



# Accelerate your customers' journey to the cloud

Drive customer agility, simplicity, and success with Lenovo and VMware

Lenovo is deeply collaborating with VMware to help you bring the best hybrid, multi-cloud, and edge solutions to market with a channel-centric model that goes beyond traditional vendor certification. Through investing heavily in Joint Innovation Labs, Lenovo is helping you grow with differentiated, validated solutions focused on the large and mid-market global customers and co-developed with VMware.

Give your customers more value, respond quickly to their needs, gain a competitive edge, and grow with Lenovo and VMware.

## The future is hybrid

Cost efficiency and ROI are at the forefront of IT leadership minds in these economically challenging times. Harness the power of Lenovo's state-of-the-art ThinkAgile VX series hyperconverged servers with VMware Cloud Foundation to create an on-premises software-defined data center (SDDC) that seamlessly connects to a VMware-based cloud in a public cloud environment. This advanced hybrid cloud solution brings together the best of both worlds, offering unparalleled agility, scalability, and flexibility.

Leverage the strengths of private and public clouds to improve your IT performance.

### 83%

of enterprises report their app workloads are distributed across data centers, public cloud, edge, and colocation environments.<sup>1</sup>

### \$262B

The global hybrid cloud market is expected to reach \$262B in 2027.<sup>2</sup>

### 80%

of organizations use hybrid cloud models.<sup>3</sup>

## A unified portfolio to propel your business forward

<b>Lenovo ThinkAgile VX</b>	<b>Lenovo TruScale Hybrid Cloud with VMware</b>	<b>Lenovo ThinkEdge</b>
<b>VMware vSAN</b>	<b>VMware Cloud Foundation (VCF)</b>	<b>VMware Edge Compute Stack</b>

## Enhancing your cloud capability in 3 ways

Lenovo and VMware's extensive hybrid and multi-cloud portfolio offers a suite of solutions and services to meet your needs today and scale for your business tomorrow. The partnership gives you:

# 1

## The agility to move quicker than your competition



Respond faster to ever-changing customer needs and emerging trends with:



### Industry-leading technology

- Unmatched hybrid and multi-cloud capabilities
- Enhance security and scalability
- Deliver simplified hybrid cloud hardware and software



### Flexibility as a service

- Premier solutions designed with agility in mind
- Available as a flexible pay-as-you-grow service model
- Complete as a service, managed environment with TruScale Hybrid Cloud with VMware

## Help your customers unlock more efficient workflows

### 90%

of companies have individuals with responsibilities across multiple private and public clouds.<sup>4</sup>



# 2

## The power to transform your business

Increase your revenue opportunities and accelerate change for your customers with:



### Competitive pricing structure

- Market-leading price points
- Various licensing models, including perpetual and subscription, and SaaS with TruScale
- Diverse and flexible purchase options



### Get rewarded as you grow

- Benefit from Lenovo 360 incentives
- Access attractive offers and promotions
- Elevate rewards with progressing Lenovo Tier Statuses

## Proven best-in-class reliability

# No. 1

Lenovo

Lenovo has been recognized as No. 1 in reliability by ITIC for the last 9 consecutive years.<sup>5</sup>

# 3

## The cloud support you need, when you need it



Access a global framework of knowledge, tools, and resources to adapt to change with strength, agility, and expertise with:



### Increased competencies

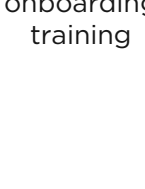
- Utilize comprehensive guides for service expansion
- Follow structured learning paths to become an industry expert
- Access sales enablement — demos, sales plays, and assessments



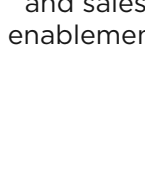
### Cross-cloud Managed Services

- Explore new revenue opportunities
- Experience Lenovo and VMware Managed Services
- Offer customizable cloud solutions

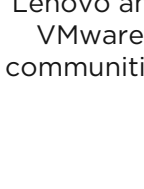
## The tools to enhance your competitive edge



In-depth onboarding training



Technical and sales enablement



Powerful Lenovo and VMware communities



Tools to drive sales and demand

## A deeper partnership that invests in your success

Together, Lenovo and VMware are redefining the way organizations approach their IT strategies, enabling them to thrive in a dynamic digital world. This collaboration showcases the power of co-innovation, bringing together Lenovo's cutting-edge hardware and VMware's unparalleled software capabilities to create a seamless and powerful modern IT solution.

Our joint effort has produced a cutting-edge reference architecture and a comprehensive deployment guide to help enterprises build a powerful hybrid cloud environment. This architecture draws upon Lenovo's industry-leading hardware expertise and VMware's unmatched virtualization and cloud management capabilities. Together, we have fine-tuned every aspect of this solution to ensure seamless integration, optimal performance, and simplified management.

[Discover the reference architecture](#)

## Learn more about Lenovo 360 and get started

Become a Lenovo partner and begin to take advantage of all that's available to you. Through Lenovo 360, enable sales and marketing, connect with technical experts, and grow your business with accreditations and rewards.

Build your reputation as a trusted advisor, explore new revenue streams with Lenovo's hybrid and multi-cloud-ready portfolio, and unlock the support of a dedicated team, automated tools, and more.

[Get started](#)

[Get more info on the Lenovo + VMware partnership](#)

Sources  
 1 VMware FY23 Workloads Tracker, January 2022  
 2 Statista, Hybrid Cloud Market Size Worldwide 2021-2027  
 3 Accenture, "Unlocking Innovation in Hybrid Cloud Environments," March 2022  
 4 VMware FY23 Q1 Executive Pulse  
 5 Lenovo, ITIC Reliability Study, 2023



Smarter technology for all



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