

External Frequently Asked Questions (FAQs)

On November 4th, Lenovo announced a global strategic partnership and original equipment manufacturer (OEM) agreement with Nutanix that will help dramatically reduce server, storage and virtualization complexity in enterprise datacenters of all sizes. By combining the industry-leading reliability of Lenovo enterprise systems with Nutanix, the market-leader in Hyperconvergence, enterprises will be able to bring greater efficiency and agility to their data centers. The result will help lower costs and elevate IT to focus on the applications and services that will power new growth in our customers' businesses.

Frequently asked questions around the Lenovo and Nutanix partnership

Q1. What is being announced?

A. Lenovo and Nutanix are announcing a global strategic partnership and an original equipment manufacturer (OEM) agreement to develop, market, and sell a new series of Lenovo-branded hyperconverged appliances.

Q2. What is hyperconverged infrastructure?

A. Hyperconverged infrastructure integrates compute, storage and virtualization into a single x86-based system deployed in scale-out clusters to enable next-generation data centers. The Lenovo appliance approach dramatically reduces server, storage, and virtualization complexity within customer data centers.

Q3. What are the advantages of a Lenovo hyperconverged infrastructure solution powered by Nutanix?

A. The Lenovo hyperconverged solution with Nutanix delivers high reliability, dependable security, limitless predictable scalability, simplified management, and faster time-to-value. At the same time, it helps to reduce total cost of ownership, which enables IT to focus on innovation and delivering value to their business.

Q4. Why are Lenovo and Nutanix partnering to deliver a hyperconverged appliance?

A. Lenovo and Nutanix share the common vision of the evolving enterprise datacenter. The Lenovo hyperconverged appliance enables enterprises to focus on innovation, greater efficiency, and agility for their business. Nutanix has been delivering hyperconverged solutions to customers since 2011 and is recognized as a market leader by industry analyst firms such as Gartner and IDC. Lenovo is a global computing innovator with an extensive enterprise portfolio and a strong presence in growth markets. Lenovo's highly reliable hardware is a critical component in delivering the hyperconverged solution.

Q5. Why should customers be excited about this?

A. By combining the reliability, reduced cost, and simplicity of Lenovo hardware with the scalability and ease of management of the Nutanix software, customers gain a faster time-to-value in deploying their applications, which frees up time to further innovate their businesses.

Q8. What customer benefits does Lenovo bring to this OEM partnership?

A. Lenovo has a long heritage of innovation in the marketplace, partnering with the industry's best to bring leading solutions to customers. Lenovo is an undisputed leader in several technology markets and has earned the trust of thousands of enterprises around the globe as the only company that can deliver PCs, smart connected devices, and enterprise solutions. Lenovo continues to be ranked #1 in customer surveys of both reliabilityⁱ and satisfactionⁱⁱ. This means that customers benefit from the outstanding quality and reliability of Lenovo hardware, backed by leading service and support, as the foundation for this solution.

Q9. Why should a customer buy a Lenovo hyperconverged solution versus a competitive offering?

A. Customers should definitely compare hyperconverged solutions prior to making an investment, because all hyperconverged solutions are not equal. Some do not utilize proven, reliable hardware, while others are hamstrung by scalability and performance challenges. The value of the combined Lenovo and Nutanix hyperconverged solution is that it simplifies infrastructure and enables IT to focus on the applications and services that power the business. Customers can depend upon innovation leaders Lenovo and Nutanix to propel their IT infrastructures into the next generation of data centers.

Q10. Why should customers consider Lenovo versus other OEM who have a partnership with Nutanix?

A. The announcement goes beyond an OEM agreement as a global strategic partnership that includes joint development as well as deeper go to market elements. These include Lenovo's plans of a sizeable investment to ramp a dedicated sales force highly skilled in engaging customers on how the Lenovo and Nutanix solution can solve their IT challenges. Additionally, the scale of Lenovo's Business Partner network will provide customers the ability to source the solutions from their partner of choice.

Q11. How is this announcement different from Lenovo's recent announcements with other Hyperconverged and storage suppliers?

A. The announcement is a global strategic partnership that includes joint development as well as go to market elements. At the same time, Lenovo's strategy around Hyperconverged and storage is to deliver a solution based on customer's specific needs. Therefore, we will continue to maintain the meet-in-the-channel relationships with a broader set of Hyperconvergence providers. Lenovo will also continue to market and sell a range of direct-attached, network-attached, and storage area network systems that align to fulfilling client needs, including IBM Storwize™ offerings.

Q12. When is product availability, and can you share details on pricing, features, and technical specifications?

A. Lenovo and Nutanix expect to jointly announce the new offerings next month at the Gartner *Data Center*, Infrastructure & Operations Management Conference in Las Vegas, Nevada on December 7th – 10th, 2015. The product availability will be in CY 1Q 2016.

ⁱ Lenovo enterprise servers are ranked **#1 in x86 reliability**, according to the latest ITIC survey. ITIC 2014-2015 Global Server Hardware, Server OS Reliability Report, May 2014 (latest report, 2015-016 survey results pending); <http://www.lenovo.com/images/products/system-x/pdfs/analyst-reports/XSL03126USEN.PDF>.

ⁱⁱ Lenovo enterprise servers are also ranked **#1 in customer satisfaction** overall for the 14th quarter out of the last 16 (including #1 in Product Satisfaction, #1 in Service Satisfaction, and #1 in Sales Responsiveness), according to the latest TBR survey.