Converged Cloud and Digital Transformation: A Strategy for Business Success

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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

80%

5%

Growth Rate 2016-2019

- Sales Personalization
- Adaptive Learning
- Diagnosis/Treatment
- Quality Mgt/Preventive
- Fraud Analysis/Investigation
- Automated Customer Svc
- Automated Threat Prev
- Automated Claims
- Sales Personalization
- Remote Health
- OmniChannel Ops
- Smart Buildings
- Infrastructure Mgt
- Public Safety
- Clinical Care
- Digital Signage
- Freight Monitoring
- Smart Grid
- Auto Design/Prototype

80%
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
Q. Which of the following IT areas were the largest investments and/or changes made in response to the Digital Transformation (DX) project?

DX Investment Priorities: Security, Applications, and Infrastructure

- Security – including data and systems security: 62%
- Infrastructure – including data center, storage, networking, compute: 53%
- Mobility – including mobile apps, devices and endpoints: 42%
- Applications – including custom applications: 42%
- Process / organizational and skills – including staffing, automation, and IT processes: 39%
- Cloud – including public or private cloud: 35%
- Data analytics – including data integration, cognitive and artificial intelligence: 28%
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?

**Enterprise Private Cloud**
- 1. Improve security
- 2. Simplify/standardize IT
- 3. Improve agility

**Hosted Private Cloud**
- 1. Improve security
- 2. Improve agility
- 3. Simplify/standardize IT

**Percentage of Respondents**
- 70%
- 60%
- 50%
- 40%
- 30%
- 20%
- 0%

Source: IDC CloudView, April, 2017, n=6,084 worldwide respondents, weighted by country by GDP, industry and company size.
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?

1. Security concerns
2. Lock-in
3. Cost

Source: IDC CloudView, April, 2017, n=6,084 worldwide respondents, weighted by country by GDP, industry and company size
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.
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