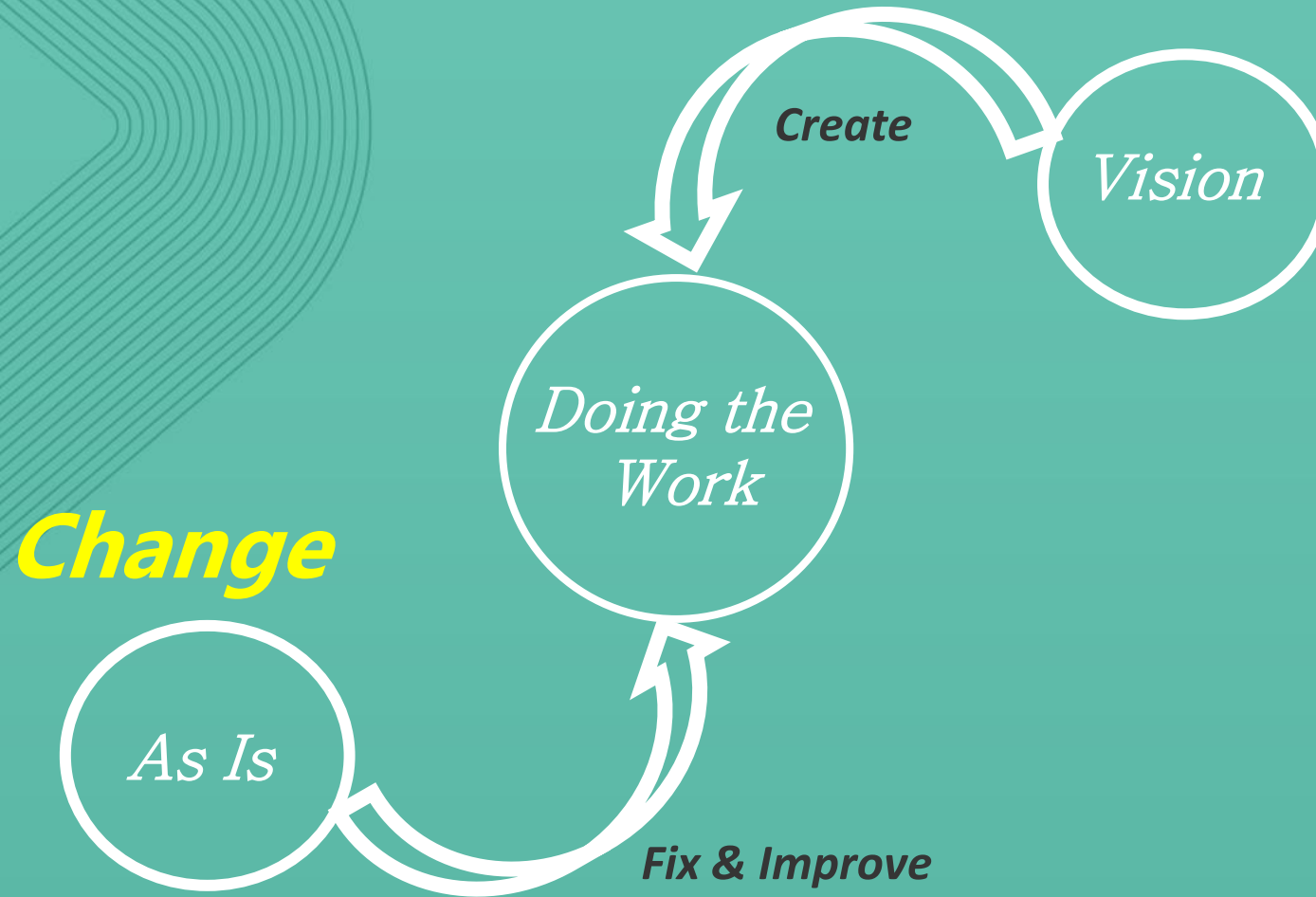


차세대 데이터센터를 위한 레노버 HX 영업전략

레노버 글로벌 테크놀러지 코리아
김광현 이사

변화

Transformation



Lenovo Transform Summit

Metrics

- 437 attendees
- 24k+ keynote views ([replay](#))
- 1.4M Social Engagements
- 2.6M video views



NYC & Viewing Parties



theCUBE
Coverage
[Link to view](#)



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BI-Modal IT

Bi-modal IT = Marathon Runners + Sprinters

Marathon Runner



Sprinters



차세대 데이터센터를 위한 레노버 전략

ThinkSystem

The Future-Defined Data Center

14

SERVER
PLATFORMS

7

STORAGE
OFFERINGS

5

NETWORK
SWITCHES

Server, storage, &
networking
solutions
for the future-
defined data center

IT doesn't have to be hard
Gain the capabilities to excel today
The flexibility to capitalize on new innovations

ThinkAgile

5

Integrated
Appliance

2

Integrated
Solution

Next Generation IT
for software-defined
infrastructure



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레노버 ThinkSystem의 위상

#1

CUSTOMER SATISFACTION

In the latest TBR survey (2H 2016), Lenovo was the #1 vendor for the 6th consecutive study going back to January 2015, and in 22 of 28 studies since 2H 2009.

#1

X86 SERVER RELIABILITY

#1 in ITIC Reliability Survey for 4 years running.

#1

MICROSOFT SQL 2016 PERFORMANCE

x3950 X6 TPC-H @ 30,000 GB non-clustered¹, x3850 X6 TPC-H @ 10,000 GB non-clustered², x3650 M5 TPC-E³ and x3850 X6 TPC-E⁴

#1

SAP HANA SERVER INSTALLATIONS

Lenovo systems deliver world record SAP application performance⁵. Lenovo has shipped more than 7200 SAP HANA appliances worldwide.

#2

TOP500 HPC VENDOR

Lenovo is the fastest growing TOP500 HPC vendor worldwide and ranks 2nd in the number of fastest systems.

42

Current World Record x86 Benchmarks

Lenovo enables faster data analysis.

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레노버 통합솔루션 ThinkAgile

ThinkAgile

Transformative Next-Gen IT for software-defined infrastructure, with the **ease** and **speed** of public cloud and the **control** of on-premises IT

Agility

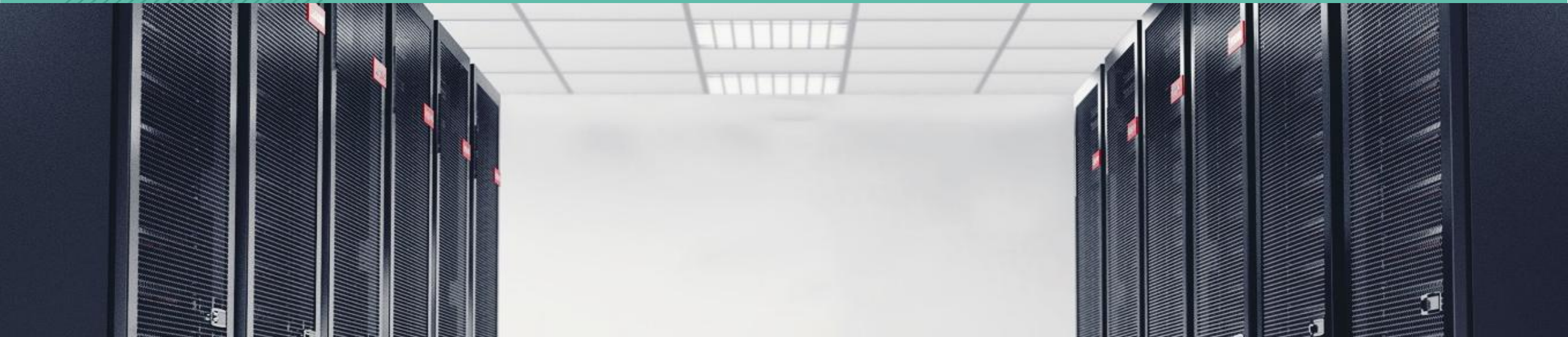
- Software defined infrastructure with foundational **ThinkSystem** platforms and ecosystem partners
- 80% faster Time to Value vs. traditional setup

Simplicity

Engineered and validated to simplify deployment and management of integrated solutions

Transformative experience

- Better end-to-end experience throughout the product lifecycle
- Arrives pre integrated – connect to network and power



왜 Nutanix + Lenovo가 HCI의 최상의 파트너인가 ?



- 하이퍼컨버지드시장의 마켓쉐어 52%로 업계 1위 #1¹
- Gartner의 Magic Quadrant에서 통합시스템 1위²
- 90% 이상의 net promoter score(NPS)



- 11개 x86벤더 가운데 4년 연속 신뢰도 1위 ³
- 고객 만족도 1위 ⁴
- 다양한 성능테스트에서 업계 최고의 성능 기록 ⁵
- 전세계 160여개국에 지사

1. IDC MarketScape: Worldwide Hyperconverged Systems 2014 Vendor Assessment

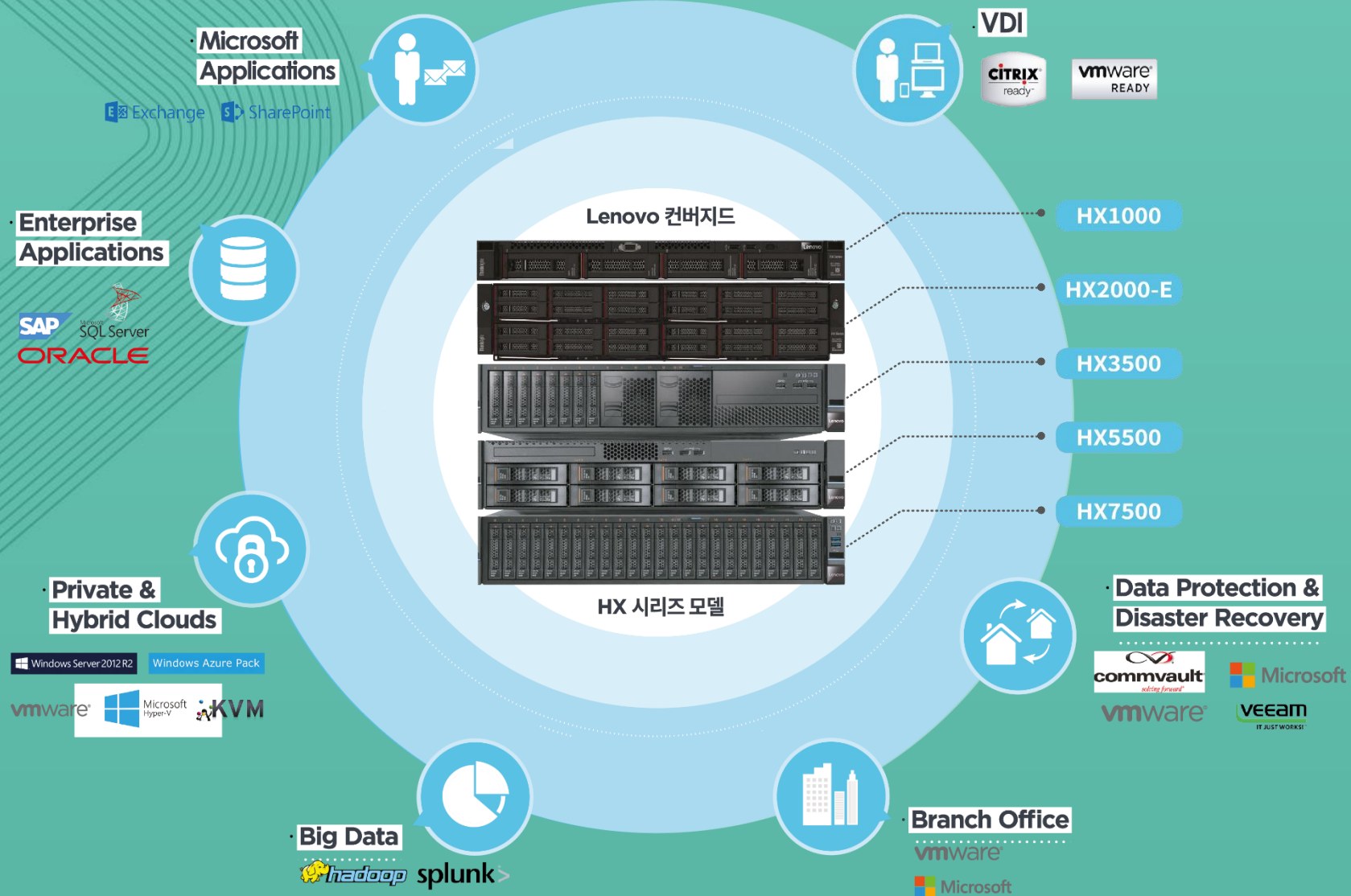
2. Gartner 2015 Magic Quadrant for Integrated Systems\

3. ITIC 2015-2016 Global Server Hardware, http://www.lenovo.com/images/products/system-x/pdfs/white-papers/itic_2015_reliability_wp.pdf

4. TBR Customer Satisfaction Survey, Aug 2015, http://www.lenovo.com/images/products/system-x/pdfs/white-papers/tbr_x86servers_top_csats_2q15_wp.pdf

5. Intel world records as of Oct 29, <http://www.intel.com/content/www/us/en/benchmarks/server/xeon-e7-v3/xeon-e7-v3-world-record.html>

레노버 ThinkAgile HX 시리즈



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Lenovo-Nutanix 레퍼런스 아키텍처

- Citrix XenDesktop on HX Series All Flash Storage
- VMware Horizon View on HX All Flash Storage
- SAP Business Suite on HX Series
- Microsoft SQL Server
- Microsoft Exchange



레노버 ThinkAgile SXN 통합솔루션

Turnkey hyperconverged rack-scale for maximum agility and simplicity

Increased IT Agility

- Automated Lenovo switch provisioning with unique ThinkAgile Network Orchestrator for reduced errors & maintenance windows
- Cloud-scale architecture for rapid enterprise cloud deployment

Simplified IT deployment

- 65% reduction in onsite steps via factory automation of turnkey hyperconverged rack-scale for faster deployment, reduced TCO
- Single-click virtual, physical management via XClarity integration w/ Prism

Seamless Experience

- Start small. Grow as needed. Pre-provisioned for rack level scalability
- Support entire rack as one solution – hardware / software / network.



ThinkAgile SXN3000 ✦

NUTANIX™

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Lenovo + Nutanix + SAP 파트너십 프레임워크

Lenovo + Nutanix Offer the ONLY SAP-HANA Certified Solution in the World that does not use SAN

The Lenovo logo is displayed in white text on an orange rectangular background.The Nutanix logo is displayed in blue and green text.

HX3310

HX3310

HX3310

HX5510

HX5510

HX5510

G8272

G8272

x3850/x3950 X6



- Fast : Currently holds 14 #1 Benchmarks

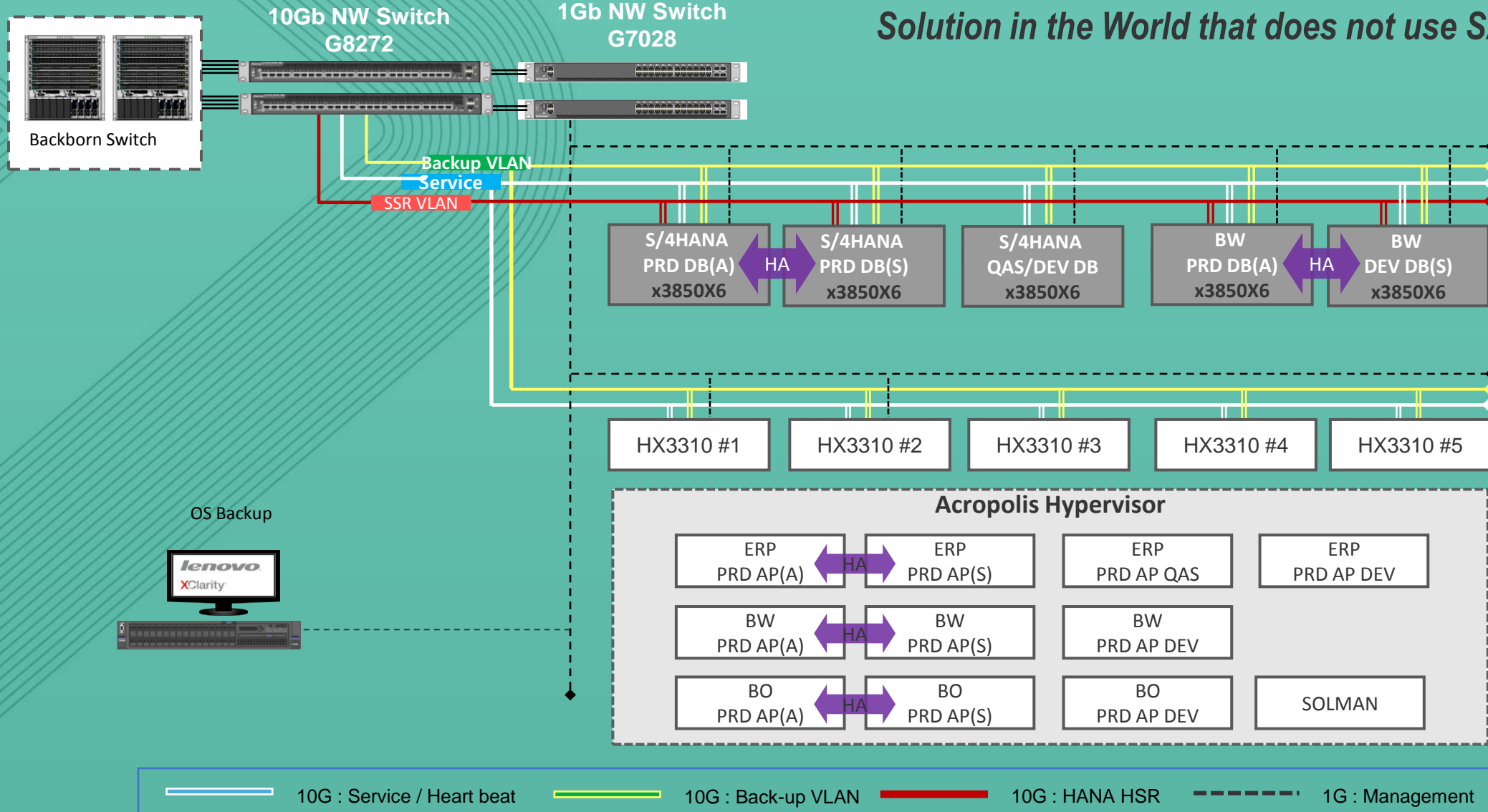
- Safe : **SAP-HANA & Oracle OVM Certified**

- Scalable : Scale from 2S to 8S / 12TB

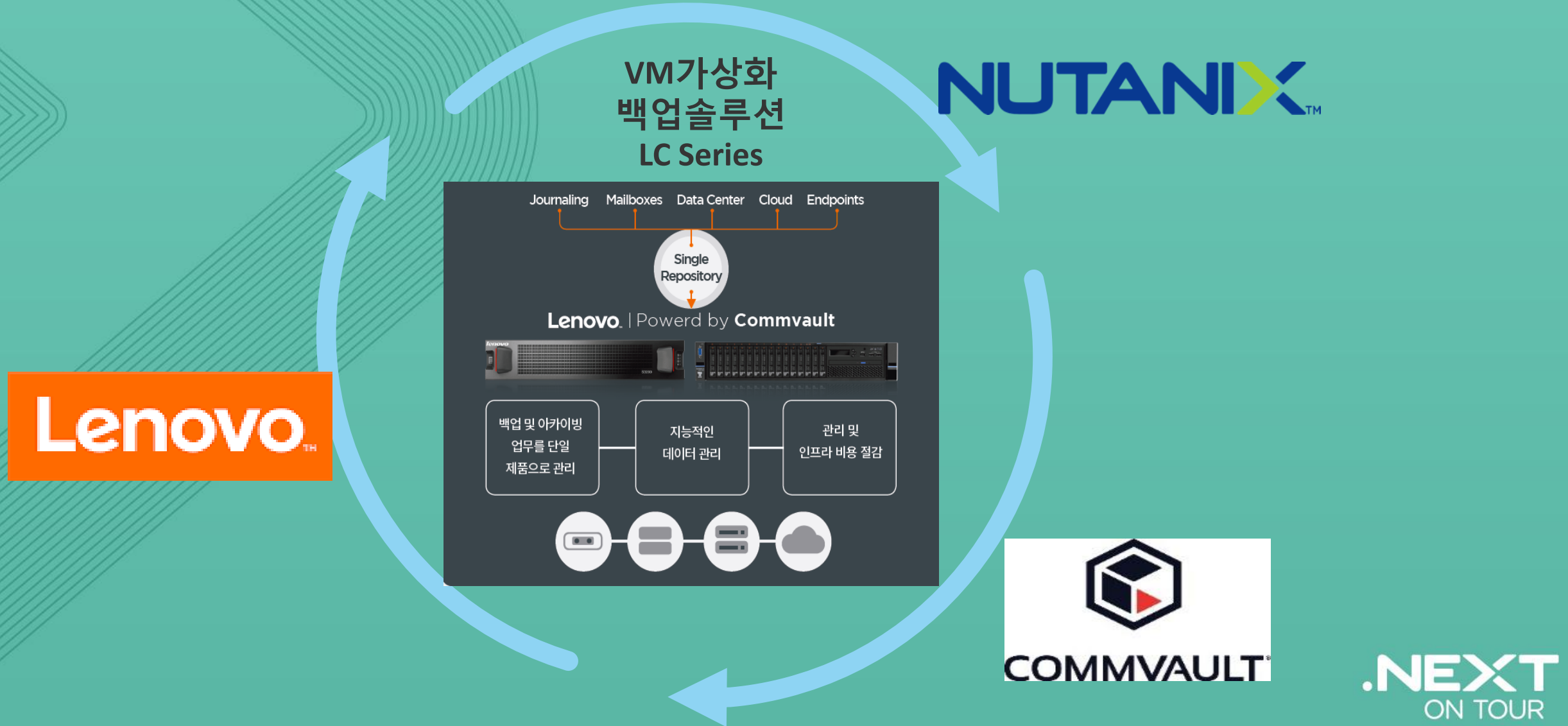
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ON TOUR

SAP-HANA 구축 사례

Lenovo + Nutanix Offer the ONLY SAP HANA Certified Solution in the World that does not use SAN



Lenovo + Nutanix + Commvault 파트너쉽





thanks.

