

# Lenovo

## Your Journey Starts Here

Others see your business challenges as a problem , we see it as an opportunity – an opportunity to transform with a future-defined solution tailored to achieve your desired business outcomes.



### Discover

Lenovo Principal Consultants lead **white-boarding workshops** to discover opportunities and identify clear next steps in your journey to business and digital transformation.



### Define

After unveiling your business problems through a white-boarding workshop, Lenovo experts will collaborate with you to define an overarching strategy, driving business decisions through a deep dive into your architecture using **data-dependent, tool-based assessments**.



### Design

Your business architectures can then be turned into **technical designs and wiring diagrams** with Lenovo experts, which are reviewed and approved by you to ensure it achieves your business objectives and organizational strategy.



### Implement

Lenovo Professional Services will turn your designs into reality by **installing and deploying** your unique solution, using proven industry methodologies and use cases to de-risk your journey to transformation.



### Support

Our highly skilled technicians will continue to **manage, monitor, and troubleshoot** your solution, maintaining smooth back-end data center operations, and minimize the risk of downtime.

Lenovo reserves the right to alter product offerings or specifications at any time without notice. All images are for illustration purposes only. Lenovo makes every effort to ensure the accuracy of all information but is not liable for any errors, which Lenovo reserves the right to correct. All products, services or features may not be available in all countries. Promotions are for business customers only and are subject to availability and may be withdrawn or changed without prior notice. For full Lenovo product, service and warranty specifications visit [www.lenovo.com](http://www.lenovo.com)

Lenovo experts are your trusted advisors, with extensive industry experience, deep technical knowledge, and unique approach to achieving your desired business outcomes.

# PRACTICE AREAS AND CAPABILITIES

## Business Transformation

### IT Infrastructure

- Data Center Modernization
- Networking Assessment & Design
- Storage Assessment and Design
- Resiliency planning and backup
- Security
- Virtual Desktop Infrastructure
- Software Defined Infrastructure

### Cloud

- Readiness Maturity Assessment
- Infrastructure Automation Assessment & Design
- CI/CD Optimization Assessment

### DevOps

- Assessment and Design
- Digital Transformation
- Application and Data Migration
- Orchestration and Management

## Supercomputing

### HPC

- Networking & Storage Solution Design

### Power & Cooling

- Data Center Power & Cooling Assessment
- Water cooled Assessment & Design

## New Technology

### Big Data

- SAP Data Hub
- MSFT Big Data Solutions
- Integration of data platforms

### Artificial Intelligences

- Video Inventory Systems
- Analytics Assessment & Design

### Internet of Things

### Edge Computing

## How do workshop-led engagements work?

### Here's a real customer story.

#### The Problem

One of the top private universities has been operating on legacy technologies serving around 20,000 students and staff. They needed a blank-sheet of paper design approach to modernize their Digital Video Surveillance System.

#### The Approach

Lenovo Principal Consultants led a white-boarding workshop for the university and followed by two deep-dive assessments on storage and virtualization.

#### The Result

Lenovo experts provided them with a 5 year projection of their camera count and their storage capacity in both HD1080 and 4k along with a server consolidation plan. Now, the university can select the most suitable IT systems to transform their campus.

#### Customer Stories

<http://blog.lenovo.com/en/category/customer-stories>

Contact your Lenovo Sales Representative or Business Partner for more information or go to:  
[www.lenovo.com/services](http://www.lenovo.com/services)