



FAQ

Lenovo TruScale Hybrid Cloud with Nutanix

With organizations setting course towards digital transformation, many CIOs are going back to basics, with a heightened focus on security, improving IT operations, and reducing capex on infrastructure.

- **51%** of CIOs are prioritizing security management
- **43%** are focusing on improving IT operations / systems performance
- **40%** are modernizing infrastructure and applications
- **38%** are ensuring IT initiatives align with business goals¹
- **87%** of IT decision makers agree that multi-cloud success requires simpler management across mixed-cloud infrastructures.
- Top multi-cloud challenges include managing security (**49%**), data integration (**49%**), and cost (**43%**) across cloud borders.¹

Yet at the same time, many organizations' data and applications are scattered across different infrastructure or in the public cloud. The sprawl of workloads is becoming increasingly difficult to manage as multi-cloud adoption increases, so IT leaders must choose which environments will provide the highest performance and lowest costs for individual workloads.

To help customers address these concerns, Lenovo developed TruScale Hybrid Cloud for Nutanix, an Infrastructure-as-a-Service (IaaS) subscription solution that combines the security and control of on-premises infrastructure with hybrid cloud services.

Smarter
technology
for all

Lenovo

¹ <https://www.nutanix.com/enterprise-cloud-index>



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What is the Lenovo TruScale Hybrid Cloud with Nutanix?

Developed in collaboration with Nutanix, the Lenovo TruScale Hybrid Cloud for Nutanix is a hyperconverged infrastructure (HCI) solution that runs on Lenovo's ThinkAgile HX HCI platform and uses Nutanix Software, alongside a hybrid cloud management platform to provide customers with a virtualized compute, storage, and networking solution. The solution combines the security and control of on-premises infrastructure with hybrid cloud services, so customers can seamlessly run workloads where they are best suited, while taking advantage of the cost and flexibility benefits of the full cloud experience. Its modular approach to providing HCI capabilities gives customers the flexibility to pick and choose which the elements of the solution based on their infrastructure and business goals.

2

Why did Lenovo select Nutanix for this solution?

Nutanix is an established leader in helping customers modernize their legacy infrastructure and move to a more flexible and agile hyperconverged infrastructure – even when they already have services and applications running in the public cloud.

Nutanix and Lenovo together enable a seamless experience when managing vast silos of applications and infrastructure, making it easier to manage and monitor disparate workloads and hybrid cloud environments, while also making them more secure and cost effective.

3

What Nutanix software is compatible with the Lenovo TruScale Hybrid Cloud with Nutanix solution?

Specific software components of the Nutanix application management framework supported by the Lenovo TruScale solution include:

- **Nutanix Prism Central.** One-click planning, provisioning, insights, and firmware updates to achieve faster, simpler IT operations. Leverage the time and cost-savings of ThinkAgile HX to enable your IT to focus on innovative solutions for your business.
- **Nutanix Flow.** Delivers advanced network security, providing visibility into the virtual network, application-centric protection from network threats, malware, and ransomware and security and compliance monitoring.

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What type of customer can benefit from using Lenovo TruScale Hybrid Cloud for Nutanix?

The solution is a compelling IaaS option for small, medium, and large businesses in any industry.

Some examples of specific use cases for the solution include:

- Enterprises looking for a hybrid cloud management solution.
- Large enterprises who want to use specific Nutanix products in the existing environment.
- Enterprises looking to implement an on-premises HCI solution to refocus their IT spend away from capex (infrastructure and support staff) to opex (developing applications that leverage data to improve an enterprise's operations and products).
- Any enterprise looking for a datacenter refresh with digitization of environment.
- Small and medium enterprises looking for modernization who are looking align to one of the best virtualization stack.

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Is the Lenovo TruScale Hybrid Cloud for Nutanix easy to use?

Absolutely. A huge benefit of combining the Lenovo TruScale model with Nutanix alongside a hybrid cloud management platform is a greater level of simplicity and flexibility that lets customers run different workloads on a single hyperconverged cluster. The solution offers users a high level of transparency, insight, and predictability into their hybrid IT environment. The hybrid solution lets customers enjoy the predictable costs, higher performance, and increased control and sovereignty of on-premises private clouds with the elasticity and ease of use associated with the public cloud.

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How does the Lenovo TruScale with Nutanix service help customers control costs?

It controls costs in three ways. First, the solution is available with the industry's lowest minimum commitment required and with no hidden costs. Second, it keeps costs manageable and predictable by using a consumption-based price model with support for metering, so customers can monitor consumption in real time and be billed based on consumption; customers can even adjust headroom capacity without adjusting monthly payments. And third, as the solution includes the required hardware (as well as firmware updates and preventative maintenance), only minimal upfront capital investment is required.

For more information about how Lenovo can help you accelerate your innovation journey, please visit www.truscale.com.