Hybrid cloud, transformed

Kick-start innovation with Lenovo Hybrid Cloud Advisory Services

## Hybrid cloud is becoming more complex than ever before

The rapid emergence of ML/AI, the desire to create value at the edge, and ever more sophisticated security threats are among the many business drivers of hybrid cloud transformation. But creating a hybrid cloud that will meet the needs of your business both today and in the future is a large, difficult task.

Fluctuating vendor pricing models, cost management, backup and recovery solutions, scalable storage architecture, VM migration strategies, software and appliance selections, and more are just some of the many factors capable of derailing an otherwise well-planned project. A trusted partner to assist with hybrid cloud strategy can be the difference that changes the outcome.
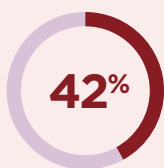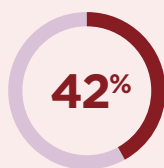
Top drivers of hybrid cloud strategies[1]

50%
Improving operational scalability
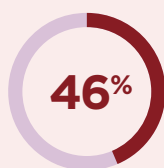
46%
Facilitating business agility and innovation

42%
Migrating workloads and data as needed

42%
Reducing/optimizing cost

89%

34%

89% of CIOs have a "continued need" to scale AI but only 34% of CIOs believe their infrastructure is "AI-ready"[2]
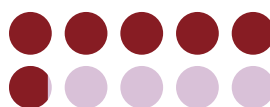
59%
of IT leaders report a staffing or skills shortage[3]

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Address your most strategic hybrid cloud initiatives

From edge to cloud, Lenovo's team of experts can help you develop an approach that will align to your KPIs at every phase of the ecosystem lifecycle. Our consultants thoroughly assess your short-term needs and long-term objectives and take stock of your existing resources to develop a set of recommendations to meet your objectives as efficiently as possible. **Engagements often fall into four major practice areas:**

1 VM migration

- Identify the best VM solution and migration options
- Examine internal and external workload dependencies
- Consider policy and procedure execution in the new environment
- Identify potential licensing and support complications

2 Cost management

- Improve resource utilization
- Increase IT efficiency
- Identify migration candidates and renegotiate agreements
- Identify resource allocation best practices

3 Data storage

- Optimize storage architecture
- Identify bottlenecks, inefficiencies, and risks
- Improve data handling

4 Backup and recovery

- Identify vulnerabilities
- Improve the resilience of data systems against data loss or corruption
- Ensure critical business data can be quickly restored after a disruptive event
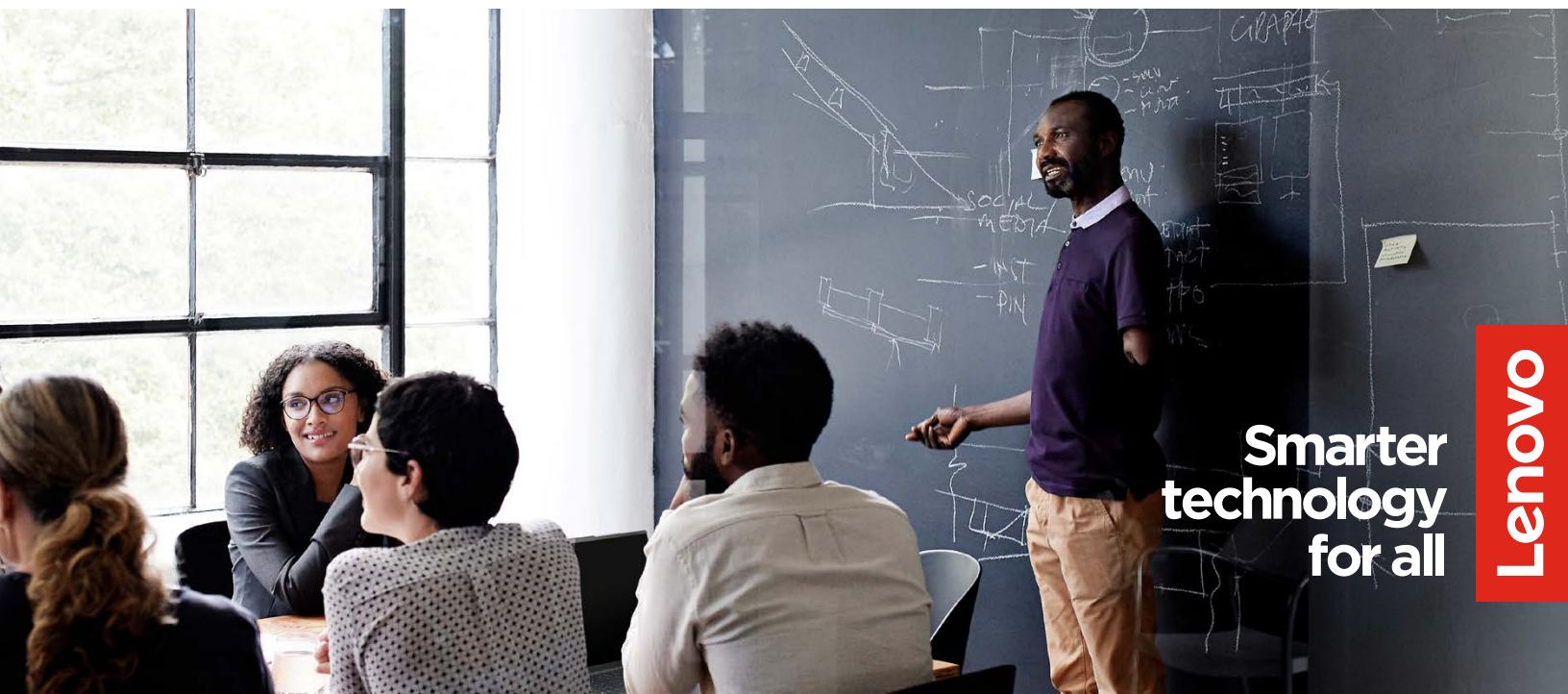
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Accelerate time to value and create measurably better results

Future-proof your hybrid cloud

A roadmap to your organization's future

Plan a cloud that will adapt as your organization evolves. Our consultants develop custom approaches for hybrid clouds that are built to remain flexible, scalable, and cost-effective at every phase of their lifecycle.

Best practices from around the world

Lenovo hybrid cloud consultants cover more than 80 countries. Hybrid cloud advisory services leverage best practices developed and consolidated from engagements worldwide.

Commitment to sustainability

Lenovo's commitment to a more sustainable future, which includes reaching 50% carbon neutral by 2025, cascades into everything we do. Leverage the latest sustainability best practices in the design of your hybrid cloud solution for both the present and future of your business — and the planet.

Better outcomes

Move at the speed of business

Jump-start your hybrid cloud transformation project with a tailored approach in as little as six weeks. We provide the resources necessary to accelerate the process.

Brand-agnostic and centered on your needs

Our only concern is your success. Lenovo Hybrid Cloud Advisory Services are vendor-neutral and have relationships with many of the technology providers you might consider for your hybrid cloud project.

Experts working side by side with your team

Reduce pressure on your team by bringing in specialists in hybrid cloud planning. Free up internal resources while Lenovo experts work side by side with your organization on a rock-solid strategy.

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A partner you can trust

For nearly 40 years, Lenovo has been a trusted partner to IT leaders. Lenovo Hybrid Cloud Advisory Services leverages our global team of subject matter experts to deliver transformative approaches to hybrid cloud, with security and privacy at the forefront of the process. **For 10 years in a row, Lenovo servers have ranked as the industry's most reliable x86 platforms.**[4] Lenovo's deep experience in scalable hybrid cloud infrastructure can help your organization move to the forefront of innovation.

Learn more at www.lenovo.com.

Sources
1   S&P Global Market Intelligence, "Vanguard Report: Hybrid Cloud is the New Normal," February 2024
2   Lenovo, "Lenovo Global CIO Report 2024," April 2024
3   Foundry, "State of the CIO Study 2024," 2024
4   Information Technology Intelligence Consulting, "ITIC 2023 Global Server Hardware, Server OS Reliability Report," September 2023

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