Lenovo solutions powered by VMware

Lenovo partner battlecard

Together, Lenovo and VMware help partners accelerate their customers' journey to hybrid and multi-cloud environments.

Lenovo and VMware provide innovative solutions and services across all platforms, with flexible as-a-Service options to drive business value and give partners a competitive edge.

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As part of their deep collaboration, Lenovo and VMware have created a cutting-edge reference architecture and a comprehensive deployment guide to empower enterprises to build robust, seamless hybrid, multi-cloud environments. The architecture draws upon Lenovo's industry-leading hardware expertise and VMware's unmatched virtualization and cloud management capabilities.

Through Joint Innovation Labs, Lenovo and VMware have produced, validated, and fine-tuned co-developed solutions for mid-market and enterprise customers. These solutions guarantee seamless integration, peak performance, and easy management, providing you with a competitive advantage and expanding your sales opportunities.

Use cases

Hybrid cloud solutions offer various benefits and use cases that cater to diverse business requirements. Here are a few examples:

Scalability and bursting

Hybrid cloud environments allow businesses to address fluctuating demands and varying workloads effectively. When on-premises resources reach their capacity, organizations can "burst" into the public cloud, leveraging its virtually limitless scalability to handle peak loads. This elasticity ensures efficient resource utilization, cost optimization, and improved performance during peak periods.
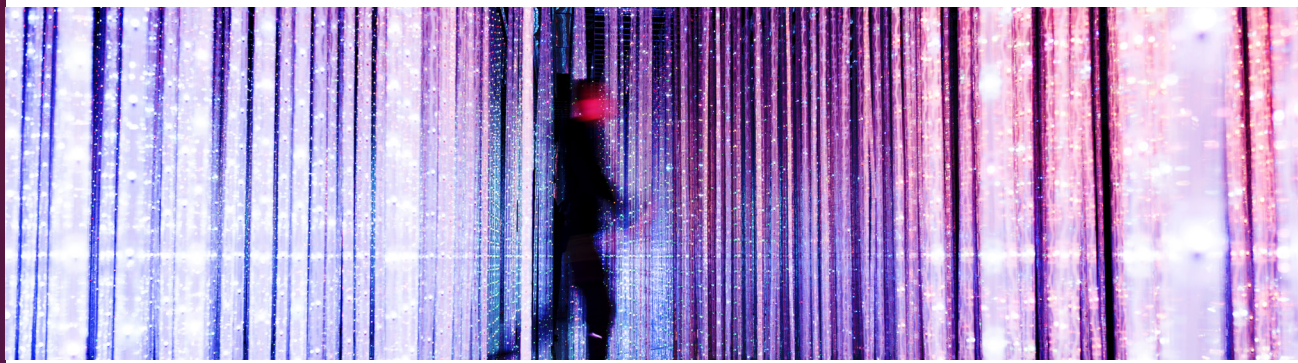
Geographic reach and data sovereignty

Hybrid cloud solutions provide the ability to deploy applications and services in geographically dispersed data centers, complying with data sovereignty regulations and improving latency for regional users. This use case is particularly relevant for global organizations seeking to deliver low-latency experiences and adhere to data residency requirements.

Disaster recovery and business continuity

Another important use case for a hybrid cloud is in implementing a robust disaster recovery strategy. By replicating critical workloads and data between on-premises infrastructure and the cloud, organizations can ensure business continuity in the event of a disaster, such as hardware failure, natural calamities, or cyberattacks. The hybrid cloud provides an ideal platform for cost-effective and reliable data replication and failover solutions.

Data backup and archiving

Hybrid cloud solutions offer an excellent way to manage data backup and long-term archiving. Organizations can store critical data on-premises for fast access and use the cloud for cost-effective, scalable, and reliable data archival. This approach ensures data redundancy, compliance adherence, and efficient management of large datasets.

Surpass customer expectations

Lenovo and VMware offer best-in-class performance for hybrid, multi-cloud, and edge environments:

Leading performance
- Ranked #1 for VM performance[1]
- #1 in server reliability for 9 years running[2]
- Integration with the world's most reliable servers from Lenovo with VMware vSAN

Expanded cloud capability
- Unified hardware and software ecosystem for hybrid, multi-cloud, and edge
- True pocket-to-cloud infrastructure with reliable supply chain
- Premier hybrid and multi-cloud on-premises solutions

Scale on demand
- Seamless scalability with pay-as-you-grow options
- Flexible infrastructure that responds to changing business conditions
- A suite of services and resources that scale with your business

Modern applications
- Build, run, and manage developer-ready Kubernetes everywhere
- Reduce app deployment times to reach users sooner
- Migrate legacy apps and support new cloud-native apps with existing teams and tools

Simplified infrastructure
- Access to a future-proofed, factory-integrated, pre-configured and ready-to-go hyperconverged infrastructure
- Deliver optimized hybrid and multi-cloud hardware and software
- Make it easy for customers to deploy, configure, and manage infrastructure with lifecycle management
- 75% faster deployment times for an expedited time-to-value[3]

[1] Top Score with 2 Socket Servers https://www.vmware.com/products/vmmark/results3x.html as of 7/15/21 with ThinkSystem SR665 which is the base for the VX3575
[2] Lenovo, ITIC Reliability Study, 2023
[3] Based on Lenovo internal testing. Actual results may vary.

Start a customer conversation

- Are you utilizing HCI in your environment? If so, with what applications?

- Are you ready to take advantage of the opportunities presented by cloud technology and cloud-native applications?

- Do you leverage a mix of on-premises systems and public cloud services? Can your on-premises infrastructure take advantage of this hybrid cloud environment?

- Are your current infrastructure and operations fast, flexible, and secure enough to move at the speed of your business?

- Does your hybrid cloud solution span the enterprise, or is it siloed?

- How complex is it to manage public and on-premises environments? Does management span the enterprise, or is it siloed? If siloed, is that complexity slowing your business down?

- Do you have an efficient way to add edge environments?

- What steps are you taking to implement a zero-trust security approach across all environments?

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Grow your services-based solution sales

Take advantage of being a Lenovo partner with Lenovo 360. Harness the power of Lenovo's portfolio to become more competitive, broaden areas of expertise, and respond to customer needs faster.

Enable sales, marketing, and simplified operations

- Deliver differentiated solutions through innovation labs to increase value to customers.
- Supplement service offerings with Lenovo and VMware Managed Services.
- Drive demand with marketing campaigns and tools, including Lenovo 360 Marketing Builder.

Connect, collaborate, and communicate with Lenovo's experts

- Leverage a single point of contact to improve management efficiency and streamline operations.
- Build, co-innovate, and provide customizable cloud offerings (VMware Cloud editions) with VMware.
- Access technical experts, automated tools, demos, configurators, sales plays, a community, and more.

Grow, develop, and learn with accreditations and rewards

- Establish a reputation as a trusted advisor through dedicated learning paths.
- Get rewarded with Lenovo 360 incentives and promotions.
- Rise through the ranks for greater rewards.

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Overcome customer objections

> **Why Lenovo for hybrid cloud?**

Lenovo offers a reliable hybrid cloud solution with industry-leading VMware Cloud Foundation (VCF), tested container solutions, and TruScale Hybrid Cloud with VMware.

> **Lenovo is a hardware company, not a solutions company.**

Lenovo and VMware's deep collaboration offers industry-leading hybrid, multi-cloud, and edge hardware, software, and service solutions via a channel-centric approach that goes beyond standard vendor certification with:

- A single point of contact and direct line of communication
- Technical and sales enablement and marketing with Lenovo 360
- Professional services for planning and implementation
- Managed services for ongoing management and maintenance
- Sustainability services for recycling old technology with carbon offset credits for purchases

> **We're fine with our current hybrid cloud approach.**

Your hybrid cloud infrastructure may require more flexibility to respond quickly to changing business conditions. Moving back in-house may make better economic sense if your cloud provider's rates and fees increase. Can you migrate those workloads promptly?

Focus solutions

Lenovo ThinkAgile VX HCI powered by VMware

- Deploy a hybrid cloud environment using VMware software
- A fully integrated system built on the most reliable and secure servers
- Deliver faster insights with 59% performance improvement[4]

Lenovo TruScale Hybrid Cloud with VMware

- Scalable, future-proof infrastructure with versatile deployment options
- Fully integrated operational simplicity via standardized VMware architecture
- Complete as a service, pay-as-you-grow, managed environment with TruScale Hybrid Cloud with VMware

Lenovo ThinkAgile VX with VMware Cloud Foundation

- Leading hybrid cloud solution
- Manage container & VM-based workloads on a single platform
- Consolidate Kubernetes clusters & VM workloads on the Cloud Foundation platform

Lenovo ThinkEdge with VMware Edge Compute Stack

- High-performance compact edge solutions with ruggedness for edge environments
- Industrial networking connectivity and security options
- Easily managed with Lenovo XClarity Controller

[4] Based on Lenovo internal testing. Actual results may vary.

Learn more about the partnership and Lenovo 360

Take advantage of all the tools and incentives we have waiting for you.

Access the resources and tools to:
- Optimize your workflows
- Source relevant information on Lenovo products and services
- Win more sales and drive profit

Ready to chat?
Contact your Lenovo Account Manager

Learn more about the partnership and take advantage of all the programs, tools, and incentives we have waiting for you.

Become a Lenovo Partner

Visit the Lenovo Partner Hub

Discover more

Lenovo VMware Alliance

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