



Converged Cloud and Digital Transformation: A Strategy for Business Success

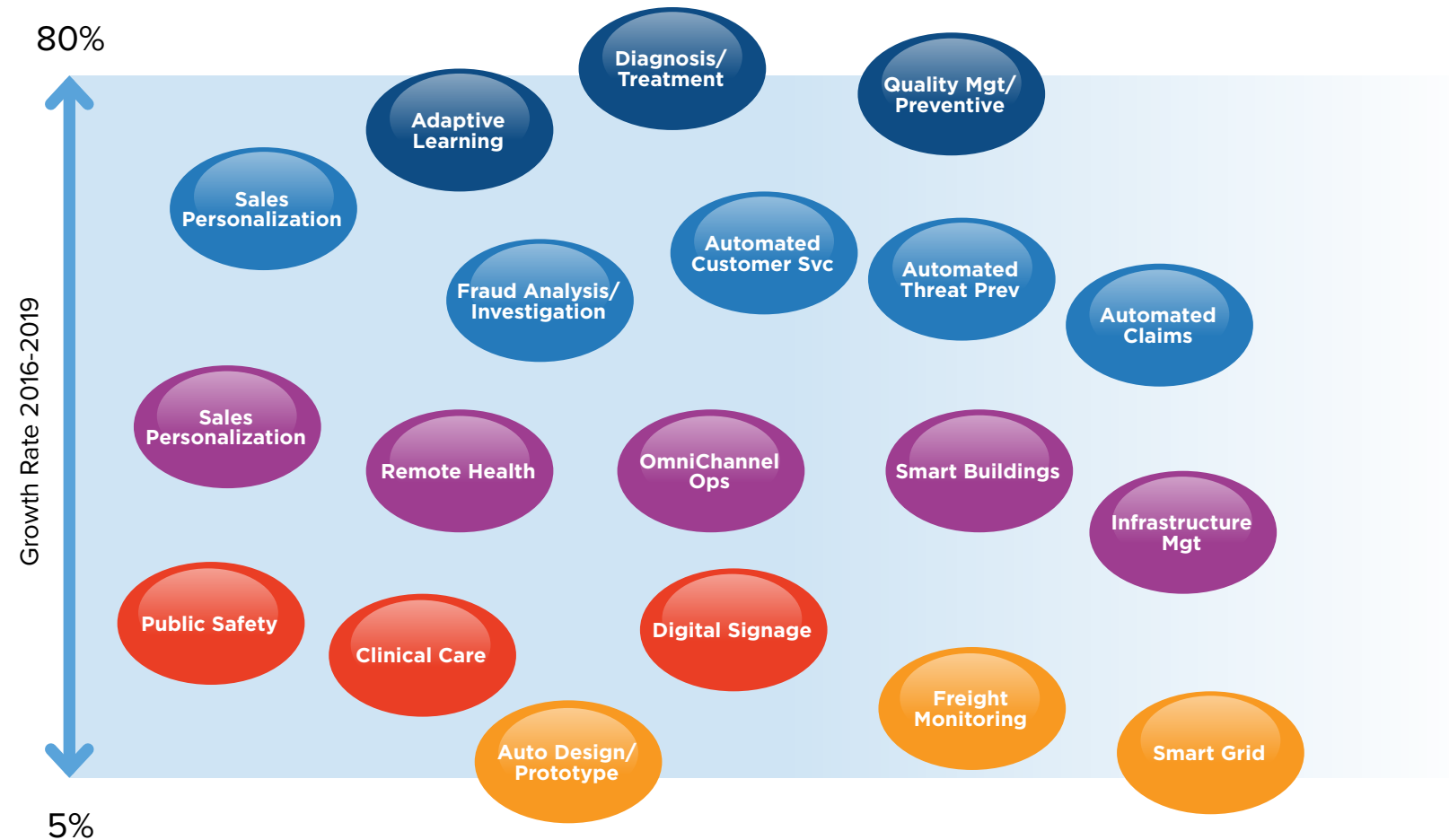
An IDC InfoBrief, *Sponsored by Lenovo* | December 2017

Digital Transformation (DX) is Changing Everything About Business

“Customers are choosing experiences over products.”

—Brian Krzanich, CEO of Intel

Digital Transformation Use Cases



By the End of 2019, DX Spending Will Reach **\$1.7 Trillion** Worldwide, a 42% Increase from 2017

Making Digital Transformation a Reality

Migrate & Modernize

System of Record

- Compliant Reporting
- Process drives Information
- Systems of **Trust**

Build & Extend

Digital Platforms

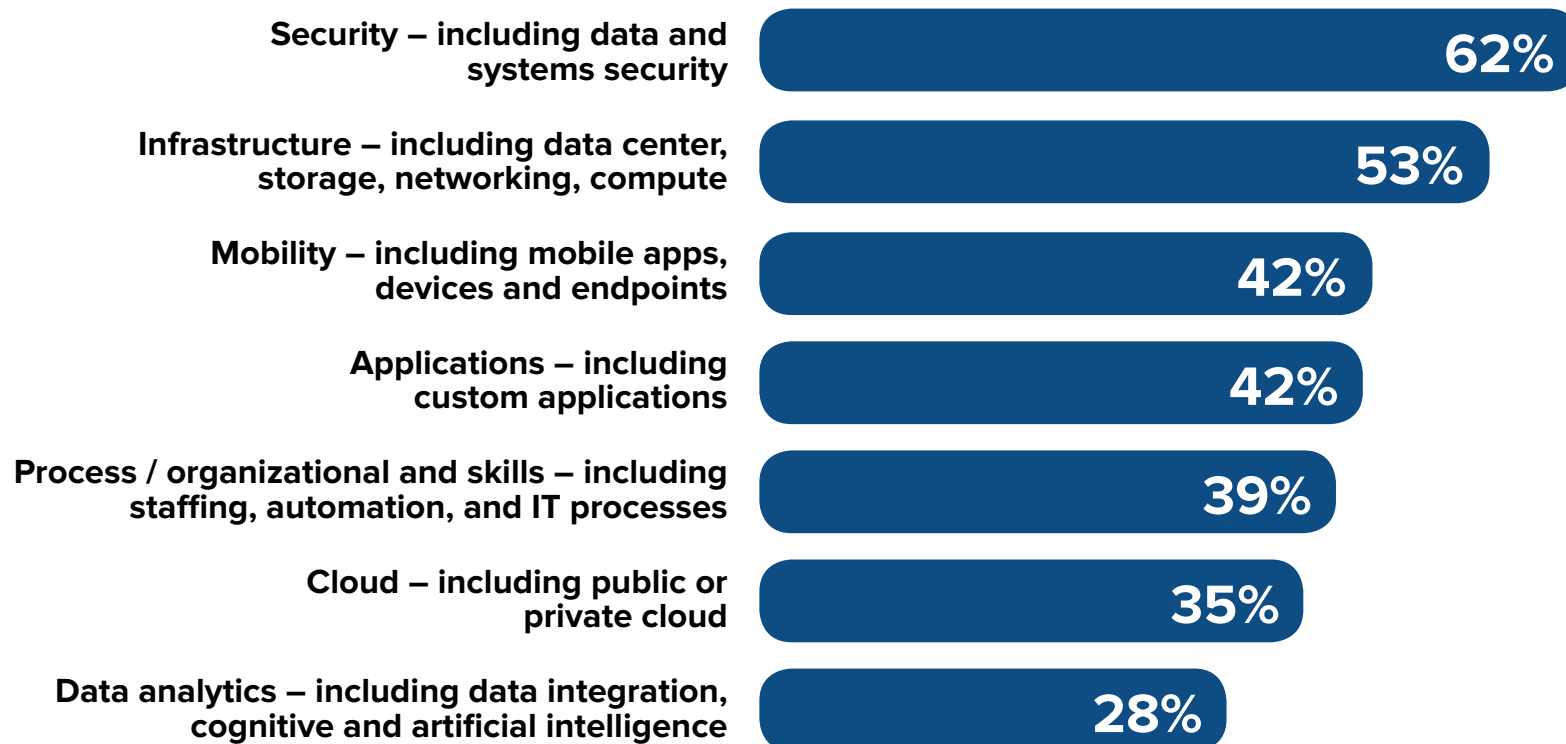
- Digital Repository
- Information drives process
- Systems of **Insight**

Monetize

Digital Services

- Distributed transactions
- Information Channel
- Systems of **Action**

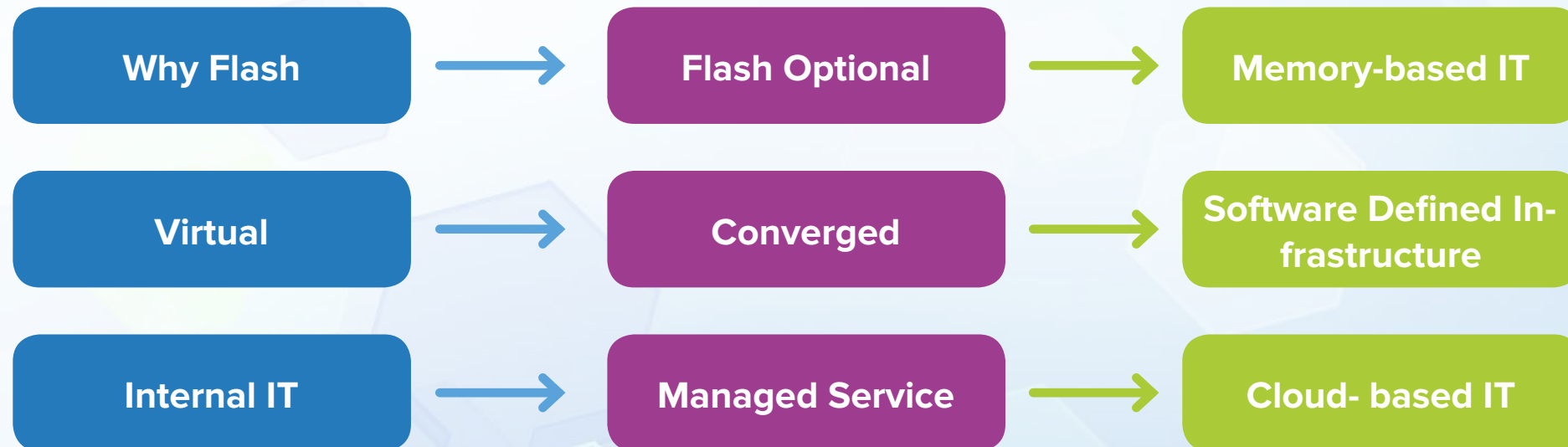
DX Investment Priorities: Security, Applications, and Infrastructure



Q. Which of the following IT areas were the largest investments and/or changes made in response to the Digital Transformation (DX) project?

The IT Modernization Journey Thru 2019

Enterprises need an IT environment that leverages critical new technologies such as non-volatile memory (NVMe) and in-memory compute, delivered as part of a seamless, consolidated, and converged infrastructure that is fully software-defined and cloud-enabled.



How Companies Need to Use Converged/SDI/Cloud

Cloud-based Innovation

Datacenter Transformation

IT Owned /CIO Driven

- Operational efficiency
- Predictable expansion
- Less over-provisioning

Application Specific

IT Owned /App Owner Driven

- Accelerated Computing
- Faster deployment
- Predictable performance

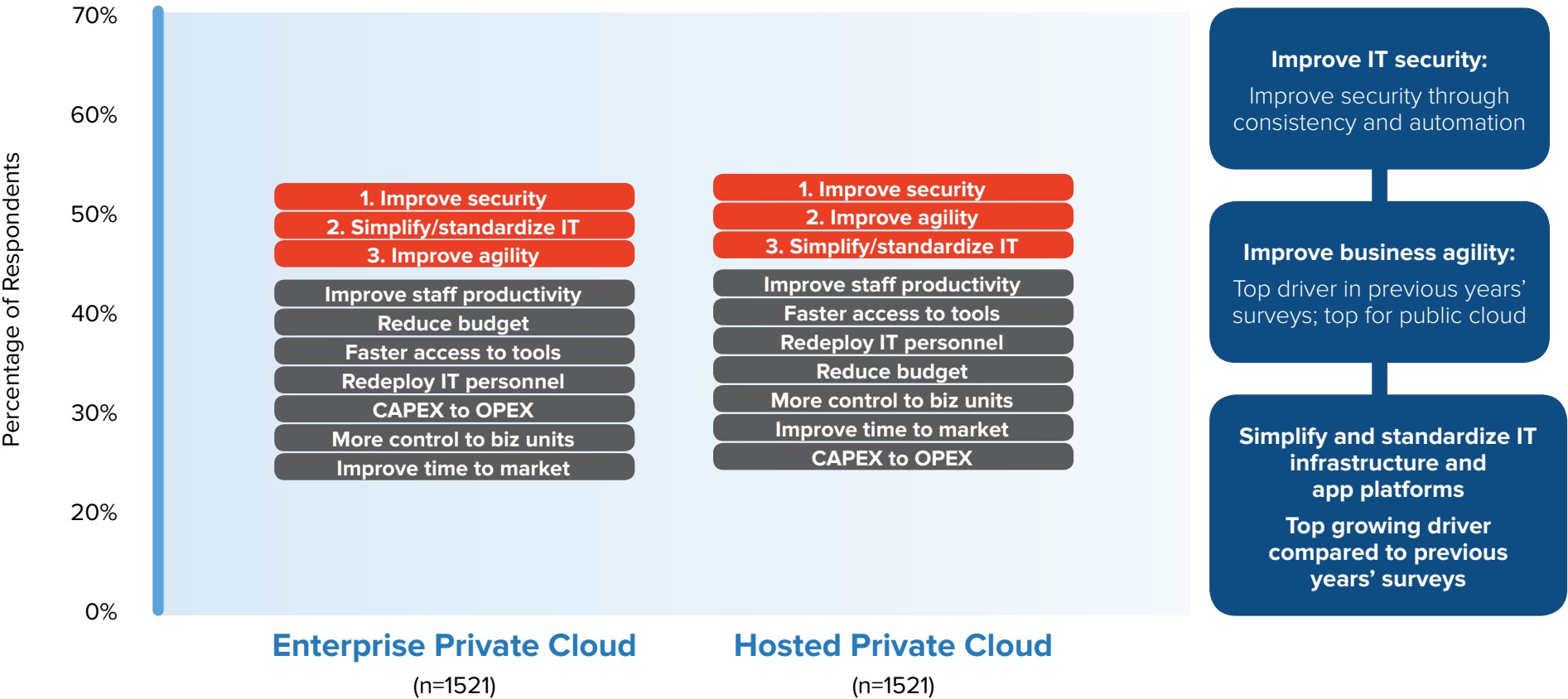
New Service Creation

IT Evangelist/BU Leader

- Mobile or Analytic services
- Fast Geo expansion
- Rapid service expansion
- Monetize data assets

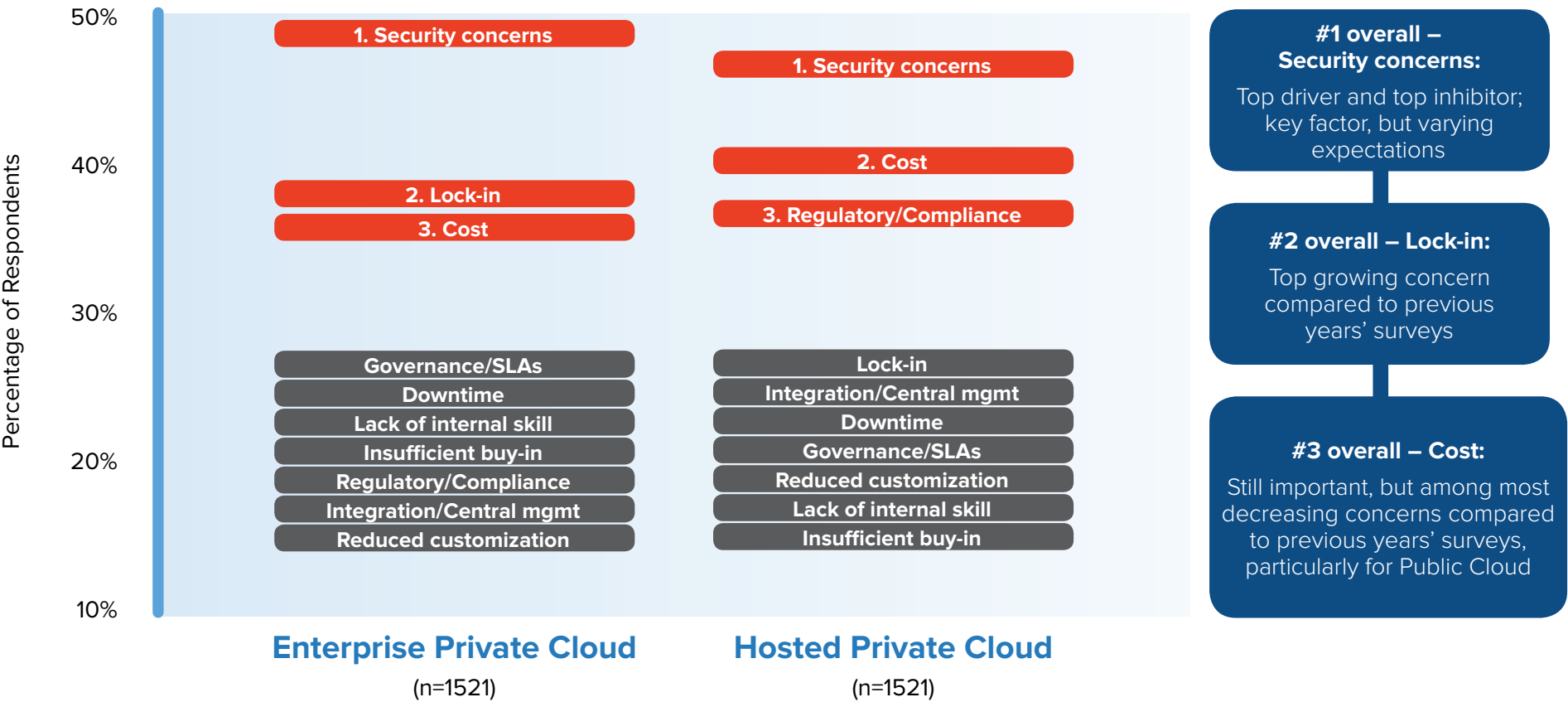
Cloud-First Strategy Now Necessary for Survival

Of the following potential benefits of Enterprise Private / Hosted Private which of the following do you expect to achieve as a result of your Cloud strategy?



Cloud Inhibitors

Which of the following best describe your organization’s main concerns about [Public / Enterprise Private / Hosted Private / Industry] Cloud in considering Public Cloud services or Private Cloud technologies?



Building a Cloud-based IT Foundation

IT organizations must deliver a diversified portfolio of cloud services (on-premises and off), improve their ability to manage a growing range of data and application assets in multiple internal and third-party datacenters, and develop a hybrid IT and developer operations model.



Bringing Cloud to the Edge



Success in digital transformation requires new thinking about the consumption of IT resources in increasingly “smart” edge locations.

IDC Prediction: By 2021, 50% of companies in consumer-facing industries will spend more annually on IT at edge locations than on IT in their core datacenters.

How to More Easily Align HCI to Cloud Strategy

**Simplify adoption
with a factory
integration
approach**

**Streamline support
with a single point of
contact for hardware
and software**

**Make network
provisioning and
management easier
with the right tools**

**Benefit: Simplified and/or
consolidated management**

The Journey Continues

You Need a Partner to Sustain the Transformation

Not only help with hardware, software, and SaaS, but also with pre-transition planning, which must play a key role.

Continuous help with:

- Service creation, rationalization and automation
- Support across multiple cloud/DC options
- Resource usage monitoring and optimization
- Data security, control, exploitation

Learn more about how Lenovo addresses public and private at www.lenovo.com/datacenter