Lenovo e RedHat
Una partnership di successo
Gianfranco Bauco
Lenovo DCG Technical Sales Specialist
Data Center Group Vision

Be the most trusted data center partner – empowering customers’ Intelligent Transformation and solving humanity’s greatest challenges.
## A global technology leader

<table>
<thead>
<tr>
<th><strong>52,000</strong></th>
<th><strong>#240</strong></th>
<th><strong>7</strong></th>
<th><strong>100%</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Employees serving customers in 160+ countries</td>
<td>Fortune 500</td>
<td>Nationalities in leadership executive council</td>
<td>Publicly traded</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>48.6%</strong></th>
<th><strong>$1.2B</strong></th>
<th><strong>#5</strong></th>
<th><strong>36</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth rate</td>
<td>AI &amp; IOT investment</td>
<td>On Gartner high tech supply chain ranking</td>
<td>Manufacturing facilities, 7 research centers and 71 offices globally</td>
</tr>
</tbody>
</table>

Fastest growing server vendor
DCG’s 26 years of innovation
A history dedicated to continuous increases on performance, agility, and reliability
Lenovo’s innovation continues

Dedicated to continuous advancements in performance, agility, and reliability for the data center

1st Of all vendors in number of World Records
1st Mission-critical 8 way server in 4u form factor with SR950
1st In Supercomputing in the world
1st Warm water cooled Intel Scalable Xeon supercomputer
1st Deployment of Azure Stack in the world
1st Full integration with Nutanix Prism
1st To have VMware vSAN ready nodes with Intel Optane SSD DC
1st To power on Intel Optane DC Persistent Memory

#RedHatOSD
Simplyfing the Journey to the cloud

- SILO'D VIRTUALIZED WORKLOADS
- PRIVATE
- CROSS-CLOUD ARBITRAGE
- HYBRID

Lenovo

Red Hat

CLOUDFORMS

XClarity®
Solving Data Center Challenges with Solutions

Partner Services

Red Hat
- CloudForms Operations Management Software

Red Hat
- OpenStack Cloud & Ansible Orchestration Software

Red Hat
- Linux Operating System, Hypervisor & Software Containers

Lenovo
- XClarity Simplified Hardware Provisioning

Lenovo
- Innovative, Award-Winning Hardware

Traditional On-Prem Data Center

Next Generation Hybrid Data Center
Integrated, Validated, and Customizable Cloud Reference Architecture

https://lenovopress.com/software/alliances/redhat
6 Steps to Accelerate Time to Value

1. Install the Lenovo hardware
2. Deploy Red Hat Enterprise Linux OSP Director
3. Register nodes
4. Assign deployment roles
5. Verify and deploy the Overcloud
6. Finalize the operational cloud
Create a Container Solution with Lenovo & Red Hat

- Provides overview of application containers
- Container orchestration technologies (Docker and Kubernetes)
- Describes DevOps, Continuous Integration and Continuous Delivery
- Provides examples for Openshift Container Platform

Create a Private Cloud Solution with Lenovo & Red Hat

- **Reference Architecture includes:**
  - Integration with Ironic for bare metal automated deployment

- **Hardware Includes:**
  - 2U ThinkSystem SR650
  - Lenovo 10Gbps switches with upto 126 x10Gbps ports

- **Lenovo is Single point of support for Hardware and Red Hat Software**

[https://lenovopress.com/lp0762.pdf](https://lenovopress.com/lp0762.pdf)
Scale out on SDS with Lenovo & Red Hat

- Reference Architecture based on 2U x3650 with up to 112TB per Node

- Open Stack Integration for Hardware Management

- Lenovo is Single point of support for Hardware and Red Hat Software
Driving IT Industry Standards
Lenovo participates in 30+ enterprise & data center standards organizations

- incits Technical Committee T10
- Fibre Channel
- T11
- IoT Summit
- openHPC
- DMTF
- nvm EXPRESS
- Open Data Center Committee
- Scorpio Alliance
- JEDEC
- Open Computing Project
- IETF
- INFINIBAND Trade Association
- Ceph
- OPNFV
- Intel
- OpenFabrics Alliance
- ASHRAE
- IEEE 802.3
- Flash Memory Summit
- ARM TechCon
- the green grid
- ONF
- MPI

Board of Director
New Membership 2016
Bringing it all together: Lenovo 360

Lenovo Services

Global Scale & Economics

Servers, Storage, Networking, Hyperconverged + Ecosystem

Next Gen Innovation
STIC
System Technology Innovation Center

Cloud
ThinkAgile

Engineered Solutions
ThinkAgile

Big Data
Database Analytics
Client Virt.

Rack Scale Architecture
Compute and Warm Storage
Application Optimized

Hyperscale

HPC

#RedHatOSD

Lenovo

Computer Eng.
Oil and Gas
Risk Analysis
Weather
Deep Learning

SAP HANA

IBM

vmware

Microsoft

Cloudian

nexenta

Lenovo

Red Hat

Intel

OpenStack

VA

Microsoft Azure

VMware
GRAZIE PER L’ATTENZIONE

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