

VSP One Block with Cisco Low Touch Promotion – Reseller

FY25 Hitachi Vantara Partner Program

Let's Innovate Together

Virtual Storage Platform One Block with Cisco SAN redefines simplicity, reliability and sustainability. To increase your margins and maximize your profitability, we've added an additional offer to the VSP One Promotion offering.

Cisco MDS 9124V 64-Gbps 24-Port Fibre Channel switch brings the latest high-performance, low-latency Fibre Channel Storage Area Network (SAN) technology to market. Along with the higher bandwidth, the Cisco MDS 9124V switch supports ease of configuration and management, detailed and in-depth performance insights, and automation capabilities.

Program Period: January 20, 2026 through July 31, 2026

VSP One Block with Cisco

For a limited time receive an additional discount by including eligible Cisco switches with one of the VSP One Block configurations.

SKU	Description	Qty	Partner Buy Price (US\$)
DS-C9124V-8PETK9.P	MDS 9124V 64G FC switch, w/ 8 active ports +32G SW, exhaust	2	See distributor or CPQ for pricing
DS-C9124V-8PITK9.P	MDS 9124V 64G FC switch, w/ 8 active ports +32G SW, intake	2	
DS-C9124V-24PETK9.P	MDS 9124V 64G 24P FC switch with 24x 32G Optics, exhaust	2	
DS-C9124V-24PITK9.P	MDS 9124V 64G 24P FC switch with 24x 32G Optics, intake	2	

VSP One Configurations Included in the VSP One Block with Cisco Low Touch Promotion

PTO Code	VSP One B24 Low Touch Bundles	NVMe SSD	Host IO Connectivity
041-100290-01.P	VSP One Block 24 LTB 10TiBe ¹	5 x 1.9TB	8 x 32Gb FC
041-100291-01.P	VSP One Block 24 LTB 10TiBe ¹ iSCSI	5 x 1.9TB	4 x 25Gb iSCSI
041-100259-01.P	VSP One Block 24 LTB 18TiBe ¹	9 x 1.9TB	8 x 32Gb FC
041-100262-01.P	VSP One Block 24 LTB 18TiBe ¹ iSCSI	9 x 1.9TB	4 x 25Gb iSCSI
041-100260-01.P	VSP One Block 24 LTB 36TiBe ¹	9 x 3.8TB	8 x 32Gb FC
041-100263-01.P	VSP One Block 24 LTB 36TiBe ¹ iSCSI	9 x 3.8TB	4 x 25Gb iSCSI
041-100261-01.P	VSP One Block 24 LTB 63TiBe ¹	15 x 3.8TB	8 x 32Gb FC
041-100264-01.P	VSP One Block 24 LTB 63TiBe ¹ iSCSI	15 x 3.8TB	4 x 25Gb iSCSI
041-100292-01.P	VSP One B24Q LTB 71TiBe ¹	5 x 15TB	8 x 32Gb FC
041-100293-01.P	VSP One B24Q LTB 71TiBe ¹ iSCSI	5 x 15TB	4 x 25Gb iSCSI
041-100294-01.P	VSP One B24Q LTB 143TiBe ¹	9 x 15TB	8 x 32Gb FC
041-100295-01.P	VSP One B24Q LTB 143TiBe ¹ iSCSI	9 x 15TB	4 x 25Gb iSCSI

¹ Base 2 effective capacity based on ADR of 2:1 and pool depletion of 100%

- Refer to your distributor or CPQ for competitive pricing on the listed bundles.
- Bundled Software: All-inclusive software.
- Support Term: 36 months is the minimum term and is included in the pricing above.
- Support Level: Flexible support/installation level. Week Day Basic Support and Self Installation is included in the pricing above.

 Alongside the Low Touch Promotion, access [marketing materials](#) available to help tailor and distribute content to your clients and prospects. Content includes a customizable email template and flyer.

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 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 sold to an end customer that is considered a commercial account by Hitachi Vantara and the bill to account must be an indirect account.
- Qualifying products must be booked during the promotion duration.
- No automated program incentives are eligible with the Low Touch Promotion (Net New, Competitive take-out, Tech Refresh).



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

- Requests with support term, support level and/or Installation which differ from that detailed on page 1 will be priced higher than the approved quotes - by only pricing the Product Net Revenue and the support price will follow accordingly.
- Any product configuration changes or add on in the same solution will NOT be eligible for the Low Touch Promotion - will require to follow the standard quoting and approval process (Partner Pricing Guidance approval process); there will be no exceptions.
- To receive the preapproved entry level incentive, configuration in the tables within the brief cannot be changed outside of selection for maintenance and installation. Support terms and levels for additional charge when configuring and pricing.

- The rack is not included in the configuration.
- 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.
- Deal Registration discount is not applicable on Low Touch Promotion pricing.
- Program pricing is for net new systems only, upgrades are not eligible for the program.

How to Configure Bundles

VSP One

Model Selection

Hitachi Vantara's latest Mid-Range... More...

Configuration Mode

Model

Low Touch Bundle Option

Choose I/O Features

	None
<input checked="" type="radio"/>	Fibre Channel - 8 x 32
<input type="radio"/>	iSCSI - 4 x 25Gbps
	10TiBe Low Touch Bundle
	18TiBe Low Touch Bundle
	36TiBe Low Touch Bundle
	63TiBe Low Touch Bundle

Model Selection

Hitachi Vantara's latest Mid-Range... More...

Configuration Mode

Model

Low Touch Bundle Option

Choose I/O Features

	None
	71TiBe Low Touch Bundle
	143TiBe Low Touch Bundle
<input checked="" type="radio"/>	Fibre Channel - 8 x 32Gbps
<input type="radio"/>	iSCSI - 4 x 25Gbps

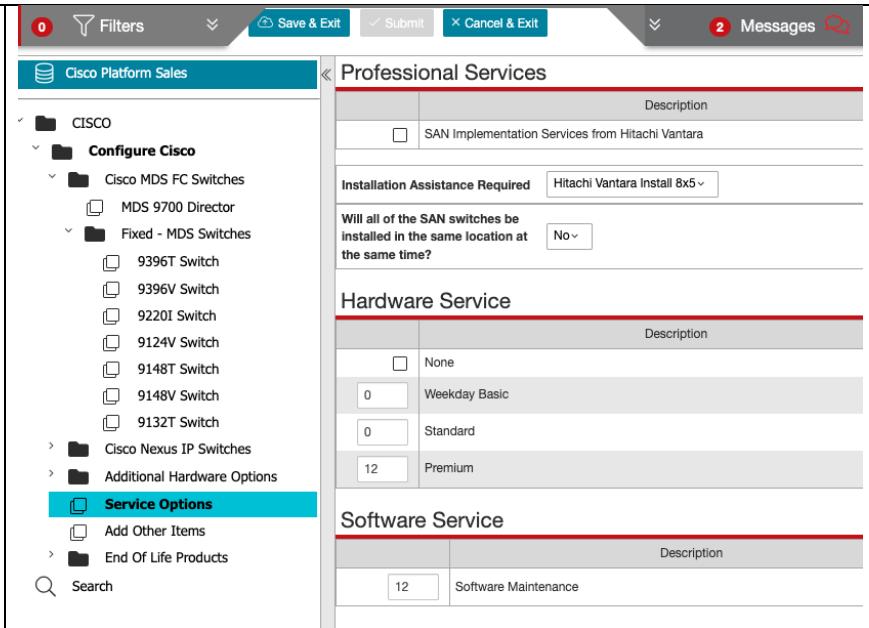
Cisco Product

<p>Select Cisco Product after adding the VSP One Block LTB</p> <p>Select “Fixed Switches” and “9124V” for the 24 port capable 64Gb switch.</p> <p>Select the appropriate switch. Special pricing on 9124V 8port with 32G optics.</p> <p>Also ask the customer if they need INTAKE or EXHAUST facing fans.</p>	<p>Cisco Product</p> <p>Find: <input type="text"/></p> <p>HDPS</p> <p>Switches</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>0</td> <td>MDS 9124V 64G FC switch , w/ 8 active ports +32G SW, exhaust</td> </tr> <tr> <td>0</td> <td>MDS 9124V 64G FC switch , w/ 8 active ports +32G SW, intake</td> </tr> <tr> <td>0</td> <td>MDS 9124V 64G 24P FC switch with 24x 32G Optics, Exhaust</td> </tr> <tr> <td>0</td> <td>MDS 9124V 64G 24P FC switch with 24x 64G Optics, Exhaust</td> </tr> <tr> <td>0</td> <td>MDS 9124V 64G 24P FC switch with 24x 32G Optics, Intake</td> </tr> <tr> <td>0</td> <td>MDS 9124V 64G 24P FC switch with 24x 64G Optics, Intake</td> </tr> </tbody> </table> <p>Port Upgrade Option per Switch</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th>Description</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> </tr> </tbody> </table>		Description	0	MDS 9124V 64G FC switch , w/ 8 active ports +32G SW, exhaust	0	MDS 9124V 64G FC switch , w/ 8 active ports +32G SW, intake	0	MDS 9124V 64G 24P FC switch with 24x 32G Optics, Exhaust	0	MDS 9124V 64G 24P FC switch with 24x 64G Optics, Exhaust	0	MDS 9124V 64G 24P FC switch with 24x 32G Optics, Intake	0	MDS 9124V 64G 24P FC switch with 24x 64G Optics, Intake		Description		
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Support / Service Options are available.

SAN Implementation is available.

Update to 36 months to match VSP One Block LTB



Professional Services

Description	
<input type="checkbox"/>	SAN Implementation Services from Hitachi Vantara

Installation Assistance Required: Hitachi Vantara Install 8x5

Will all of the SAN switches be installed in the same location at the same time? No

Hardware Service

Description	
<input type="checkbox"/>	None
0	Weekday Basic
0	Standard
12	Premium

Software Service

Description	
12	Software Maintenance

Frequently Asked Questions

1. What switch would I need for a LTB?
 - a. Typically, a smaller port count would be appropriate for the LTB. Cisco has offered a price reduction to us for the 8-port version of the 9124V. This switch is a 24-port switch, 64Gb capable. We are offering a low-cost entry with 8 ports active and 32Gb optics to match the VSP One LTB offering. A 24-port active version is also available.
 - b. This is a 100% speed upgrade built in for the price of optics when the Customer is ready.
2. I don't need 24 ports, but 8 isn't enough.
 - a. Add the 9124V 8 port version to your quote.
 - b. Go to the Cisco configurator, add an 8-port upgrade with 8x 32Gb optics. This will get you to 16.
 - c. Add the 24-port switch if you need that many ports.
3. I need more than 24 ports.
 - a. In the Cisco configurator in CPQ you can choose a 9132T for 32 ports of 32Gb.
 - b. There is a 48-port model available in 64G as well as 9148V.
 - c. A 96-port switch is also available – 9396V
4. What's with the T and V?
 - a. Cisco has added letters to identify the speeds of their fixed switches.
 - i. S = 16Gb
 - ii. T = 32Gb
 - iii. V = 64Gb

5. I need more ports...
 - a. Cisco MDS Directors can accommodate up to 768 ports.
 - b. Reach out to the Alliance Team and we will assist.
 - c. Cisco@HitachiVantara.com
6. ASK THE CUSTOMER about airflow direction...
 - a. Air flow? Do you need "Port side intake (cold)? Or Port side Exhaust (hot)?"
 - b. Huh? ... This is the direction of the airflow. Do the ports/cables face the front of the rack (intake) or do the ports face the back (exhaust).
 - c. What happens if I get this wrong?
 - i. The fans have to be replaced with correct ones.
 - ii. Time lost.
 - d. While you are at it, ask about power cords... [LINK](#)
 - e. While you are still at it... do they need Cables?
 - i. CPQ -> Cisco -> Additional Hardware Options -> Multi-mode Cables
7. How does support work?
 - a. Hitachi sells support for Cisco MDS switches.
 - b. Hitachi 1st and 2nd level support with Cisco TAC for Engineering support
 - c. Hitachi can sell 100% Cisco SmartNet support if the customer requests
 - d. Hitachi can sell NO support and the customer or VAR can source the Smartnet or if the customer already has an ELA with Cisco.
8. I need special pricing to compete.
 - a. Cisco will not be offering Special Pricing, Letter of Authorization (LOA) for pricing/cost exceptions on 9124V 8 port switches.
 - b. For discounting / Special Pricing on other switches please reach out to your Cisco Sales Counterpart.
9. What software is included?
 - a. The 9124V comes with the base level of software. To see what is included, click [HERE](#) to get to the file.
10. Automation options for Cisco MDS Switches and Directors
 - a. Cisco GitHub link [HERE](#)
 - i. Python SDK/API Library
 - ii. MDS Ansible Modules
 - iii. Zone Migrator for Brocade to Cisco Zone Configs
 - iv. More...
 - b. Hitachi Vantara GitHub link [HERE](#)
 - i. VSP One Block Ansible modules
 - ii. CSI – container storage
 - iii. Intersight Cloud Orchestrator VSP Workflow
 - iv. More...

- c. Cisco DevNet Github [LINK](#)
 - i. Look in here for Intersight automations
- 11. Where can I find additional information about Cisco MDS?
 - a. MDS 9700 Director at Hitachi Partner site [LINK](#)
 - b. MDS Fixed Switches Guide at Hitachi Partner site [LINK](#)

See Program Terms and Conditions for further restrictions on qualifying criteria

Terms and Conditions THE FOLLOWING TERMS AND CONDITIONS: ("TERMS") APPLY TO THE VSP ONE BLOCK WITH CISCO LOW TOUCH PROMOTION (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 One Block with Cisco Low Touch Promotion 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 January 20, 2026 through July 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 this document. If a Participant achieves the Program Requirements, Hitachi Vantara will apply the discount at the date when the qualifying solution was 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.

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