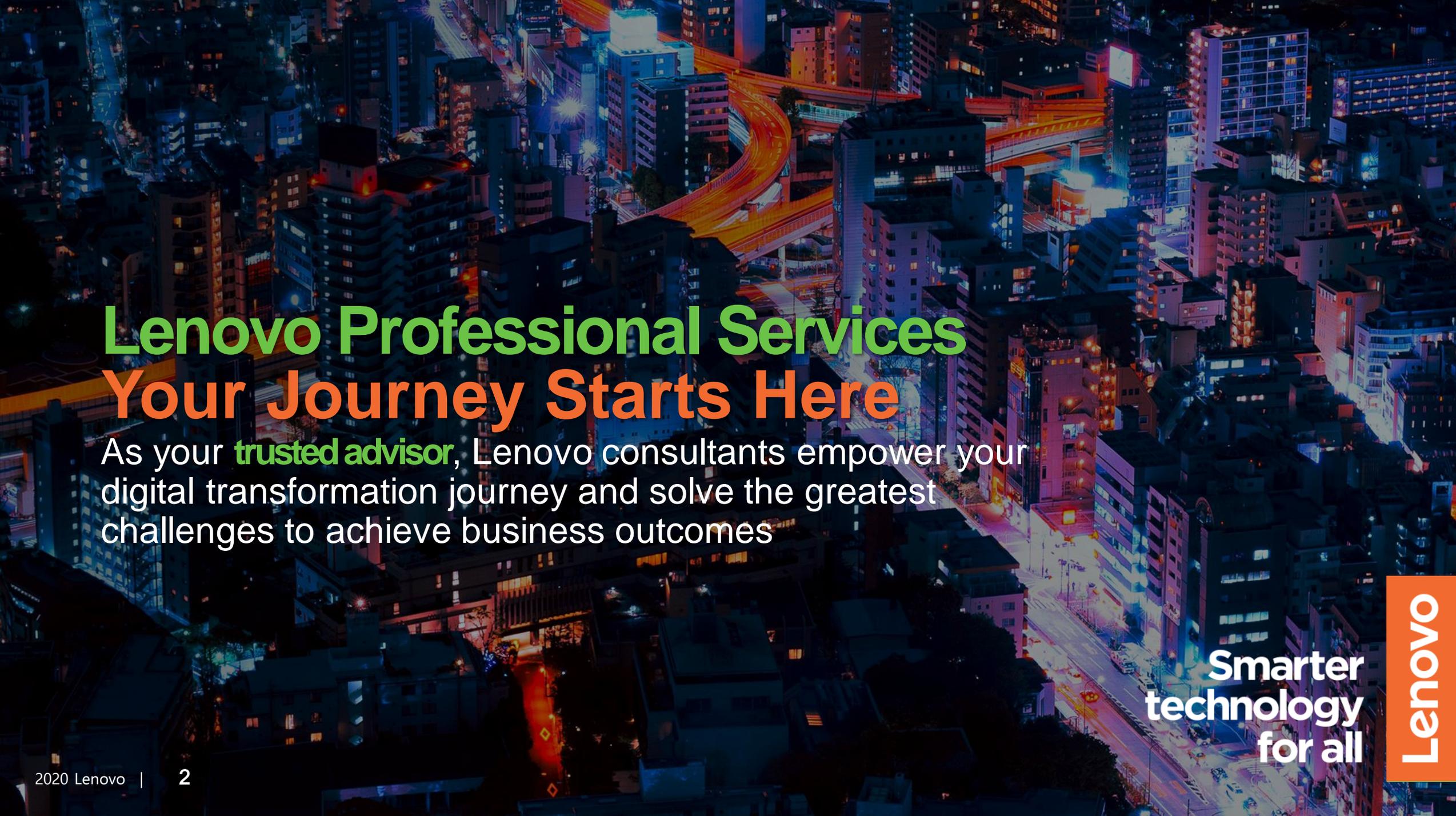


# Lenovo Principal Consultant-led Workshops

Lenovo Professional Services

Smarter  
technology  
for all



# Lenovo Professional Services Your Journey Starts Here

As your **trusted advisor**, Lenovo consultants empower your digital transformation journey and solve the greatest challenges to achieve business outcomes

Smarter  
technology  
for all

Lenovo

# What does a workshop “look” like?

A **Principal Consultant-led Workshop** is a white-boarding session to help your application and platform teams navigate options and choose appropriate paths on your journey to achieving business goals.



## Flexible

Half-day to one-day;  
Onsite or remote;  
Customized agenda  
based on your  
requirements



## Future-ready

Interactive and  
collaborative session  
bringing clarity to your  
business needs with  
technology



## Funded by Lenovo

Lenovo-funded workshops  
are valued at \$4,000,  
designed and led by  
Professional Services to  
serve you

**Questions?** Reach out to us!

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# Practice Areas & Capabilities

Developed for your business needs



Hybrid Cloud



Virtualization & VDI



HPC



Data & Analytics



Hybrid  
Cloud

Public or  
private?

The answer  
is yes.

## Hybrid Cloud Transformation



- Integrate Service Management
- Modernize Applications
- Hybrid Cloud Migration

## Hybrid Cloud Optimization



- Cost Optimization
- Service Management Automation
- Application Delivery Optimization
- Hybrid Cloud Operations Optimization

## Hybrid Cloud Management



- Hybrid Cloud Availability
- Resource Utilization & Costs
- Hybrid Cloud Backup/Recovery
- Hybrid Cloud Infrastructure

ThinkAgile



Microsoft Azure

NUTANIX™

vmware®

Lenovo

# VMware Cloud Foundation Workshop

Unveil opportunities to transform your Hybrid Cloud with VMware Cloud Foundation solutions

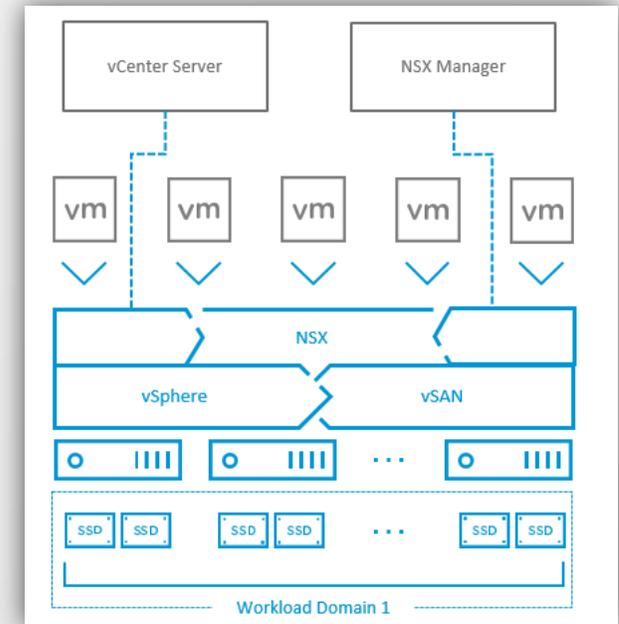
**The VMware Cloud Foundation (VCF) Workshop** collaboratively engages and develops a set of solutions with workshop participants aligning with their business's hybrid cloud strategy, use cases and requirements. Workshop topics include but not limited to business, technical, financial, and organizational drivers for evaluating VCF. Workshop participants should expect a high level execution strategy, immediately actionable workstreams, and a milestones based roadmap that paves the path for a successful VCF deployment.

## Key Takeaways:

- ✓ Evaluated VCF deployment alternatives and alignment with your requirements
- ✓ Alignment on VCF deployment model
- ✓ Actionable workstreams identified for business, organizational and technical alignment

## Key Workshop Deliverables:

- ❑ High-level VMware Cloud Foundation deployment methodology and approach
- ❑ 30-60-90-120-day(s) action plan
- ❑ 12 months roadmap with milestones for workloads assessment



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# Hybrid Cloud Automation Workshop

Automate cloud resource consumption through a self-service portal

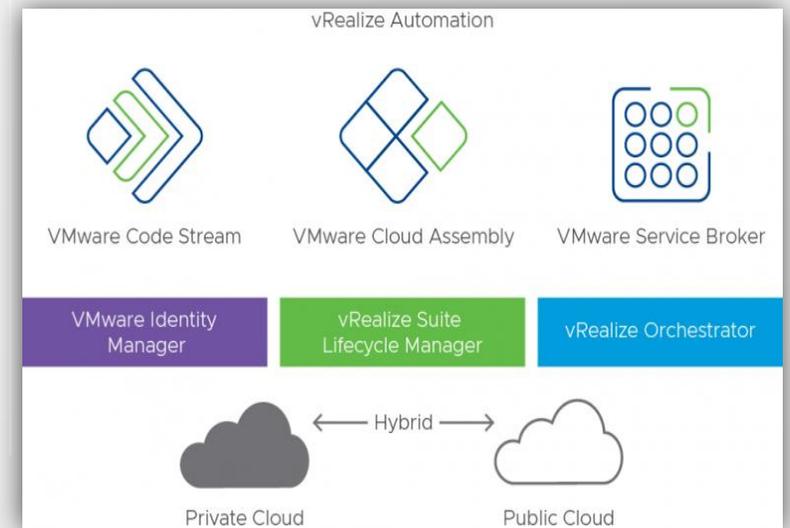
**The Hybrid Cloud Automation Workshop** focuses on an effective implementation of a vRealize automation deployment in alignment with workshop participants' hybrid cloud strategy, use cases and requirements. During the workshop, Lenovo Principal Consultants will evaluate the key drivers in the business, analyze service management expectations and requirements, and discover current or planned application, data, service and infrastructure modernization initiatives. Workshop participants will walk away from the workshop with defined next steps for a successful vRealize Automation deployment.

## Key Takeaways:

- ✓ Evaluated use cases for automation and associated processes, actors, and dependencies
- ✓ Alignment on use cases, requirements and processes for automation
- ✓ Actionable workstreams identified for business, organizational, service management and technical alignment

## Key Workshop Deliverables:

- ❑ Actionable workstreams targeting identified use cases for automation within the next 30-60-90-120-day(s)



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# Hybrid Cloud Optimization & Compliance Workshop

Discover every route possible to optimize your operations management leveraging Hybrid Cloud

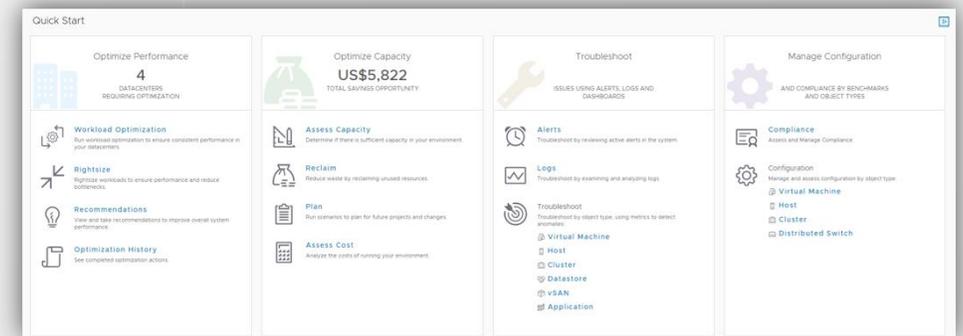
**The Hybrid Cloud Optimization and Compliance Workshop** concentrates on resource optimization, configuration compliance and usage through IT enforcement, reclamation and right sizing, cross-cluster workload placement and improved planning and forecasting. Lenovo Principal Consultants will assess alternative scenarios for cloud operations and management with the workshop participants. Workshop participants will define uncover operational issues related to capacity, performance, cost, and governance.

## Key Takeaways:

- ✓ Recommendations around resources & cost management
- ✓ Potential alternatives for delivery and operations automation
- ✓ Capture the current-state workflows in performance, capacity, incident, event and management problems
- ✓ Recommendations for day-to-day IT operations management

## Key Workshop Deliverables:

- ❑ Target environment requirement, environment optimization capacity & performance overview, and cost management.
- ❑ 30-60-90-120-day(s) action plan
- ❑ 12 months roadmap with milestones for workloads assessment



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# Hybrid Cloud Extended Services Workshop

Address your unique Hybrid Cloud Management needs by breaking down your requirements

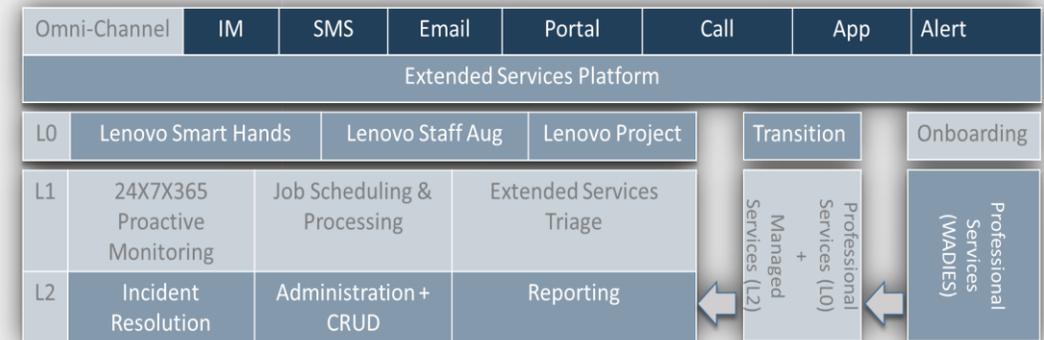
The **Hybrid Cloud Extended Services Workshop** determines the requirements for an on-boarding approach and managing the services for the workshop participants based on the scope of the Extended Services engagement. Lenovo Principal Consultants will identify opportunities for improvements when managing cloud platforms across the business functions. Workshop participants will receive clarity around the process and approach to follow when on-boarding new applications.

## Key Takeaways:

- ✓ Clear understanding of new applications on-boarding approach related to your technology strategy
- ✓ Current-state workflow in incident, event, change management, escalation matrix, monitoring and call flow captured
- ✓ Clarity around Hypervisor, VM, Backup/DR , RTO and RPO requirements.

## Key Workshop Deliverables:

- ❑ Executive summary of alignment with on-boarding requirements for service management, operations, and compliance to enable extended services for hybrid cloud
- ❑ An on-boarding action plan with milestones and ownership



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# Microsoft Azure Stack Hub Workshop

## Define cloud strategies with Microsoft Azure Stack solutions

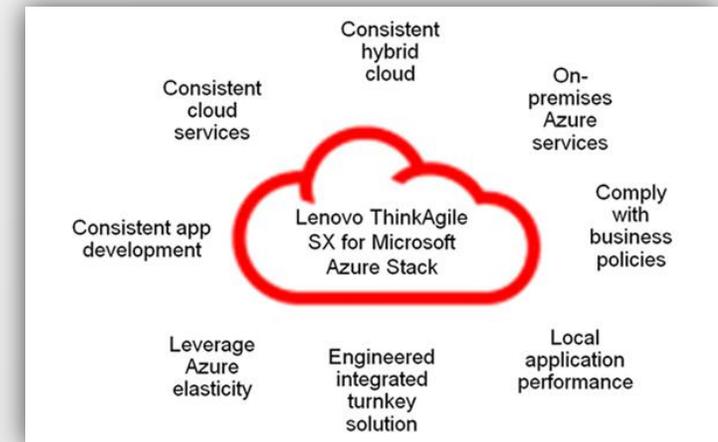
**The Microsoft Azure Stack Hub Workshop** reviews the hybrid cloud use cases and deployment requirements with workshop participants in preparation for Azure Stack SXM solution deployment. Lenovo Principal Consultants will assess the Microsoft Ecosystem after identifying participants' desired business outcomes leveraging Hybrid Cloud. Workshop participants will achieve high-level understanding of deployment methodology, approach, and plan integrating SXM solution to hybrid cloud strategy.

### Key Takeaways:

- ✓ Evaluate use-cases applicable for MX and Azure Stack
- ✓ Clarity on how Azure Stack fits into Hybrid Cloud strategy
- ✓ Understanding of the remote deployment process for Azure Stack
- ✓ Defined high-level execution strategy for integrating Azure Stack into Hybrid Cloud

### Key Workshop Deliverables:

- ❑ High-level Cloud deployment methodology and approach
- ❑ 30-60-90-120-day(s) action plan
- ❑ 12 months roadmap for executing the Hybrid Cloud strategy with Azure Stack
- ❑ Cloud Migration Readiness Assessment SOW (suggested next-step)



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