

# Business continuity with the end-user at heart.

Helping your people work  
at their best everywhere, whilst  
keeping corporate data secure.





Keep your  
workforce  
mobile and  
your business  
running at  
its best

Data doesn't transform the world. People do. With new technologies that deliver an outstanding end-user experience, your employees can work at their best. Smarter solutions enable them to securely access their applications and files, from anywhere, at any time and from any device, while keeping your corporate data secure.

### **Mobility and empowerment**

People want to work from anywhere, at any time and from any device, or even multiple devices.

### **Availability and reliability**

You're moving applications, data, and services to the cloud. That needs to make life simpler, not more complex.

### **Simplicity and cost reduction**

Budgets are tight in many organizations. Smart end-user computing initiatives can reduce operational costs and make use of existing investments.

### **Security and compliance**

You need flexibility to apply security policies, and tight control over traffic, across all end-user devices and sessions.



# The user experience is what counts

A great user experience – from the end-user device to the data center – makes all the difference. Successful end-user computing initiatives can have long-lasting benefits for all your stakeholders.

## **End-users**

Your employees are more productive on virtualized desktops, which come without the hassle and limitations of physically located hardware.

## **IT teams**

IT can automate processes that are bogging them down, like maintaining, fixing desktop computers and software meaning they spend less time troubleshooting and more time on innovation and new features.

## **Executive managers**

Executive management can better control operational costs and capital expenditure.

# Transforming end-user computing

**Focus on your end-user to ensure the best possible computing experience.**

## **How do you get to a successful solution?**

To get started, you need to make sure you gather comprehensive user requirements.

Analyze the tasks they're doing, how they're doing them, the overall workflow, and the applications involved. You should also storyboard proposed solutions and run them past the end-users, in order to solicit their impressions prior to any pilot programs and usability tests. It's best to know that you're veering off course early on, before you make further investments into possible solutions. Then, as you begin to ramp up end-user testing—and user testing is probably the most important part of it all—make sure that you structure the way that users carry out their tests and the way that you record the results. Interpreting end-user feedback can introduce things like confirmation bias issues, so be on the lookout for ways in which you might be interpreting feedback to confirm.

Delivering the best possible experience for users is a key goal of end-user computing. If the virtual desktop experience is not as good as that provided by standard physical hardware, users will soon be wishing they could roll back to that earlier environment. Users need to find their experience is just as fast (or faster), extremely stable, and easy to use in order for your end-user computing initiative to succeed. If they don't experience this, your initiative could fail.

# Be smart to avoid pitfalls

Not understanding current business processes at the beginning of your end-user computing project will prohibit technology from improving it. Gather as much knowledge as possible, and don't make assumptions about the business that could prove to be detrimental to the technology implementation. Prepare and reduce the risk factors that will lead your business to the best user experience.

Every organization that makes the commitment to an end-user computing initiative does so with the best of intentions for its users. Freeing end-users from cumbersome physical desktop environments and unleashing the power and flexibility of virtual desktops drive the majority of initiatives from an incentive perspective. But for most organizations, it's about more than just empowering the end-user. IT and executive management are also enticed by the potential cost savings and long-term reduction in Total Cost of Ownership (TCO) promised by end-user computing and Virtual Desktop Infrastructure (VDI) vendors. Being able to streamline the infrastructure, centralize virtual desktop management, and create shorter upgrade cycles for critical fixes and new features certainly makes sense from an OpEx perspective.

## Prepare yourself for success with Lenovo and Nutanix

Why is it that after thoughtful technical planning, significant investment, and careful selection of vendor(s), nearly half of these initiatives hit a performance wall so soon after cutover to production, with users clamoring for their old desktop environments? Who really deserves the scrutiny and blame when things don't turn out as expected? The problem resides in the siloed nature of the datacenter infrastructure itself. This is the reason why Lenovo, integrating Nutanix technologies into the ThinkAgile HX series, can deliver a unified end-user computing solution. We see the risks in approaching end-user computing from a pure product perspective, which encourages viewing the components of end-user computing as separate silos of functionality.





# Success factors

There are additional critical factors in the success of end-user computing initiatives:

## **Improve devices and software**

For example, laptop hardware is going out of support, so you're replacing this hardware with virtual desktops. Or you're going to refresh the end-user operating systems. Your IT and applications teams might even be delivering individual software applications as a service (SaaS).

## **Strengthen security**

For example, you might have to provision secure desktops and apps for training, onboarding, testing/development while remaining compliant.

## **Support more devices**

For example, support Bring Your Own Device (BYOD) or Choose Your Own Device.

### **Lenovo is your partner for the journey**

Understanding what's needed for your organization's virtual desktop infrastructure can be overwhelming if you don't know where to start. Let Lenovo's VDI experts help you define the right client virtualization solution that meets the needs of your ever-changing business.

Take advantage of the Lenovo VDI Workshop - a white-boarding session led by Lenovo Principal Consultants to help you and your engineering teams understand your current needs and environment and arrive at a more clarified state on your journey of achieving desktop virtualization.

[LEARN MORE →](#)

# Lenovo and Nutanix is a foundation you can trust

## The most reliable platform

Lenovo ThinkAgile HX appliances are pre-validated solutions jointly developed with Nutanix engineering. These easy-to-deploy solutions come pre-installed with Nutanix software and are built on Lenovo ThinkSystem servers, which have been rated the #1 most reliable x86 servers for 5 years running in ITIC global surveys.

## Solutions to fit your strategy

As long-standing partners in providing end-user computing, hyperconverged infrastructure (HCI), and cloud solutions, Lenovo and Nutanix are uniquely positioned to help you to navigate the changing end-user computing landscape. We offer Virtual Desktop Infrastructure (VDI) and Desktop-as-a-Service (DaaS) solutions to address your unique requirements, whether you need on-premises services or services delivered from the cloud.


## Thousands of users worldwide

Lenovo offers end-to-end cloud-based DaaS solutions integrating Nutanix technologies, connecting end-users to applications, desktops, and data in multi-cloud environments. Nutanix DaaS software complements or takes the place of VDI environments, eliminates the need for infrastructure deployment and management, accelerates delivery of desktops and apps to users, and reduces CapEx.

## Choose your solution:

**citrix** **vmware** **NUTANIX**

→ Learn more at [www.golenovo.com/nutanix](http://www.golenovo.com/nutanix)



In the data  
center or  
the cloud?

With Lenovo and Nutanix you can choose leading solutions that run virtual desktops from your data center, or Desktop-as-a-Service in the cloud.

- Connect users, apps and data securely – on multi-cloud, on-premises, and hybrid cloud.
- Simplify management – with a centralized management console.
- Speed time to value – onboard your users in hours.

### **Any app**

Deliver apps to desktops easily and quickly.

### **Any storage or Application Integration Middleware (AIM)**

Integrated with industry leading cloud services.

### **Access anywhere**

App delivery into browsers, Bring Your Own Device (BYOD) without managing disparate devices.

### **Any infrastructure**

Deploy desktops of choice from your data center or from the public cloud: Amazon AWS, Microsoft Azure.

→ Learn more at [www.golenovo.com/nutanix](http://www.golenovo.com/nutanix)

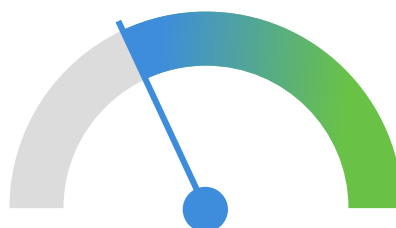


# Benefits



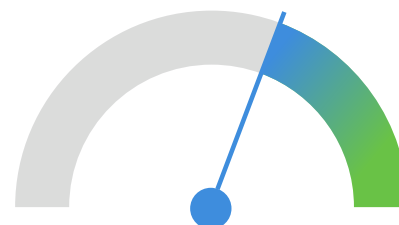
**97%** ↓

**Reduce downtime**  
by as much as 97%



**60%** ↓

**Reduce IT costs**  
by up to 60%



**40%** ↓

**Slash CapEx by**  
as much as 40%

## Scale to thousands of users easily

Scale from pilot to thousands of end-users without re-architecting your infrastructure. Benefit from the industry's leading hyperconverged infrastructure solution and world-class support used to deliver millions of virtual desktops and apps. Eliminate risk of failure with comprehensive professional services from Lenovo and Nutanix.

## Improve availability and security

Reduce downtime by as much as 97% with built-in self-healing and intelligent automation capabilities. Deliver uninterrupted access to digital workspaces with bursting and failover across multiple clouds. Prevent unwanted attacks and keep end-user data secured with encrypted desktops and user files. Stop malware from spreading with secured network access between the network firewall and the user desktop.

## Deploy virtual desktops faster

Deploy your virtual applications and desktops 8x faster with one-click deployment and management. Enable global collaboration with an enterprise-ready digital workspace within minutes, not hours or days. Support any end-users, including mobile and remote users, on the broadest set of platforms (on-premises, hosted, and public cloud).

## Reduce operational costs

Reduce IT costs by up to 60%, with an investment payback of 7 months. Slash CapEx by as much as 40%. Align licensing to users for optimal value. Gain operational efficiencies by consolidating services like home directories, user profiles, departmental shares, network segmentation, and more.

# Lenovo and Nutanix help you to deliver better user experiences

**NUTANIX**  
YOUR ENTERPRISE CLOUD

**Lenovo**



[Read full case study →](#)

“Users’ desktops load faster, applications run more quickly and videos stream seamlessly—it’s a vast improvement. The fact that files and systems are now available instantly means that staff can work more productively.”

“We used to use VMware on HPE servers and storage systems for VDI before moving to Citrix Xen Desktop running on four Lenovo ThinkAgile HX Series clusters. Thanks to lower licensing costs, a smaller physical footprint and more processing power, we were able to reduce our operating costs.”



[Read full case study →](#)

Lenovo ThinkAgile HX Series solutions combine Nutanix software with Lenovo’s #1 reliable, high performing platforms to transform end-user experiences. Users have secure and responsive access to applications and data across private and public clouds.

## Our solutions are easy to deploy and manage, so you can:

Deliver a great experience for every user

Start small and scale to thousands of users without re-architecting

Pay as you grow and minimize TCO

Together we make your infrastructure easy, intelligent, and resilient.

[Start your journey today →](#)

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