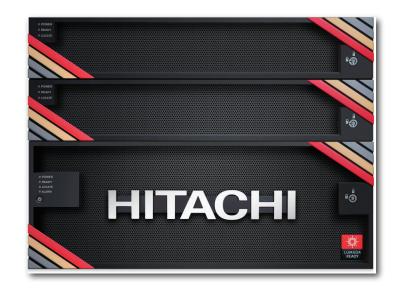
ULTIMATE STORAGE MANAGEMENT FLEXIBILITY

One of the largest and most recognizable components of Hitachi Vantara's product portfolio is its Virtual Storage Platform (VSP). By using all-flash NVMe enterprise storage technology, VSP essentially future-proofs your customer 's storage needs, while also offering flexible and predictable pricing options. The midrange portfolio – including the all-flash VSP F series, the hybrid flash VSP G series, and the latest addition of the all-NVMe VSP E Series – allow midsized organizations enterprise-class storage at a midmarket price point. Coquina is uniquely qualified to help your customers leverage and maximize these benefits.

COQUINA'S UNIQUE VALUE TO HITACHI VANTARA PARTNERS

As a trusted partner, we look forward to assisting you with your Hitachi Vantara needs and many other professional services including migration, security assessment, penetration testing, managed services alerting and monitoring support, PMaaS and so many additional practice areas. Our unique business model delivers real value to Channel Partners and Solution Providers.

- 100% focused on providing "services only" to the partner community
- Provides skilled and proven resources at a competitive rate
- Opportunity to drive higher gross margins with customers
- Quick response and turnaround for SOWs and resource assignments
- A virtual bench of certified technical consultants
- Services provided under your direction and on your contract
- Proudly serving over 15% of the CRN 2020 Fast Growth 150

COQUINA SYSTEMS
("co-keen-ah")

Coquina Systems
PO Box 514
Waynesville, OH 45068

W3 www.coquinasystems.com   info@coquinasystems.com

in linkedin.com/company/coquinasystems