



BECAUSE BUSINESS  
NEVER STANDS STILL

Vladimir Angelov  
Relationship product manager

NOW IS THE RIGHT  
TIME TO PARTNER WITH  
**LENOVO**

# + The Lenovo EBG Vision

To be the open x86 vendor and key technology partner in the data for our clients

To provide high quality, leadership products and solutions through deep and broad partnerships

To leverage evolving software defined and open source ecosystem

Focus on the Modular deployment of new services/technologies

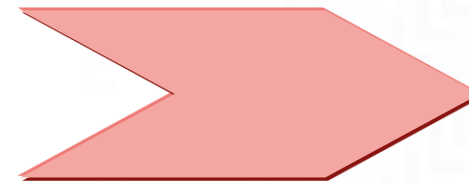
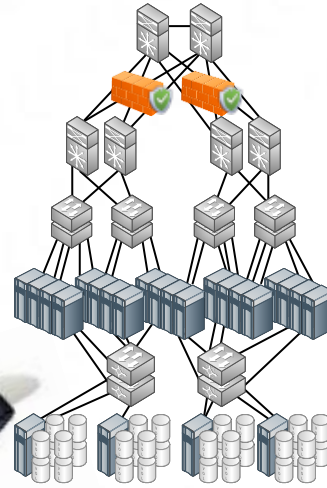
To simplify technology and act as a trusted advisor to our clients

## Core Strategic Themes:

- Technology Leadership
- Simplification
- Collaboration & Innovation

# + No Legacy !

Technology  
changes



Business changes  
New application  
paradigms



Legacy



# + Partnerships are Critical for Customer Success

Server O/S market leader  
w/ Windows Server 2012



Market leader in enterprise software products –  
particularly DB management systems through  
current Oracle Database12c release

ORACLE®

NUTANIX®

Diverse partner for Storage and SW  
offerings, and large customer for  
EBG servers

Leader in virtualized O/S  
and cloud software with  
vSphere & vRealize

vmware

Leader in enterprise  
application software and  
in memory analytics with  
HANA



IBM

Offers complete Server+Storage  
solutions thru strategic  
partnership encompassing re-  
sell, sell-with, sell-through and  
solution development



96% share of Server  
CPUs, additional NIC &  
SSD options for  
customer needs

QLOGIC™

Market Share leader in  
Fibre Channel Adapters,  
and Converged Network  
Adapters (CNAs)



#1 Linux O/S partner  
with Red Hat Enterprise  
Linux

AVAGO  
TECHNOLOGIES

Leader in Enterprise storage  
products including RAID  
controllers & HBAs



# + What Hardware Choices Matter on the Journey to the Software-Defined Data Center

When purchasing data center hardware,  
which of the following criteria are important?

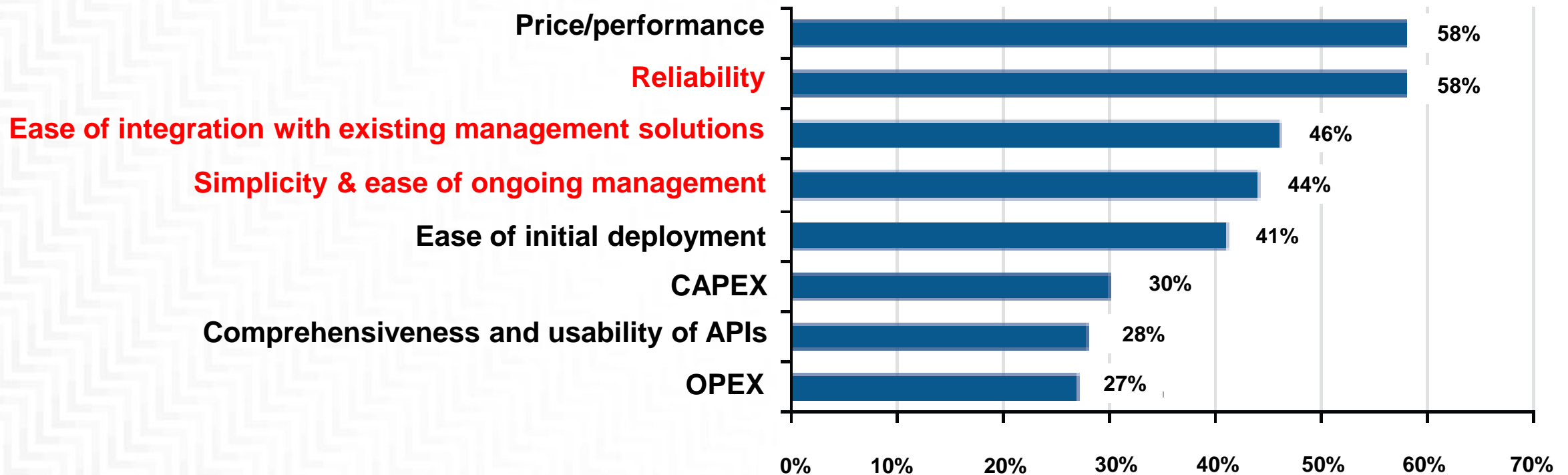
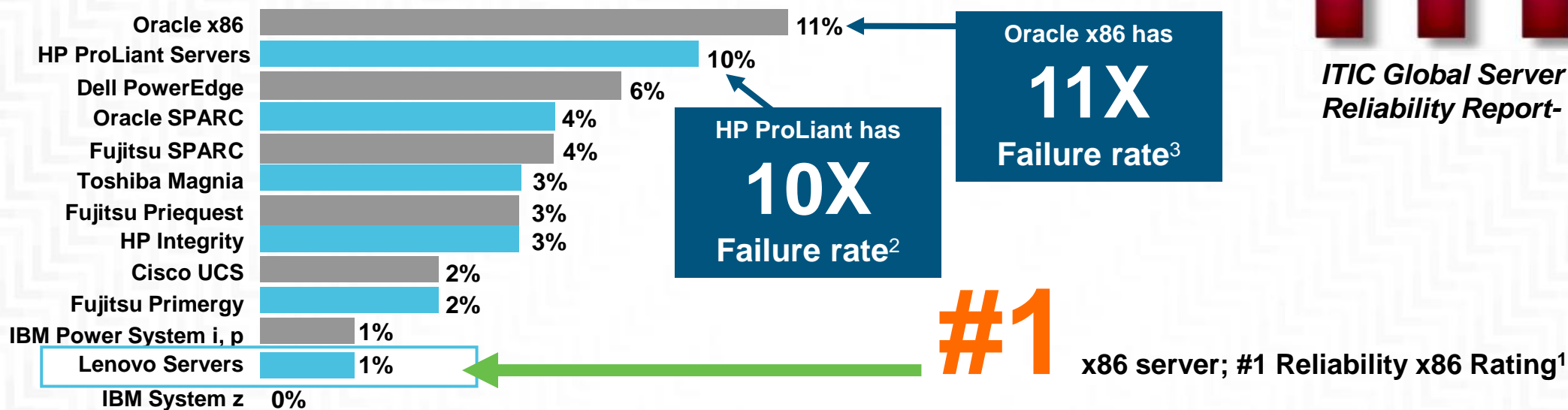


Figure 9 – Decision criteria for hardware investments

# + Lenovo servers gain highest reliability and satisfaction rating

Downtime of more than four (4) hours on each server hardware platform (2015)



Information Technology Intelligence Consulting

**ITIC**

*ITIC Global Server Hardware, Reliability Report- 2015-2016*

## #1 Customer Satisfaction Rating

TBR Satisfaction Indices	Rank
Overall Customer Satisfaction	#1
Service Satisfaction	#1
Product Satisfaction	#1
Sales Responsiveness	#1



#1 ranking in TBR report in 22 elements across Service, Product and Sales indices.

# + Lenovo Enterprise Portfolio Overview



## **SERVERS**

Rack & Tower  
Mission Critical  
Blades  
Dense

HyperConverged



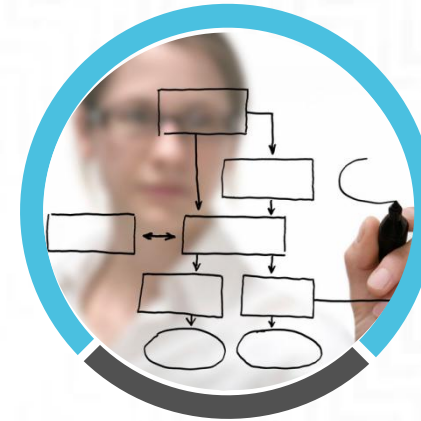
## **STORAGE**

SAN  
DAS  
Archive  
SDS



## **NETWORK**

Embedded Switches  
Top of Rack Switches



## **SOLUTIONS**

Big Data  
HPC  
Business Apps  
Cloud  
Analytics /  
SAP HANA



## **SERVICES**

Warranty  
Tech Support  
Factory Integration  
ProServices



# + Mission Critical Servers – X6 Family

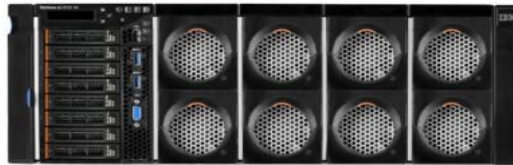


- Over 5000 HANA systems sold
- SAP HANA market leader at >50% share

# #1

## 25 #1 benchmarks

Rack



**x3850 X6**

4x Intel E7-4800/8800v3 CPU  
6TB RAM (96 slots)



**x3950 X6**

8x Intel E7-8800v3 CPU  
12TB RAM (192 slots)

Blade



**X6 Scalable 4P &  
8P Flex System  
Compute Nodes**

### Key Feature

### Benefit

Mainframe-like self healing

Extreme dependability & reduced risk

Unique modular "book" design

Easy expansion and scaling

Largest RAM capacity

Ideal for in-memory databases

Simple upgrade from 4-socket/4U to 8-socket/8U

Investment protection

Available NVMe PCIe SSDs or exFlash memory channel storage

Ultimate performance



Database and OLTP



Analytics



Business Intelligence



Datacenter



# + Storage – SAN: S2200/S3200



**Lenovo Storage S2200, S3200**  
Up to 192 drives and 120k Read IOPS

## Key Feature

## Benefit

Flash hybrid storage (SSD plus HDD)

Near all-flash performance at less than half the cost

Real Time Tiering automatically moves data every 5 seconds

Adapts faster to changing workloads

Fibre Channel, iSCSI and SAS connectivity choices

Versatile connectivity, from basic to extreme performance (open & integrates easier)

Snapshots and thin provisioning

Advanced enterprise features included

Upgrade controllers for more connectivity or performance with data intact

Scale with reduced downtime



Datacenter



Virtualization

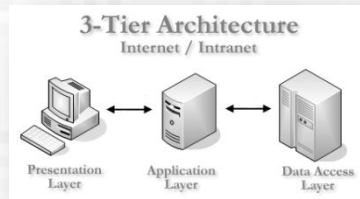


Analytics

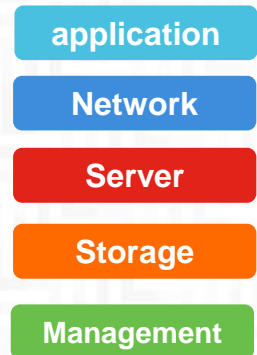


Distributed Enterprise

# + Infrastructure Evolution from traditional to Software Defined



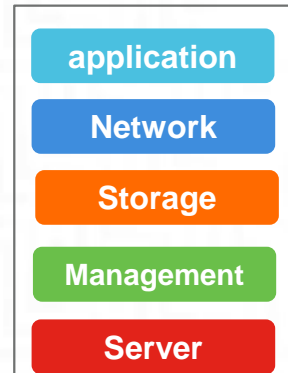
## Traditional Infrastructure (since 1995)



Virtualized Server

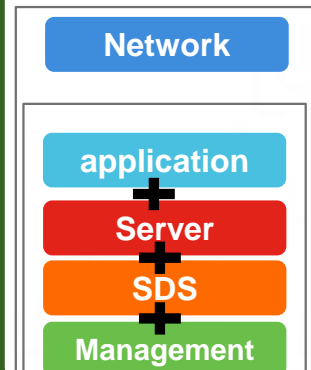
Acquired as discrete parts  
Hard to deploy

## Converged Infrastructure



Acquired as single entity  
Faster deployment

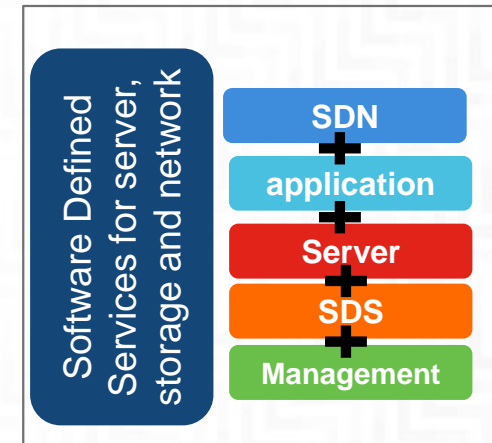
## Hyper Converged Infrastructure



Virtualized Server and Storage

IT Agility

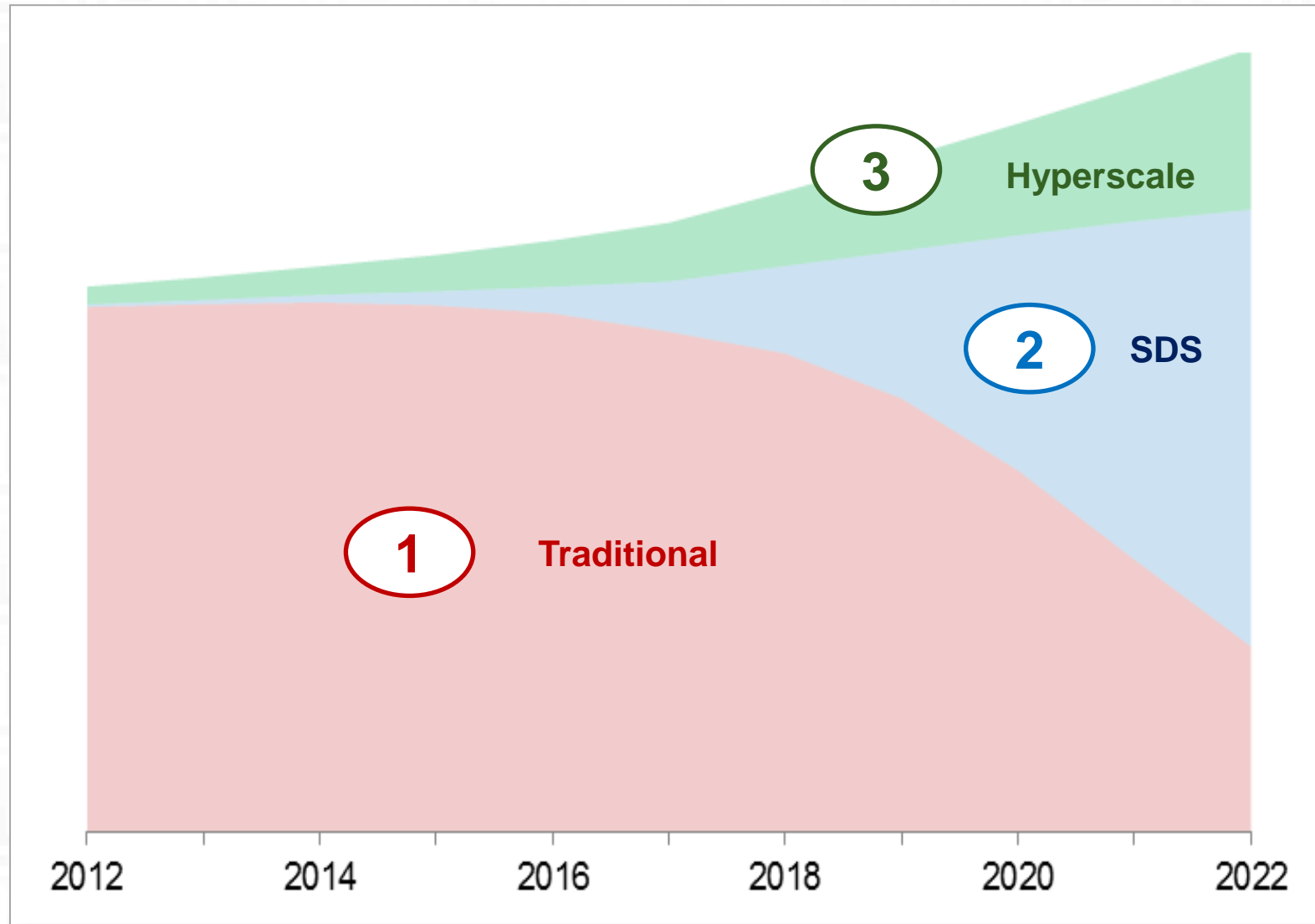
## Software Defined Data center



Virtualize everything

IT Agility  
Virtualizes server, storage and network

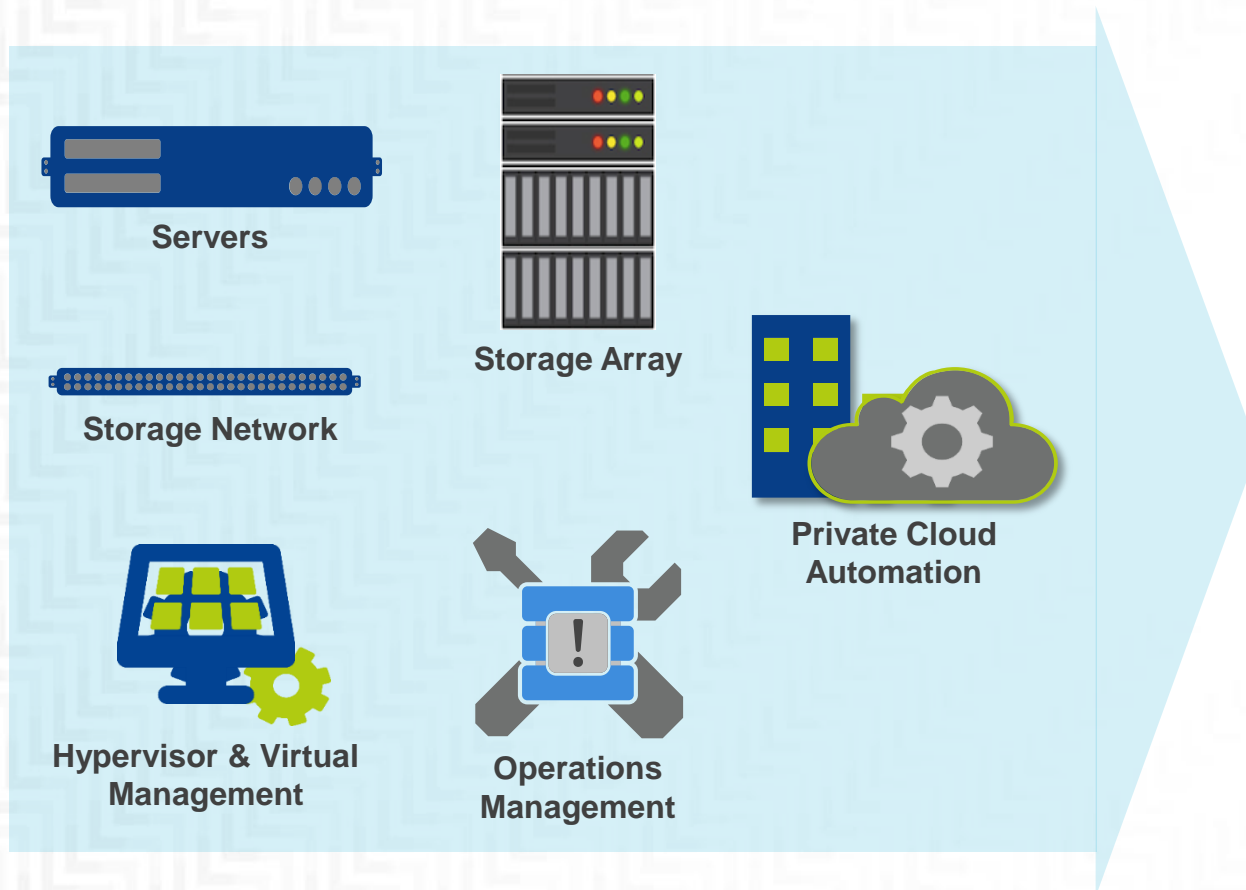
# + Storage architecture market trends





# + Lenovo HX powered by Nutanix

## HyperConverge for better management and agility



**Before**



**After**

# + Lenovo Converged HX Series Nutanix Appliance

## *Simplify IT Infrastructure and Accelerate Time-to-Value*

**Simplicity** Simplify IT Infrastructure through Lenovo and Nutanix common vision which significant reduces time and resources to maintain

**Reduced Cost** Reduce cost and accelerate time to value with the combination of Lenovo x86 platform and Nutanix software

**Reliability** Deliver greater reliability with Lenovo servers – coupled with ease of use and high performance

Target workloads  
Anything virtualized

X3650 M5 + Nutanix SW

HX3500

Compute Heavy

HX5500

Storage Heavy

HX7500

High-Performance



Business Applications



Big Data

splunk >



Enterprise Applications



# + Because you want to know more

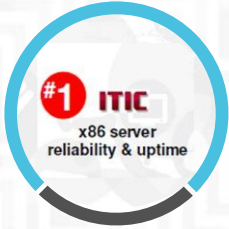
- 3D Product Tour
  - [http://www.lenovofiles.com/3dtours/bandwidth\\_page/](http://www.lenovofiles.com/3dtours/bandwidth_page/)
- Lenovo Enterprise Systems YouTube Channel
- Lenovo Press - <https://lenovopress.com/>
  - Product details
  - „Redbooks“
  - Reference Architectures
  - Best practices
  - Solution Guides
  - xREF
  - ...
  - All PDFs have „Check for Updates“ button on the first page

Check for Updates





# + Why Lenovo Enterprise?



**#1 in Product Reliability**



**#1 in Customer Satisfaction**



**Strategic Relationships**



**End-to-End Portfolio**

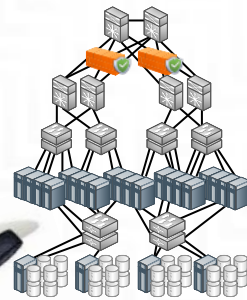


**Innovation & Commitment**



**Efficiency & Speed**

Technology changes



Business changes  
New application paradigms

Legacy



# WE BELIEVE THAT SUCCESSFUL BUSINESSES NEVER STAND STILL

MAINTAIN CONTINUOUS  
MOMENTUM

DRIVE VALUE &  
EFFICIENCY

balance

REMAIN AGILE &  
FLEXIBLE

ARE PREPARED  
FOR THE FUTURE

balance

PARTNER WITH

**Lenovo**™



“

# THANK YOU

DAKUJEM DANK BEDANKT MERCI TAKK 谢谢  
ありがとう СПАСИБО GRACIAS DZIĘKUJĘ DANKE  
OBRIGADO БЛАГОДАРЯ GRAZIE תודה GRACIAS



Lenovo™