Red Hat Summit

Connect

Accelerating AI

Navigating the Future and Avoiding Pitfalls

Hitachi Vantara | Red Hat

Hitachi Vantara | Zetaris

Proudly Partnering @ Red Hat Connect Summit

Andrea Neri

Job Title: CTO Italy
Company Name: **Hitachi Vantara**

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Speaker

Vinay Samuel

Job Title: CEO and Founder
Company Name: **Zetaris**

Hitachi *Global multi-industry conglomerate*

Hitachi Vantara

"Contribute to society through the development of superior, original technology and products"

Namihei Odaira
Hitachi Founder, 1910

Heritage of *Innovation*

- **$2.4B** annual R&D
- **$3.7B** 3-year investment in AI and digital
- **$18B** revenue from IT sector
- **182,000** global patents

IT **60+ years**
of digital enablers and disruptive technologies

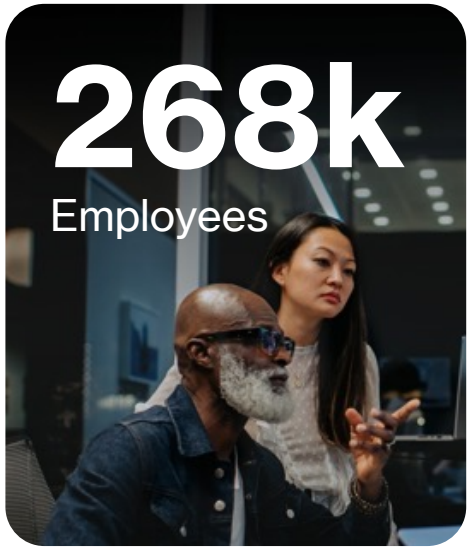
OT **110+ years**
of operational excellence and industry knowledge

Fortune 500
Top 11 global tech company by revenue

19
Customer co-creation centers

$300M
Corporate venture fund for digital and AI

Top 100
Clarivate Global Innovators



268k
Employees

$67B
Consolidated revenue

Our Vision: Where We Will Play…and LEAD

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"The Data Foundation for Innovation"

Hybrid Cloud Infrastructure

Solutions that seamlessly combine the power of on-premises infrastructure with cloud experience and scale

Platforms for Growth

Data Management

Solutions that secure, optimize, analyze and derive additional value from an organization's data

Value Maximization

Artificial Intelligence

Solutions that harness AI to power both infrastructure as well as end-user outcomes via data intelligence

Turbo-charged Outcomes

Green IT

Solutions and practices that minimize environmental impacts & maximize business sustainability

Global & Social Impact

Defining ‘Hybrid Cloud’

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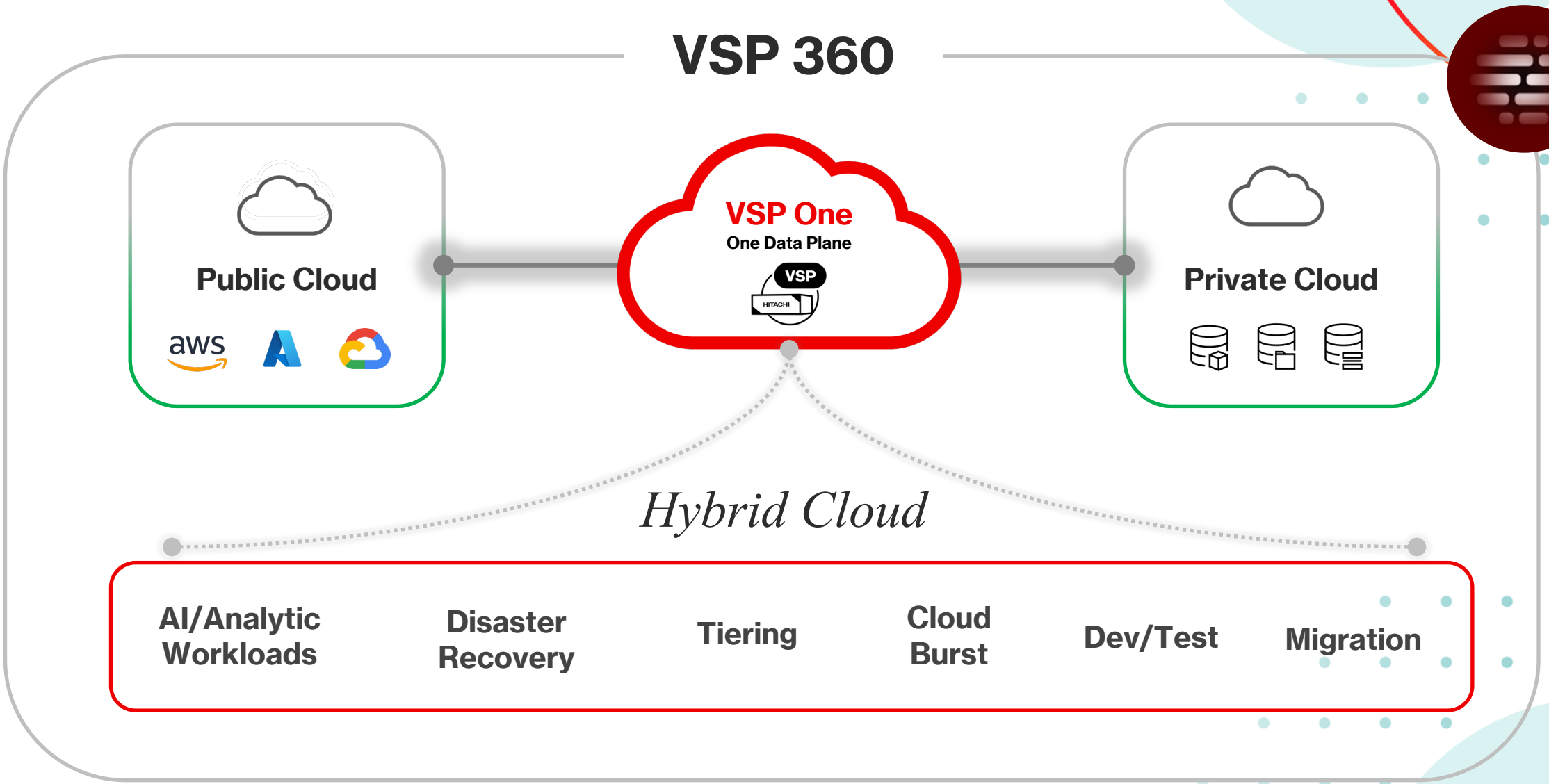
An architecture + A business / delivery model = SLA-driven business outcomes

One Hybrid Cloud Data Platform



VSP One Solutions and Integrated Systems

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Hitachi Integrated Systems

Private and Hybrid Cloud Solutions

Application-Optimized Solutions

vmware by Broadcom

Red Hat OpenShift Container Platform

aws

Microsoft SQL Server

PostgreSQL

VDI

ORACLE

SAP HANA

100% Data Availability
DR Multi-site Resilience

Unified Management
Ecosystem Integration

Flexible Design
Enterprise Scale

Compliance &
Regulatory Alignment

Sustainability
Commitment

Thank You

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Accelerating AI

- Navigating the Future and Avoiding Pitfalls

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AI Data Hub as a Service Architecture

Your Data

Structured, semi-structured and unstructured

Google Cloud Storage · Microsoft Azure Blob Storage · Amazon S3 · ORACLE
PostgreSQL · SAP · IBM · Microsoft SQL Server
mongoDB · Epic · Cerner · teradata.
Spark · elastic · Google BigQuery · databricks
snowflake · kafka · trino · amazon REDSHIFT
OpenWeather · monday.com · Greenplum · Google Analytics
servicenow · druid · NETEZZA · ICEBERG
Apache orc · Parquet · SQLite · VERTICA
AVRO · DELTA LAKE · cassandra · MariaDB
Excel · IBM DB2 · xero · salesforce

...and many more

EverFlex

Your Centralized Data Hub offering for Data, AI & Analytics

- Self Service UI and REST API
- Inference, RAG & Agentic AI
- Data Virtualization Engine
- Open Data Lakehouse
- Real Time Query Engine
- Automated Data Pipeline

DATA INSIGHTS | MODERN LAKEHOUSE | AI WORKBENCH

Federated access to all your source data with smart query processing

Data Classification | Relationship Finder | Data Lakehouse Builder — Zetaris

HC² INFRASTRUCTURE LAYER

Red Hat OpenShift AI

x86 CPU · Hitachi Vantara · GPU

LAKEHOUSE

S3 SQL

Hitachi Vantara

Your Data Access

AI powered **Enterprise Chatbot** (with RAG system)

Virtual Assistant · Agentic AI · ChatBot

Apps powered by Zetaris

tableau · python · data iku
Apache Superset · R · H2O.ai
Power BI · Excel · ...and many more

Data Applications · Chatbots / Co-Pilots

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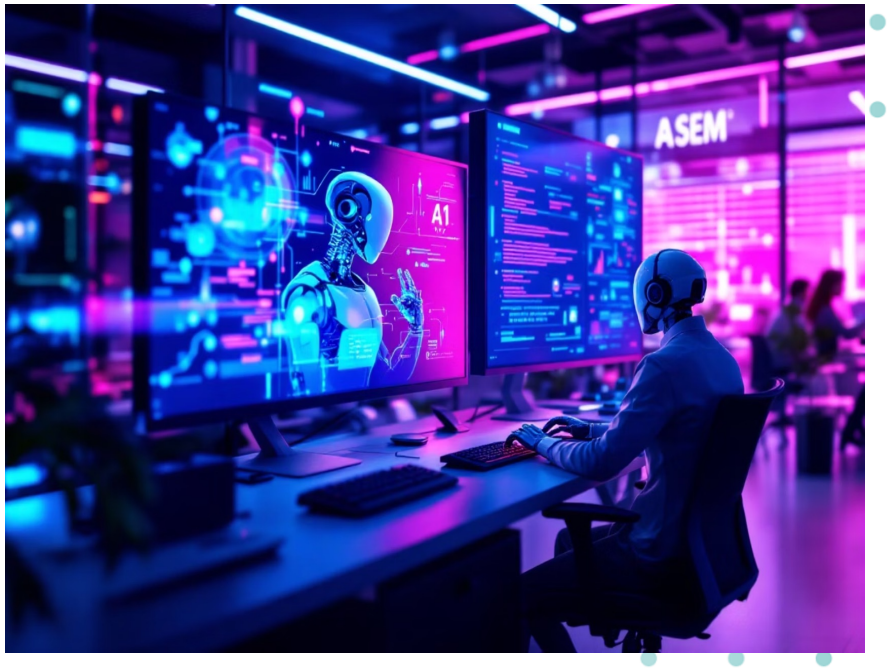
Where Is AI Going? Our Strategic Bets

The Rise of Agentic AI

By 2026, 82% of organizations plan to deploy autonomous AI agents

These systems move beyond chatbots to handle complex workflows—delivering 25-40% efficiency gains across industries.



Enterprise-Wide Integration

Leading companies are transitioning from isolated pilots to integrated AI ecosystems, driving 35% productivity gains through platforms like Salesforce Agentforce 2.0, Microsoft Copilot and, more recently, a ***shift to opensource and repatriation*** *to the data center on opensource platforms like* ***Hitachi X Zetaris AI Data Hub***

Accelerating Beyond Chatbots to Agentic AI

Multi-Agent Architectures

Deploy specialized agents that collaborate — research agents gather data, analysis agents interpret it, and execution agents implement decisions. This approach resolves problems 45% faster than single-agent systems.

Enhanced Reasoning Engines

Modern models like Claude 3.5 and GPT-4 enable complex decision-making. Combined with retrieval-augmented generation (RAG), they reduce hallucinations and improve accuracy.

API-Driven Actions

Enable agents to trigger real-world processes—updating CRMs, scheduling meetings, or processing transactions—via secure integrations.

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While 78% of companies now use AI, up to 85% of AI projects fail

- Gartner, Forrester, McKinsey 2025

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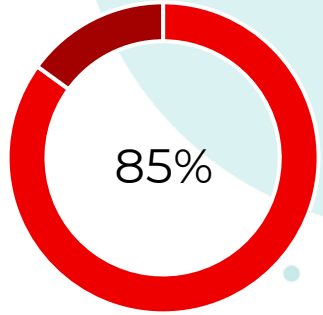
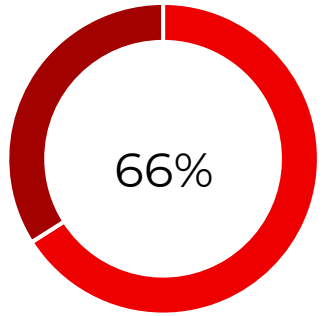
Why 85% of AI Projects Fail



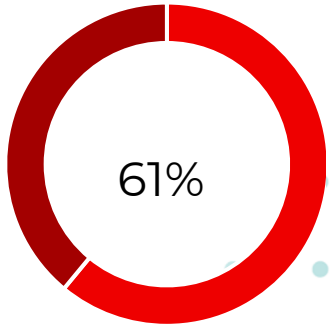
Data Readiness

Migration bound, low data quality, governance, or poor integration



Strategic Alignment

Of successful AI initiatives align with core business strategy, versus 24% for failed projects.



Trust Issues

Of employee's distrust AI,
while 56% struggle to use it effectively.

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AI Projects Fail due to legacy data

Fragmented Data – No Real-time Access

Data exists in disparate locations and formats, making integration and unified access extremely challenging.

Manual Data Engineering

Manual transformation errors lead to inconsistent data, undermining model accuracy and reliability.

Cost, Speed, Performance & Platform Risk

Inefficient cloud processing causes bill-shock and struggles to deliver real-time insights required for AI.

IP Loss Risk

Reliance on third-party solutions exposes proprietary data, threatening crucial intellectual property.

AI is not BI!

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Data Fabric Foundation

Federated querying across all data sources without moving data, reducing integration complexity by 85% whilst maintaining governance.

Unified Intelligence Layer

Connects traditional analytics with advanced AI models through a common semantic layer, enabling seamless model deployment.

Distributed Processing

Edge-to-cloud computing fabric optimised for real-time inference, reducing latency by 73% compared to centralised architectures.

> Our architecture eliminates data silos whilst maintaining security—the critical barrier that prevents most enterprises from scaling AI beyond isolated use cases.

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The Open-Source Advantage in Enterprise AI

As AI becomes mission-critical, enterprises are increasingly turning to open-source technologies over proprietary solutions. An over-arching governance and processing framework is needed.

76%

Growth trajectory

Organizations planning to increase their use of open-source AI in coming years

60%

Cost efficiency

Report lower implementation costs with open-source AI compared to proprietary options

81%

Career impact

Developers who believe open-source AI experience is highly valued in their field

Performance Parity

Open-source models like Meta's Llama, Google's Gemma and Nvidia's NeMo are rapidly closing the gap with proprietary solutions

Adaptability

Provides developers the freedom to customize solutions specifically tailored to organisational needs

Risk-Aware Adoption

Leading organisations implement safeguards addressing cybersecurity (62%), regulatory compliance (54%) and IP concerns (50%)

AI-forward organisations are 40% more likely to leverage open-source models—particularly in technology sectors where adoption reaches 72%

Open-source technology in the age of AI
April 22, 2025 | Report by McKensey

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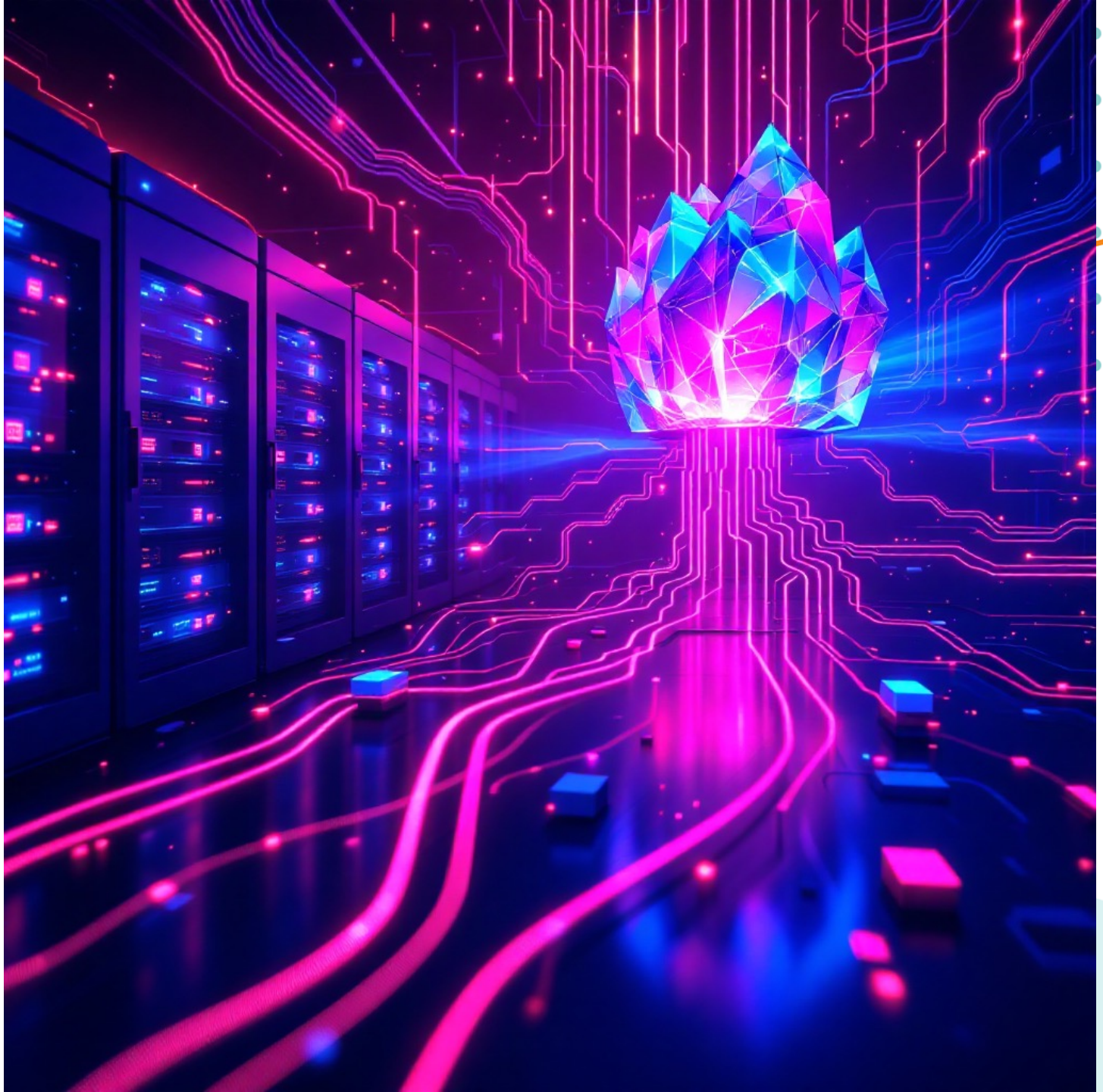
AI Data Hub

Connect and Query

Any data, Anywhere



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How AI Data Hub Overcome Pitfalls

Real-Time Data Access

Zetaris' Modern Lakehouse for AI enables federated querying across sources without data movement, accelerating analytics by 6x.

Instant Deployment

AI agents deploy in hours, not months, leveraging Hitachi's 99.999% resilient infrastructure.

Governed, Secure Pipeline

End-to-end lineage, compliance, and quality control prevent shadow AI risks.

Cost Efficiency

With extreme automation achieve 70% lower TCO for complex projects by optimizing existing infrastructure.

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AI Data Hub as a Service Architecture

Your Data

Structured, semi-structured and unstructured

...and many more

EverFlex

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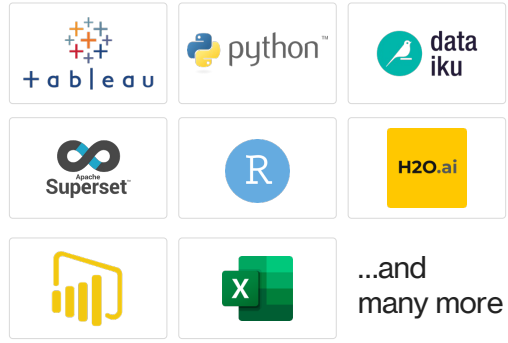

Data Applications

Chatbots / Co-Pilots

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Integrated Industry Data Models and Applications

Industry Apps	Healthcare	Financial Services	Telecom	Retail
Data Science pre-built apps	Early Disease Detection	Credit Scoring	Predictive Maintenance	Market Basket Analysis
Pre-built Industry connectors	Digital Care	Loan Analysis	Industry Data Exchange	Next Best Over
Industry Specific Data model	Cardiac Pathways	Anti-Money Laundering	Workforce Management	Customer Lifetime Value
Data Quality exception handling	Specialist Referrals	Credit Fraud	Truck Roll Reduction	Supply Chain Optimization

Featuring 14 pre-built Industry Data Models and associated applications simplifying data integration and accelerating time to value.

Banking | Insurance | Rail | Manufacturing | Utilities | Defense | Gaming | Logistics | Media | Government | Construction | HR | Education

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14 Industry Accelerators

AI Nurse

Patient monitoring and care recommendation systems with real-time data analysis.

AI Banker

Personalised financial guidance with automated risk assessment capabilities.

AI Property Assessor

Market analysis and valuation tools with predictive pricing models.

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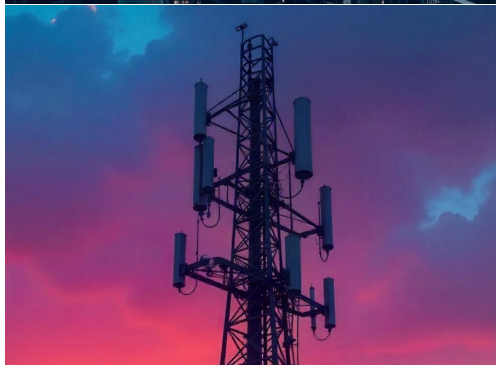
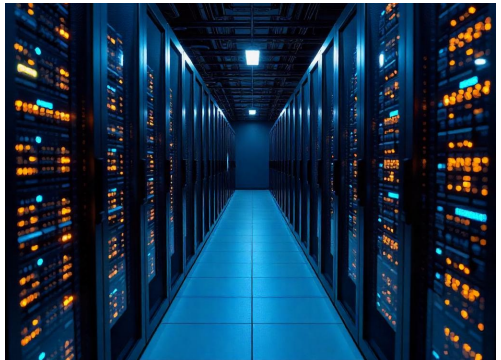
Customer Story : Overview





Outcomes

- **6 x faster project delivery** across data driven projects
- **70% reduction** in TCO for data and AI projects
- Seamless integration across systems, cloud and on-prem

Company Bio

- Over 30,000 employees
- Over 19 million mobile services and over 3 million fixed-line services subscriptions
- Services includes, mobile, fixed-line, television & streaming, and business solutions

The Challenge

They wanted to create a “DataHub” that would address:

- Supplier and partner network dependent on producers giving them access to the data
- Disparate systems and siloed views of data

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Customer Story : Cost Saving and ROI in Year One

Compute Cost

50%

Traditional Single-Engine Compute
vs
Multi-Engine Query Director with Optimization

Platform Licensing Cost

67%

Datatbricks Usage-based pricing (DBU) + Cloud/Feature markups
vs
Zetaris Single Pane Bundled Pricing

Operational Cost

33%

Manual Orchestration & Pipeline Management
vs
Automated Data & AI as One

Storage Cost

45%

Cloud Storage Proliferation and Data Duplication
vs
Federated Access and In-Place Processing

Labor Cost

61%

A Team of System integration, ETL & Data Engineers Required
vs
Automated Data Engineering with Less Integration Efforts

Support and Maintenance Costs

40%

Multi-Vendor Escalation & Cloud Troubleshooting Fees
vs
Support within Managed Services

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Customer Story : Executive Feedback

> *"There is already one team waiting for the multi access eg. Teradata and a couple others. So that connectivity was a big win."*

> *"The ability to choose from multiple compute/query engines eg. Presto and Spark, via Zetaris Query Director is a powerful feature"*

> *"All of this has a big positive impact on TCO"*

> *"One thing we appreciate, is when a problem is identified, Zetaris comes back the next day with a solution"*

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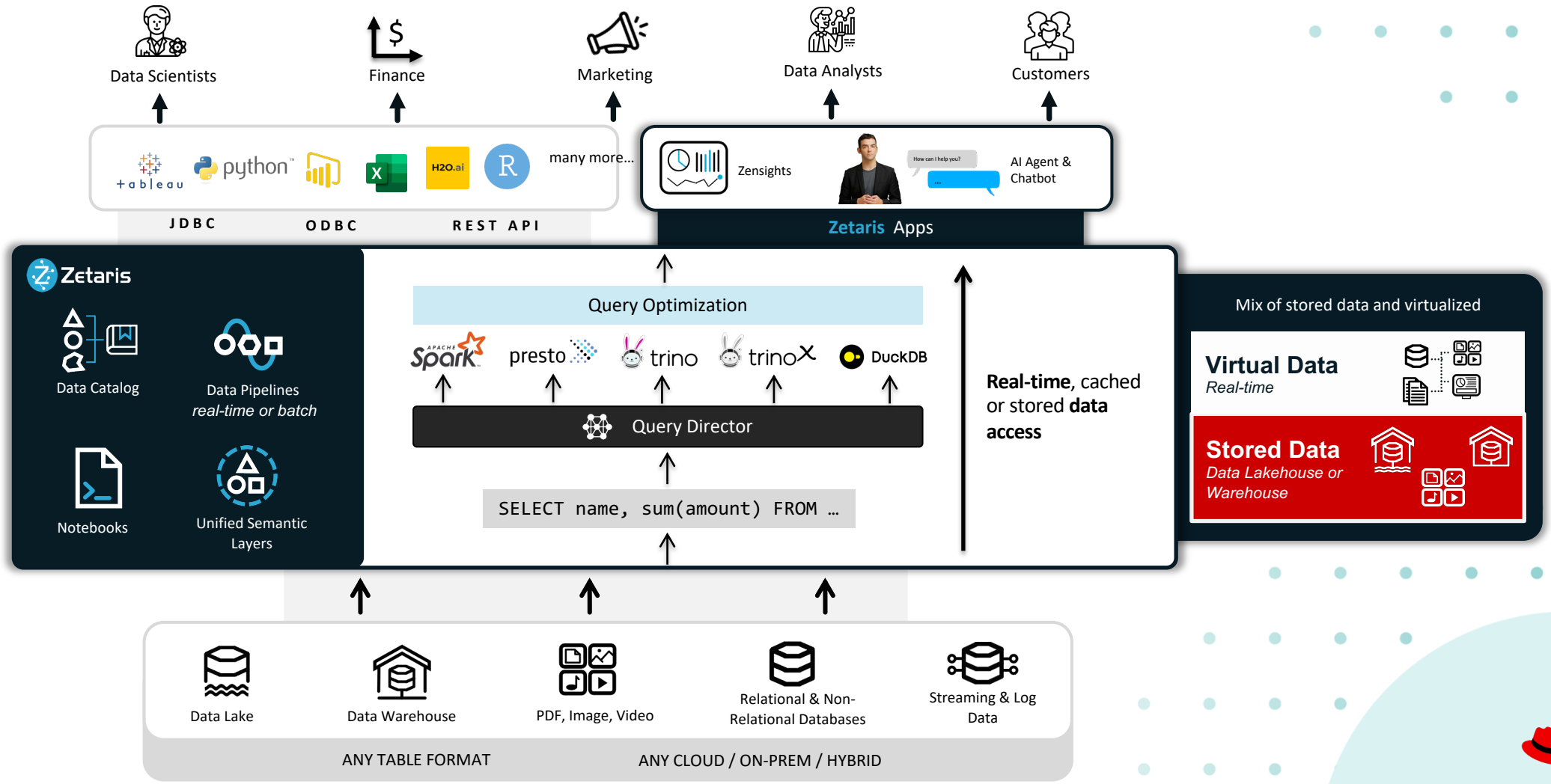
Customer Story : Query Director



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The AI Data Hub Advantage

1 — Before

6–12-month AI implementation cycles with 85% failure rate.

2 — After

2–4-week deployment with 70% higher success rate.

Our "data anywhere" approach eliminates the need for costly migrations and complex integrations.

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6 Key Success Factors for AI Excellence

Query-First Architecture

Automate data engineering by taking queries to the data rather than centralising it. Perform data quality checks at source to eliminate the primary cause of AI failures.

Unified Governance

Implement a single pane of glass for visibility across all AI and data assets, ensuring comprehensive oversight and control.

Platform Framework

Leverage platforms like ThunderLake (Zetaris-Nvidia collaboration) to effectively harness open source innovations while maintaining IP ownership and governance.

Build to Own IP

Secure your business's intellectual property by building your AI capabilities rather than solely relying on external vendors.

Semantic Layer Integration

Establish a unified semantic layer providing AI with consistent, accurate data views across all sources.

AI-Specific Infrastructure

Recognise that AI requires specialised infrastructure—not repurposed BI systems—with 100% data quality and real-time processing capabilities.

Success in AI deployment requires fundamentally rethinking your data architecture, not merely adapting existing systems.

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