Data Strategy

Hitachi Digital Services vision and mission

Hitachi has been a trusted supplier to the UK government for over half a century in Transport, Energy, Technology and Research among the numerous sectors where we have consistently delivered social value and value for money.

Hitachi Digital Services offers a diverse array of innovative technology solutions tailored to meet the specific needs and desired outcomes of governmental agencies. Specialising in advanced IOT, ERP, Machine Learning, data analytics, and cloud services, we stand out for our unwavering commitment to security, reliability, and innovation. With a track record of delivering robust and scalable solutions, Hitachi empowers government entities to streamline operations, increase efficiency, enhance data security, and optimize performance, thereby enabling them to better serve the UK public. By leveraging state-of-the-art innovative technology and a deep understanding of governmental challenges, Hitachi emerges as the premier choice for governmental agencies seeking to bolster their digital foundation and achieve their mission-critical objectives. Our cross-sector view and technology expertise makes us ideally placed to advise government on data-driven, end-to-end digital transformations that delivers value for money.

Hitachi Digital Services G-Cloud offerings

Partnership Offerings	Consulting/ Advisory Cloud Services	HARC/ Cloud Services	Healthcare Services
AWS Cloud Maturity Assessment	Business Analysis & Product Management	Cloud Cost Management − Assessment (FinOps)	Digital Care & Operations (DCO)
Azure Cloud Maturity Assessment	Data Strategy	Cloud Migration/Modernisation Assessment Strategy (Planning & Journey)	Lifestyle Management
GCP Cloud Maturity Assessment	Digital Transformation Strategy & Roadmap	Cloud Maturity Assessment	Secure Data Environment
Databricks Enablement Services	Cloud Organization Strategy & Design	Cloud Migration and Modernisation	Digital Healthcare Advisory and Technology Services
Oracle ERP	Organization Change Management	Cloud Operate Services	Lightbeam by Hitachi DS
SAP Cloud Support	Innovation Incubation Accelerators	Cloud Services	Luminai by Hitachi DS
Pentaho	Managed Service − Advisory	Harc Operations	Luminance by Hitachi DS
	Managed Service − Rail	Performance Testing and Engineering Services	
Sustainability Cloud Services	Cloud Managed Services	Quality Assurance and Engineering Services	**AI Cloud Offerings**
Application and Software (IT decarbonisation)	Oracle Cloud Support	Resilience and Chaos Testing and Engineering Services	AI Business Accelerator Incubate & Launch
Energy efficiency for buildings	Maturity Assessment	Security Testing and Engineering Services	AI Business Accelerator Innovate
ESG Supplier assessment and engagement	Observability Assessment	Security Services	AI Business Accelerator Optimise & Solidify
GHG Emissions Dashboard	Reliability & Resiliency Assessment	SWAT Services	AI Business Accelerator Foundation Platform
Energy Strategy	Security Posture Assessment	FinOps − Managed Cloud Cost Implementation	AI Business Accelerator Starter Platform
ESG Strategy	Advisory/Consulting − Service Management (Cloud Managed Service)	IOT − Internet of Things	GenAI Strategy Assessment
		Smart Spaces and Video Intelligence (SSVI)	

Challenge

With the rapid expansion of data, dramatic fall in storage and processing costs, and increasing regulatory and compliance requirements over the past few years, enterprises and institutions are investing new focus on transformative data initiatives – improving insight, quality, governance, analytical models, metrics, reporting and monitoring.

Hitachi helps its customers to create an actionable plan that supports and accelerates the use of data to increase profit & efficiency, decrease effort, minimise liabilities arising from holding sensitive information, and derive insight into market opportunities.

Our data strategy methodology enables specific benefits of a strategic data management program to be related to a clear and compelling case for investment, by assessing a range of criteria to formulate a set of targeted recommendations, and a roadmap and rationale for sequencing the required initiatives.

We deliver an informed point of view, options and recommendations that:

- Communicate business value and revitalise business sponsorship & funding.
- Define an actionable and pragmatic plan to achieve "fit for business" data governance.
- Qualify marketplace advancements & rationalise technology landscape.
- Realign organisational models to realise greater operating efficiency.
- Institute an operating model that drives effective engagement of business and IT.
- Eliminate disconnects by clearly communicating strategy to all stakeholders.

Context

Clients need a strategic roadmap tailored to their organisation's requirements, which clearly describes a change programme aimed at improving their data governance, operational data management and data estate.

The roadmap is timeline of initiatives and investments needed to address the following types of driving issues.

Efficiency drivers

- Cost of headcount and unproductive time & effort required to manage the existing data estate.
- Lack of leading data-driven insights or integrated 'single version of truth' to drive effective decision-making.
- Inability to monitor operational performance or measure progress of initiatives.

Risk drivers

- Regulatory non-compliance around data – financial penalties, loss of operating license, costs of litigation and external audit.
- Impact of breaches on credit ratings, share price, insurance costs, ability to borrow or raise capital.
- Disruption to operations (possibly catastrophic) arising from threat of data loss or theft.

Opportunity drivers

- Opportunity cost of deficient data – missed potential sales, low yield from marketing campaigns, lack of customer insights.
- Limited financial modelling of patterns in cost, revenue and profitability, or ability to model new products and services.
- Limited ability to plan future initiatives and assess changing conditions within internal + external business environments.

Solution

Our data strategy diagnostic assesses a range of criteria to formulate a set of targeted recommendations, and a roadmap and rationale for sequencing the required initiatives.

We support the Client in developing a coherent, clearly defined investment case for implementing the Data Strategy Roadmap, as well as positioning ourselves as a trusted strategic partner throughout ongoing delivery of the programme.

The solution is delivered via consultant engagement (client workshops, meetings, focus sessions and desk research) typically across 2-5 months, and comprises the following major components:

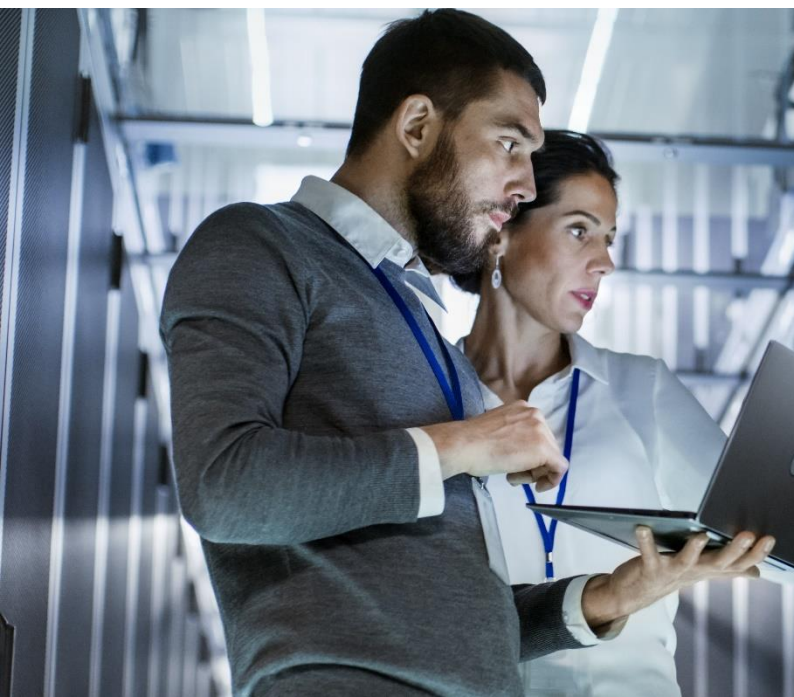### Gap analysis and future vision

- Review current-state data, technology, governance and process gaps.
- Identify desired target-state and high-level gap-closing initiatives.
- Conduct Data Management Maturity Assessment.
- Document strategic vision and findings.

Solution options appraisal

- Technical estate review.
- Review data architecture and support capabilities.
- Market engagement and solution assessment.
- Document findings and technical recommendations.

Roadmap and programme business case

- Identify recommendations to bring about desired strategic data management capabilities.
- Quantify roadmap initiatives in terms of business value and benefits.
- Scope the necessary interventions at programme level – governance, process, data and system change.
- Sizing and sequencing of initiatives considering business priority and internal/external constraints, and presented as an actionable, integrated plan.
- Organisational Change Management (OCM) to support the strategy – vision, comms, training, leadership coaching, adoption & model office activities.

Hitachi helps its customers to create an actionable plan that supports and accelerates the use of data to increase profit & efficiency, decrease effort, minimise liabilities arising from holding sensitive information, and derive insight into market opportunities.

Features

Hitachi is a global technology firm that brings together years of experience across the following capabilities:

• Business change consulting and strategic advisory services.

• Enterprise data modernisation services – data platform solution design and development.

• Cloud hosting, support, and management services.

We bring these strengths to bear in assisting clients to recognise strategic investments in data management that directly support and enable the wider organisational strategy.

This is achieved through several key areas of benefit, described as follows:

Efficiency gains

• Reduced overhead required to manage data assets and eliminate silos & single points of failure.

• Increased conformity, quality and availability of metrics leading to better information and support for decision-making.

• Increased timeliness and accuracy of data-driven insights into operational performance and benefit realisation.

Risk mitigations

• Reduced compliance risk and financial exposure.

• Ability to demonstrate corporate responsibility and due diligence, reduce credit risk and increase confidence of creditors and shareholders.

• Increase data security and reduce or eliminate disruptions to operations.

Revenue/growth enablement

• Enable greater insight into customers, ability to fine-tune marketing and qualify sales pursuits, ability to monetise data.

• Enable for financial and predictive modelling to better manage costs and enhance products and services.

• Greater market awareness – ability to 'pivot' sooner and exploit changing conditions.

Case Studies

Qualifications

ISO 9001
ISO 27001
Cyber Essentials Certified
DSPT Certified
AWS Premier Tier Services
AWS Managed Service Provider
AWS Public Sector Partner
AWS Solution Provider Program
AWS − APN Immersion Days
Select Databricks Partner
Microsoft Solutions Partner: Infrastructure
Microsoft Solutions Partner: Data and AI
Microsoft Solutions Partner: Digital & App Innovation
AWS Oracle Competency Partner
Google Cloud Premier Partner
AWS Premier Consulting Partner

American State Government Agency

Enterprise Architecture & IT Strategy

Industry: Public Sector │ Capability: Data Strategy │ Client: California Department of Motor Vehicles (DMV)

Leading CME Cable Company

Creation of Data Lake for New Business Unit

Industry: Telecommunications, Media and Entertainment │ Capability: Data Strategy │ Client: Modesto

Leading Aerospace and Defense, Industrial Manufacturer

Unified Case Management to Increase Capabilities and Functionality

Industry: Aerospace & Defence │ Capability: Data Strategy │ Client: United Technology Corporation

Restaurants, Pubs and Bars Operator

Digital Enterprise Solutions

Industry: Food & Beverage │ Capability: Data Strategy (inc MDM and Platform Architecture) │ Client: Mitchells & Butlers

Leading Beverage Retailer

Data Warehouse

Industry: Food & Beverage │ Capability: Data Strategy (inc MDM and Platform Architecture) │ Client: Unknown

American Multi-National Food Producer

Data Architecture Design and Implementation

Industry: Food & Beverage │ Capability: Data Strategy (inc MDM and Platform Architecture) │ Client: Tyson

Multi-national Food & Beverage Manufacturer

TPM Software Selection

Industry: Food & Beverage │ Capability: Data Strategy (inc MDM and Platform Architecture) │ Client: Unknown

Airport Operator

IT-Business Architecture

Industry: Transportation (Rail, Shipping & Aviation) │ Capability: Data Strategy │ Client: Airport Operator

Global Software Company

Data Warehouse

Industry: Software & Technology │ Capability: Data Strategy │ Client: Anonymous

World's Largest Software Company

Data Warehouse

Industry: Software & Technology │ Capability: Data Strategy │ Client: McAfee

Case Studies

Kubota

Manufacturing Insights Design and Delivery

Industry: Manufacturing │ Capability: Data Strategy │ Client: Kubota

Nuclear Power Station construction project

Data Management target operating model

Industry: Construction │ Capability: Data Strategy (inc MDM and Platform Architecture) │ Client: Hinkley Point C

Water Utilities Company

Data modernisation and Data Science platform

Industry: Utilities │ Capability: Data Strategy │ Client: South West Water